



# Chamber Connections



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April 2024

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## TEAM Dover Swings for a Hole-In-One!

It's Springtime and colors are slowly blossoming all around us. One of those colors is green, so it is only right to connect two amazing pillars of our community on the green for a day of fresh air, good exercise, prizes, food & drinks, friendly competition, and flourishing connections.

YOUR Central Delaware Chamber of Commerce (CDCC) is

excited to present our renowned Bluesuiters Golf Tournament on Thursday May 9th, 2024, from 10am-5pm at the beautiful and peaceful Jonathan's Landing Golf Course (1309 Ponderosa Drive Magnolia, DE 19962). Shotgun start is at 11am.

The Bluesuiters Golf Tournament is conceptualized as a bridge between the military



and civilian/business professional sectors of the community, also known as TEAM Dover. As you have probably inferred, the name "Blue-

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Excitement is building as your Central Delaware Chamber of Commerce (CDCC) prepares to honor outstanding businesses and individuals in the community at our Annual Awards for Excellence Celebration in June. The Excellence in Business Awards recognize the dedication, innovation, and resilience of those who have made significant

## Presenting Nine Nominees for Excellence in Business!

contributions to the economic fabric of Central Delaware.

The best part of this award ceremony is that the outcome is determined by CDCC members themselves, therefore we need your help once again this year to cast your vote in three categories. This is a community-based voted award event, where we pride ourselves on letting the community share their voice in support of their fellow

business peers across a variety of industries. The nominations have been sent in months prior and are chosen by the Awards for Excellence in Business Committee, comprised of previous award winners. After making their way through amazing candidates, the final nine nominees are finalized!

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## Swing Into Spring: CDCC Mini-Masters & Mixer



There is just something about mini golf that makes everyone relax, smile, bond, and feel like a winner. Pair those positive feelings with sunshine, ice cream, door prizes, networking, music, and more at the happiest place in Kent County - Tre Sorelle Dolce Ice Cream & Mini

Golf, and you have the makings of the Central Delaware Chamber of Commerce's (CDCC) Mini Master Tournament and Mixer! This is your reminder to mark your calendar to meet us on the cute, but challenging, course in Wyoming (27 S. Railroad Street Wyoming, DE 19934) on Wednesday, April 24th from 4-7pm.

Whoever thought of shrinking and simplifying traditional golf - kudos to you for a great idea

that allows CDCC members and their teams to enjoy a fun opportunity to bond with each other and their close community. Undoubtedly, mini golf is a social activity that encourages interaction among players. It provides a relaxed and casual environment for conversation and camaraderie, making it an appealing choice for outings with friends,

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# Dina's Digest



PRESIDENT  
Dina Vendetti

## Together We Can Do So Much!

We're all familiar with sayings like "teamwork makes the dream work" or "success is best when it's shared" or "individually, we are a drop – together, we are an ocean." They all reference the idea of what can be accomplished when like-minded individuals or organizations come together to achieve common goals. There is absolutely no doubt that connections, partnerships, and collaborations are valuable when attempting to motivate change, stimulate growth, or simply accomplish something bigger than one's self.

One of the greatest treasures here in Central Delaware is an openness to working together. Business leaders, organizations, and companies in this area understand how much more we can accomplish when we all put our heads together around the same problem, issue, or topic. People here understand and appreciate it that, literally and figuratively, we are all in it (whatever "it" is) together!

As a Chamber, we have the great privilege of witnessing and participating in so many partnerships and collaborations. You, our members, are always looking for ways to work with other business members – and you've formed some amazing partnerships and accomplished incredible things. We are so excited to see the results: increased productivity, innovation, problem solving, increased flexibility, business growth, a boost in morale, a sense of true connection... and that's just the beginning.

Even the political climate here in the First State operates in a much more collaborative way than governance in surrounding states. In Delaware, each voice is heard and each voice counts – that's known as "The Delaware Way." Ideas are considered and politicians and citizens work closely together to solve problems and move our state forward.

The CDCC is thrilled to be engaged in so many partnerships and collaborations throughout our community. We are working closely with other agencies like the Downtown Dover Partnership, the Kent Economic Partnership, the Delaware Prosperity Partnership, Kent County Tourism, and the City of Dover to attract business to our area and to transform what we have into something new. We are pleased to partner with Leadership Delaware, Inc., and Wilmington University as we strive to raise our community's next generation of leaders. We work hand in hand with our area lawmakers to help them create legislation that is business-friendly and good for the economy. We work with all the other chambers in the state to help ensure that general welfare, prosperity, and quality of life are preserved here in the First State. And those are just a few examples of the CDCC's partnerships!

Working together is not always the easiest route, especially for us independent types. It requires extra time and clear communication. Everyone's ideas and concerns must be considered. And it's sometimes difficult to reach consensus. But there's nothing like the energy and synergy that happen when a partnership or collaboration is working the way it's supposed to! The most power is truly achieved when we empower each other.

As we continue to work diligently to ensure that Central Delaware is a wonderful place to live, work, and play, we encourage all of you to reach out to fellow member businesses and look for ways to work together and encourage each other. One of the greatest benefits of membership in the CDCC is that your Chamber is always happy to help connect you and help to make introductions – take us up on it! And let's remember the truth in Helen Keller's famous words: "Alone, we can do so little = together we can do so much!"

# Calendar of Events

## APRIL

- Thursday, April 4th**  
Leadership Central Delaware  
8:00am - 5:00pm,  
Health and Human Services Day
- Thursday, April 4th**  
Kent County Open for Business  
8:30am - 10:00am,  
Kent County Levy Court
- Tuesday, April 9th**  
CDCC Board Meeting  
7:30am - 8:30am,  
Faw Casson
- Tuesday, April 9th**  
Professional Power-Up Online  
12:00pm - 1:00pm,  
via Zoom
- Wednesday, April 10th**  
Coffee Coaching  
8:00am - 9:00am,  
via Zoom
- Wednesday, April 10th**  
Marketing Committee Meeting  
10:00am - 11:00am,  
via Zoom
- Thursday, April 11th**  
23rd Annual 55+ Expo  
9:00am - 3:00pm,  
Bally's Dover Casino Resort
- Friday, April 12th**  
Member Orientation  
8:30am - 10:00am,  
via Zoom
- Tuesday, April 16th**  
LCD Steering Committee Meeting  
12:00pm - 1:00pm,  
CDCC Conference Room
- Thursday, April 18th**  
LCD Class of 2025 Invitational  
5:00pm - 7:00pm,  
Burwood Estates (home of the Lessard family)
- Wednesday, April 24th**  
Ambassador Committee Meeting  
3:30pm, Tre Sorelle Dolce Ice Cream & Mini Golf
- Wednesday, April 24th**  
The Chamber Mini Masters / Sunset Business Mixer  
4:00pm - 7:00pm,  
Tre Sorelle Dolce Ice Cream & Mini Golf

## MAY

- Thursday, May 2nd**  
Leadership Central Delaware  
8:00am - 5:00pm,  
Economic Development Day
- Thursday, May 2nd**  
Kent County Open for Business  
8:30am - 10:00am,  
Kent County Levy Court
- Wednesday, May 8th**  
Coffee Coaching  
8:00am - 9:00am,  
via Zoom
- Wednesday, May 8th**  
Marketing Committee Meeting  
10:00am - 11:00am,  
via Zoom
- Thursday, May 9th**  
Bluesuiters Golf Tournament  
10:00am Reg.;  
11:00am Start,  
Jonathan's Landing
- Friday, May 10th**  
Member Orientation  
12:00pm - 1:30pm,  
via Zoom
- Tuesday, May 14th**  
CDCC Board Meeting  
7:30am - 8:30am,  
Faw Casson
- Tuesday, May 14th**  
Professional Power-Up LIVE!  
12:00pm - 1:00pm,  
Grotto Pizza - Dover
- Monday, May 20th**  
CDCC Executive Committee Meeting  
8:00am - 10:00am,  
CDCC Conference Room
- Tuesday, May 21st**  
LCD Steering Committee Meeting  
12:00pm - 1:00pm,  
CDCC Conference Room
- Monday, May 27th**  
Memorial Day Office Closed
- Wednesday, May 29th**  
Ambassador Committee Meeting  
4:30pm, Hampton Inn - Milford
- Wednesday, May 29th**  
Sunset Business Mixer  
5:00pm - 7:00pm,  
Hampton Inn - Milford

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**Thank you to the CDCC Cornerstone Members!**



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

INNOVATION

ENGAGEMENT



## CORNERSTONE MEMBERSHIP

RESOURCEFULNESS

RELEVANCE

# Lunch and Learn on Governmental Relations

The Professional Power-Up Lunch and Learn keeps recharging attendees session by session! This past Tuesday, March 12th, CDCC members logged on via zoom from 12-1pm for an enlightening presentation from Heather Contant, Director of Government & Community Relations at Delaware Municipal Electric Corporation (DEMEC). Her presentation covered the value of government relations, and how citizens can get more involved.

Contant shared the steps that led her to the position she happily holds now at DEMEC. She credits much of her initial learning to her experience as a University of Delaware Political Science graduate and Legislative Aid at the start of her career. She highlighted the historical significance of legislative affairs

in the heart of the First State since the 1700s. Contant explained the responsibilities of her role, describing them as “balancing advocacy efforts and the message” and “removing the jargon” from concerns of her organization so legislators can understand better. Citizenship was a major element of her platform as Miss Delaware as well.

Governmental relations not only play a crucial role in the success of businesses and organizations, but for citizens as well. This accessible level of state government in Delaware has the greatest impact on resident’s quality of life. Heather Contant highlighted the importance of building relationships with elected officials and government agencies to advocate for policies that benefit the business community. She shared valuable links, resources,

and ways for citizens to get their voices heard and stay informed, both personally and professionally. She encouraged attendees to attend town hall meetings, House hearings, sign up for email alerts and committees, and follow legislators on their social media platforms.

The CDCC is grateful to have Heather Contant working hard on behalf of the community and our members and even more grateful for her sharing her time and expertise with us. She made the perfect conclusion by reading “Unless someone like you cares a whole awful lot, nothing is going to get better. It’s not,” a quote from the Lorax by Dr. Seuss, which hangs in her office. Whether it suits the interest of your company, organization, or personal convictions, it’s best to practice your civic duty in the present, instead



of just publicly complaining after it’s happened. Thank you, Heather Contant!

The power surge continues this April 9th, from 12-1pm, via zoom. Don’t miss an intriguing presentation from Executive Pastor at United Church, Mark Teneffoss, on “Leadership Agility, Adapting to Rapidly Changing Circumstances.” Register today at [cdcc.net](http://cdcc.net) or by calling (302) 734-7513.



# PAM Welcomes New Worker’s Compensation Program Director

PAM Rehabilitation Hospital of Dover is pleased to announce the addition of a new member to its dedicated team. Please join them in welcoming Robert Kroneberger, their new Workers’ Compensation program director. With a wealth of over 25 years of experience in the healthcare industry and a passion for assisting injured workers, Kroneberger is an asset to the PAM Dover Hospital and overall community.

“PAM is just incredible,” remarked Kroneberger. Kroneberger is excited to be a part of the PAM team because of the great communication from beginning to end in regard to their patients. “When someone comes into one of our hospitals for rehab or long-term care, I’m there to help with that process to make it faster. That’s where additional communication makes all the difference. PAM does an excellent job of letting everyone know what is going on.”

“Our goal at PAM has always been to help those in our community recover and thrive following a significant injury or illness. We are so excited to have Rob in his role as a workers compensation account executive. His knowledge and expertise in the field allows us to better meet the needs of Delaware’s business owners and the injured

employees we are honored to be able to get on the road to recovery,” shared Erin Del Farno, RN, & PAM Health Market Director of Strategy. “Workers Comp can be a daunting task to navigate, there are already so many stressors just from having the injury have occurred. Rob being there to bridge the gaps for us and be a liaison between the carriers, employees, and businesses allows us to better meet the needs of our community.”

“This program is unique in that it allows us to go a step further from getting our patients safe to go home and allows us to help them to recover to the point that they can, ideally, get back to work. We know in the current climate how important it is to maintain our essential workforce,” continued Del Farno.

In contrast to other workers compensation-related positions he’s held in the past, Kroneberger appreciates getting to see the positive end results of his work on a personal patient-by-patient basis. “I never got to meet the injured worker, and now I’ll get to meet them, and it’s gratifying to know what I do for the job is really helpful,” he continued. Kroneberger believes that PAM is exceptional at what they do to help others who need it the most. He is proud to

work alongside a team the exhibits great empathy for their patients and passion for doing their jobs.

“I had the chance to meet with one of the patients while I was in the hospital. He was a paraplegic, but we saw some physical improvements within a week for him, and when I spoke with him, it was the mental part that I thought was absolutely incredible. He said ‘Rob, I have to stop thinking of myself before I had this injury. I’m now thinking of where I am now, and where I’m gonna be in the future.’ I tell this story all the time, cause that’s what we do. In these injuries, someone’s never going to be who they used to be, as far as physically, and it’s just moving, it’s incredible.”

Kroneberger will be working alongside the PAM team that is known for providing great support for Central Delaware’s first responders. “One of my biggest honors personally through the addition of this program is that it has enabled us to care for several injured firefighters, EMTs, and police officers. We as a corporation appreciate all the things they do for our community every day. While we are saddened for their injuries, it is also a great honor to be able to care for them in their time of need as well,” shared Del Farno.



“We offer a pretty complete service and I think we really do it well,” concluded Kroneberger. When he is not busy supporting workers in dire need, he can be found enjoying the outdoors and staying active with his two children on the Eastern Shore.

Please join us in welcoming Robert Kroneberger to the PAM Health Rehabilitation Hospital of Dover team. For more information about PAM Health Rehabilitation Hospital of Dover, please visit [www.pamhealth.com](http://www.pamhealth.com), or call (302) 672-5800.





*"Leadership in a police organization is the process of influencing human behavior to achieve organizational goals that serve the public, while developing individuals, teams, and the organization for future service."*  
 -Leadership in Police Organizations /IACP

# LCD '24 Public Safety & Criminal Justice Day!

The Leadership Central Delaware Class (CDCC) of 2024 recently experienced an insightful and eye-opening day focused on Public Safety & Criminal Justice. Held on March 7th, this immersive experience was designed to provide participants with a deeper understanding of the challenges, necessary leadership qualities, and responsibilities within these critical sectors – as well as a few surprises along the way.

Data driven, goal setting, and skills of discernment were the themed leadership traits of the day which began with a panel discussion comprised of Captain Joshua Bushweller (Delaware Information and Analysis Center Director), Chief Elmer Harris (Delaware Capital Police), and Major David Rattè (436th SFS/CC Commander at Dover Air Force Base). The panel explored several topics, including police recruitment and retention - one of the biggest challenges facing law enforcement now. The class had great questions for the panelists that provided honest, real-time answers about their professions and leadership styles. The panelists shared how they strive to develop cultures of



accountability within their agencies, inspiring leadership, and how they make tough, life-or-death decisions when they are needed most.

After a quick break, the LCD Class of 2024 resumed with Violent Intruder Preparedness and Response (VIPR) training (Active Shooter training) from Detective Chris Nicholson (Explosive Ordnance Disposal Unit & Terrorism Liaison Officer, Delaware State Police). He provided an eye-opening, statistical, analysis of mass shooting and terrorist attacks in America. The case studies presented were unforgettable and stark reminders of the world we live in and the precautions we all need to take to maximize collective safety. This training is available for everyone and should be considered in all businesses, organizations, and groups.

Stephen Burgess (LCD Class of 2021, co-Chair, Fireside Partners Emergency Operations Center Manager) happily served as host for the day. He introduced the class to the work of Fireside. Fireside is a crisis management consulting firm in Dover doing amazing work all over the world. The company

provides a range of crisis management services to help organizations prepare for, respond to, and recover from crisis situations. They support clients in the event of a crisis including natural disasters, terrorist attacks, and aviation incidents (the class received a tour of where this action happens). They work with a variety of clients, including businesses, governments, healthcare organizations, and educational institutions, which Burgess addressed in his presentation. Burgess stressed the importance of businesses, no matter the size, having frequently updated emergency procedures and equipment on site. Overall, Fireside Partners, Inc., plays an important role in helping organizations to

prepare for crisis situations – a true hidden gem of Central Delaware of which many people are unaware of. Next on the day's agenda was a visit to the Delaware Information & Analysis Center (DIAC) where Lt. David Hake, Deputy Director, Intelligence Center & Homeland Security, DIAC, DE State Police led a tour of the fusion center. DIAC is a center established by the Delaware State Police to enhance communication and collaboration between law enforcement agencies, the private sector, and the public. DIAC provides intelligence and analysis to assist in the prevention and response to criminal and terrorist activity. The center also serves as a hub for the sharing of information



between law enforcement agencies and the private sector. Overall, DIAC plays an important role in enhancing public safety in Delaware by providing critical analysis to support law enforcement and other public safety efforts exemplified by Lt. Hake and his team. They shared their leadership skills and qualities that help them succeed under immense pressure.

Next, the LCD Class of 2024 traveled to the Delaware State Fire School (DSFS) where Tucker Dempsey, Training Administrator, explained the purpose of the school and tips for fire prevention, and took the class on an outdoor tour of the facility. The DSFS is an organization that provides training and education to firefighters and other emergency responders within the state of Delaware. The DSFS

was established in 1921 and has since grown to become one of the leading fire training facilities in the region. DSFS plays a critical role in ensuring that firefighters and emergency responders within the state are well-trained and equipped to respond to a wide range of emergencies and disasters. Through its training programs and other services, the DSFS helps to protect the safety and well-being of the citizens of Delaware. The class had wonderful questions for Dempsey that highlighted his leadership style and extensive experience.

The day ended at Delaware State Police Academy with Captain Kerry Reinbold, who oversees and leads the incoming academy cadets in training to protect and serve as police officers. He shared a thorough presentation about how

the academy, and he himself, specifically trains new cadets. He explained that there is a purpose behind every obstacle and discomfort each cadet must endure before graduating. Captain Reinbold exemplified the organization's pillars: Honor, Integrity, Courage, Loyalty, Attitude, Discipline and Service.

The CDCC wishes to thank our public service officials for taking the time out of their busy day to be with the class. We thank them for extending their hand to the community to increase transparency, connection, and knowledge. The CDCC would also like to thank Co-chairs Denise Vendrick of Faw Casson, Stephen Burgess of Fireside Partners, and Kathy Jordan, retired, for their fundamental support and assistance of Public Safety Day. The CDCC would like to extend

our thanks to Fireside Partners, Inc. for the donuts and coffee, and the Bavarian Bakery & Deli for the delicious, assorted sandwiches, salad, & pastries that fueled everyone for a bright-eyed, successful day!

The class left with a renewed understanding of what it takes to maintain a safe community. They learned a lot about the mind of first responders, their leadership qualities, and responsibilities. Most essential of all, they learned that every person has a civic responsibility to keep the public safe. As a leader, it is the responsibility of each of us to stay educated, informed, and prepared! Thank you to all Delaware public safety leaders who serve this community every day!

## You Could Be in the Next Class of Leaders!

Think of someone who you consider to be a great leader in your life. What makes them a great leader? What characteristics do they hold? Are you ready to take a step toward becoming a leader like that while learning about the amazing resources in Kent County? The Central Delaware Chamber of Commerce (CDCC) has an opportunity for you – Leadership Central Delaware! The CDCC invites you to learn more about this awesome program at the LCD Invitational Reception coming up on Thursday, April 18th, 2024, from 5-7pm, in Dover.

Since its inception, in 2001, Leadership Central Delaware (LCD), the diamond program of the CDCC, having graduated more than 500 individuals, has had a significant positive impact here in Central Delaware. LCD is designed to create effective, dynamic, knowledgeable leaders. This program connects emerging

leaders through diverse networks, while enhancing leadership skills and community knowledge, resulting in increased value, individually and professionally.

Participants in LCD gain an opportunity to develop resources and partnerships, an understanding of the role of leaders in the community, connections with people of influence, and an understanding of the importance of collaboration among businesses... all while developing and enhancing their own leadership skills. Sponsoring companies will receive ten months of advertising to 1,000+ people through numerous CDCC avenues, engaged and connected employees who are ready to make a positive difference, and recognition as a company dedicated to making Central Delaware THE place to live, work, and play.


LCD's 10-month program is comprised of 9 day-long learning sessions (one per month, beginning

in October), an opening and a closing retreat, and graduation. Each day-long session (8 am – 5 pm) is focused on a different economic segment of Kent County. The days are spent hearing from the leaders of various industries, enjoying presentations and tours, and engaging in hands-on learning experiences.

Plan now to be part of Leadership Central Delaware and be sure to attend our FREE Invitational Reception. Class sizes are limited – participants are chosen through an interview process. To learn more about Leadership Central Delaware, please register to attend this FREE reception

to hear from alumni, directors of the program, and its impact on April 18th, from 5-7pm. Also, please visit [www.cdcc.net/education/lcd/](http://www.cdcc.net/education/lcd/) for more information or contact the CDCC Office at (302)734-7513. YOU could be in the next class of Central Delaware Leadership!





**LCD** Leadership Central Delaware

**CLASS OF 2025  
INVITATIONAL**


Join us for a networking social to learn about the LCD program and how you can evolve into the next generation of leaders in Central DE.

**Thursday, April 18th  
5:00-7:00pm**

**Burwood Estates  
3367 Upper King Rd  
Dover, DE 19904**

**Limited Attendance of 50  
REGISTER TODAY!**

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# Member News

## Schlosser & Associates Mechanical Contractors Marks 70th Milestone!

Small businesses doing big things are undoubtedly the backbone of our community. Schlosser & Associates has been exemplifying this since 1954. The Central Delaware Chamber of Commerce (CDCC) invites the community to vicariously share in the success and excitement of Newark-based Schlosser & Associates Mechanical Contractors reaching their 70th anniversary of serving the state of Delaware! The company also provides services in Maryland and Pennsylvania.

Schlosser & Associates has a storied history of serving the community with a diverse array of mechanical contracting services, including HVAC, plumbing, piping, concrete, site utility work, welding, carpentry, and painting. They pride themselves on being a one-stop shop and supplier for their valued clients. Over the decades, the company has earned a stellar reputation for its unwavering commitment to excellence, delivering exceptional results on projects ranging from small-scale residential to large-scale commercial projects. "We are a very diverse company in that we can do a lot of different things," stated Steve Dennis, President of the company.

Operating a family-owned business for 70 years is no easy feat, no matter the industry. Businesses must innovate to navigate the twisting road of small business. They need to have a unique "it-factor" with unwavering core values and principles, and Schlosser is a great example of that. "We still have a live person answering the phone. We like to deal with people on a personal level. That is something that came from our past and we want to honor that into the future," continued Steve Dennis.

The family is proud to now have the third generation working for the company. Their oldest son, Zach has recently joined his two brothers, Chris & Justin, who work as estimators for Schlosser. "My brothers and I worked out in the field at Schlosser

over the summers during high school. After I graduated college, I worked at Siemens; I had a very good career there but once my son was born I began thinking about how my brothers and I were raised in the family business, it changed my whole perspective. Thinking about family, the future and what's really important," shared Zach Dennis, operations manager.

Garnet Schlosser Dennis, daughter of founder, Paul Schlosser Sr., and Vice President of the company, is excited to have 3, (potentially 4 with the addition their new baby grandson) generations of family carrying the Schlosser Way. "What we're really asking Zach to do is to continue to fix and improve all of our processes so that we can do a better job for our customers from the very beginning to end. "We're pretty good at getting work and getting work done. Those backroom processes are what seems to slow family businesses like ours down a bit," explained Steve Dennis.

How does one even begin to summarize 70 years of family business? "Where we are now was never even imagined by my dad 70 years ago. I don't know if he ever really envisioned what we've grown into. If he could see where we are today, I think he and my brother (Paul Schlosser Jr.) would be pretty proud," reflected Garnet Schlosser-Dennis. Paul Jr.'s leadership of the company (with Paul Sr. taking on a consulting role) was marked by ongoing growth, including significant inroads into the commercial market. Upon Paul Jr.'s passing in 2013, Steve (who had joined the company in 1992 primarily focusing on the service department) became president, and the progress and dedication to the legacy continues to this day.

Like many origins of family businesses, Schlosser & Associates was established by Paul Schlosser Sr. in 1954 as a means to provide for his family. "He was doing this by himself in the



beginning and he gradually added a few employees. Now, 70 years later, we feel like it's our responsibility to provide for the 48 families that work here, not just ours. The number of families this company now supports, may be one of the biggest changes that has evolved over the years," says Steve.

The world and its circumstances are always changing, but values, morals, and practices of small businesses that remain and stand the test of time, are inspiring to hear. "Take care of your customers first, then take care of your associates, we call our employees associates. We encourage our associates to do the right thing for the customer first and everything else falls into place. Our core value is customer service, provide what they need at an affordable price and do honest, quality work," shared Steve Dennis. There is a lot of pride infused into this company because of the foundation of heritage, honor, legacy, and integrity.

Schlosser & Associates has conquered challenges resulting from the COVID-19 pandemic, deep loss of two family pioneers (Paul Schlosser Sr. also passed away in 2013), rapidly rising costs, and more, but the successes have made the trials worth it. "In 2019, the company was recognized with a Family-Owned Business Award from the Delaware Business Times, which was, I think, very gratifying to everyone. It's a pretty competitive process. In 2022, we were recognized with one of the Superstars in Business awards from the Delaware State Chamber of Commerce as well, which was certainly well-earned



for all the years the company's been serving communities and is something we really appreciated," highlighted, Paul DeMara, Director of Marketing Communications & Research.

The company, its family members, and associates have a lot to celebrate this year, and this extraordinary milestone is icing on the cake. The next 5-10 years will see a lot of transition of leadership and responsibility from parents Steve & Garnet to their 3 sons. "Our three boys love each other and enjoy working



# Member News

together. We're trying to get the hats off of me and put them on these guys as well as our other associates. I don't see any reason that we're going to stop doing what we do. We just need to continue to get better and better at it," foreshadowed Steve.

"Every time a new generation comes in, the worry is that the new generation is going to lose the company. But really the job is to take the company to the next level. So, we need these young guys to come in here and improve our processes and improve the way we do things to

take us to the next level," continued Steve.

Delaware is special because of great people and businesses giving back to those in need whenever they can. Garnet and Steve have instilled their faith in God and use acts of service to fulfill their value of taking care of others. The couple is involved with Family Promise, an organization that keeps families experiencing homelessness together. As a company, we support the Food Bank of Delaware as well as several

other local charities, and small (but impactful), quiet acts of service.

Steve Dennis wishes to conclude this celebration of 70 years of Schlosser & Associates by reminding other small business owners who are hoping to reach this milestone too: "You have to be in this for the long haul. Enjoy what you do, understand who your customers are and what they need. Do everything you can to make their lives better and you will have a sustainable business. Put the customer first."

The Central Delaware Chamber of Commerce is proud to witness and support the business journey of Schlosser & Associates. We invite our membership to encourage each other and celebrate each other's successes, because when one of us wins, we all win! Congratulations to the Schlosser & Associates family on 70 years of serving Delaware!

*For more information about Schlosser & Associates Mechanical Contractors, please visit, [www.schlosserandassociates.com](http://www.schlosserandassociates.com) or call (302) 738-7333.*

## CDCC and Delaware Prosperity Partnership Become Neighbors!

The Central Delaware Chamber of Commerce (CDCC) is thrilled to welcome its newest neighbors – the Delaware Prosperity Partnership (DPP)! As the public knows, the CDCC and Kent County Tourism Corporation share the same address (435 N. Dupont Highway, Dover, DE 19901). The CDCC has offered an office for rent and is finally happy to share the news that representatives from DPP are now the office's newest residents!

DPP, a prominent non-profit organization dedicated to attracting, expanding, innovating, and retaining businesses in Delaware, chose the CDCC as its new location to enhance its presence in Central Delaware. The CDCC, known for its strong advocacy, support, and connection for local businesses, provides an ideal environment for DPP to connect with the business community and drive economic prosperity in the Kent County area.

Although DPP is headquartered in Wilmington, Delaware, their knowledgeable and diverse staff led by President & CEO, Kurt Foreman, can be found covering the entire state. The CDCC met with Chris Kelly, Senior Economic Researcher, and Joe Lewis, Director of Marketing & External Affairs to learn more about why this location was an advantageous choice for their organization.

"It makes a lot of sense for us because we have staff across the state, so this gives us a nice, centralized location to do meetings like Joe and I are doing today. We

have a lot of meetings here in Dover because we meet with state legislative leaders. It gives a nice waypoint in the middle of the state to be able to handle business. So, it's a great location for us to continue our work," shared Kelly.

"We're a statewide entity so we needed to have some presence throughout the state. It's a great extension of our office in Wilmington and it provides our staff that are not living in New Castle County with an opportunity to have, frankly, a much shorter commute, which is great," shared Lewis.

It's evident that the mission, values, and efforts of CDCC and DPP align for the greater good of Delaware businesses and the results that trickle down to impact residents' quality of life. "We believe that a rising tide lifts all boats," continued Lewis. "We believe that if we create an environment for economic development, which is bringing in businesses to the state, and helping them expand, that is good for the entire state and also supporting entrepreneurs in that innovation ecosystem as well as another big pillar of the work we do here at DPP"

Kelly, who has been with DPP for 2 years, is passionate about his service to the community. "What drives me is working with our partners to help uplift communities across Delaware and ensuring that Delawareans have access to good paying jobs. It's really awesome to see when one of these new companies opens up in town and

just the benefits that the whole community ends up getting from that," Kelly continued.

The work of DPP team is impressive! By the end of 2024, DPP will have added \$2 billion of capital investment to the state. The metrics are visible in the 67 new locations in the last 6 years, 6,275 new jobs, and 2,500 retained jobs, since 2017. "At that new factory or that new shop opening, the individuals that are employed there support our local supply chains. They also get out into the community, shop at the grocery store, and other retail shops. So that wealth that is coming in, that new investment, it spreads throughout the entire community," reminded Lewis.

"It's a really exciting state to be in. There's a lot of positive momentum. We have a highly talented workforce within the region and we're able to draw from a four-state workforce. Talent here is phenomenal. We have an educated workforce. We have access to local government. We have a centrally located place. So, if you're trying to distribute your products across the country, it's great to be here," concluded Kelly.

The CDCC whole-heartedly agrees with those statements and is optimistic about the future of Delaware, anticipating billions of dollars of capital investments significantly impacting the state's economy in the next 5 years.

The CDCC appreciated the time to meet with Chris Kelly & Joe Lewis and are more than happy to share an economic hub with DPP in the heart of the First State. Central Delaware, and Delaware as whole, has much



to look forward to, now, and in the years to come. Gears are always turning because of passionate, and collaborative individuals like Chris, Joe, and DPP team, who work hard everyday for a better future for us all.

The opening of DPP's new office at the CDCC marks an important milestone in the organization's mission to drive economic development and create opportunities for businesses in Delaware. By establishing a presence in Central Delaware, DPP aims to strengthen its connections with the local business community and contribute to the region's economic prosperity. The CDCC is very excited to welcome the DPP staff to their new office here in Kent County with us, and even more excited about the partnerships and aligned mission of both organizations. "

*For more information about the Delaware Prosperity Partnership (DPP), please visit, [www.choosedelaware.com](http://www.choosedelaware.com) or call (302) 310-4292. Please join us in welcoming the DPP team to the CDCC office and Kent County area!*





## A Celebration of the Delaware Way

The Central Delaware Chamber of Commerce (CDCC) recently hosted its 22nd Annual Legislative Luncheon, bringing together business leaders, legislators, and community members for a few hours of constructive discussion and networking. Held at the lovely Bally's Dover Casino Resort – Rollins Center on Thursday, March 21st from 11-1:30am, the event highlighted the importance of collaboration between the business community and elected officials in driving economic growth and prosperity in the region. The CDCC thanks Signature Sponsor, B.I.G. Invest-

ment Services, for supporting this event for the community.

The luncheon kicked off with a warm welcome from Dr. Dina Vendetti, CDCC President who emphasized the Chamber's commitment to advocating for policies that support local businesses. Attendees were then treated to a delicious meal while engaging in lively conversations with fellow guests after standing for the pledge of allegiance. There was plenty of time to network with local legislators and vendor table representatives before the formal panel commenced. The discussions that took place were in-

strumental in fostering relationships and laying the groundwork for future collaborations.

The CDCC thanks Senators Erica Buckson, Kyra Hoffner, David Lawson, Trey Paradee, and Representatives Bill Bush, Charles Postles, Jeff Spiegelman, Bryan Shupe, and Lyndon Yearick for taking time out of their busy schedules to be present and share their honest thoughts with our 200+ interested guests.

Highlights of discussion covered relevant and timely topics such as: The Paid Leave Act, Electrical

Vehicle Mandate, and Ready in 6. Education concerns for Delaware youth were also addressed. For each topic, legislators were allotted 2 minutes to share their viewpoints, facilitated by CDCC 1st Vice Chair, Konrad LaPrade, Publisher of the Daily State News. Between the legislators' stances on various topics, there were reminders to call your legislators, be present at Legislative Hall for House Bill hearings, and the need for more local business professionals to run for office in the future.

The CDCC extends a big thank you to platinum sponsors: B.I.G. Investment Services, Century Engi-





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The CDCC thanks General Assembly Sponsors: Allen Insurance Group, BBSI, C.S. Kidner Associates/Capitol Strategies, Delaware Crime Stoppers, Delaware Municipal Electric Corporation, (DEMEC), Delmarva Power, Dover Motor Speedway, Dowding Resource

Group, George & Lynch, Inc., Highmark Blue Cross Blue Shield Delaware, Pepsi Bottling Ventures, Shore United Bank, The Malmberg Firm, LLC, The Williss Group, LLC, and Wilmington University.

Thank you to Bally's Dover Casino Resort for providing their lovely ballroom space to meet. Thank you Royal Prime staff for providing a delicious meal with attentive service to enjoy.

The 22nd Annual Legislative Luncheon proved to be an example of the Delaware Way and provided ease of access to local legisla-

tors who desire to connect with business professionals and hear their concerns. This event reinforces the Chamber's commitment to serving as a voice for Central Delaware's businesses. Overall, the 22nd Annual Legislative Luncheon was a resounding success, bringing together key stakeholders to discuss important issues, foster relationships, and strengthen the business community in Central Delaware. The CDCC looks forward to continuing this tradition of excellence in the years to come, driving economic growth and government connection for a brighter Delaware for all.

**BLUESUITERS**

Continued from Page 1

suiters” is a nod to the blue attire of Air Force personnel, honoring their invaluable contribution to the nation and our local community. The event seeks to provide an informal setting where business professionals can interact with members of the military, fostering a deeper understanding and appreciation for each other’s roles in the community. The CDCC accomplishes this by pairing two airmen with two civilians to create teams of 4.

The meticulously maintained greens and fairways provide an ideal setting for participants of ALL skill levels to engage in friendly competition and enjoy the beauty of Central Delaware’s landscape at Jonathan’s Landing – whose staff does a wonderful job of accommodating our guests from shotgun start to dinner. In addition to a fun full round of golf, snack stations, and beverages will be available all around the course to keep you fueled for an amazing day. Mulligans and 50/50 raffles tickets will be available for sale as well. There will be many, many opportunities for players to go home with an exciting door prize!



In anticipation of this year’s Bluesuiters Golf Tournament, everyone is encouraged to mark their calendars and register today before slots are filled! Whether you’re swinging for competition, connections, or community contribution, the Bluesuiters Golf Tournament is an event that will satisfy on all fronts, embodying the spirit of collaboration and camaraderie that thrives at the Central Delaware Chamber of Commerce. The CDCC can’t wait to welcome TEAM Dover back to the green for an unforgettable day!

The CDCC extends a big thank you 2024 Bluesuiters Tournament Sponsor: Mi Mutual Mortgage.

The CDCC also thanks sponsors (as of 3.28.24): Independent Metal Strap Co., Inc., N.K.S Distributors, Pepsi Bottling Ventures, Tidewater Utilities, and Wilmington University.

Thank you to snack sponsors (as of 3.26.24): Fifer’s Farm Store & Kitchen, First Citizens Community Bank (FCCB), Instant Imprints of Delaware, NovaCare Rehabilitation, and Sam’s Club Dover.

If you would like to participate in the tournament by golfing, sponsoring, or donating a door prize (great ways to showcase your business) please contact Cristal at the CDCC Office at 302-734-7513 or by email [cbrenneman@cdcc.net](mailto:cbrenneman@cdcc.net). The cost is \$90 per golfer and \$90 to sponsor an Airman to golf. The CDCC is excited to see you on May 9th as TEAM Dover takes over the green. Check-in time is 10 a.m. followed by a shotgun start at 11 a.m.

**MINI MASTERS**

Continued from Page 1

team-building events, and of course a CDCC Mixer, too!

THE CDCC Mini Masters Mini Golf Tournament and Mixer is not only a fun-filled evening, but also a fantastic networking opportunity for local businesses. Don’t miss this chance to showcase your company. We are sure that your team of four will make a lasting impression and start conversations as people notice your creatively coordinated costumes! There is a prize for the team with the best costumes, so come dressed to impress and have fun with it.



CDCC. Attendees can expect regular CDCC mixer-style activities such as amazing networking opportunities, 50/50 cash raffle, door prizes, and important CDCC announcements by President, Dr. Dina Vendetti. The CDCC’s Mixers are the number one consistent way to meet new like-minded individuals, connect with your local community, and have fun while doing it!

In addition to routine CDCC Mixer happenings, food trucks, beverages, yard games, cornhole, music, and ice cream will be available to enjoy while you spectate and cheer on the sidelines or wait for the other

teams to finish. There is no fee to be a spectator and to enjoy the rest of the event.

The CDCC would like to thank Mini Masters Tournament Sponsor, Dover Pools, for their generous support!

We also thank sponsors (as of 3.26.24): Bally’s Dover Casino Resort, Delaware Electric Cooperative, Inc., Dover Federal Credit Union, and Kent County Tourism Corporation.

Thank you for your help in bringing joyful connections and memories to the community! For more information on sponsorship opportunities, such as sponsor tees on the course to proudly showcase your business, contact Cindy today by emailing her at [cfriese@cdcc.net](mailto:cfriese@cdcc.net).

*For more information about THE CDCC’s 2024 Mini Masters Tournament and to register your team of four today, please visit [www.cdcc.net](http://www.cdcc.net) or give the office a call at (302)734-7513. The CDCC can’t wait to see you win the coveted BLUE Mini-Masters Jacket at Tre Sorelle Dolce Ice Cream & Mini Golf later this month on Wednesday, April 24th from 4-7pm!*

The Chamber  
**Mini Masters**



Don’t forget that this is also a Sunset Business Mixer – the premier networking event of the

**AWARDS FOR EXCELLENCE**

Continued from Page 1

Thank you to everyone who nominated a special someone or business; to be nominated means to be amongst the best of the best and is a should elicit great pride. This year's nominees represent a diverse range of industries, from small startups to established enterprises, showcasing the vibrant and dynamic business community of the area. Each nominee has demonstrated exceptional leadership, creativity, involvement in community service, and setting a high standard for others to follow. The CDCC is proud to facilitate a platform to showcase Central Delaware's finest in a grand way.

Now, the CDCC needs our membership's help for the hard part: voting for one nominee in each category. Large Employer of the Year, Small Business of the Year, and Young Professional of the Year need to be decided with your powerful member vote. Voting will open in May. In the May issue of the Chamber Connections, readers will see biographical and business information for all nine nominees. This will help all member businesses to have a good understanding of who they are voting for, their impact, and mission. Remember - Each CDCC member business receives ONE vote per category.

Official ballots will be mailed to CDCC members at the end of April, at which time our members are asked to return them to us no later than May 25th or you can vote online through our website. All nine nominees will be acknowledged and honored at our Annual Excellence in Business Awards Dinner in late June where the winners will be announced and celebrated among other exciting happenings. Thank you in advance for your participation, your vote really matters and means so much to your fellow CDCC members and community leaders. We look forward to celebrating with you on June 28th at Bally's Dover Casino Resort - Rollins Center. Without further ado...

**Now Presenting the CDCC's 2024 Excellence in Business Nominees!****Small Business of the Year Nominees**

- 1) Bright Side Roofing



- 2) High Ground Creative, LLC



- 3) Lean on Me Caregiving, LLC

**Large Employer of the Year Nominees**

- 1) Century Engineering, Inc.



- 2) Del-One Federal Credit Union



- 3) George & Lynch, Inc.

**Young Professional of the Year Award Nominees**

- 1) **Kianna Burgos**, Director of Agent Experiences, Keller Williams Realty Central Delaware



- 2) **Johnathan Flamer**, Food and Beverage Operations Manager, Bally's Dover Casino Resort



- 3) **Allan Timlin**, Bartender/Manager, Roma Italian Restaurant/ Sul Tempo Cocktail Lounge



The CDCC expresses a big thank you to **Signature Sponsor: Merrill Lynch Wealth Management - Connell & Associates!**

The CDCC also thanks sponsors as of (3.26.24): **Allen Insurance Group, Faw Casson, and High Ground Creative, LLC!**



Large Employer of the Year  
**Polytech Adult Education**



Small Business of the Year  
**The Icehouse Wellness & Community**

**Last Year's Winners**

Young Professional of the Year  
**Lauren Webb, Dedicated to Women**



## SCHEDULE OF EVENTS

### 9:00am – 3:00pm

The Wellness Center, sponsored by Bayhealth Medical Center, can be easily found in the hallway outside the ballroom. Information and health assessments on topics including diabetes education, respiratory, palliative care, and more will be available. Visit the Wellness Center to learn more up-to-date information that can help you improve your health and well-being!

Throughout the Rollins Center some exhibitors will have a special Caregiver's Support Exhibitor sign. Visit them to gather the tools and resources you need to take care of your loved ones. There will be valuable information and guidance on how to handle stress and solve common problems that caregivers face when providing for those in their lives that need extra help.

### 9:00am – ?

Visit The Master Gardeners in the Rollins Center. They will be giving away a variety of herbs, while supplies last!



### 11:00am – 11:45am

“Medicare Made Clear®” Confused by Medicare? Join United Healthcare and Anna Wood in the main ballroom to learn the basics and all about your Medicare choices. They'll also share tools and resources to help you understand the coverage that may be right for you, including a free educational guide. Whether you're just getting started with Medicare or simply looking to learn more, they're here to help.



DELAWARE HEALTH AND SOCIAL SERVICES  
Division of Services for Aging and Adults with Physical Disabilities

### 12:00pm – 12:45pm

Join the Delaware Department of Health and Social Services for “Caregiver Supports and Dementia Friendly Delaware” in the main ballroom. This presentation will provide an overview of caregiver support services offered through the Division of Services for the Aging and Adults with Physical Disabilities. In addition, you will learn about the Dementia Friendly Delaware Campaign, which includes an interactive training available for volunteers/employees in multiple employment sectors.

### 1:00pm – 1:15pm

Muscles, not momentum, drive this low-impact, dance-based cardio, and strength training fitness demo on stage in the Rollins Center. Glenenise from Dover Jazzercise will show you how to get a total-body workout without the impact on your joints. Perfect for all fitness levels!

### 1:30pm – 2:00pm

Steppin' Seniors of the Modern Maturity Center will perform several dance routines on the stage in the Rollins Center. They are the unofficial ambassadors for the Modern Maturity Center in Dover and promote line dancing as a fun way to stay active and healthy by performing throughout the community. The Steppin' Seniors repertoire includes more than 100 pieces of music with a different dance for each.



# SPONSORS

## Wellness Center Gold Sponsor:



## Silver Sponsors:



## Gold Sponsor:



## Event Sponsor:



## Media Sponsor:



## Network Nook Sponsor:





# EXHIBITORS

<b>Company</b>	<b>Booth #</b>
Aetna Medicare Solutions	<b>72</b>
Air Temp Solutions	<b>76</b>
Always Best Care Senior Services	<b>38</b>
Bankers Life and Casualty	<b>55</b>
Basement Waterproofing Specialists	<b>14</b>
Bayhealth Medical Center	<b>4</b>
BIG Investment Services	<b>69</b>
Biggs Museum of American Art	<b>28</b>
Black Diamond Financial Solutions	<b>44</b>
Bob Johnson's Computer Stuff	<b>17</b>
Brandywine Hearing Center featuring Beltone	<b>11</b>
Breakthrough Personal Coaching and Wellness	<b>19</b>
Bryan Realty Group	<b>21</b>
Cape May County Dept of Tourism	<b>59</b>
Carey Insurance Group	<b>36</b>
Clearway Pain Solutions	<b>46</b>
CNU Fit	<b>68</b>
Coastal Bath Company	<b>40</b>
Conventions of States Delaware	<b>29</b>
Delaware Department of Health and Social Services	<b>5</b>
Delaware Department of Insurance - Delaware Medicare Assistance Bureau	<b>56</b>
Delaware Division for the Visually Impaired	<b>61</b>
Delaware Hospice	<b>37</b>
Delaware Imaging Network	<b>27</b>
Delaware Senior Medicare Patrol (DE SMP)	<b>26</b>
Delaware State Housing Authority	<b>71</b>
Delaware Valley Medigap	<b>52</b>
Dover / Kent County MPO	<b>34</b>
Dover Federal Credit Union	<b>82</b>
Dover Place Senior Living	<b>32</b>
Dover Pools	<b>64</b>

<b>Company</b>	<b>Booth #</b>
Dover Post	<b>1</b>
E&M Landscaping and Hardscaping, LLC	<b>77</b>
Easterseals Delaware & Maryland's Eastern Shore	<b>22</b>
Edward Jones Investments - Christopher Smith, CFP	<b>13</b>
Eye Specialists of Delaware	<b>8</b>
First Command	<b>84</b>
FrettNet LLC	<b>18</b>
G. Fedale	<b>39</b>
Garner Group Financial, LLC	<b>30</b>
GoGlass	<b>15</b>
Harbor Healthcare & Rehabilitation	<b>33</b>
Harmony at Kent	<b>47</b>
Highmark Delaware	<b>24</b>
Ingleside Homes Inc.	<b>83</b>
Kent County Master Gardeners	<b>65</b>
LeafFilter Gutter Protection	<b>60</b>
Lean On Me Caregiving	<b>20</b>
Lifestyle Document Management Inc.	<b>49</b>
M&T Bank	<b>23</b>
Milford Wellness Village	<b>43</b>
Modern Maturity Center	<b>45</b>
PACE Your LIFE	<b>58</b>
PAM Rehabilitation Hospital of Dover	<b>9</b>
Pinnacle Rehabilitation and Health Center	<b>42</b>
Renewal by Andersen	<b>54</b>
State Street Assisted Living	<b>16</b>
Stone Nation Granite & Marble	<b>31</b>
TidalHealth Lifeline	<b>12</b>
United Healthcare	<b>2</b>
University of Delaware - Delaware Assistive Technology Initiative (DATI)	<b>10</b>
Westminster Village	<b>53</b>
Westside Family Healthcare	<b>81</b>

*An event for seniors... and for those who plan to be seniors... and for those who care for seniors!*



**55 PLUS EXPO**

Thursday,  
April 11th  
9 am - 3 pm

**FOR MORE INFORMATION VISIT [CDCC.NET/55PLUS](http://CDCC.NET/55PLUS) OR CALL 302-734-7513.**

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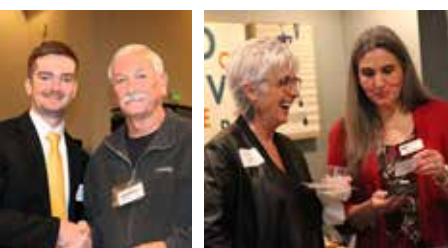
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**DELAWARE HEALTH AND SOCIAL SERVICES**  
Division of Services for Aging and Adults with Physical Disabilities



For more info, call the CDCC office 302-734-7513.



## A Mixed-Up March!

The Central Delaware Chamber of Commerce (CDCC) and friends met for an evening of mixing and mingling at Holiday Inn Express (1780 North Dupont Hwy, Dover) on March 27th, from 5-7pm for their monthly Sunset Business Mixer! The team at Weiner Benefits Group did an outstanding job bringing this event to the CDCC's valued members and guests.

It was a privilege to hear from the Weiner Benefits Group team as they shared their wonderful services that many members were interested in such as their employee benefits, retirement planning, individual life insurance and wealth management. They shared their work in fulfilling their mission of "helping their clients achieve a sense of security and peace of mind for both themselves and their employees."

CDCC members visibly enjoyed themselves as you could see smiles, hugs, laughs, and new introductions occur all around the room. It is always a delightful thing to see. CDCC members from various businesses and industries stopped by and stayed to the end to win fabulous door prizes, a 50/50 raffle and more! The CDCC thanks everyone for

attending this mixer and for staying engaged with us and the overall community. We wouldn't be able to call this the premier networking event of the CDCC without our wonderful attendees pictured who continually bring this event to life!

Congratulations to everyone who went home lucky after having their business card drawn to win a fun door prize, Member of the Month, and 50/50 raffle cash!

Remember – CDCC Sunset Business Mixers are a FREE member benefit and covers all employees within your company! Share the news and invite them to represent your company if you can't make it that night – all members and potential members are welcome!

Thank you again to our friends at Weiner Benefits Group and Holiday Inn Express for making March's Sunset Business Mixer possible for all to enjoy. Their generous support helped build relationships, growing Central Delaware, forge partnerships, and bring happiness. The CDCC is excited to greet you next month for April's Sunset Business Mixer and Mini Masters Tournament on April 24th!





# The CDCC: Your 5-Star Chamber

## So, What Does That Mean? (Part 3 of 3)

*This article is the last in a series of three written in an effort to bring insight and understanding into the details of what accreditation really means, why it's important, and the feedback the CDCC received from the U. S. Chamber of Commerce at the end of the process.*

In the first couple of articles in this series, you have hopefully gained a better understanding of the accreditation process and why your CDCC was designated as a 5-Star Accredited Chamber. It is really quite an intricate and exhaustive process, but one that ensures high quality and a good return on the investments of members. In this final article in the series, we are going to attempt to answer the question "Now What?" This article will provide insight into your Chamber's plans for the future and its designated areas for growth in the next five years.

While the 5-Star Accreditation is certainly something to celebrate in a big way, it should never be viewed as a grand finale, but rather, as a steppingstone to continued growth and improvement. In the final stages of the completion of the accreditation process, applicants are required to look ahead and name five short-term goals, that is five goals that can be completed (or can be well on their way to completion) at the time of the next accreditation, which for us would be in 2028. Since we'd recently spent a great deal of time talking about the future of the CDCC and launching a new strategic plan, goals were relatively easy to generate. We worked to capitalize on areas that would generate growth, fulfill some expressed needs of our members, and above all, ensure the Chamber's relevancy.

Our first goal is to increase our membership to encompass 12% of the businesses in Kent County. Currently, we capture about 10% of the licensed businesses in this area. This goal would require us to increase our membership by adding 90 – 100 businesses. An interesting phenomenon became clear to us as we went through the accreditation self-study: we learned that we are exceptionally good at telling the stories of our

members, but we have not been as good at telling our own story. We offer many opportunities for members to market their businesses, but we also need to become proficient and intentional about marketing the CDCC.

Our second goal is related to the first. As we add members to our mix, it is equally important to retain the members we already have. The key to member retention is engagement. As members become more engaged with us by taking advantage of their member benefits and actively involving themselves in events and activities, our retention rate will grow. We will be working diligently to add ways to encourage our members to remain engaged. Currently, our retention rate is 88% - we would like to see that grow to 92%.

The creation and implementation of a Small Business Think Tank is goal #3. There is an amazing wealth of knowledge and experience in our membership. We are entertaining the idea of creating a sort of "master mind" think tank that can be assembled to assist other business leaders as they navigate their way through challenging situations.

As we all know, effective networking is critical to the success of small businesses. Expanding one's network is done in a variety of ways by attending events, participating in activities, connecting, and collaborating, and the like. One of the characteristics of our now post-COVID world, is that people are finding it more convenient and more comfortable to use online platforms for just about any aspect of their businesses. Most of the networking events presented by the CDCC are in-person events, which we love and find valuable, but which are not always the most convenient for busy business leaders. To that end, our fourth goal is to create and implement a virtual networking program. This new online offering would not take the place of our in-person networking but would simply add another option for those who find it difficult to leave their businesses for an event.

And finally, our fifth goal is to create a new Mastery Component for graduates of Leadership Central

Delaware LCD). Some of you will remember that, in years past, we offered a Leadership Mastery class by contracting with one or more businesses that provided that kind of additional training. At this point, we believe that we could be in a position to create our own CDCC Mastery program. We would love the opportunity to pull together some of our membership's stand-out leaders to create a framework and curriculum, design a program, employ instructors, and offer a "next step" to those who complete LCD.

As you can see, there's always room for improvement and growth – and that's what will ultimately keep your CDCC relevant and essential to the health and wellness of your business. We are eager to explore these new opportunities and encourage you to stay tuned as they evolve from ideas and dreams to realities over the next five years.

To end our series, it seems most fitting to simply share with you the final words on our accreditation report from the U.S. Chamber of Commerce:

"The chamber has demonstrated a good track record of operating a successful chamber and achieving desirable results for its members. The chamber should address the recommendations in this report and pursue a course of continuous improvement. The U.S. Chamber of Commerce is proud to accredit the Central Delaware Chamber of Commerce with our Five-Star designation. Congratulations on this remarkable achievement!"

And congratulations to you, our members, who make it all possible!



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## Member News

# Allen Insurance Group Partners with Vitable to Enhance Health Coverage Options!

As we know, healthcare is a critical component of a well-rounded employee benefits package, particularly for small businesses. Healthcare hasn't been immune to the effects of inflation; however, Allen Insurance Group is happy to recently partner with Vitable to provide delightful primary care benefits while keeping healthcare costs low for small business owners.

Vitable's is to redesign how healthcare works by increasing accessibility and affordability for individuals and businesses. Their enhanced primary care plan is offered through Allen Insurance Group is an enhanced primary care plan with exclusive pricing specifically for Central Delaware Chamber of Commerce (CDCC) members.

"It's a new spin on getting primary care services in the hands of employees and it acts as the first line of defense against rising health care costs. It's a very simple plan that is very affordable. It provides things such as virtual visits and in-home concierge visits, free prescriptions, lab work, and mental health therapy. The highlights of it are it's a zero co-pay and deductible plan. It includes family members and household dependents at no cost," explained Brian Cottone Jr., VP of Sales at Vitable.

Having Vitable layered on top of health insurance plans means employees can benefit from on-demand healthcare (employees seen virtually same day), the convenience of onsite care (Vitable providers come to your home or office), and seamless, personalized experienced with the help of their intuitive app.

John Allen (President of Allen Insurance Group) has a wonderful reputation for looking out for the best interests of Delaware small

businesses and their employees since the company's founding in 1932. "If you recall, we have our partnership affinity program with Aetna as being one of our carriers and Aetna has what's called a level funding program. With those programs, what happens is the insurance companies, i.e. Aetna, can do underwriting, and therefore provide rates that can be substantially below fully insured rates like Highmark. When that happens, the renewals for those groups are purely based upon their utilization, experience, and how they use the insurance throughout the year," explained Allen. "So, if we're able to use a program or partner with a program like Vitable, and especially when a group is using a level funding program with Aetna, we're able to help control costs, stabilize rates, and give a more efficient deliverance of benefits through that partnership with Vitable and Aetna."

Cottone reflects upon this partnership as happening "serendipitously" by reaching out to one of John's clients, a daycare owner with 50 employees, who introduced both parties. "She said, 'Hey, John's my broker, you should talk to him' and shared how we're helping small businesses. And over the next year or so, we really grew fast and I continued to share updates with John. That's when we uncovered the cost savings opportunity when Vitable is paired with the level funded health plans," shared Cottone.

"One of the main reasons John and I started working together is to reduce overall costs for employers with the added benefits of, no co-pays, no deductibles, free prescriptions, and saving time with visits for employees," Cottone continued. Allen Insurance Group and Vitable

are steadily growing, now working with 11 mutual clients because of this partnership.

Vitable's Enhanced Primary Care Plan is an innovative and emerging concept in the healthcare marketplace that is gaining momentum. "Whenever we bring it up to our member businesses, the enthusiasm, and the attention that we're getting from them is tremendous. We've already seen significant successes within our groups, helping them to maintain control costs," added Allen. The timing of this partnership couldn't be better to combat the escalating costs for health care which directly translate into higher health care premiums which small businesses can't fight on their own.

The CDCC was happy to be one of the first to hear about this partnership to share with our members who could really benefit from it. "Organizations like the Delaware Chambers of Commerce are always looking for new ways to innovate and help clients provide richer benefits while reducing costs. An influential insurance advisor like John allows us to introduce this concept to employers. We have a strong value proposition that aligns with Allen Insurance and their desire to provide best in class benefits to local businesses," continued Cottone.

Without a knowledgeable and connected broker like John Allen of Allen Insurance Group, clients and small businesses can easily become overwhelmed and confused by the complex employee benefit world.

The only limitation of small businesses taking advantage of this enhanced primary care plan is having a minimum of 10 employees. This applies to both hourly and salaried workers, no matter the industry. An ideal fit for this program is an employer "who, and wants to help provide a richer, but cost-effective program to attract top quality talent," Cottone concluded.

The CDCC knows its member businesses want the best for their employees; for them to be happy and healthy. This is a simple and



**Brian Cottone - VP of Sales at Vitable**

affordable way to meet that goal. Healthcare is one of the top three expenses for small businesses (payroll and real estate being the others). This plan was designed with the intention of lessening that burden on employers and clients alike to help people concentrate their capital where they need it the most. As a result, your employees will be happier, healthier, and less stressed by being able to get the care they need when they need.

If this sounds like a no-brainer for you as an employer or individual, deeply consider offering this new Vitable plan through Allen Insurance Group. John Allen and Brian Cottone Jr. are constantly innovating and looking for ways to add new services. They are highly receptive to feedback from their members and employers, so don't hesitate to reach out to Allen Insurance Group.

*For more information about Vitable's Wellness Supplement Plan through Allen Insurance Group, please visit, [www.alleninsurance.com/benefit#VitableHealth](http://www.alleninsurance.com/benefit#VitableHealth), or call (302) 654-8823.*



**Steven Baek - Head of Marketing at Vitable**



# Lunch and Learn on Governmental Relations

The Professional Power-Up Lunch and Learn keeps recharging attendees session by session! This past Tuesday, March 12th, CDCC members logged on via zoom from 12-1pm for an enlightening presentation from Heather Contant, Director of Government & Community Relations at Delaware Municipal Electric Corporation (DEMEC). Her presentation covered the value of government relations, and how citizens can get more involved.

Contant shared the steps that led her to the position she happily holds now at DEMEC. She credits much of her initial learning to her experience as a University of Delaware Political Science graduate and Legislative Aid at the start of her career. She highlighted the historical significance of legislative affairs in the heart of the First State since the 1700s. Contant explained the responsibilities of her role, describing them as “balancing advocacy efforts and the message” and “removing the jargon” from concerns of her organization so legislators can understand better. Citizenship was a major element

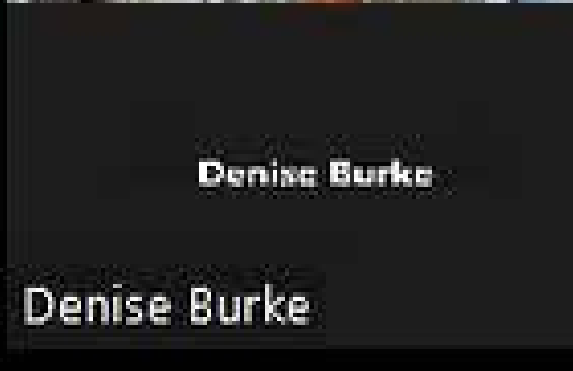
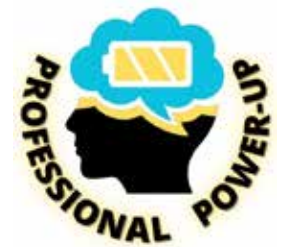
of her platform as Miss Delaware as well.

Governmental relations not only play a crucial role in the success of businesses and organizations, but for citizens as well. This accessible level of state government in Delaware has the greatest impact on resident’s quality of life. Heather Contant highlighted the importance of building relationships with elected officials and government agencies to advocate for policies that benefit the business community. She shared valuable links, resources, and ways for citizens to get their voices heard and stay informed, both personally and professionally. She encouraged attendees to attend town hall meetings, House hearings, sign up for email alerts and committees, and follow legislators on their social media platforms.

The CDCC is grateful to have Heather Contant working hard on behalf of the community and our members and even more grateful for her sharing her time and expertise with us. She made the perfect conclusion by reading “Unless someone like you cares a whole awful lot, nothing is

going to get better. It’s not,” a quote from the Lorax by Dr. Seuss, which hangs in her office. Whether it suits the interest of your company, organization, or personal convictions, it’s best to practice your civic duty in the present, instead of just publicly complaining after it’s happened. Thank you, Heather Contant!

The power surge continues this April 9th, from 12-1pm, via zoom. Don’t miss an intriguing presentation from Executive Pastor at United Church, Mark Teneffoss, on “Leadership Agility, Adapting to Rapidly Changing Circumstances.” Register today at [cdcc.net](http://cdcc.net) or by calling (302) 734-7513.



**Mark Teneffoss**  
Executive Pastor



# Ribbon Cuttings

## CDCC joins Crumbl Cookies Dover for a Ribbon Cutting!

DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Crumbl Dover on March 20th, 2024, at 4pm. The event was held at 50 N. Dupont Highway, Suite 10 in Dover. Chamber members and friends joined owners Leo & Carolyn Campero and their daughter, to celebrate the Grand Opening of Crumbl!

Crumbl Cookies started with a “big dream, two cousins, and the perfect combination of flour, sugar, and chocolate chips,” per co-founders, Jason McGowan (CEO) & Sawyer Hemsley (COO). Since opening their first location in Utah in 2017, today, Crumbl, has expanded to 800+ bakeries across all 50 states. This fact makes Crumbl the fastest growing U.S. cookie company in 2023. Crumbl Dover is now the 2nd Crumbl location to bring smiles to the State of Delaware. No matter how large the company grows, leadership strives to continue to operate with family-oriented and passionate

professionals, such as the Campero family.

The mission of Crumbl is to “bring friends and family together over a box of the best cookies in the world.” Crumbl offers gourmet desserts and treats ready to be delivered straight to your door, in-store, and curbside pickup. Their treats are made fresh every day and the weekly rotating menu delivers unique cookie flavors you won’t find anywhere else – delivered in their famous pink packaging. Catering services are also available for any occasion.

“Leo was stationed at Dover AFB in 2022. At our last duty station, Phoenix Arizona, we fell in love with Crumbl and watched it grow and expand in our 6 years we were there. When we arrived in Dover and saw there was no Crumbl, as an avid business owner, we decided to share the Crumbl love with Kent County,” shared Carolyn Campero. “We are excited to get involved in the community, sponsoring and supporting organizations that are



making a difference in our area,” she concluded.

The CDCC was proud to celebrate this awesome milestone and be a part of Crumbl’s business journey here in Central Delaware.

*To learn more about Crumbl Dover feel free to visit [www.crumbl-cookies.com/dedover](http://www.crumbl-cookies.com/dedover) or give them*

*a call at 302-608-0698. Stop by the bakery (50 N DuPont Hwy, Suite 10) during their opening hours (Monday -Thursday 8am-10pm, Friday & Saturday 8am-Midnight). Please join the Central Delaware Chamber of Commerce in congratulating owner Leo & Carolyn Campero on their Grand Opening of Crumbl!*

## CDCC joins Kairos Embrace Behavioral Health for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Kairos Embrace Behavioral Health, on Saturday, March 23rd at 11am. The event was held at 1000 Smyrna Clayton Blvd, Unit 5 in Smyrna. Chamber members and friends joined owner Dr. Eugenia Caternor and her team to celebrate their Grand Opening!

Kairos Embrace is a Christian faith-based behavioral health clinic that converges the path of mental and emotional well-being. Kairos, the Greek word meaning the opportune moment, represents the divine time when transformation and healing become possible. Kairos is committed to being a catalyst for these divine moments for the clients they serve.

Kairos Embrace Behavioral Health offers many services and modalities to help people overcome their struggles. They offer mental health evaluations, diagnosis, and treatment. They can provide substance use screening and

treatment, psychotherapy, medication management. They specialize in treating anxiety, obsessive compulsive disorder, ADHD, schizophrenia, depression, bipolar disorder, PTSD, and many more behavioral health obstacles. Individual and group counseling services are options as well.

Under the licensed and knowledgeable leadership of Dr. Eugenia Caternor, DNP, CRNP, FNP- BC, PMHNP, and Certified Advance Grief Counselor with 20 years of experience, Kairos Embrace is fully equipped to serve the needs of Central Delaware clients. Dr. Eugenia’s approach to patient care is based on treating the whole person. She works closely with all of her patients to ensure that their physical, psychological, spiritual, and emotional needs are addressed. She has persevered through many life challenges and incorporates her knowledge, life experience, and expertise into developing a holistic treatment plan for her patients. Coupled with her talented partner,

Chioma Snowbird Iroegbu, Psychiatric-Mental Health Nurse Practitioner, Kairos Embrace is highly qualified to provide compassionate care to individuals and families facing mental health challenges.

This marks the company’s second location, the first is located at 14300 Cherry Lane Court, Suite 108, Laurel, Maryland 20707. The Kairos Embrace team understands that everyone’s journey is unique, therefore they pride themselves in tailoring their services to meet their client’s specific needs for their mission of “inspiring hope, transforming lives.”

“I am excited to be a part of what the CDCC is doing in the community. I am looking forward to collaborating and networking with



other businesses to give back to the community we serve,” shared Dr. Caternor.

*For further information about Kairos Embrace Behavioral Health, please visit [www.kairosembrace.com](http://www.kairosembrace.com) or call (302) 363-3738 or (800) 532-4513. Please join the Central Delaware Chamber of Commerce in congratulating Dr. Eugenia Caternor and her team on the Grand Opening of their Smyrna location!*

# New Member Spotlights

## Introducing Integrated Financial Insights, LLC

Running a small business is unarguably a lot to juggle for anyone. Most people don't think about the back-end accounting processes that need to take place to ensure success. These procedures are necessary but can be time consuming and overwhelming. Good news- there are professionals to help you run your business seamlessly. The Central Delaware Chamber of Commerce (CDCC) is happy to bring forth one of its newest members doing just that! Integrated Financial Insights, LLC is here to help the administration and financial side of operating your business.

Integrated Financial Insights, LLC (IFI), is a Fractional CFO service offering ongoing and on demand CFO services for small and medium sized businesses. What is a Fractional Chief Financial Officer (CFO)? A Fractional CFO is a part-time or temporary CFO who focuses on a specific area of

a business that needs attention but which the current staff does not have the experience or time to tackle. Alternatively, a Fractional CFO may have a more ongoing relationship with the CEO, providing continual strategic insights and advice. IFI provides this assistance in a hands-on, budget-friendly way. "Our emphasis is on transferring our knowledge and experience to business owners and their staff. Business owners will often tell me 'I don't know what I don't know.' This is where IFI can help," stated Stephen Barczykowski, President of the company.

Barczykowski spent 30 years as the CFO or Controller of several mid-sized companies leading accounting, finance, IT and HR departments. These included several industries and included start-ups, family-owned businesses, high-tech and low-tech companies. Stephen has three grown sons and shares ten grandchildren with his wife, Lanea.

In his free time, Stephen enjoys fishing, hiking and woodworking. He has been a life-long resident of Delaware.

IFI's primary mission is building scalability in its clients' systems, processes, people, and business but IFI first makes sure that the client's basic accounting and financial foundation is solid. IFI also assists with succession and exit strategies and pre and post exit due diligence and integrations.

"I was motivated to join the CDCC after attending a recent mixer and was impressed by the turnout and the approachability of the members. I look forward to learning about businesses in the Dover area and sharing insights and knowledge with other members," concluded Barczykowski.

If your business has hit a ceiling that you would like to discuss during a complimentary call, please contact IFI at 302-299-6339 or email



s.barczykowski@IFI-LLC.com. To learn more, feel free to visit [www.IFI-LLC.com](http://www.IFI-LLC.com). Please join the Central Delaware Chamber of Commerce (CDCC) in welcoming Stephen Barczykowski and his company Integrated Financial Insights, LLC, into membership!

## Introducing Viva La Bee, LLC!

Are you afraid of bees? The Central Delaware Chamber of Commerce (CDCC) has a new member business that will turn your fear into a deep appreciation. Bees are magnificent, intelligent, and focused creatures that produce one the earth's most sweet, natural, healing ingredients – honey. The CDCC is thrilled to welcome Viva La Bee, LLC, as one of its newest members harnessing the flower power of bees. This vibrant addition to our business community brings a fresh and exciting perspective to the world of bees and their amazing contribution to our planet.

"At Viva La Bee, we believe that everyone's skin, from the tiniest toes in your family to the wisest brows, deserves the royal treatment. Our natural bee lotion, developed by our family, was years in the making. It all began at our kitchen table, where we mixed royal jelly—a rich bee product that provides the sole nutrition for queen bees—with nature's most soothing and nourishing ingredients. Our goal was to create a rescue lotion suitable for the whole family," explained Co-founder and CEO, Faith Flatt.

Now, it's here and available for yours too! Viva La Bee lotions and crèmes are gentle enough to combat the effects of aging in delicate areas like under the eyes and face, yet potent enough to offer relief for challenges such as rosacea, eczema, psoriasis, acne, and more.

The Flatt family is excited to share this luxury with Central Delaware and the world because they have seen and experienced amazing results throughout their whole family. This family-owned and operated business infuses love and the healing properties of bees into every jar. Viva La Bee, LLC, happy to share this treasure with others here in Central Delaware.

"Over the years, our family has called many places home, including New England and Puerto Rico, but we recently chose Delaware because we were drawn by its wonderful sense of community - perfect not just for growing our business but also for nurturing our children. Together, from our littlest one at two years old to our teenagers and those in college, developing this brand has been a cherished family

hobby. Whether sketching designs for labels, brainstorming ads, or sampling earlier versions of our lotions, every moment is a family affair, and we cherish teaching our children through this process," continued Flatt.

The CDCC is happy to welcome the Flatt family and their business Viva La Bee, LLC to Central Delaware and is proud to be a small part of their business journey. "Being a part of the Chamber is exciting for us. Everyone we have met within the Central Delaware Chamber of Commerce has been incredibly welcoming and supportive! We look forward to participating in this community," concluded Flatt.

For more information about the magic of Viva La Bee, LLC and to get your hands on some of their products to see the results for yourself, please visit [www.VivaLaBee.com](http://www.VivaLaBee.com) to get started. Long live the power of the bees. Please join the Central Delaware Chamber of Commerce in welcoming Viva La Bee, LLC into membership!



# Member of the Month



**NAME:** Erlene George  
**TITLE:** Representative  
**BUSINESS:** Primerica  
**ADDRESS:** 79 Greentree Dr., Dover, DE 19904

**HOURS:** Available 7 days/week  
**PHONE:** 410-708-0678  
**WEBSITE:** [www.primerica.com/erlenegeorge](http://www.primerica.com/erlenegeorge)  
**EMAIL:** [egeorge@primerica.com](mailto:egeorge@primerica.com)



Erlene began her career with Primerica in 2014. Her role is to educate families how to win at the money game by teaching them how to get out of debt quicker, how to plan for retirement, how to properly plan for their children's education and how to lower their cost of insurance (just to name a few). She helps families better understand their personal finances by preparing a Financial Needs Analysis (FNA). The FNA gives a detailed overview of their current financial situation and suggests a personalized strategy for their financial security. The FNA is COMPLIMENTARTY, confidential and customized.

Primerica's roots date back to 1977 when the company began a revolutionary

crusade to transform the life insurance industry. Primerica originated the "Buy Term and Invest the Difference" philosophy which encourages families to purchase affordable term life insurance so they can get the protection they need at a price they can afford and have more money to invest in their family's future. In 2010, Primerica became a newly independent company and is traded on the New York Stock Exchange under PRI.

Primerica offers a wide range of products/services including, but not limited to, investments, life insurance, retirement plans, auto and home insurance, college savings vehicles, pre-paid legal services and debt resolution products. Their mission is to help families earn more income and become properly protected, debt free and retire financially independent.

As an independent company, Primerica is a valuable distribution channel for the financial services industry and continues to add powerful

new product lines. Primerica plans on opening 4,000 more locations in North America including 5 additional locations in Kent and Sussex counties. While they are expanding rapidly, Primerica is looking for good people interested in the financial industry to grow with them. If you know of anyone that keeps their career options open and could benefit by this, call Erlene at 410-708-0678.

The Chamber offers a wealth of resources and a fantastic opportunity to become involved with the Kent County Business Community. Participating in the numerous Chamber events for the past 20 years has proven to be an excellent way to not only network but to give back to the community as well. The Chamber has been instrumental in growing Erlene's Primerica business, especially since Primerica does not advertise. Erlene learned about the Primerica opportunity at a Chamber Power Networking session by her regional vice president, Kevin Washing-

ton. Erlene had regretfully closed her local business (Cook & Smith Florist) to assist her ailing parents in Texas. She was grateful for this Chamber event and a new start. Erlene is now a Chamber Ambassador and looks forward to returning the favor.

The Chamber does an outstanding job of keeping their members informed with newsletters and emails, while maintaining a helpful and courteous staff.

Primerica is the only company on FindTheBest.com to rank 100% for life insurance, financial ratings, customer service and financial strength to pay claims. Their initiative is to do FREE financial wellness seminars throughout the business community. This complimentary service to your business will provide financial education to your people and make sure they are financially independent when they retire. To schedule your seminar or receive additional information, please contact Erlene George. Thank you.

## Ambassador's Corner

### Esther Rich



My name is Esther Rich. I brought my business to Central Delaware in May of 2018. My company Special Touch Card Creations, Your One-Of-A-Kind Greeting was originally launched in August 2016. My lifelong career was with the Commonwealth of PA, living and working in Philadelphia. After 32 years of service, I retired in 2005. After retiring I worked at various jobs until 2011. It was then that I had my first taste of business ownership. I became the owner of a gourmet coffee and tea company. Later, I joined a company focused on health & wellness.

All this shifting around left me feeling a little burned out. I decided

to capitalize on something I was passionate about. I returned to my long-time love of designing and creating greeting cards. My company, Special Touch Card Creations, offers handmade, personalized cards for any occasion. I spend time understanding your specific card-giving occasion and what exactly it is that you would like to say. I take the words from your heart and turn them into a one-of-kind sentiment intended to touch the heart of your receiver. I guarantee that each customer will receive dedicated personal attention with a genuine desire to ensure that the experience is easy, convenient, and satisfying. I also offer personalized mailing services on all orders.

I am delighted to be a CDCC Ambassador. I love networking, meeting new business owners, and working as a connector between business owners. Having been an Ambassador for the New Castle County Chamber of Commerce previously, and in 2018, the Ambassador of the Year, I feel right at home in this role. I love meeting our newest members and helping them get acquainted with the CDCC and its amazing membership. The Chamber has meant a lot to me and my business – I am so happy to share that with those who are just getting started. Being a CDCC Ambassador helps me live out the sentiment expressed in one of my very favorite phrases: "Find joy in the journey."

## 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 FEBRUARY 2024 - THANK YOU FOR YOUR RENEWAL!**

Company Name	YRS	Company Name	YRS
Kraft Heinz Company	52	JEM Pest Solutions Inc.	9
Willis Chevrolet, Inc.	46	AAA Mid-Atlantic	8
Mitten & Winters, CPA	38	Comfort Suites - Dover	8
Fifer's Farm Store & Kitchen	35	KRM Development Corporation	8
Landmark Science and Engineering	31	Leander Lakes, LLC	8
Forever Media Inc.	30	Liberty Tax Service	8
Byler's Store, Inc.	26	Nephrology Associates, PA	8
Delaware D.N.R.E.C.	24	Delaware Municipal Electric Corporation - DEMEC	7
Kent Sign Co.	24	AARP Delaware	6
Delaware Association of REALTORS®	23	Fairway Independent Mortgage Corporation	6
People's Place	22	Camden Wyoming Rotary Club	5
First State Manufactured Housing Assoc.	21	Schlosser & Associates Mechanical Contractors	5
Incorporating Services, Ltd.	20	Special Touch Card Creations	5
Delaware State Housing Authority	19	Growing Bones Pediatrics + Neuromuscular Orthopaedic Institute	4
Choices for Community Living - Delaware	18	Miller Mortgage Group at AnnieMac Home Mortgage	4
Texas Roadhouse	18	Eunity Solutions	3
Yencer Builders, Inc.	18	McDonald's	3
Comfort Inn & Suites Dover	16	Tomeka's Homestyle Eatery	3
Dan Mikkelsen	16	Bella MediSpa	2
Affinity Energy Management	14	Dover Public Library	2
Delaware Division for the Visually Impaired	14	PACE Your LIFE	2
State Farm Insurance - Bennett Ins. Agency Inc.	14	Shay's Seafood & Soul	2
American Legion Post 14 & Station 64	11	Tidemark Construction	2
Bright Future Pediatrics	11	A Peaceful Place Integrated Care	1
Delaware Health Information Network	11	Aetna	1
Delaware Public Media	11	Best Buds	1
Yogi Bear's Jellystone Park at Delaware Beaches	11	Big Brothers Big Sisters of Delaware	1
Americare Home Solutions	10	Energize Delaware	1
Carey Insurance Group	10	Garner Group Financial, LLC	1
Kent County Republican Committee	10	Miller's Roofing & Coatings, LLC	1
Law Offices of Bonnie M. Benson	10	Pierce Fence Company, Inc.	1
The Moving Experience	10	Proforma Dynamic Resources	1
Wattay Accounting	10	Royal Home Care Services LLC	1
Dover Motor Speedway	9		

**NEW MEMBERS**

<b>Cardinal Financial Company, LLC</b>	Kevin Jornlin	490 N DuPont Hwy	Dover	DE	19901	302-242-5421
<b>Clean Eatz of Dover</b>	Ryan Maloney	1128 Forrest Ave, Unit C	Dover	DE	19904	410-924-6938
<b>Crumb! Dover</b>	Carolyn Campero	50 N DuPont Hwy, Suite 10	Dover	DE	19901	302-608-0698
<b>FrettNet LLC</b>	Peter Frett	8407 Stover St., Apt H812	Fort Collins	CO	80525	302-668-9028
<b>Integrated Financial Insights LLC</b>	Stephen Barczykowski	115 Elma Dr	Newark	DE	19711	302-299-6339
<b>Kairos Embrace Behavioral Health</b>	Eugenia Caternor	1000 Smyrna Clayton Blvd	Smyrna	DE	19977	800-532-4513
<b>NFN Brain Connections</b>	Felicia Connor	1057 South Bradford Street	Dover	DE	19904	302-231-1245
<b>Passanantes Home Food Service</b>	David McClain	1901 Farragut Ave	Bristol	PA	19007	215-450-9038
<b>S&amp;T Southern Smokehouse BBQ &amp; Delights</b>	Tynetta Douglas	324 North Dupont Blvd	Smyrna	DE	19977	917-670-9989
<b>State Farm</b>	Dan Hallon	41 Commerce St.	Harrington	DE	19952	443-944-2776
<b>Viva La Bee LLC</b>	Faith Flatt	8 The Green, Suit A	Dover	DE	19901	405-831-3867
<b>Workman Investigations, LLC</b>	Robert Workman	P.O. Box 365	Smyrna	DE	19977	302-379-3740

# 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 **Shea Brown of Dover Federal Credit Union for correctly identifying Bally's Dover Casino Resort -Rollins Center.. Congratulations, Shea - 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.\*\*\*



# We are YOUR Chamber

## cdcc.net

### MEET THE BOARD MEMBERS!



## Cornelia Johnson

Vice President & Campus Director,  
Del-Tech Community College



- 1. **Talk to me to learn more about...** Delaware Tech's expanded SEED Scholarship, the College's free-tuition program.
- 2. **My favorite quote is...** "Management is doing things right; leadership is doing the right things."
- 3. **If I could live in any sitcom, it would be?** "Family Matters."
- 4. **If I had one extra hour of free time a day, I would...** spend it at Club Pilates
- 5. **In one word I am...** a visionary.
- 6. **Working with the CDCC, I've learned...** how well Central Delaware community partners collaborate to enhance economic development.

# Mark Your Calendar NOW!



**Nominations open Monday, April 15, 2024.**  
Be sure that your business appears on the ballot.  
Nomination ballot at [StarsofDelaware.com](http://StarsofDelaware.com).  
Share this with your customers.

**Only the top few businesses with the most nominations will appear on the voting ballot to become a Star.**



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# Join the Celebration!

**Be a part of the Dover Days Festival with your ad in the official event publication.**



This exclusive publication will include a festival map, schedule, parade route, photos and feature stories.

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