

Chamber Connections

Vol. 47 // No. 9

cdcc.net

September 2024

CORNERSTONE MEMBERS

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It's not Just a Race – It's the Amazing Chase!

Imagine... a little bit scavenger hunt... a touch of challenge... a dash of detective work... and a lot of fun... all right here in Downtown Dover! It's the Amazing Chase!!! Beginning at 5pm on Wednesday, September 25th, this event, sponsored by the City of Dover and M & T Bank, promises all participants an evening of networking, challenge, and fun as they comb our downtown area in search of clues. The CDCC member merchant participants will enjoy a great way to showcase their businesses and help everyone un-



derstand all that downtown Dover has to offer. For \$75, teams of three will participate in a fun-filled evening in Downtown Dover by traveling by foot to various Chamber merchants where they will complete

a challenge and solve a clue. Once the teams have completed all the clues/challenges on their assigned route, they will then race back to the finish line to log their time. The race will start at the Grey Fox Grille. At the end of the race, a prize will be awarded to the team that successfully completes the clues and/or challenges and manages to finish first! A variety of Downtown Dover merchants have already registered

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The Hive is Creating Quite a Buzz!



The Central Delaware Chamber of Commerce (CDCC) will be hosting our premier networking event, the Sunset Business Mixer on Wednesday, September 25th from 5-7pm at Downtown Dover's newest event venue, The Hive on Loockerman (28 W. Loockerman Street). This event promises an evening of networking, connections, and

community engagement, offering an excellent opportunity for local business professionals like you to connect and collaborate in this unique event space. Explore Downtown Dover's newest event venue right in the heart of town, The Hive. The Hive offers more than just event space, they provide a comprehensive suite of services tailored to support your small business needs. Chevonne and her team provide complete event management and marketing support, ensuring that every detail

is crafted to support your company's vision and goals. We're excited for you to experience The Hive and see what the buzz is all about! The September mixer at The Hive on Loockerman is particularly special, as it combines our monthly networking experience with the wild & crazy annual Amazing Chase! As you connect with fellow business colleagues, you'll also have an opportunity to cheer on our racers!

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Dina's Digest



PRESIDENT
Dina Vendetti

Engagement Equals RESULTS!

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

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

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

The Central Delaware Chamber of Commerce is pleased to serve as THE essential resource for the development of businesses in Central Delaware. We are excited to offer opportunities to connect members to educational experiences, to advocacy for healthy business legislation, and to ways to tell their stories. Best of all, we love connecting members to each other in activities and events designed to build strong and lasting networks. Being connected is the best way to lay a foundation for business growth! But to make those connections, one must take advantage of the opportunities provided by showing up, making introductions, striking up conversations, and getting to know people.

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

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

There are so many ways to engage with the CDCC! Follow the emails, the Chamber Connections Newspaper, and our Facebook page to stay up to date on the many ways you can make the most of your membership benefits. And don't forget to visit our new website at www.cdcc.net!

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

Calendar of Events

SEPTEMBER

- Monday, September 2nd**
Labor Day Office Closed
- Thursday, September 5th**
Kent County Open for Business
8:30am - 10:00am, Kent County Levy Court
- Tuesday, September 10th**
CDCC Board Meeting
7:30am - 8:30am, Faw Casson
- Wednesday, September 11th**
Coffee Coaching
8:00am - 9:00am, via Zoom
- Wednesday, September 11th**
Marketing Committee Meeting
10:00am - 11:00am, via Zoom
- Thursday, September 12th**
Member Orientation
12:00pm - 1:30pm, via Zoom
- Thursday & Friday, September 12th & 13th**
LCD Class of 2025 Opening Retreat
8:00am, Brighton Suites in Rehoboth Beach
- Tuesday, September 17th**
LCD Steering Committee Meeting
12:00pm - 1:00pm, CDCC Conference Room
- Wednesday, September 25th**
Ambassador Committee Meeting
4:30pm, The Hive on Lookerman
- Wednesday, September 25th**
The Amazing Chase
5:00pm - 8:00pm, Downtown Dover
- Wednesday, September 25th**
Sunset Business Mixer
5:00pm - 8:00pm, The Hive on Lookerman

OCTOBER

- Thursday, October 3rd**
Leadership Central Delaware
8:00am - 5:00pm, Agriculture & Agri-tourism Day
- Thursday, October 3rd**
Kent County Open for Business
8:30am - 10:00am, Kent County Levy Court
- Tuesday, October 8th**
CDCC Board Meeting
7:30am - 8:30am, Faw Casson
- Wednesday, October 9th**
Coffee Coaching
8:00am - 9:00am, via Zoom
- Wednesday, October 9th**
Marketing Committee Meeting
10:00am - 11:00am, via Zoom
- Thursday, October 10th**
Member Orientation
12:00pm - 1:30pm, via Zoom
- Tuesday, October 15th**
LCD Steering Committee
12:00pm - 1:00pm, CDCC Conference Room
- Wednesday, October 30th**
CDCC Holiday Gift Auction
5:00pm - 8:30pm, Harvest Ridge Winery



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

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POSTMASTER:

Send address changes to Chamber News, 435 N. DuPont Highway, Dover, DE 19901

Subscription Price:
\$20.00 per year

(included in membership dues)
Periodical Postage Paid at Dover, DE 19901

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



CORNERSTONE
MEMBERSHIP

Chesapeake Utilities and Sharp Energy Present: A Builder's Guide to Natural Gas and Propane Service

For builders and developers planning new communities, ensuring the availability of gas amenities is crucial for constructing homes that are both marketable and competitive.

Recent findings indicate that homebuyers increasingly favor homes equipped with natural gas. A poll by the nonprofit Rewiring America revealed that only 31% of respondents preferred electric-only appliances. On average, homes with natural gas save approximately \$1,132 annually compared to all-electric homes. Furthermore, a 2021 study by the National Association of Home Builders found that 51% of homebuyers prefer gas cooking due to its speed and precision over electric alternatives.

On Thursday, Sept. 26, Chesapeake Utilities and Sharp Energy will host A Builder's Guide to Natural Gas and Propane Service: a comprehensive review on how builders and developers can incorporate environmentally friendly, cost-effective natural gas and propane solutions into their projects. This informative session will be held at Chesapeake Utilities Corporation headquarters, 500 Energy Lane, Dover, Delaware.

Topics will include: the benefits of natural gas and propane; sustainability and technology; homeowner preferences; installation timelines; regulatory review; project coordination; gas main exten-



sions; service line and meter installation guidelines; natural gas infrastructure; propane community gas systems; fees; easements; basic terms and conditions; propane tank options; and propane-to-natural gas conversions.

Chesapeake Utilities' SHARING program will also be highlighted. Created in 1983 to help ensure that those facing financial hardship are able to pay their energy bills when financial assistance is needed most, SHARING grants are available for all income-eligible customers of Chesapeake Utilities, Sharp Energy or Sandpiper Energy living on Delmarva. Funded by donations from our customers, employees and corporate sponsors, more than \$500,000 has been distributed to those

in need in through this program. More information is available at chesapeake-sharing.com.

The event includes lunch and a tour of Chesapeake Utilities' state-of-the-art, hands-on training facility, Safety Town. Completed in November 2020, Safety Town serves as a resource for our employees who build, maintain and operate our natural gas infrastructure, offering hands-on training and fully immersive, on-the-job field experiences. First responders and other community partners also benefit from the simulated conditions they could encounter as they enter homes in the community. The training center features specialized learning environments, including simulations for hit line and gas leaks, service hook-ups, utility

locating, leak detection and corrosion monitoring. The facility has played a vital role in enhancing the safety of our employees and our communities, and equipping our community partners to respond to emergencies.

This educational session is tailored for developers seeking to offer gas access on builder lots and homebuilders looking to provide the most competitive amenities. Learn about the opportunities available with natural gas and community propane systems, along with best practices for evaluating and implementing them in your projects. Registration is \$25 for HBADE members and \$45 for non-members. To register, visit hbade.org.



CORNERSTONE
MEMBERSHIP



Spicy Chicken eatery coming to Dover



Hangry Joe's Hot Chicken & Wings to open location in Capital Station this Fall/Winter

Buildout on a new Nashville-style chicken restaurant has begun in Dover's Capital Station shopping center on Division Street and DuPont Hwy. Hangry Joe's Hot Chicken & Wings will likely be the first of the chain's stores to open in Delaware in late fall/early winter 2024 when construction is expected to be complete. A location is also currently planned in Wilmington.

Anticipating continued population and economic growth in Dover, the franchisee group noted that the downtown development plans and proximity to the Dover Air Force Base

also drew them to the location. Additionally, they believe the restaurant sector is underserved in Dover and they're confident the chain's menu that includes chicken wings, wraps, fingers, nuggets and their signature "Sando" sandwich will be embraced by locals.

The chain has dozens of locations snaking up from Virginia, Washington DC, Baltimore, Philadelphia and through to New York, making expansion into the first state a natural step. The franchisee notes that the Delmarva peninsula could see up to six more locations in the coming years if current expansion plans continue.

Charles Rodriguez of R&R Commercial Realty, who brokered the deal, says with the addition of Hangry Joe's the large Capital Station shopping center is almost completely full.

"It's taken a few years to build it out and fill it up, but Capital Station has grown into one of Dover's top business hubs," he said. "It has a strong mix of business types now and it attracts consistent traffic. It's come a long way from its past life as the old, shuttered Playtex factory."

About R&R Commercial Realty:

Established in 1996, R&R Commercial Realty is a highly successful real estate firm located in the center of the

Delmarva Peninsula. With a focus on commercial real estate, R&R is one of the most visible and well-respected local firms. Services include commercial & industrial sales and leasing, land sales and development as well as property management. For additional information about R&R Commercial Realty and its extensive inventory of commercial property, visit our website at www.randrcommercialrealty.com or contact our offices at 302-674-3400 or info@randrcommercialrealty.com.



About Cornerstone Membership:

Cornerstone Members are part of an industry exclusive marketing package that is designed to showcase businesses in an impactful way, providing outstanding exposure, visibility, and name recognition. Member businesses who are part of the Cornerstone program receive an abundance of amazing marketing opportunities including advertising, highlights on the CDCC website, tickets to events, sponsorships, articles in the Chamber Connections, and more.

The value of the Cornerstone package is \$19,700.00, but Cornerstone members receive all these amazing opportunities for just \$6,000.00. Our Cornerstone Memberships are industry exclusive and come with first right of refusal.

For more information regarding Cornerstone Membership, please contact the CDCC Office at (302)734-7513 or visit our website at www.cdcc.net. As always, thank you for your continued support and encouragement as we work to help businesses grow and be recognized!

Hats & Heels for Meal on Wheels!

It's time to don your hat and kick up those heels for Meals on Wheels! Presented by Wyoming Millworks, Meals on Wheels is pleased to host its annual fundraising event. The theme this year is "Hats & Heels!" The event will be held on Friday, September 20, 2024, from 6 – 9pm at Wild Quail Golf and Country Club (One Clubhouse Drive in Camden Wyoming).

Guests are invited to attend this end of summer, elegant but relaxed cocktail party!

Meals on Wheels' mission guides them as they raise funds, other support, and awareness as they provide the uninterrupted delivery of over 898,000 hot meals to over 6,000 homebound seniors statewide. Meals on Wheels concentrates on providing diverse opportunities for individuals, groups, and organizations to make financial and/or volunteer contributions that have a meaningful impact on the people they serve. They are a non-profit organization

focused on making sure that everyone in our region who requests assistance with a home-delivered meal can receive the nutritional support they need, when they need it.

Hats & Heels will offer partiers a fun night of cocktails, savory bits, and music. Guests are encouraged to throw themselves into the theme of the evening and wear their favorite

hats and/or high heel shoes. Prizes will be awarded to the most exceptional hat and the swankiest shoes. Men and women alike are encouraged to come out for an evening of fun!

In addition to this amazing party, a special drawing will be held for a 4-digit black & white license plate. The drawing will occur at 8pm at the event. Tickets for this drawing are \$5 each – one does not have to be present to win.

Hats & Heels promises to be a memorable evening of fun as guests join together to support the impactful work of Meals on Wheels.

Tickets for the event are \$75 each. To purchase tickets or for more information, contact Regina Dodds at 302-646-6451. The folks at Meals on Wheels thank you ahead of time for your support – and they look forward to seeing you in your best hat & heels!



It's Time to Make Your Plans to ATTEND!

Hats & Heels
Presented By: **WYOMING MILLWORK CO.**

FRIDAY, SEPT. 20, 2024 6:30PM-9:00PM

Wild Quail Golf & Country Club

Join us for an end of summer relaxed but elegant party. Guests are encouraged to embrace the theme and wear your favorite hat or swankiest shoes. Men and Women are encouraged to join in on the fun. Enjoy a fun night of cocktails, savory bites and music. Stations featuring local restaurants • Custom smorgashord Casual Music • Auction • Best Hat and Heels Contest

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And So It Begins – A New Year of Leadership!



An evening filled with smiles... and hugs... and stories... sharing... anticipation... a new year of learning and leading has begun for Leadership Central Delaware! The Class of 2025, along with many LCD alumni, gathered for the program's annual Meet & Greet on Thursday, August 15th. Again this year, all our guests were treated to the amazing hospitality of Dean And Terry Blaha (Class of 2004) and their lovely back yard oasis. A myriad of snacks and beverages greeted the guests as new class members and alumni mingled and shared in the excitement of a new start for Leadership Central Delaware.

This annual event is a time for sharing information with the new class about what this exciting year of adventure is all about. The class members enjoyed meeting each other for the first time, including the people who would be their roommates at the opening retreat in September. Many of them spent time getting to know each other and some even set up lunch dates and other times to meet prior to the official launch of this year's program. Over the next ten months, this group of emerging leaders will become a strong support for each other as they face the challenges that come with evolving into the leaders that they want to be. They will grow together as a unit as they experience lessons and activities presented by some of the best leaders in Central Delaware. "We

love to host this meet & greet every year because LCD has made such a difference in our lives – we are happy to give back in this way," commented Dean Blaha.

As the class members talked with their fellow classmates and alumni, their nervousness of being involved in something new faded into the dusk of the evening. The gathering, which commenced with many introductions and much "small talk" ended with laughter and excitement about what is to come. As usual, the annual LCD Meet & Greet event, which began as a "get-to-know-you" party, came to a close in a way that was, in many ways, reminiscent of a family reunion. We can't wait to see how this promising year unfolds for the Class of 2025!



CDCC Presents the Leadership Central Delaware Class of 2025!

The Leadership Central Delaware (LCD) program of the Central Delaware Chamber of Commerce (CDCC) is a premier professional development initiative that aims to cultivate the leadership skills of Delaware's most promising individuals. Throughout the 10-month program, participants will engage in a thought-provoking curriculum designed to provide them with a comprehensive understanding of leadership, and the opportunities, and challenges facing Central Delaware.

The Central Delaware Chamber of Commerce (CDCC) is thrilled to announce and congratulate the newest cohort of the Leadership Central Delaware (LCD) program, the Class of 2025! This esteemed group of professionals has been selected for their exceptional potential, dedication, and desire to make a meaningful impact in our community.

From exploring local government and healthcare to understanding economic development and social services, the LCD program offers a unique, behind-the-scenes look at the inner workings of our community. Participants will benefit from hands-on learning experiences, expert-led seminars, and valuable networking opportunities, all of which are designed to enhance their leadership capabilities and civic engagement.

This is a fresh start, a new beginning for this new group of emerging leaders, and the CDCC

couldn't be more excited to welcome, encourage, and empower each student as they take this next step in their personal development journeys. Our wish is that their goals of being leaders in the community become clearer as they build a new network of like-minded people with a variety of expertise.

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

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

The CDCC proudly welcomes the following members to the Leadership Central Delaware Class of 2025: (Drum roll please...)

Elexus Austin – Delaware State University
 Stephen Bednarik – Dover Air Force Base 512th Airlift Wing
 Michelle Bergold – Del-One Federal Credit Union
 Shanise Boyd – Dover Federal Credit Union
 Carol Ellis - Bally's Dover Casino Resort
 Katherine Girtman - Residence Inn by Marriott, Dover
 Matthew Heverin - Del-One Federal Credit Union
 Jared Hughart – Chesapeake Utilities Corporation
 Malcom Jacob – Dover/Kent Metropolitan Planning Organization
 Heather Jones – Bright Side Roofing
 Heather Kline – Central Delaware Habitat for Humanity
 Amy Krumm - Del-One Federal Credit Union
 Jennifer Lawson – NeighborGood Partners, Inc.
 Martha Lehman – Central Delaware Chamber of Commerce
 Jillian Lyons-Miller - Bally's Dover Casino Resort
 Deborah Moore – Lean on Me Caregiving, LLC
 Kallie Moyer – Faw Casson
 Selda Munson – Dedicated to Women OB/GYN

Tiara Neal - Del-One Federal Credit Union
 Ardyn Overko – Dover Federal Credit Union
 Christian Proctor - Del-One Federal Credit Union
 Sarah Sadlowski – Advantech Incorporated
 Steven Shorter – Dover Air Force Base 436th Airlift Wing
 Amanda Skowronski - Delaware Office of Management and Budget
 Joshua Smith – Bayhealth Medical Center
 Heather Stewart – Corp1, Inc.
 Saleana Watson – Bally's Dover Casino Resort
 Theodore Watson – Ever Forward, Inc.
 Clair Weber- Royal Prime Events

These individuals have been chosen for their demonstrated leadership potential, commitment to personal and professional growth, and passion for serving the Central Delaware community. As they embark on this transformative journey, they will develop the skills and insights necessary to become influential leaders who can drive positive change within their organizations and beyond.

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

Raising the Next Generation of Leaders – We Need Your Support!

As we begin another exciting year of Leadership Central Delaware, we are seeking businesses who would like to support our "Diamond Program" by serving as sponsors. We have been fortunate to have many sponsors continue their support from year to year – and we are so grateful for their commitment. This year, as transportation and food costs rise, we are hoping to add to our pool of sponsors for this impactful program.

We are happy to provide a high level of exposure to our spon-

soring companies as their logo is repeatedly shared with class members, presenters, and guests throughout the entire year of LCD. Sponsoring companies will receive the following benefits:

- Company logo will appear on ALL agendas for the 10-month program;
- Company logo will appear on the CDCC website in the LCD section with a link to your website;
- Company logo will appear on the LCD pages on the Chamber Connections newspaper for all 10 months;

- You will receive an opportunity to personally address the class at the opening or during lunch at one of their sessions;

- You will receive an opportunity to provide a promotional bag for the class members;
- Brand recognition and awareness among Central Delaware's next generation of leaders.

There are two levels of sponsorship for this program. The overall sponsorship for the program is \$1,750 OR a company can sponsor

the Opening Retreat for \$2,500 and enjoy two days of brand exposure.

If you are interested in sponsoring Leadership Central Delaware for its 23rd year, please contact Dina Vendetti as soon as possible at dvendetti@cdcc.net or call the CDCC Office at 302.734.7513. The start of the program begins with the Opening Retreat on September 12th & 13th – let's get your name on that agenda as soon as possible!

Bid Early! Bid Often!!!

Well, ladies and gentlemen – it’s time for our pre-auction work out... Please find a ruler, a yard stick, a paint stick, or an unusually long pen or pencil – and grasp it vertically in your fist. Now, still holding on to the object, raise your arm and hand into the air... bring it back down again... now, raise it again... bring it back to your side... and now, do six more repetitions. Perform this pre-auction exercise every day between now and October 30th, and you will be sure to outbid anyone at the CDCC’s Annual Holiday Gift Auction!

On Wednesday, October 30th, CDCC members, guests, and community friends will gather at Harvest Ridge Winery in Marydel for one of our biggest events of the year. This year’s theme is “The Bounty of Business,” and from 5 – 8:30 pm, prospective bidders will be invited to browse through over 150 items that have been donated by local member businesses, enjoy wonderful food and beverages, connect with business associates, and bid, bid, bid! This fantastic event is open to the public, so feel free to bring as many family members, friends, and neighbors as you’d like – the more the merrier!

Our auction items will be donated to us by a variety of local member businesses. Shoppers can count on these items to be of a high quality. Our guests will enjoy an opportunity to purchase unique items for themselves or for the people on their holiday shopping lists. A wide range of items – from



food to jewelry to professional services to experiences – provide a vast array of purchasing possibilities for our patrons. You can do all your holiday shopping in one night! We are currently seeking items to sell in our auction. Businesses who donate items to our auction receive special recognition with their names on the bidding sheets, mentions in the program, recognition through our CDCC social media, and a listing on the CDCC website. Donating items is a great way to gain exposure for your business to the shopping public! It is also a wonderful way to allow our shoppers to see just what good work you do!

As if our silent auction isn’t enough, our bidders for the evening will also have the unique pleasure of experiencing our outstanding live auction. Auctioneer extraordinaire, Steve Harrell will work hard to award items to the highest bidders. These items are also donated by local member

businesses. In past years, our live auctions have sometimes ended in a riveting and exciting “bidding war” among several enthusiastic bidders eager to take home that one special, sought-after item. Plans are probably being made already regarding the best bidding strategy for securing an item! Some of our guests team up with colleagues, family members, and friends to enjoy a special experience like a trip, a dinner, or a visit to the theater. This lively and much anticipated portion of our event is sure to be a showstopper! Now, you probably see why it’s so important to get that bidding arm in shape early!

Harvest Ridge Winery will provide a wonderful setting for our event. The winery will be in full Autumn mode and all our auction items will be tastefully displayed in and around their various decorations of the season. There will be a wonderful array of tasty treats brought to you by

The Missing Piece, specializing in down home cooking. The cost for our guests is \$10 per person, plus of course, plenty of bidding money at the ready! Auction items will be paid for at the end of the evening by either cash or credit card. All proceeds from the evening’s activities benefit the Central Delaware Chamber of Commerce and are spent supporting and sustaining the many programs that help you and your business to thrive here in Kent County.

We’d like to extend a special thank you to our Premier Sponsor for this event, The City of Dover. Thanks also to Artisans’ Bank – our Going, Going, Gone! (Checkout) Sponsor – AND Del-One Federal Credit Union – our Let’s Make a Deal Sponsor.

“The Bounty of Business” Holiday Gift Auction is an event you won’t want to miss! Just imagine how easy your holiday shopping will be if you attend this event with its amazing array of items! You will certainly want to be there! You may also consider donating to the event – we would gladly welcome that! For more information, please contact the CDCC Office at 302-734-7513 or visit us online at www.cdcc.net. We look forward to seeing you at our Annual Holiday Gift Auction – please join us for an evening of bidding early and bidding often!



AMAZING CHASE!

Continued from Page 1

for this event. Shhh! To list the name of these businesses would be to give away the answers to the clues! Businesses in Downtown Dover are encouraged to sign up to be a merchant stop on the race. For \$100, you can expect all our teams to come into your place and see what you do! While they are there, they will solve a puzzle or complete a challenge, receive their next clue, and take off for their next destination. All proceeds from this event will benefit the CDCC.

We also invite Chamber members who are not participating in the race to come Downtown to cheer our racers on! It's always so much fun to see the frantic frenzy of activity and the crazy costumes as the competition unfolds.

There's still time to register your three-person team to participate in this event or to become a merchant stop. For more information, or to register, please contact the CDCC Office at 302-734-7513 or visit our website at www.cdcc.net. We can't wait to see our downtown come alive as CDCC members come together for this year's Amazing Chase!



SUNSET MIXER

Continued from Page 1

The CDCC's Sunset Business Mixers are a cornerstone of our organization's mission to support and promote local businesses. These events provide a relaxed and informal environment where professionals can exchange ideas, share experiences, and build valuable

connections. Plan to win door prizes, enter in the 50/50 raffle, witness the pinning of new 5-star members, and more! You could be the next member of the month and be featured in a future Chamber Connections issue – what's not to love about free advertising!

The event is free and open to CDCC member businesses and their employees. To attend, please

RSVP by visiting the CDCC's website or contacting the chamber office directly. Remember – potential members are eligible to attend two mixers before requiring membership, so, current members, feel free to spread the word! (If a new member joins under your referral, you receive a \$50 credit towards your future membership dues!)

For more information about attending this July 31st Sunset Business Mixer, please feel free to contact the Chamber at (302) 734-7513 or visit our website at www.cdcc.net to register. The Central Delaware Chamber of Commerce is excited to see you at The Hive on Lookerman!



Renee Thompson of Lakeview Realty celebrates her 5-Star accomplishment with Director of Membership, Jen Sutter



Jen Suter, Director of Membership, presents CDCC Board member, Doug Yorke of Dover Motor Speedway, with his 5-star pin.

CONGRATS TO THE CDCC'S NEWEST 5-STAR MEMBERS.

**7-Day E-newspaper
NOW AVAILABLE!**

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Program of Work // 2024 - 2025

In an effort to keep you, our members, informed about what YOUR Chamber is up to, we publish our goals and objectives annually in our September Chamber Connections newspaper. In these next few pages, you will read all about what we have in mind as we work with you, our businesses during the 2024 – 2025 fiscal year. Next year, in July 2025, we will publish our Annual Report, in which you will be able to see how we did! We are confident that, as you read this, you will understand our vision of being “THE essential resource for the development of businesses in Central Delaware!”

COMMUNITY

Denée J. Crumrine
Vice Chair

Committees:

55+ Expo
Holiday Gift Auction

Special Projects/Events/ Membership Activities:

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

Collaboration:

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

the spring to celebrate the “Best of the Best” Administrative Professionals in Kent County. After collecting nominations from their employers, the winners will be announced and presented with prizes on Administrative Professional’s Day in April 2025.

3. Awards for Excellence Celebration. Hold this event in June 2025 to celebrate the Chamber’s outstanding businesses and volunteers. The CDCC Chair will give the State of the Chamber Address, the Excellence in Business Award winners will be announced, the Leadership Central Delaware Class of 2025 Graduation is held, and awards and tributes are presented to CDCC partners and volunteers.

4. Capital Holiday Celebration. Help coordinate a community event to kick off the holiday season in Downtown Dover on Lookerman Street with the City of Dover to include the traditional caroling and lighting of the City’s Christmas tree on December 5, 2024. Collect canned foods and distribute to local pantries.

5. Chamber Mini Masters Golf Tournament. This event will be held in conjunction with the Sunset Business Mixer on May 28, 2025. This mini golf tournament is focused on networking and fun!

6. Holiday Gift Auction. Host the Auction to generate funds for Chamber projects while increasing the visibility of our members to encourage shopping locally. This year the event theme will be “the Bounty of Business”. The Auction will take place on October 30, 2024 at Harvest Ridge Winery. Both the silent and live auctions will be held in-person this year.

7. Holiday Party. This year’s Annual Holiday Party will be held on December 10, 2024 at Roma Italian Restaurant. The purpose of this event is to host a fun evening of holiday cheer and networking for the CDCC

members and their guests.

8. Home & Garden Expo. This event will be held in March 2025. This expo-style trade show will showcase the goods and services of Central Delaware businesses with a special emphasis on home improvement and outdoor recreational needs.

9. Sunset Business Mixers. Continue to hold monthly membership Mixers at member businesses. Combine two Member 2 Member Expos with Mixers (one with our CDCC Showcase Mixer). The Amazing Chase will also be paired with a Mixer on September 25, 2024.

10. The Amazing Chase. This event will be held in Downtown Dover on September 25, 2024. Teams of three will race to complete challenges and solve clues at the participating business locations. It will increase exposure of downtown businesses from retail to law offices to historical sites and everything in between.

11. Calendar of Events. Continue to hold membership activities throughout FY ‘25, publishing the calendar of events in the Chamber Connections newspaper, Chamber E-News, Catchin’ Up with the Community E-News, and on the CDCC website as well as including it in the monthly mailer at least once this year.

12. Downtown Dover Partnership. Continue to work with the Partnership to improve the climate of the downtown business district by creating jobs, broadening the area’s tax base through redevelopment of commercial and residential properties with programs like Unlock the Block, Restoring Central Dover, and the like, maintaining downtown’s historic presence, and promoting events. Play an active role on the Downtown Master Plan Implementation Committee.

13. Kent Sussex Leadership Alliance. Continue to

partner with this committee to strengthen support for economic development initiatives for both the businesses and residents of Kent County.

14. Liaison – Community and Government. Continue working with the City of Dover, Kent County Levy Court, Delaware Division of Small Business & Delaware Tourism, Dover Air Force Base, and other local government entities. Establish working groups when needed to address specific issues and interests (i.e., City of Dover Budget Review Committee; City of Dover Ordinance Review Committee; City of Dover Electric Group; DAFB P4 Initiative)

15. Neighborgood Partners, Inc. Continue collaborating on the Restoring Central Delaware and Unlock the Block programs.

16. Volunteers. Continue the utilization of about 200 volunteers for the various programs, projects, and events of the Chamber.

a. Continue to work with the Retired Volunteer Seniors Program to assist us with mailings (as needed) and at the 55+ Expo by welcoming attendees and conducting surveys.



1. 55+ Active Adult Expo. This annual trade show, attended by over 1,500 people last year, focuses on the growing 55 and over market and Caregivers of all ages. It will be held in April 2025.
 - a. Explore new ideas for informational seminars provided by corporate sponsors.
 - b. Seek more screenings to include blood pressure, diabetes, skin cancer, hearing, etc.
 - c. Continue to promote the event statewide and regionally through a media sponsor.
 - d. Coordinate packaging for overnight visitors with Bally’s Dover Casino Resort.
 - e. Grow the number of Caregivers Support Network exhibitors.
 - f. Explore new marketing initiatives.
2. Administrative Professionals Contest. This contest is held in



Program of Work // 2024 - 2025

ECONOMIC DEVELOPMENT

Javier Santana
Vice Chair

Committees:

Economic Development
Tourism
Infrastructure Committee
Agribusiness
Special Projects

Ongoing Projects:

Economic Forecast Breakfast

1. Continue meeting with industry specific groups to address the needs of our members.
2. Meet regularly with current businesses to identify needs and work toward solutions.
3. Work closely with the Kent Economic Partnership (KEP) to advance the economic well-being of the citizens of Kent County by encouraging expansion of existing businesses and by attracting new business and industry. Continue working to reduce regulations and restrictions by participating on committees such as the Master Planning for the Kent County Comprehensive Land Plan.
4. Work closely with the City of Dover, Town of Camden, City of Harrington, City of Milford, and Town of Smyrna, as well as other communities in Kent County, to assist with business issues whenever it is deemed necessary. To serve as a resource for municipalities and to establish committees when needed to address specific needs. (i.e. Budget Committee – City of Dover; Ordinance Review – City of Dover; Electric Committee – City of Dover; Land Use Plans). Continue to partner with the Downtown Dover Partnership on their Master Plan Implementation.
5. Actively support efforts to establish and expand air cargo transportation development in Kent County by working with KEP, DelDOT, and the Delaware River & Bay Authority as well as with Dover Air Force Base to establish the Central Delaware Aviation Complex.
6. Partner with Kent County Levy Court, municipalities, Delaware Division of Small Business, and other agencies to attract new business to the area.
7. Work with area legislators to represent the interests of our members and monitor legislation which affects them at all levels of government (Federal, State, County, and Municipal).
8. Create partnerships with state-wide entities to encourage growth and development of the area such as the Delaware Prosperity Partnership.
9. Continue to work with the Universities and Colleges (Delaware State University, Wilmington University, Delaware Technical Community College, University of Delaware) to encourage Entrepreneurs coming to Kent County and to provide assistance for those already in business, as well as continually developing a skilled and well-trained workforce.
10. Continue to host and coordinate the Kent County Open for Business program on the first Thursday of every month at Kent County Levy Court. To continue our partnership with Apex Accelerator (formerly known as PTAC – Procurement Technical Assistance Center), Delaware Center for Enterprise Development, Delaware Department of Health & Social Services – Division of Public Health, Delaware Department of Natural Resources and Environmental Control (DNREC), DNREC Energy Section, Delaware Department of Transportation (DelDOT), Delaware Division of Small Business, Delaware Libraries (DDL), Delaware Manufacturing Extension Partnership (DEMPEP), Delaware Small Business Development Center (SBDC), Delaware Technical Community College, Downtown Development District (DDD) Grant Program through Delaware State Housing Authority, Downtown Dover Partnership, Government Support Services’ – Procurement Portal, Kent Economic Partnership, Launcher Business Resources, Pete du Pont Freedom Foundation, SCORE Delaware, True Access Capital, U.S. Small Business Administration, and USDA Rural Development – Business and Cooperative Programs to provide assistance to our members and/or those interested in starting a new business or growing an existing business.
11. Continue working with Kent County Tourism Corporation (dba Visit Central Delaware)
 - a. Kent County Tourism Corporation (dba Visit Central Delaware) is the official destination marketing organization for the country and its jurisdictions, whose mission is to generate incremental economic impact for the community through the attraction of visitors.
 - b. Destination marketing geared toward meetings, conferences, and reunions as well as leisure travel.
12. Agribusiness. Continue to develop a closer working relationship with the agricultural community whenever possible, primarily through the Delaware Farm Bureau, USDA, and the Delaware Department of Agriculture.
13. Work with the Minority Business Associations to encourage and serve minority businesses in Kent County.
14. Host an Economic Forecast Breakfast in January 2025, to provide the leaders in the business community with an economic forecast for the upcoming year which will be presented by a selected specialist in the field. The forecast should be global and statewide, closing with a focus on Kent County.
- c. Serves as Kent County’s premier non-profit destination organization serving the meetings market, group tour, sports, and leisure travel.
- d. Partners with business advocacy and tourism-related organizations such as CenDel Committee, Central Delaware Chamber of Commerce, Downtown Dover Partnership, and others.





Program of Work // 2024 - 2025



ORGANIZATIONAL

Jesse C. Keleher
Vice Chair

Committees:

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

Ongoing Projects:

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

Collaboration:

- Diversity, Equity, and Inclusion

1. Membership:

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

- a. 5 Star Journey Map retention programs for Current and New Members.
- b. Continuing hosting Member Orientations for both New Members and Current Members to keep them up to date on the value of being a Chamber member.
- c. The Ambassador Committee to help achieve membership engagement and retention by communicating and mentoring to members.
- d. CDCC On-Boarding will help increase engagement and retention by providing orientation meetings for larger companies at their location.

2. Accreditation Committee.

Every five years this committee will review the U.S. Chamber of Commerce's accreditation process and application. Each section will be discussed, evaluated, completed, and the packet will be submitted. Accreditation is up for renewal in November 2028.

3. Ambassador Committee.

- a. The goal of the Ambassador Committee is to welcome, engage, and retain new CDCC members. Ambassadors are assigned to new CDCC members as a mentor to help with this process and encourage them to become involved with the Chamber, its programs, and its existing members.
- b. Continue 5 Star Ambassador Program.
- c. Name Ambassador of the Year.

4. Association of Chambers of Commerce of Delaware:

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

5. Excellence in Business Awards Committee:

Through membership nominations and voting, select the 2025 Small Business of the Year, Large Employer of the Year, and Young Professional of the Year.

6. Marketing Committee: Kate Greene, Chair.

The committee's purpose is to communicate the CDCC strengths and increase visibility within the community to current/new membership through a strategic marketing plan.

- a. Provide public awareness of the Chamber and its members through promotional videos, print advertising, and events.
- b. Develop marketing packages at discounted rates for new members and existing members.
- c. Develop new marketing campaigns to attract new members.
- d. Coordinate and implement

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

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

7. Leadership Central Delaware: Janie Libby, Chair.

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

- a. Seek individuals who would like to be more involved as leaders in the community.
- b. Encourage the current class of Leadership Central Delaware to participate in at least one Community Impact Project during which they volunteer, donate funds, or donate supplies to a local non-profit organization.
- c. Strengthen the LCD Alumni Association to help graduates stay connected and to continue to enhance their leadership skills.
- d. Encourage the LCD Alumni Classes to participate in Community Service Projects during which they volunteer or donate funds to a local non-profit organization.
- e. Encourage LCD Alumni Classes to continue their service and leadership to the community by having them compete for the "Best in Class" trophy which is presented at the Awards for Excellence Event.
- f. Continue partnership with Leadership Delaware, Inc. (LDI) on various programs and serve as a speaker for LDI Kent County Days. Encourage LCD graduates to take advantage of the discount they can receive if they are accepted into the LDI program.
- g. Continue partnership with Wilmington University which provides the opportunity for LCD Alumni to receive 3 college credits once they are

enrolled at the school.

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

8. Professional Power-Up.

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

- a. Promote the young professionals of Central Delaware and their businesses.
- b. Build business relationships and networking resources.
- c. Host Live! socials every other month in person and invite speakers to present on topics such as social media, leadership, time management, etc.
- d. Host Online! socials every other month via a virtual platform and invite speakers to present on professional or person development topics.
- e. Support community initiatives that impact the greater good of the business community.

9. CDCC Resource Guide: Dina Vendetti, Editor

Publish and distribute 8,000 copies of the 2025-2026 Central Delaware Resource Guide and its companion piece, 10,000 copies of the Dover/Kent County Map, for distribution in July 2025. The CDCC Resource Guide will be printed in color and be available with advertising hyperlinks online. A CDCC membership directory will be included in the publication. This is the go-to resource for new and existing residents. The Dover/Kent County Map provides an easy access tool for people on the go and highlights businesses in Kent County.

10. Chamber Connections: Dina Vendetti, Editor

Publish and distribute a monthly newspaper which provides information of importance to our members including educational programs, training



Program of Work // 2024 - 2025

classes, legislative updates, infrastructure developments, membership news, etc., as well as information regarding CDCC Events.

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

16. Radio Program:
Continue weekly radio programs of interest to local businesses on TomFM, WDOV, and WRDX Radio.

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

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

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

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

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

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

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

LEGISLATIVE

C. Scott Kidner
Vice Chair

Committees:

- Legislative Affairs
- Federal
- State
- County
- Municipal

Ongoing Projects:

- Legislative Luncheon
- Capital Briefing Reception
- Candidate Interviews
- Congressional Delegates Program

1. A Legislative Affairs Committee is in place to monitor and establish Chamber positions on proposed federal, state, and local legislation and regulations. The Chamber is being proactive by improving communications with our elected officials. We are lobbying effectively on actions that will impact the business climate.
2. Work closely with House Small Business Caucus to provide input on business-related bills.
3. Continue to take measures to protect members and the business community from the enactment of specific impact fees and taxes.
4. Increase the awareness of Chamber members on proposed legislation at federal, state, and local levels by providing information through "Legislative Alert" and "Call to Action" Emails.

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

6. Host an annual Legislative Luncheon event with elected officials in March 2025 to share views and information on issues affecting business and to provide direct, open communication between our members and legislators.

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

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

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



11. Membership Benefits:
Offer Chamber members discounts on products and services. Benefits include free subscriptions to Delaware Today Magazine and Morning Star Business Report, health insurance opportunities, Chamber Club Card Savings Program discounts, CDCC Electric Cooperative Program with Affinity Energy, and Eye Specialists of Delaware discounts, discounted Daily State News advertising and a 50% discount on advertising with the Welcome Wagon as well as Dover Federal Credit Union and Del-One Federal Credit Union offering our members the financial benefits of belonging to a credit union. The CDCC also provides every member with the U.S. Chamber Federation benefits.
- a. Continue to seek quality benefits to increase the value of Chamber membership.
12. Continue the health insurance program with Benefits Connection.
13. Continue the CDCC Electric Cooperative Program with Affinity Energy to provide companies with an alternative cost-effective electricity program.
14. E-Newsletters: Dina Vendetti, Editor
- a. CDCC E-News – Distribute an informative weekly newsletter highlighting Chamber programs and events to the members through email every Monday.
 - b. Catchin' Up with the Community E-News – Distribute an informative weekly newsletter with community news and updates to the members through email every Wednesday.
 - c. Business News & Company Kudos E-News – Distribute an informative weekly newsletter with member press releases and company accolades to the members through email every Friday.



Program of Work // 2024 - 2025

MILITARY AFFAIRS

Evans Armantrading, Jr.
Vice Chair

Committees:
Military Affairs

Ongoing Projects:
Abilene Award
Bluesuiters Golf Tournament
Military Affaire
State of the Base Briefing
Friends of Dover AFB
Hosting for the Holidays/
Adopt an Airman Program

community in the competition for the 2024 AMC Community Support Award.

7. Continue to support the Friends of Dover Air Force Base and Dover Air Force Base Ambassador Program.
8. Continue to distribute our military coins to visiting dignitaries to Dover AFB.
9. Continue to coordinate the Hosting for the Holidays/Adopt an Airman Program. (this year or next year)



1. A Military Affairs Committee is in place to continue to nurture the successful relationship/partnership between Dover Air Force Base and the Central Delaware Chamber of Commerce and its membership.

2. Continue to support the needs of Dover Air Force Base.

3. Monitor BRAC discussions and developments.

4. Distribute Chamber Club Cards, Central Delaware Resource Guide and Dover/Kent County Maps to new arrivals at Dover AFB to promote community support and discounts.

5. Continue sponsoring the State of the Base Briefing, Military Affaire, and Bluesuiters Golf Tournament as annual events.

6. Submit a nomination package to the Abilene Chamber of Commerce in Texas based on documented achievements that support the relationship between Dover AFB and the



Artful Connections at the Biggs



On Wednesday evening, July 31st, the team at the Biggs Museum of American Art welcomed over 100 Chamber members and guests to a Sunset Business Mixer at their beautiful location in downtown Dover. Participants enjoyed an evening of networking, sharing business cards, gaining qualified leads, catching up with colleagues over delicious refreshments, and enjoying all the Biggs has to offer.

special welcome and encouraged the group to come back and visit again.

As part of the evening's festivities, several members were excited to win drawings for amazing door prizes and the Member of the Month for September was chosen. It was an evening filled with making contacts and renewing business relationships... and big fun! Thank you to the folks at the Biggs for their generous hospitality in hosting us. And thank you to all who were able to attend! We look forward to being with you again soon!



The team at the Biggs did a wonderful job of welcoming the group and making everyone feel very much at home with delicious food from La Baguette French Bakery and refreshing beverages. We were greeted by several members of the museum's staff and board. Marcia Dewitt, Interim Executive Director, added a





Warm Connections at Loblolly Acres



On August 28th, Chamber members and guests gathered at Loblolly Acres for an evening of networking, gaining qualified leads, delicious refreshments, and an opportunity to enjoy the newest event venue in Dover's Downtown. Don't forget your business cards! It's not too early to register for this FREE event! To register or for more information, call the CDCC Office at (302)734-7513 or register online through our events calendar at www.cdcc.net. We look forward to seeing you there!

Loockerman Street in Downtown Dover). Enjoy an evening of networking, gaining qualified leads, delicious refreshments, and an opportunity to enjoy the newest event venue in Dover's Downtown. Don't forget your business cards! It's not too early to register for this FREE event! To register or for more information, call the CDCC Office at (302)734-7513 or register online through our events calendar at www.cdcc.net. We look forward to seeing you there!

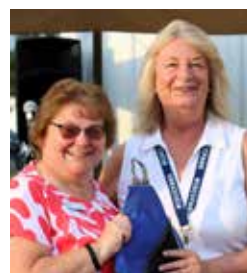


We would like to extend a big thank you to the folks at Loblolly for their generous hospitality in allowing us to gather in their beautiful setting in lovely Viola, Delaware. Thank you to all who attended this event – and a big thank you to all of our exhibitors for the evening.

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



Mark your calendars now for our next Sunset Business Mixer which will be held on September 25th from 5 – 8pm at The Hive on Loockerman (28 W.



An Economic Development WIN-WIN



Anticipation filled the air as representatives from a plethora of community organizations and agencies filled the room at the Central Dover Aviation Complex, formerly known as Dover's Civil Aviation Terminal. Statewide entities, local groups, politicians, base representatives, and more, were ready to celebrate a milestone that had been a long time in the making!

Expanded use of Dover Air Force Base's (DAFB) facilities for approved civilian/commercial flight operations is now allowed following the signing of a joint use agreement by Secretary Nicole Majeski of the DE Department of Transportation and Colonel William "Chris" McDonald, Commander of the 436th airlift wing. This new agreement will nearly double the number of flight operations allowed and will



expand the lease term to 50 years at the Dover Aviation Complex, a regional airport managed by the Delaware River & Bay Authority (DRBA). The complex will also receive its own three-letter airport designation.

This new agreement promises to have a major impact on economic development as it attracts businesses to our region. The signing of the agreement also showcases the unique ability of Delawareans to come together to work collaboratively for the benefit of our state. This momentous occasion speaks to the well-known adage that claims that we can do far more together than we could ever do on our own. Congratulations to all who served as part of the team to get this accomplished!



Annual CDCC
Holiday
Gift Auction

October 30th, 2024
5-8:30pm
Harvest Ridge Winery, 447 Westville Rd. in Marydel

Join us to celebrate "The Bounty of Business!"
LIVE & SILENT AUCTION TO PROMOTE "SHOPPING LOCAL" FOR THE HOLIDAY SEASON.

<p>DONATE/SPONSOR</p> <ul style="list-style-type: none"> ✓ Increased Brand Exposure ✓ Showcase Your Business ✓ Support the CDCC Community ✓ 'Feel Good' Factor 	<p>ATTEND</p> <ul style="list-style-type: none"> ✓ Valuable Networking ✓ Support a Great Cause ✓ Shop Local First ✓ 150+ Unique Items & Experiences
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THE AMAZING CHASE

DOWNTOWN DOVER EDITION

WEDNESDAY, SEPTEMBER 25TH, BEGINNING AT 5PM

What's happening?

Teams of 3 partner for an exciting scavenger hunt to highlight the awesome businesses that make up Downtown Dover!

Businesses will provide a clue and challenge at their location for the attendees to complete during the event

Teams of Three - \$75/team

- Strategize to finish first
- Build trust
- Work together to solve clues
- Support each other during challenges
- Work together - WIN together

Participating Merchants - \$100

- Increase awareness of your business!
- Increased foot traffic from the teams the night of the event.
- Company name/logo will appear on the event flyer.
- Company name/logo will appear on the CDCC website (45,000+ webpage views).

Thank you to our Primary Sponsors!








To register your team or become a merchant stop... Contact Cindy Friese at cfrise@cdcc.net or call 302-734-7513

Ribbon Cuttings

CDCC joins CSG Financial for a Ribbon Cutting!



DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for CSG Financial, on Saturday, August 3rd, at 10am. The event was held at 3980 North Dupont Highway in Dover, Delaware. Chamber members and friends joined founder and CEO, Steven Calio, CFO, Zachary Stone, and COO, Shane Galante, to celebrate their business as new members!

CSG Financial is a new business offering full service financial planning, and investment management services. They are a fee-only Registered Investment Advisor (RIA), headquartered in Dover, whose mission is to bring unbiased financial planning advice to their clients. Whether it's from an asset management standpoint, or from an advice standpoint – they align themselves with the needs of their clients.

CSG Financial offers three types of relationships/services: 1) fee-for-service ongoing finan-

cial-planning & implementation 2) one-time cost for full financial plan without implementation 3) Investment management on a declining fee-schedule. They do not receive commissions or have a parent insurance or investment company. Their investment services are offered through Charles Schwab and Betterment.

“When someone seeks out our recommendation regarding an area of planning, we want them to know that the answers we give them are the same answers we'd give ourselves, or even our own closest relatives. Simply put – we represent our client's interests at all times, not a large investment or insurance corporation, and/or their shareholders. We do not have account minimums either,” explained CFO, Stone.

This team of three is excited to share their knowledge and expertise with their clients. “The three of us started our financial planning careers at one of the

largest wealth management firms in Delaware. After many successful years, realized we were not able to serve clients in the way we had originally hoped. We were earning income mainly from commissions, and found ourselves more a “salesperson,” than a true financial planner. This is what sparked the founding of our own fee-only, fiduciary planning firm that focuses solely on fee-based planning & investment management,” continued Stone.

Stone and the CSG Financial team is especially excited to get more involved in the community that raised them, as well as to keep Stone's family tradition of being a Kent County business owner for 30 years and counting. This company has participated in charity golf outings and raised awareness for Men's mental health amongst other things. However, they are most proud of being able to provide free financial planning lessons to the Delaware State Entrepreneurship

program at Delaware State University. “It is fun to bring what seems like basic knowledge to us, to a broader audience of people who may have never been educated on this information,” shared, Stone.

Their team is excited to participate in CDCC events as they grow but have a great interest in setting up “sport drives” (provide/donate things like cleats, bats, football helmets, and other equipment) for children in Kent County. “Giving back in this way is something we think would bring great joy to ourselves, as well as help out and give back to the community,” concluded Stone.

For further information about CSG Financial, please visit www.cs-g-financial.com or call (302) 678-8701. Please join the Central Delaware Chamber of Commerce in welcoming the CSG Financial team into membership!

Ribbon Cuttings

CDCC joins the Grey Fox Grille & Public House for a Ribbon Cutting!



DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for the Grey Fox Grille & Public House, on Friday, August 23rd, at 11am. The event was held at 140 S. State Street in Dover. Chamber members and friends joined Barry and Cassandra Alvis, to celebrate their new ownership of the establishment and a new day for this hidden gem in Downtown Dover!

The Grey Fox Grille, a staple of the Dover community for many years, is designed to provide an elevated dining experience while creating an atmosphere that makes guests feel like they are enjoying a meal at the home of their best

friends. The team at the Grey Fox is happy to serve upscale food in a casual atmosphere. Whether having an intimate dinner, meeting friends at the bar, or having a large banquet, guests will be delighted to find the Grey Fox family eager to provide a fast and friendly dining experience.

The owners of the Grey Fox place a high priority on supporting local businesses. Their meat is from a local butcher, eggs and dairy products are from a local dairy, and many other ingredients are grown and purchased locally. Guests can take great pride in knowing that their dining experience not only supports the Grey Fox, but also many other local businesses!

In addition to the amazing experience in the restaurant, the Grey Fox Grille is also a public house in the centuries-old tradition. They offer an amazing bar with talented mixologists and a wide variety of beers on tap. In addition, guests who are looking for the perfect spot for an office party, reception, or any group event, might consider reserving one of the establishment's beautifully restored private dining rooms or the comfortable upstairs lounge.

The staff at the Grey Fox Grille is eager to find ways to give back to the community. Their goal is to become involved with local

churches to help provide outreach. They are currently planning to work with the Episcopal Church to serve hot meals on Thanksgiving. They are also eager to team up with a few local businesses to address needs here in Dover.

For further information about the Grey Fox Grille & Public House, please visit www.greyfoxgrille.com or call 302.734.1234. Please join the Central Delaware Chamber of Commerce in celebrating the new ownership of the Grey Fox Grille & Public House!

Welcome Wagon® - Introducing A New Member Benefit

Your CDCC is pleased to introduce our members to a brand-new member benefit! Through a creative trade agreement, we have secured a wonderful opportunity for our member businesses to advertise their companies to our county's newest residents. Welcome Wagon® has been a part of communities across our country for more than 100 years – and now, they are offering you an amazing 50% discount!

Founded in 1928, Mr. Thomas Briggs of Tennessee was inspired to create a company reminiscent of those early Conestoga “welcome wagons” of the old West that would meet and greet westward travelers, providing fresh food and water for the journey. Welcome Wagon® was created to embody this same spirit of warm hospitality. Briggs hired women to deliver baskets to newcomers filled with items from local businesses and tell the new residents all about their community. Over the past nearly 100 years, these welcomes and conversations have touched the families of over 100 million households – even

American Presidents who had just moved into the White House!

While our society's patterns have changed and many homes are occupied by two or more in the workforce leaving the houses empty during the day, Welcome Wagon® is still up and running and connecting with families. Instead of in-person visits, they are greeting people online and through the mail with their attractive, customized gift book.

While newcomers are being welcomed to the area, Welcome Wagon® is helping local businesses introduce themselves to new movers in their region. Welcome Wagon's® publication offers category exclusivity which allows their advertisers to reach new movers before their competition, giving them the chance to make a customer for life.

Building long-lasting relationships and gaining loyal customers from the very beginning has proven to be an incredible benefit to businesses and one that we can now share with you, our members! You now can greet the new people in your area with Welcome Wagon's®



custom gift book which can include an invitation to call or visit your business. A follow up publication will provide repeated exposure to your business, and your business listing will be featured on Welcome Wagon's® website, www.welcomewagon.com.

As a member of the CDCC, you will receive a 50% discount on advertising in the Welcome Wagon® Gift Book. For more information regarding this wonderful opportunity or to sign up, please contact Elizabeth.Richmond@welcomewagon.com.



Jessica Moyer's dream of a community where overall health and wellness brings people together in an impactful and amazing way was realized in the Spring of 2019 with the establishment of The Ice House Wellness + Community in Wyoming, Delaware. At the Ice House, Jessica has spent the past 5+ year coaching mostly women, not only for physical fitness, but also mental and emotional wellness. Jessica's goal is to help them identify and achieve their purpose, while living a healthy lifestyle through mind and body connection. As a certified Ziglar

A Fond Farewell to an Amazing Member

Legacy Coach, John Maxwell Coach/Trainer and ACE Personal Trainer, she has helped many transform their lives.

During Jessica's time in this role, she has marked some major milestones. In 2021, she finished and published her book *Triumph Through the Tears*. Borne out of personal tragedy and the loss of her infant son, Jessica's motivation was clear. “I just wanted to inspire people to know there's going to be light. When tragedy strikes and people are in the middle of it, they never come up for air. I wanted to bring them hope.”

In her book, Jessica outlined a framework for a healthy mindset that she calls the 5 G's for Mental Strength. The 5 G's, part of Jessica's toolbox for dealing with trials and tribulations are Gratitude, Generosity, Growth, Grit, and Grace. Gratitude helps to dispel negativity – concentrating on being thankful helps one to focus on the positive things in life. Generosity, a.k.a.

giving back or serving others, builds confidence and broadens a person's sense of accomplishment and mission. Finding ways to grow helps one develop a life-long habit of “pouring into oneself” to learn more, to know more, understand more, and ultimately, do more to help others. Grit speaks of persistence, determination, and resilience – it has to do with inspiring others because of an unwillingness to give up. Growing, learning, and living require a great deal of grace – for oneself and for others. Grace can be realized by being kind to oneself, by not comparing one's journey to another's, by allowing time for reflection and meditation, and more. These 5 G's, when practiced intentionally and methodically, can assist one on a journey through peril and possibility, through the battered and the beautiful, and through tears and triumph.

In 2022, Jessica achieved her goal of joining the circuit of international speakers, engaging listeners

in the topic of self-care and personal growth through loss, when she was selected for a TEDx Talk. With a goal of helping to elevate one's life from a state of going through the motions and barely living to a place of growth, wholeness, and happiness, Jessica's message has been simple and consistent: “No matter the loss, there's always going to be light.”

Jessica's work has touched many in the Central Delaware community as she has spread light and love day after day. She and The Ice House have had a significant impact on our county. To say she will be missed would be an incredible understatement. We wish Jessica and her family all the best as they begin a new chapter of touching lives in their new location. We hope you'll take a piece of Central Delaware with you – we know you'll leave an incredible, indelible mark here! Farewell, dear friend!

Staff Update

Your CDCC Team

As the CDCC's new fiscal year gets underway and our very active Fall event season begins, we are excited to give you an update on your CDCC team that works hard every day to assist you and carry out the vision of the Chamber to be your essential resource. Much of this team has been together for almost two whole years now. It has been amazing to watch the growth in each individual, as well as being part of it all as the team has grown together as a unit. We are blessed with workers who are experts in their lanes, AND whose gifts and talents complement each other.

As many of you know, our Marketing, Communications, and Leadership Central Delaware Director, Cleo Bell, left us at the end of July. Cleo will be greatly missed! Her service was impactful, and her smile lit up every room as she worked to help you tell your stories through text and photos. We wish her all the best!

We are very pleased to welcome to our staff a new part-time **Director of Leadership Central Delaware, Sara Bluhm.**

Sara is a motivated and passionate professional with 15+ years of experience in marketing, communications, meeting/event/conference planning and economic development. She is a recent graduate of Leadership Delaware, Inc., and brings a wealth of skills and experience to our team. She lives in Magnolia with her husband and young daughter.



We are also thrilled to welcome to our team our new **Director of marketing & Communications, Heather Cregar.**

Heather is an experienced marketing professional with more than 30 years of experience. She is no stranger to the Chamber as she attended many events and



The rest of your CDCC Team: Cristal Brenneman, Dina Vendetti, Cindy Friese, Martha Lehman, and Jen Sutter (bottom left).

served for well over a decade on the CDCC's Marketing Committee. She brings much knowledge and many skills in the areas of print and digital marketing, writing, press releases, social and electronic media, and website management. She is a long-time Dover resident with extensive knowledge of the community. She lives in Downtown Dover with her husband and their dog.

These two new staff members will join Martha (Administrative Assistant), Jen (Director of Membership Sales & Retention), Cindy (Sponsorship Sales & Collections – remote), Cristal (Director of

Events and Executive Assistant), and Dina (President) as we embark on another new year of Chamber events, activities, and connections.

Your CDCC Team is ready and happy to assist you in any way that we can! If you have a question, need more information, want to register or pay your bill, need to make a connection, want to report something great that's happening in your business, need some help with a challenge, and much more, PLEASE don't hesitate to reach out to us at 302.734.7513. We look forward to hearing from you, working with you, seeing you at upcoming events, and taking this journey with

you as, together, we work to grow our Central Delaware Business community!



Member of the Month



NAME: Michaela Naulty
TITLE: Account Executive
BUSINESS: ROBERTS AGENCY - GOOSEHEAD INSURANCE

ADDRESS: 4164 N DUPONT HWY, STE 12, DOVER, DE 19901
PHONE: (302) 295-1277
EMAIL: michaela.naulty@goosehead.com



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

Locally owned agency within Goosehead Insurance offering most personal and commercial insurance options. Goosehead Insurance is the fastest growing independent broker in the United States, and was founded by Mark and Robyn Jones in Texas of 2003. They transformed the insurance industry by finding an easier way to shop for insurance. The goal was to offer clients the best agents with amazing technology to provide competitive pricing, optimal coverages, and exceptional customer service.

Tell us about your role in the business/organization.

I am an account executive, and my role is a risk advisor. As a am a licensed insurance

agent who deeply cares for clients, making sure they are sufficiently covered and am determined to find insurance coverages that meet their individual needs. I listen to my clients and my referral partners needs and then use my ability to shop the insurance market to find the best coverage at the best price. It is my mission to make sure that everyone I know has the most comprehensive and cost-effective insurance solution on the planet, while providing the greatest service they can find.

Tell us something that makes your business/organization unique.

We strive to be different than every other insurance company. We focus on what makes the most sense for our clients, and truly want to help them in the best way possible. We have the best technology and bring the best expertise to the industry. We are not your standard insurance agent. We are educators and risk managers. We

provide the power of choice to clients and take a consultative approach to insurance. I like to put the fun in insurance! We take the burden of shopping a very difficult and cumbersome environment and make it easy for clients. Clients need the professional advice we are able to offer – and as a risk manager – we work to protect our clients’ assets!

I try not to focus on being a female owned and operated business but I am.

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

I see Goosehead becoming as big as Amazon someday, and I believe we are well on our way to get there. We have over 2000 franchises around the country, and we are still growing. We have the local agent presence with the national feel. I see great things to come for the future of Goosehead, and I am so excited to be a part of it.

How has the Chamber helped your business/organization grow?

I am so grateful to the chamber! They have given me an opportunity to promote my business and create success while attending networking events and meeting a lot of wonderful new people. The chamber provides a means for business owners and members to share, grow, learn, and help each other out.

What is your best advice to other businesses/organizations?

I recommend that anyone read Atomic Habits by James Clear. This book has helped me immensely in my career. I try my best to follow the four laws of habit formation mentioned in this book that can help people establish new habits and break bad ones. This has helped me generate success one healthy habit at a time.

Ambassador’s Corner

Charles & Mary Ann Curry



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

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

retired. I became a Scentsy consultant within a month. and I haven’t looked back.

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

I try to sprinkle information about Scentsy and its fragrances wherever I go. Pleasant scents can change a person’s attitude from negative to positive. The opposite is the same when walking into a fowl atmosphere, will keep you in a fowl, dark mood.

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

Contact information me at:
SCENTSY
 Mary Ann Curry
<https://MaryAnnCurry.Scentsy.Us>
 302. 632-0636



Congratulations - You’re a 10!

The Central Delaware Chamber of Commerce of Commerce is excited to introduce a monthly feature for 2023-2024 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 JULY 2024 - THANK YOU FOR YOUR RENEWAL!

Company Name	YRS	Company Name	YRS
Sambo's Tavern	58	Ray Hall	20
Bally's Dover Casino Resort	53	M&T Bank - Dover Main	17
Edgewell Personal Care Division	53	Central DE Habitat for Humanity	16
Elevations Unlimited	53	Black Diamond Financial Solutions, Inc.	14
Ken Stockslager & Son, Inc.	53	Positive Outcomes Charter School	13
Pratt Insurance, Inc.	53	Shore United Bank - Dover	12
Savant Wealth Management	53	Delaware Department of Labor-Employment and Training	11
Conner Strong & Buckelew	52	Delaware Division of Libraries	11
Daily State News	52	First State Military Academy (FSMA)	10
Dover Federal Credit Union - Headquarters	52	Red Wing Shoes	10
L&W Insurance Agency	52	First State Community Action Agency	9
PNC Bank	52	Coastal Car Wash	8
City of Dover	51	Beaverdam Pet Food, Inc.	7
i.g.Burton Toyota of Dover	51	D.R. Horton	7
Delmarva Power	50	Boys & Girls Clubs of Delaware - Dover	5
Dawson Bus Service, Inc.	49	NorthNode Group Counseling	5
Harrington Realty, Inc.	48	JP's Wharf LTD	4
Highmark Blue Cross Blue Shield Delaware	45	Mike & Mel's Family Restaurant	4
Parkview RV Center	42	The People's Platform	4
Caesar Rodney School District	38	Benvenuto, LLC	3
Capital School District	35	First State Webfooters	3
Modern Maturity Center, Inc.	35	Tracey Ingram, Money Transformation Coach	3
Trader Funeral Home, Inc.	34	Barrette Outdoor Living	2
Luff & Associates, PA	32	YMCA Dover	2
The Malmberg Firm, LLC	31	Beach Babies Child Care	1
Dover / Kent County MPO	29	Chicka and Co	1
Jefferson, Urian, Doane & Sterner, PA	29	The Eduruke Group	1
Lighthouse Construction, Inc.	26	USA Fulfillment	1
Horty & Horty, PA- Douglas R. Phillips	25	The UPS Store - Smyrna	1
Comfort Inn - Rehoboth	21		



NEW MEMBERS

Connolly Dermatology	Sasha Andino	200 Banning St Suite 380	Dover	DE	19904	609-926-8899
Grey Fox Grille	Cassandra Alvis	140 S. State Street	Dover	DE	19901	302-734-1234
Lifestyle Document Management, INC	Anna Morgan	22277 Lewes Georgetown Hwy PO Box 822	Georgetown	DE	19947	302-856-6387
Priority Pro Wash	Marques Jones	270 Waterway Drive	Frederica	DE	19946	302-922-3719
Service Source	Henry Ritzberg	1131 South Bay Road, Lot 102	Dover	DE	19901	302-531-7980
Welcome Wagon	Elizabeth Richmond	5830 Coral Ridge Dr., Ste 240	Coral Springs	FL	33076	302-387-3324
Xhibit Reality	Arthur Ibewuike	478 Hidden Brook Blvd	Dover	DE	19904	443-425-5241
ZenBusiness	Sallie Clark	5511 Parkcrest Drive, Suite 103	Austin	TX	78731	844-493-6249

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 **Dawne Nickerson of the Air Forces Medical Examiner System, correctly identified the Fini Flight of a retiring airman on the flight line at Dover Air Force Base. Congratulations, Dawne - 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

Check out our
**CALENDAR
OF EVENTS**

featuring a variety of events from
throughout Downstate Delaware and
Maryland's Eastern Shore!

Find it at BayToBayNews.com/calendar

BayToBayNews.com



Interested in reaching active
seniors with a busy lifestyle?
Then you need to participate
in this event!



Friday,
October 11, 2024
9 AM - 2 PM
FREE Admission

Milford Senior Center
111 Park Avenue, Milford, DE

The day will include:
Vendors • Informative Exhibits
Door prizes • Giveaways
Food Vendors
Interactive activities

Presented by:



Event Partner:



Sponsored by:



For more information on the event or how to become a sponsor or vendor contact us today!
302-741-8200 adsupport@iniusa.org

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