



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

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

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 Loockerman 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.





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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 Businessday 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.
- c. Serves as Kent County’s premier non-profit destination organization serving the meetings market, group tour, sports, and leisure travel.
- d. Partners with business advocacy and tourism-related organizations such as CenDel Committee, Central Delaware Chamber of Commerce, Downtown Dover Partnership, and others.
12. Agribusiness. Continue to develop a closer working relationship with the agricultural community whenever possible, primarily through the Delaware Farm Bureau, USDA, and the Delaware Department of Agriculture.
13. Work with the Minority Business Associations to encourage and serve minority businesses in Kent County.
14. Host an Economic Forecast Breakfast 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.





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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



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

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.

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

7. 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.
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.





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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

