



Chamber Connections

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October 2024

CORNERSTONE MEMBERS



Dover Federal Credit Union PAGE 3



Daily State News PAGE 4



Harrington Raceway PAGE 5

IN THIS ISSUE...

LCD Opening Retreat PAGE 6

Amazing Chase PAGE 10

Candidate Interviews PAGE 12

Holiday Gift Auction Celebrates the Bounty of Business

On Wednesday, October 30, CDCC members, guests, and community friends will gather at Harvest Ridge Winery in Marydel for one of the Central Delaware Chamber of Commerce's biggest events of the year: the Holiday Gift Auction. This year's theme is "The Bounty of Business," and from 5 – 8:30 p.m., prospective bidders are 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!

The high-quality auction items will be donated to us by a variety of local member businesses. Event guests will enjoy an opportunity to purchase unique items for themselves or for the people on their

Continued on Page 7

The State of the Base Briefing and Breakfast



The Central Delaware Chamber of Commerce Military Affairs Committee invites you to attend the State of the Base Briefing Breakfast brought to you by Signature Sponsor Delaware

Technical Community College. The breakfast will be held on Monday, November 25th from 7:30 – 9:30am at The Landings on Dover Air Force Base.

For more than 8 decades, the Dover Air Force Base has been an integral part of our Central Delaware community. We are proud to be

home to all the men and women who make up the workforce at the base. Each year there are many projects happening at DAFB that have a significant impact on the community. Guests at the breakfast will hear a briefing by Colonel William "Chris" McDonald,

Continued on Page 7

Happy Holidays with YOUR CDCC!

It's been another busy year, and the Central Delaware Chamber of Commerce (CDCC) wants to celebrate everything that YOU, the central Delaware community, have accomplished thus far. And...there's no better way to celebrate than by attending the CDCC's Annual



Holiday Party! Please plan to kick off your December holiday festivities on Tuesday, December 10, 2024, at Roma Italian Restaurant/Sul Tempo

Cocktail Lounge (3 President Drive, Dover) from 5 - 7:30 p.m.

This annual holiday tradition, presented by the CDCC, is the perfect celebration for the 2024 year with the people who make central

Continued on Page 19

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Dina's Digest



PRESIDENT
Dina Vendetti

Central Delaware: Infinite Possibilities

Prior to my time here at the Chamber, I spent many years in education. That meant that every single day I was surrounded by kids – and wow, kids are amazing! When left to their own devices, the youngest of them approach life with wide-eyed anticipation. They allow themselves to get lost in wonder. They nurture vivid imaginations that can picture any story, anywhere and at any time, in which they themselves are the main characters! And best of all, until they are told differently, they believe with all their might that anything is **possible!**

Right now, as I examine what's happening here in Central Delaware, there is much to anticipate, plenty to wonder about, and a smorgasbord of possibilities just waiting to happen! Our county has become a hub of activity – and progress is underway. At this moment, here in the heart of our state, there exists unlimited potential for new adventures all within our power to create. We live in a moment of infinite possibilities!

The Downtown Dover Partnership (DDP) is leading the charge to transform Downtown Dover by 2030. After many conversations with a myriad of stakeholders, this transformation has begun! Much of what's taken place thus far has been behind the scenes, but just this past month, the demolition of what is affectionately referred to as "the old Acme building" has begun and we will soon be seeing what's **possible** coming to fruition in the downtown of the Capital of the First State!

Kent Economic Partnership (KEP) has also been hard at work inviting new businesses to our region. We have seen the team from KEP work diligently over the last several years to bring companies in small manufacturing and logistics to

Kent County. In a recent conversation, we learned that there are currently 8 – 10 additional hot prospects currently investigating what a move to Central Delaware could do for their businesses. They see our area as a place that offers a bright future filled with **possibilities.**

A large collaboration of players were instrumental in bringing all the right people to the table to generate a joint use agreement with Dover Air Force Base that will make it possible for Central Delaware to offer air transport for companies who need to fly their materials in and their products out. This 50-year agreement will open all kinds of opportunities and **possibilities** in the very near future!

Many of you have talked with us about expansions in your companies, growth in your client base, new lines of products and services, and more. We've been excited to see member businesses continue to transform and evolve by adding more to what they do or by changing the way they operate. Our Central Delaware Business Community is a vibrant center of creativity and innovation, as we continue to offer new ideas, new opportunities, new businesses, and yes, new **possibilities!**

The theme of this year's CDCC Resource Guide is Central Delaware: Infinite Possibilities. This theme was chosen because of the amazing things that are happening right here by our members and strategic partners right here in our hometown!

This is, indeed, a place filled with infinite **possibilities** and it is no surprise to us that those possibilities become realities because of YOU and what you bring to Central Delaware!

Calendar of Events

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
8:30am - 10:00am, via Zoom

- Thursday, October 15th**
LCD Steering Committee
12:00pm - 1:00pm, CDCC Conference Room

- Wednesday, October 30th**
CDCC Holiday Gift Auction
5:00pm - 8:00pm, Harvest Ridge Winery

NOVEMBER

- Thursday, November 7th**
Leadership Central Delaware
8:00am - 5:00pm, Education Day

- Thursday, November 7th**
Kent County Open for Business
8:30am - 10:00am, Kent County Levy Court

- Wednesday, November 8th**
Marketing Committee Meeting
10:00am - 11:00am, via Zoom

- Tuesday, November 12th**
CDCC Board Meeting
7:30am - 8:30am, Faw Casson

- Wednesday, November 13th**
Coffee Coaching
8:00am - 9:00am, via Zoom

- Thursday, November 14th**
Member Orientation
12:00pm - 1:30pm, via Zoom

- Tuesday, November 19th**
LCD Steering Committee Meeting
12:00pm - 1:00pm, CDCC Conference Room

- Wednesday, November 20th**
Ambassador Committee Meeting
4:30pm

- Wednesday, November 20th**
Sunset Business Mixer
5:00pm - 7:00pm

- Monday, November 25th**
State of the Base Briefing
7:30am - 9:30am,
The Landings at Dover Air Force Base

- Thursday-Friday, November 28th & 29th**
Thanksgiving Holiday
Office Closed



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

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



CORNERSTONE
MEMBERSHIP

What Are Commercial Real Estate Loans & How Do They Work?

[Commercial real estate loans](#) are essential for businesses seeking to expand, purchase new property, or renovate their current facilities. These loans offer businesses the opportunity to invest in their future by providing the capital needed to purchase or improve commercial properties. When you finance with [Dover Federal Credit Union](#), a repeat First State Favorite Credit Union, businesses can benefit from a range of competitive options designed to support growth and development.

A commercial real estate loan is a mortgage specifically designed for purchasing, refinancing, or renovating commercial properties. Unlike residential mortgages, these loans are used for business-related properties, such as office buildings, retail spaces, warehouses, and other income-generating properties. These loans are typically larger and come with different terms than residential loans.

How Do [Commercial Real Estate Loans](#) Work?

[Commercial real estate loans](#) function similarly to traditional home mortgages, but with key differences tailored to the needs of businesses.

1. Loan-to-Value Ratio (LTV)
2. Interest Rates
3. Repayment Terms
4. Collateral
5. Pre-Payment Options

Why Choose a [Dover Federal Credit Union](#) Commercial Real Estate Loan?

[Dover Federal Credit Union](#) offers a variety of benefits that make their commercial real estate loans an attractive option for businesses looking to expand or improve their properties.

- Competitive Rates
- Flexible Loan Options
- Personalized Service

Steps to Obtain a [Commercial Real Estate Loan](#)

1. Assess Your Needs
2. Gather Financial Documents
3. Apply for a Loan
4. Loan Approval Process
5. Close the Loan

Common Uses for [Commercial Real Estate Loans](#)

- Purchasing New Property
- Renovating Existing Property
- Refinancing Existing Loans

1. What is the typical loan term for a [commercial real estate loan](#)?

Loan terms can vary but generally range from 5 to 20 years. Some loans may also include a balloon payment at the end of the term.

2. Can I refinance an existing [commercial real estate loan](#)? Yes, refinancing is a common use for commercial real estate loans and can help you secure better interest rates or terms.

3. How much can I borrow with a [Dover Federal Credit Union commercial real estate loan](#)? Dover Federal allows you to borrow up to 80% of the property's value, making it easier to secure the necessary funds for your business.

4. Are there any pre-payment penalties with [Dover Federal's commercial real estate loans](#)? No,

[Dover Federal](#) offers loans with no pre-payment penalties, giving you the flexibility to pay off your loan early.

5. What types of properties can be financed with a [commercial real estate loan](#)? Properties such as office buildings, retail spaces, warehouses, and multi-family housing (5+ units) are commonly financed through commercial real estate loans.

6. How do I apply for a [commercial real estate loan](#) with [Dover Federal](#)? You can apply by visiting any Dover Federal Credit Union branch, where their experienced staff will assist you through the application process.

Conclusion

Investing in commercial real estate can be a pivotal step in growing your business. With the right financing from [Dover Federal Credit Union](#), you can purchase, renovate, or refinance property, positioning your business for future success. Take advantage of competitive rates, no pre-payment penalties, and expert support to achieve your business goals.



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CORNERSTONE
MEMBERSHIP

Daily State News and partners gear up for Excellence in Education

Quality education and career training are the focus of a major program returning this month—aimed at improving both economic development and quality of life for all people.

“Created in 2019, the purpose of Excellence in Education is to market our educational initiatives to attract businesses, but also provide residents with educational opportunities to increase their skills and earning power—that’s through our grant program,” said Tonda Parks, a co-founder of EIE and the Daily State News marketing/community outreach director.

Excellence in Education is a county-wide partnership between the Kent Economic Partnership, Kent Sussex Leadership Alliance, the Daily State News and the community.

With community support, the fund has raised over \$100,000 in donations and pledges. Excellence grants are uniquely positioned to recognize creative ideas rarely eligible for grants. Over five years, winning projects have included entrepreneurial training; work skills for at-risk youth; computer certification testing; STEM curriculum development; marketing for an apprenticeship program; and more.

Projects are carefully evaluated for quality and impact. They will help retain young people in our region, while also increasing overall workforce stability.

“It is through the collaborative efforts of these organizations and our sponsors that we are fostering economic development, breaking down barriers to employment, and creating opportunities for those who seek to build a brighter future for themselves and their families,” Parks said. “The impact of their work resonates deeply within our community, making it stronger, more inclusive and more prosperous.”

Awardees will be celebrated at the Excellence in Education luncheon.



hosted by Daily State News on Thursday, Oct. 31.

It’s always a learning experience for the guests—leaders in education, government and business—thanks to the annual EIE keynote speakers or expert panels discussions.

“There’s time to be a sponsor, donor or attendee, but the deadline’s coming fast!” Parks said. “In addition to the sponsorships—there’s an opportunity for editorial content in the annual publication,” Parks said. “We’re expanding our outreach, and we’ll be increasing our circulation of the publication.”

To get your company or organization involved, contact Tonda Parks for sponsorship opportunities at tparks@iniusa.org or (302) 270-8663.

This event and partnership are part of the Daily State News and BayToBayNews.com mission to “strengthen the communities we serve by publishing unbiased jour-

nalism and growing local business.” These efforts were recognized with the “Best In Show – Community Service Program” award (MDDC Press Association 2023 Contest).

“How do we make sure that there are jobs here, ... people to fill the jobs that are coming in, and ... programs that train people?” said Konrad LaPrade, State News publisher. “I’m really excited to be in a state where we have elected officials and educators and local businesspeople all together, who care about the community such that we’re all in a room, saying ‘There’s a problem and we want to fix it.’”

The Excellence in Education Fund is managed by the CenDel Foundation at cendelfoundation.org. See the 2023 publication at BaytoBayNews.com/SpecialSections



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CORNERSTONE
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Harrington Raceway and Casino Presents Gift to Food Bank



Harrington Raceway and Casino's DJ Silicato (Executive Director of F&B), Food Bank of Delaware's Chad Robinson (VP of External Affairs), and Harrington Raceway and Casino's Hank Rosenberg (COO Of Hospitality) and Matt Sparacino (Asst GM of Racing/Director of Public Relations)

Harrington Raceway and Casino recently presented the Food Bank of Delaware with a check for \$6,760, with funds raised from proceeds of a July fundraiser held at the casino.

The event was the 10th annual donation drive to benefit the Food Bank. Food Bank of Delaware's Vice President of External Affairs, Chad Robinson, lauded the success of the event and longstanding relationship with Harrington Raceway and Casino, which has long participated in many functions with the Food Bank, such as the culinary school and volunteer initiative.

"We can't thank Harrington Raceway and Casino enough for this generous gift," said

Food Bank of Delaware Vice President of External Affairs Chad Robinson. "We know there continues to be a great need in our local communities. With partners like Harrington Raceway and Casino, who care about the communities they serve, we are working to achieve our vision of a community free of hunger."

Harrington Raceway and Casino's Executive Director of Food and Beverage DJ Silicato, was recently named to the Board of Directors for the Food Bank of Delaware, replacing long-term director Hank Rosenberg, Chief Operating Officer of Hospitality at Harrington Raceway and Casino.

To learn more about the Food Bank's mission of providing food

to nourish Delawareans, please visit www.fbd.org.

Harrington Raceway's 78th season of live harness racing will continue on a Monday-Wednesday schedule (post time 4:30 p.m.) through October 23 in the central Delaware town with a history of being a hot spot for some of harness racing's biggest stars.

Harrington Raceway is one of the nation's oldest racetracks and has run a race meet every year since 1946. The lightning-quick half-mile oval was reconstructed prior to the 2003 spring meet by veteran trackmasters Dan and Greg Coon. The renovations resulted in wider turns, and ultimately a faster racetrack which has produced many track and

national seasonal records over a half-mile racetrack. Some of the sport's top drivers and horses can be seen nightly during our racing season.

Delaware has been a prominent player in the national harness racing season for many years, with multiple national horses of the year coming from the local area.

To learn more on harness racing and how to wager, visit the Harrington Raceway website at <https://harringtonraceway.com/home> and look for the "How To Bet" option under the "Handicapping" drop-down menu.

LCD Class of 2025 Kicks Off Their Leadership Journey

The Central Delaware Chamber of Commerce's (CDCC) Leadership Central Delaware (LCD) program kicked off with a splash as the members of the Class of 2025 embarked on their journey of leadership and community engagement at the picturesque, Brighton Suites Hotel in Rehoboth Beach. The Opening Retreat, held overnight from September 12-13, 2024, set the stage for a year of personal growth, professional development, and community involvement for this group of 28 aspiring leaders.

LCD, the Diamond program organized by the CDCC, is designed to cultivate the leadership potential of individuals from diverse backgrounds. Participants engage in a series of immersive experiences, workshops, and networking opportunities aimed at equipping them with the skills and knowledge necessary to make a positive impact on the Central Delaware community. The purpose of the Opening Retreat is to introduce everyone to the program, to each other in personal ways, and jumpstart their minds for the journey ahead. The Opening Retreat served as a dynamic introduction to the program, blending learning with leisure and memories to last a lifetime.

Things will surely never be the same for members of the LCD Class of 2025, and it's just the beginning! Participants wasted no time in forging connections as they engaged in a series of team-building activities. These activities not only broke the ice but also set the stage for collaboration and mutual support throughout the program. They formed their ideal countries, unpacked leadership with CDCC President, Dr. Dina

Vendetti, and evaluated their own leadership styles with the help of a colorful cards visual. They learned about the "Three C's of Leadership" from motivational speaker and CDCC Board Member, Tim Bayes, and how to use them in everything they do.

The retreat was not just about self-improvement, it also emphasized the importance of giving back to the community. To choose their Community Impact Project, class members thought critically over five proposals from local nonprofits to choose two projects. They voted and chose to assist the Cancer Support Community Delaware – Dover branch and Dover Boys & Girls Club, which promises to allow them to make an immediate impact on these local causes, reinforcing the program's commitment to community service. We are proud and impressed with their ability to delegate amongst themselves, and make calculated, realistic choices on the proposals received. We know they are excited to get to work, and the CDCC is even more excited to see how they leave a lasting impact on their community for the better as they work together, communicate, and get their hands dirty.

On Day 2, the class received a heart-wrenching and captivating presentation by Bobby Jones, founder and owner of Bright Side Roofing. He shared the power of vulnerability, owning your past, and breaking through limiting beliefs. His story of resilience and perseverance struck a chord with everyone in the room and left a memory they will never forget. We thank all the speakers and LCD alumni for sharing their time,

talents, and expertise with the LCD Class of 2025!

The CDCC thanks the class for trusting the LCD process, being engaged and being open-minded in the experience. We are so excited to get to know you even more as we meet for our class days starting this month.

Over the coming year, the LCD Class of 2025 will engage in a series of monthly sessions, community projects, and networking events, culminating in their graduation next summer. The Central Delaware Chamber of Commerce's LCD program continues to be a beacon of leadership development in the region, and the Class of 2025 is poised to carry on this tradition of excellence. Stay tuned for more updates as they embark on their leadership journey, making a difference in Central Delaware's vibrant and diverse communities.

And they're off...to Agriculture and Agri-tourism Day!

Class of 2025 Participants:

- Lexy Austin
- Steve Bednarik, Dover Air Force Base - 512th
- Michelle Bergold, Del-One Federal Credit Union
- Shanise Boyd, Dover Federal Credit Union
- Reggie Daniel, NeighborGood Partners
- Carol Ellis, Bally's Dover Casino Resort
- Katherine Girtman, Residence Inn by Marriot Dover
- Matt Heverin, Del-One Federal Credit Union
- Jared Hughart, Chesapeake Utilities Corporation
- Malcolm Jacob, Dover/Kent MPO
- Heather Jones, Bright Side Roofing

- Heather Kline, Central Delaware Habitat for Humanity

- Amy Krumm, Del-One Federal Credit Union
- Martha Lehman, Central Delaware Chamber of Commerce
- Jillian Lyons, Bally's Dover Casino Resort
- Deb Moore, Lean On Me Caregiving
- 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
- Steve Shorter, Dover Air Force Base - 436 Aerial Port
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Thank you to our Sponsors!
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Making a Positive Impact on the Community

A significant part of our Leadership Central Delaware curriculum each year requires class members to work together on projects that will benefit the community. These Community Impact projects help students to apply their newly acquired and continuously developing leadership skills to real-life situations that will help other members of the Central Delaware community. These projects are submitted each year by non-profit member businesses and are voted on by class members during the Opening Retreat.

The LCD Class of 2025 listened carefully to the details of each proposal and discussed how each project aligned with the gifts, talents, and timeframe of the group. At the end of the discussion, they selected

two projects to complete during their LCD experience. The first project was proposed from the Boys and Girls Club. The interior of their building needs some tender loving care. This project will involve an overall paint job on the interior of the facility, including 9 classrooms and more. This much-needed enhancement will assist the Club as they inspire and enable young people, especially those who need them most, to reach their full potential as productive, responsible, caring citizens. In short, the club's passionate professionals encourage the youth in our region to grow, learn, and play their way toward a brighter future.

The second project will benefit the Cancer Support Community. They are looking for a "refresh" of

the exterior of their property which will provide an updated, pleasant welcome for their clients and guests. The Cancer Support Community of Delaware strives to ensure that all people impacted by cancer are empowered by knowledge, strengthened by action, and sustained by the community. For almost three decades, they have offered support services and programming led by professionals to participants and caregivers at no cost. These services assist clients as they cope with the emotional and life-changing aspects of cancer.

Under the leadership of the class-chosen project managers, class members have come together to begin their work of planning and preparation for the projects ahead.

Our group of emerging leaders will need the help of this community as they embark on their projects. Class members are seeking donations to assist them in their work. These donations can come in the form of funding, in-kind donations of needed materials, and volunteerism.

While providing class members with the opportunity to learn leadership on the job, each of these projects also has the potential to impact many lives here in Central Delaware. Please consider helping the Class of 2025 in their endeavor to impact the community. To donate or offer any assistance to the class, please contact the CDCC Office at (302) 734-7513.

HOLIDAY GIFT AUCTION

Continued from Page 1

holiday shopping list. 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 still accepting items to offer for purchase in the auction. Businesses who donate items 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 and allow the auction shoppers to see the 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. Guests often 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!

Harvest Ridge Winery will be decorated for the season, making

it a wonderful setting for our event. There will be an impressive 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 thank you to our Let's Make

a Deal sponsors: Del-One Federal Credit Union, Hilton Garden Inn, Leadership Techniques, and Weiner Benefits Group.

"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!

BASE BRIEFING

Continued from Page 1

436th Airlift Commander, in which he will describe the past year's base activities and construction projects that have been completed to prepare the base for long term viability. He will also share information about future projects being planned. Information will also be shared regarding the accomplishments of base personnel. Also, on hand to share remarks with the group, will be U.S. Senator Tom Carper, U.S. Senator Chris Coons, and Representative Lisa Blunt Rochester.

This event is open to the public and we would encourage members and residents to show their support of the base, as well as our military men and women, by attending. Cost for CDCC members is \$30 per person, cost for non-members is \$40 per person. For more information or to reserve your seat today, please contact the CDCC Office at (302) 734-7513. The deadline to register is Tuesday, November 5th. Due to security requirements for DAFB Entry Access each attendee will need to provide: Full Name, Date of Birth, Driver's License Number & State of Issue. We look forward to seeing you

in November to share breakfast and to celebrate the accomplishments of our Dover Air Force Base! Go, Team Dover!!!

The CDCC wishes to thank our Signature Sponsor for this event, Delaware Technical Community College. Thank you also to our supporting sponsors: Air and Space Forces Association Galaxy Chapter, C.S. Kidner Associates/Capitol Strategies, Carpenter Contract Trust, CNU Fit, LLC, Dover Motor Speedway, Dowding Research Group, George & Lynch, Inc., Hunt Military Communities, Mountain Consulting,

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To join us for this incredible behind-the-scenes look at the impact and accomplishments of Dover Air Force Base, call our CDCC Office at (302)734-7513. We look forward to a morning of pertinent information and a celebration of TEAM Dover with you on November 25, 2024, at the Landings at Dover Air Force Base!

*No Federal Endorsement Either Expressed or Implied.

Polytech Adult Education Testing Center



APPRENTICE PROGRAMS

SKILLED for LIFE

When scheduling students for GED® testing at other locations had become increasingly difficult, the team at Polytech Adult Education saw a void that needed to be filled. Without this local certification testing opportunity, it would put an extra burden on the students and community members who are seeking to build a better future for themselves. So, the Polytech team responded by opening their own testing center.

Their testing center is now offering not only GED® testing, but also close to 300 other exams for a variety of certifications including CNA, insurance billing, Real Estate, security, FAA certification for drone pilots, and ASE for the automotive industry, to name only a few.

It might sound easy to open a testing center, right? Just get some desks, laptops, and a few pencils. And maybe they can even be done remotely, right? Wrong.

The reality is that testing centers require a great deal of security, unique technology, and trained proctors. Each organization's tests have specific requirements on how it should be conducted, in addition to the tests themselves each being unique. The test taker's identity must be verified, they must leave their belongings in lockers, and the computers they are using must be secure, too.

The proctors who oversee the testing must be trained on the specifics for conducting each test. Plus, they are also required to be certified for this role.

The Polytech testing center is regularly audited by the test

organizations to ensure that they are meeting and maintaining the standards required for their unique tests. In addition, they must be certified as a testing center for each specific test.

The Polytech center is currently hosting exams for these test providers: Pearson Vue, Prometric and PSI Testing Excellence.

In addition to Polytech using the testing center for their students, the center is also used by several local auto dealerships, DART, and Sussex Tech. Plenty of individuals also sign up, taking advantage of these test opportunities to expand or even change their current career. The center is open to the community, not just the students at Polytech.

There is a fee associated with testing, but it is set to just cover the expenses for the testing, so it is affordable for most individuals and businesses.

Jeremy McEntire, Assistant Director of Adult Education shared that they are willing to set up other types of testing to suit the needs of the local business community. "We offer 200 – 300 tests now, but we are always interested in expanding our offerings and talking to businesses about something they need in order to help their employees advance," Jeremy explained. Any businesses interested in talking to Polytech about their testing center, should reach out to Tom Kadunce at the testing center at Thomas. Kadunce@polytech.k12.de.us.

The test center is open weekly for standing tests. You can check out the list of testing that is offered and register for testing at <https://polytechworks.com/testing-center/>.

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A “Bee-utiful” Place for a Mixer

THE HIVE ON LOCKERMAN

On Wednesday evening, September 25, owner of The Hive on Lookerman Chevonne Boyd, welcomed close to 100 Chamber members and guests to the CDCC’s Sunset Business Mixer at her impressive new event venue in the heart of downtown Dover. Participants enjoyed an evening of networking, sharing business cards, gaining qualified leads, and catching up with colleagues over delicious refreshments.

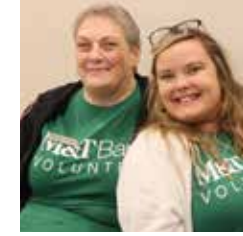
Mixer attendees also discovered that The Hive offers more than just event space, they provide a comprehensive suite of services tailored to support small business needs. Chevonne and her team offer complete event management and marketing support, ensuring that every detail is crafted to reflect any company’s vision and goals. As an example of their services, Chevonne put together an impressive grazing board filled with food from many downtown restaurants including fruit, salad, pizza, pastries, pretzel bites and delicious smoothie beverages. Everyone was “a-buzz” with excitement over this new venue.

The Hive also served as the closing ceremony host for the Amazing Chase with the eight teams of participants concluding their challenge and accepting their awards as a crowd of

well-wishers swarmed around them.

As part of the evening’s festivities, several members were excited to win drawings for amazing door prizes, the 50/50 cash prize, and Tracey Ingram with Tracey Ingram, High Impact Money Coach was chosen as the Member of the Month for November. CDCC Membership Director Jennifer Sutter was also pleased to award Tim Bayes from Century Engineering his 5 Star Member pin. Being a 5 Star Member shows that this CDCC member has taken the opportunity, not only to see how his membership can serve him and his business, but he’s also set himself apart as a committed member of the Central Delaware Chamber of Commerce. Congratulations to Tim on this special star recognition! It was truly an evening filled with celebrating success, making contacts and renewing business relationships for the new autumn season... and big fun!

Thank you to Chevonne from The Hive on Lookerman for her generous hospitality in hosting both the Sunset Business Mixer and the closing ceremony for the Amazing Chase. And thank you to all who were able to attend! We look forward to being with you again soon!



The CDCC's Amazing Chase: Another Success!

On the autumnal evening of Wednesday, September 25, Downtown Dover was transformed into a playground of excitement as the Central Delaware Chamber of Commerce (CDCC) hosted its annual "Amazing Chase: Downtown Dover Edition" scavenger hunt event! Participants from various member businesses came together for three hours of friendly competition, adventure, teamwork, and community spirit, showcasing the heartwarming unity that defines this charming Delaware town.

The Amazing Chase: Downtown Dover Edition has continued to be a growing tradition for both competitor members and Downtown Dover merchants. Teams of three embarked on a thrilling race against time to solve clues, complete challenges, and ultimately, win the coveted grand cash prize. It was a fast and friendly frenzy for the competitors that provided great FREE entertainment to Downtown merchants and onlookers, including the attendees of the CDCC's Sunset Business Mixer.

The event also served as a platform to promote local businesses and establishments. Many challenges required teams to interact with downtown Dover's shops and restaurants, giving participants a taste of the vibrant local culture. This provided a valuable boost to the area's businesses, reinforcing the CDCC's



commitment to supporting the local economy.

At about 5 p.m., the 8 teams of three read the rules, were given their first clue, the official declaration for the game to begin was announced and they were off, sleuthing through the wonderful businesses of Downtown Dover! The CDCC would like to thank the following Downtown Dover businesses for participating in this event – we couldn't do it without you, and we appreciate the honor to help showcase your business: BBSI, Bibi's Brunch, DSU/The Schwartz Center, Del-One Federal Credit Union, Fear's Boxing Club and Fitness, Kent County Tourism, Merry Maids/JAYRO Inc., Sha Scrubz & Apparel, The House of Coffi, and Wesley United Methodist Church.

The CDCC also thanks our sponsors including the City of Dover and M&T Bank, our opening ceremony host: the Grey Fox Grille, and the closing ceremony host: The Hive on

Loockerman! Thank you for your generosity in supporting this event for your community to make memories and to promote and support each other! We appreciate your continued help in making this event a success for yet another year. Thank you to Mayor Robin Christiansen and the Capital School District Senator, and the Daily State News costumed mascot Newshound for participating as featured photo stops along the course, and for M&T Bank for being present, having a competing team, and sharing cool swag and essential bags with everyone.

The CDCC congratulates and thanks all the teams who participated this year: "Gang Greene" of Secure Data Computer Solutions, "FO Fighters" and "Fiscal Fairies" of the Delaware Office of Management & Budget, "LCD Class of 23 Warriors," "M&T Green Machine" of M&T Bank, "Team Monster Miles" from Dover Motor Speedway,

Del-One FCU, "Habitatters" from Central Delaware Habitat for Humanity!

As the sun set over Downtown Dover, all the teams eventually made it to the finish line with big smiles on their faces. The victorious team, "Gang Greene" (David, Heidi and Chase Greene), emerged as champions again this year, completing the game first, defending their previous win and receiving a grand prize of \$300 - Way to go Gang Greene! Congratulations to the Delaware Office for Management and Budget "Fiscal Fairies" (Amy Balke, Tanisha Guobadia and Amanda Kerchevall) for winning best costumes.

The Central Delaware Chamber of Commerce and the city of Dover look forward to continuing the tradition and creating even more cherished memories in the years to come. The Amazing Chase: Downtown Dover Edition once again proved to be a thrilling adventure that celebrated community spirit, local businesses, and the beauty of Dover. We hope to see you next year for the 2025 Amazing Chase: Downtown Dover Edition – until then, be sure to support the wonderful local businesses in Downtown Dover, consider it as research and studying for next year!







ELECTION 2024:

It's time to Meet the Candidates

It will soon be time for every voter to make their voice count. As we know, electing the right officials is not just a matter of going to the polls and pressing the correct lever. Citizens who take this responsibility seriously really need to dig deeply to discover what the various candidates have to offer, what they stand for, and what they intend to do once they are elected to office. This can be an overwhelming task!

The Central Delaware Chamber of Commerce is here to help! The CDCC's Legislative Affairs Committee has taken the time to conduct interviews with the various candidates who are running for office in the General Assembly and Kent County Levy Court. The interview questions focus on issues that are likely to have a significant impact on the Central Delaware business community. Topics for the potential legislators included the relationship of the General Assembly and the Business Community, rent control, environmental issues, HB 350 – The Hospital Bill, and education.

As we approach Election 2024, the CDCC encourages everyone to vote – and to vote responsibly. Use the information provided by the CDCC as you choose your candidates. Keep the health of the business community in mind as you cast your ballots. The Chamber is happy to provide this research for you – please use it as you make important decisions that will influence the way that business is done in Central Delaware.

These interviews will also be available on the CDCC's website at www.cdcc.net under the Homepage tab called "Legislation."

Representative – District 29 **William Bush**

1. How do you see your role as a Legislator in communicating with the business community?

That is an important call. I am the chair of the economic development, banking, insurance, and commerce committee, in that role, I truly try to work with the business community in all bills that come before it, whether it happens to be an economic development bill, a business bill, an insurance bill, or a banking bill. It is very important to have that input. I do not like it when legislation is put forward that hasn't been properly vetted with everybody. I look forward to a lot of legislation coming up, not just on the big scale, but there's one targeted towards microbusinesses and I'm really looking forward to that. I think we can do some good stuff this year.



William Bush

2. Paid Family Leave: Currently, businesses are exempt from this program if they employ less than 10 employees. Would you support an effort to raise this threshold to 25? 50?

That's one in which I really understand some of the concerns. I think we need to sit down at the table and really talk about this one. I think we really should look at whether it should go up to 25. I do have a concern about the impact of small businesses.

3. Sick & Safety Leave: Do you support this proposed legislation?

I think it's a bill that needs to be discussed. I think we first must see how Paid Family Leave affects the businesses. I do understand why some people want some of the things in that bill. An important

thing to look at is the impact on our small businesses and who it impacts. There were different options put out there last year that could be looked at. I hope that I can help and talk about the interests of the business community. Maybe it needs to be expanded – maybe it could be unpaid leave. I understand that concept of people returning to work without fear of being fired.

4. Many small businesses suffered losses during the pandemic and are still fighting their way back. Would you support a tax credit designed to help cover a portion of their loss?

I think it depends. That is such a generalized thing. There might be some merit. I'd have a few questions like how are/were they impacted and for what reason? Is that the correct remedy? I always have great concern for those struggling businesses who have been impacted by the government – especially if they are suffering from something we did. We need to find ways to remedy that.

5. What is your position on the current EV mandate in DE... specifically, do you support the ban on the sale of all vehicles below the weight of 14,000lbs by 2035?

First of all, I am a believer that the market will dictate what we should actually have in terms of EV vehicles. I am concerned with the infrastructure that we have to support electricity. It's something we should let the market dictate. I don't think it's a bad idea to set goals with EVs and try to improve the infrastructure for them. What concerns me is the actual grid, the mandate, and the infrastructure. If we let the market dictate, the use of EVs will naturally grow at a rate that it should.

6. Do you support eliminating the use of gas stoves and gas furnaces in new home and office construction?

We have to be smart about the infrastructure that's out there. I don't know that this is a route we should be going down yet. I think looking at it is okay, using clean energy is okay, but it's too soon to mandate it.

7. What is your position on rent control for all multi-family apartment buildings in the state?

I do not support rent control. We should be trying to increase the supply and provide incentives for builders to create more affordable housing. I don't think that rent control is the proper way to handle it.

8. What is your position on HB350, the Hospital Bill – specifically would you support amendments that reduce the impacts upon the private hospitals in DE, such as reducing the role of the oversight board to defined areas, or would you support an outright repeal?

I thought transparency was the important part. I believe there should be a look at the way the board is set up and the functions of the board. I hope that everyone is having discussions right now right now at how this is really going to play out in January. The bill went through the legislature very quickly. I believe that a review of the role of that board will really benefit everybody.

9. What do you see as the number one problem in Delaware's public schools? How do you propose we address this problem?

I think a lot of what we are doing already is trying to address those problems. Improve the education of those who are younger is important... and in need. We need to ensure that students are truly concentrating on learning as opposed to other things within the classroom is important. We need to ensure that teachers are truly feeling supported. There's

truly a movement right now to do that. There was a big change in the situation after COVID. We need to be complete in our state by increasing the salaries in order to put more high-quality teachers in place and they don't go to work in a different state. We need to have good teachers in those classrooms. We need to support those kids at younger ages. We need to improve some of the disciplinary issues in the classrooms to create a good learning environment within the classrooms.

Representative – District 29 **Anthony Egipciano, Jr.**

1. How do you see your role as a Legislator in communicating with the business community?

It is absolutely important to engage the business community. Part of this role is not listening only to the residents, but the business owners as well. If we don't listen to the business community, we are not helping the community.

2. Paid Family Leave: Currently, businesses are exempt from this program if they employ less than 10 employees. Would you support an effort to raise this threshold to 25? 50?

Yes. I would be in favor of raising the threshold to 25 or 50. Having a family is the decision of an individual – not the business. For time off while taking care of a family member, we'd need to define who that family member really is and outline how that might be verified. I would want to examine the bill more closely to see if there are items that should be changed before it is implemented.



Anthony Egipciano, Jr.



ELECTION 2024:

It's time to Meet the Candidates★

3. Sick & Safety Leave: Do you support this proposed legislation?

Absolutely NOT. This places another burden on businesses that they may not be able to afford. Many businesses are already giving employees sick leave and vacation. If a person needs sick and safety leave and they are applying for a job that doesn't offer this, they should not take the job. No one is required to take a job in which there are no benefits.

4. Many small businesses suffered losses during the pandemic and are still fighting their way back. Would you support a tax credit designed to help cover a portion of their loss?

If they were forced by the state to close, then I would not mind a tax credit because businesses had no choice in the matter.

5. What is your position on the current EV mandate in DE... specifically, do you support the ban on the sale of all vehicles below the weight of 14,000lbs by 2035?

Anything mandated by the state, I am against, especially this EV movement. I don't believe we are receiving the whole truth regarding these cars. Are we really saving the planet if we have to go somewhere else in the world to destroy the earth to retrieve the minerals needed to make the battery. I am always against not having a choice. I am a truck driver that transports gas and petroleum – why would I be in favor of legislation that will cost me my job?

6. Do you support eliminating the use of gas stoves and gas furnaces in new home and office construction?

NO! It just makes no sense. We have an abundance of natural gas and very good propane companies that specialize in delivering it safely.

7. What is your position on rent control for all multi-family apartment buildings in the state?

Again, the blanket coverage I don't agree with. I came out of the projects in NYC. There, this was called "rent stabilization." The problem is that there will come a certain point where some people can do better in life if they work hard. Sure, there's rent stabilization, but other taxes and fees and costs continue to increase. Now this

person could get out of there, but can't because of these other costs. costs still increase...that person is in limbo. Now these people are no longer lower class, but middle upper, and can't afford higher rate apartments. So, as a result, the rent control disappears, the cap on rent is removed, and the owners raise the prices.

8. What is your position on HB350, the Hospital Bill – specifically would you support amendments that reduce the impacts upon the private hospitals in DE, such as reducing the role of the oversight board to defined areas, or would you support an outright repeal?

I would support an outright repeal. This is one of my campaign issues. It is a disaster because it is a government takeover and may end up being government mandates as well. Hospitals don't make a lot of profit to start with. Government controlled healthcare is a disaster. Let's take a look at Europe who has been doing this kind of healthcare for years. Cancer patients there are complaining about the long wait time in getting their first appointments. I find it laughable that healthcare officials in those countries are coming here to receive healthcare in order to beat the long lines. That's what I don't want to see here. I would vote for outright repeal.

9. What do you see as the number one problem in Delaware's public schools? How do you propose we address this problem?

Education in Delaware has been a disaster since 2009. The democrats got control and education has gone down. Right now, we are only 23% proficient in math and we are just 50% proficient in reading. We are in the top 10 states in spending, but rank 4th from the bottom in testing. The problem is government. We are doing something foreign to what I knew growing up and we need to get back to the basics. We must invite parents to be part of solution; education is a partnership. COVID was a blessing in disguise because it caused more parents to become involved in their child's education than ever! We must return to a more classical educational system. This country has

produced some of the smartest and brightest people by using classical education. We should remove the electronics and go back to paper and pencil. Cursive is necessary and should be brought back. We need better results beginning with the essentials of math and reading.

Representative – District 32 Kerri Evelyn Harris

1. How do you see your role as a Legislator in communicating with the business community?

We absolutely have a duty to speak with members of the business community. In order to create balanced legislation, I don't think there should be winners and losers; you must have all stakeholders at the table. In reality, you must have robust and thorough conversations with folks who are directly impacted by the legislation, or you will leave people in the margins, you leave holes and create problems that were not anticipated. We may not always agree, but if my aim is balance, I can't have balance without the right people at the table.



Kerri Evelyn Harris

2. Paid Family Leave: Currently, businesses are exempt from this program if they employ less than 10 employees. Would you support an effort to raise this threshold to 25? 50?

I think that I would need to see the data. I have several small business owners in my family, and their ability to provide healthcare and other benefits varies. Other industries are just barely skating the margins which forces them to choose between things like benefits or a higher pay rate. How do we grow both the business and the workforce? Where's the balance? In terms of the exemptions, I would think that the exemptions would be based more on revenue vs. the number of employees.

3. Sick & Safety Leave: Do you support this proposed legislation?

I have concerns. On the heels of Paid Family Leave, we need to make sure our businesses are stabilized. His bill sounds great, BUT if we already have additional expectations

of our business community, it will be hard to add something to that.

4. Many small businesses suffered losses during the pandemic and are still fighting their way back. Would you support a tax credit designed to help cover a portion of their loss?

Without seeing the legislation, it sounds like a decent idea. The question would be how do we prove that it is due to COVID and not poor business practices? We must think with a business mind to ensure that the money is going to the people who really were hurt. It would depend on how it's written, but if we are accounting for those things, yes, I would support it.

5. What is your position on the current EV mandate in DE... specifically, do you support the ban on the sale of all vehicles below the weight of 14,000lbs by 2035?

We worked on that legislation. There are pieces within the legislation saying that those targets can move depending on how the market is working in our state (according to Sec. Garvin). There were hesitations even on the democrat side: do we have enough charging stations? The time it takes to charge up? Safety concerns regarding charging stations at night or in bad neighborhoods? Range of EVs? BUT how DO we make moves to protect our environment which does have an impact on business as well?

We know that individually driven vehicles account for much of our pollution, but we haven't even accounted for one of the biggest pieces, which is rubber on our roads. We haven't addressed tires yet, but they are leaving toxins on our roads. EVs don't solve that. We also have toxic winds coming from other states. EVs don't solve that either.

I believe this is an issue that warrants deeper conversation. In terms of the Assembly having a larger role in the EV mandate, I say yes and no. We definitely need to have a say, but we really need people who do this all-day full time to guide this charge. We need to be part of the conversation, but time is always an issue.

6. Do you support eliminating the use of gas stoves and gas furnaces in new home and office construction?



ELECTION 2024:

It's time to Meet the Candidates

I would like to see us head in that direction because of health issues that can affect our workforce. BUT we have a grid problem, and we have done nothing to solve it. My mantra has become "we are NOT prepared." What are we doing to solve that? We have the tendency to put the cart before the horse. As much as I would want to head in that direction, we don't have the infrastructure for that, so it will have to wait.

7. What is your position on rent control for all multi-family apartment buildings in the state?

Rent control failed in all the other states that had it. I think we need to incentivize housing owners to rent at Delaware's market rate. There are many property owners who don't have hundreds of properties, they have only a small number. I worry that we are going to harm people who are trying to create intergenerational wealth – who are renting just 5, 10, 20 properties – not hundreds... We must come up with an alternative that is more effective. It is really important to paint a picture of what you care about in order to inform the uninformed electorate.

8. What is your position on HB350, the Hospital Bill – specifically would you support amendments that reduce the impacts upon the private hospitals in DE, such as reducing the role of the oversight board to defined areas, or would you support an outright repeal?

We don't know what make-up of the board is going to be, so we can't really guess how to change it. I do think that transparency is important. We know that markets do better when there's true competition – but we also know that there is not true competition between our hospitals, because they're far enough apart. We are starting to see a bit more of a competitive space when it comes to urgent care. This may result in some pricing competition.

But we also need to be aware of other pieces... how do we solve for them being competitive with other states in bringing in physicians? More than that, what about transparency – why are we blaming just hospitals for increased costs when we know there are other factors? And why are those folks not at the same table to discuss things?

What will the caps look like at each of the hospitals and are they such that we will be able to bring in the physicians that we all need? What do those formulas look like? Will this practice cause problems or do they just not want it?

As a Kent County representative, I know that Bayhealth is going to suffer, and I want to take the pressure off. The promise is that we have time before anything kicks in. Many legislators want to talk about this. But it needs to be real conversation where people bring their ideas. We cannot just put it off. We cannot just talk about the problem. We need to really bring ideas that could help solve the issue.

9. What do you see as the number one problem in Delaware's public schools? How do you propose we address this problem?

According to US News and World Report, Delaware's Education ranks 30th in the nation, behind New Jersey, Maryland, and Pennsylvania. We were #35 for Pre-K through grade 12, and #22 for Higher Education. What do you see as the number one problem in public schools? How do you propose we address this problem? What should be the first step in addressing this issue?

I think the problem is that we think that we don't have ONE problem. We're seeing unprecedented behaviors in adults and children. Parents are not holding their children accountable. In fact, they come into schools angry when the schools try to hold them accountable. We're seeing a lack of instilling a sense of pride in students. We have kids that think that deadlines are just a suggestion because they've never been held accountable. There also exists a new negative attitude regarding homework. Schools can't give even minimal homework without parents saying that we're causing too much stress. Referendums are a problem because there's a great deal of misunderstanding of what the referendum will really cost them. We need to figure out a funding system that will work. We need to stop testing every single student with the SAT. Those not going to college should not be

required to take this college prep test. If they take the test and don't care because they don't want to go to college, this will affect the scores. We have a literacy problem... There are summer programs (Freedom Schools) designed to increase literacy by one to two grade levels. For the business community, this means all day courses for their children, decreasing the need for childcare in the summer, and promising to give them additional skills in reading. Some argue that these are not necessary because the Governor has deployed literacy coaches into schools – the problem is that it's not enough. Students need a bigger impact, a heavier injection like the summer program, but then work to maintain the skill with the coaches. This is an investment that we need to make to produce an industry-ready workforce.

Representative – District 32 Amy Spampinato

1. How do you see your role as a Legislator in communicating with the business community?

I do think that we need to work with the business community, especially in Dover where the businesses are struggling. We need to do anything we can to ease the regulations, support them, help them start new businesses – and STAY. That is an issue – they come, they open, and they leave. We want to help them, support them, and stay out of their business, so that they stay here.

2. Paid Family Leave: Currently, businesses are exempt from this program if they employ less than 10 employees. Would you support an effort to raise this threshold to 25? 50?

I would! I think PFL is a good idea. As a mom, you need that time, to bond, heal, regroup. It's great that men are involved in this, too, because this is a family issue. With this bill, I do worry about the small businesses. Too many regulations hinder their growth. Some are on the threshold of hiring the next

person but won't because of this bill. They will never grow.

3. Sick & Safety Leave: Do you support this proposed legislation? This is not a bill that I am familiar with, but now hearing about it, I would support the idea of it. Again, I do see a need for this kind of bill. There was a situation with someone I know where this became an issue. With that being said, I do not like it when the government gets involved in telling businesses what to do.

4. Many small businesses suffered losses during the pandemic and are still fighting their way back. Would you support a tax credit designed to help cover a portion of their loss?

So, this sounds like a good idea. For me, it would depend on how easy it is for business owners to actually to receive the tax credit. Sometimes there's too much red tape or it turns out to not really be real and doesn't do them any good.

5. What is your position on the current EV mandate in DE... specifically, do you support the ban on the sale of all vehicles below the weight of 14,000lbs by 2035?

I think that the EV ban is not really a good idea. There is currently not enough infrastructure in terms of the grid and charging stations, the cost of the vehicles is prohibitive, they weigh too much. This mandate will cause truck drivers to revamp their who system and will cost them a tremendous amount of money.

6. Do you support eliminating the use of gas stoves and gas furnaces in new home and office construction?

NO! I do not support that. Gas stoves have been around for a long time and I think it's the best way to cook – I don't think the government needs to tell people how you can or cannot cook.

7. What is your position on rent control for all multi-family apartment buildings in the state?

Before I moved here, I lived in NYC. There are many rent controlled places, and they are coveted. In DE, this is not a good idea. This set up just inspires people to stay there and no one is ever motivated to move on. Instead, there need to be incentives to build more buildings.

8. What is your position on HB350, the Hospital Bill – specifically would you support amendments



Amy Spampinato



ELECTION 2024:

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that reduce the impacts upon the private hospitals in DE, such as reducing the role of the oversight board to defined areas, or would you support an outright appeal? I would LOVE to do an outright repeal, but if that is not possible, I would definitely support the amendments. I grew up in Canada with socialized medicine. Delaware, with bills like this, is inching closer to that. The hospitals don't like it, and the medical community doesn't think it's good. I think we should scrap it.

9. What do you see as the number one problem in Delaware's public schools? How do you propose we address this problem?

Discipline. Discipline. Discipline. We are in the CR school district, and we were happy to be there until the pandemic hit, and we home-schooled. My children just went back to school – one in public and one in private. What I have experienced is a complete lack of discipline. The rules don't matter – there are no consequences. The students run the show, and we all know that 13-year-olds do not have the capability to run anything. The culture there is like anarchy.

Some of my closest friends are teachers and work very hard. They are struggling with discipline. They are in a situation where they want discipline in place. Teachers get no support from the parents or the administration. Teachers fear assault, lawsuits, slander.

Here's an example: Kids are not allowed to have cell phones. Yet, in the locker room, kids are videoing others changing clothes. Instead of enforcing the cell phone rule, the kids are now not allowed to change clothes and are required to walk around all day in the same clothes that they sweat in during PE class. Everyone should be able to learn without the distraction of bad behavior which causes chaos, stress, dropping grades, noise, a high level of anarchy, etc. There must be discipline, rules and respect. It's hard to understand how things have gotten so far off the rails. Appropriate discipline will result in higher grades, peace in the classroom, all around support, etc.

Representative - 34 District Tracy Miller

1. How do you see your role as a Legislator in communicating with the business community?

It is imperative that the work of crafting legislation includes the business community any time that proposed legislation can/will impact a business. I think the best thing to do is to include all stakeholders in what we do.

2. Paid Family Leave: Currently, businesses are exempt from this program if they employ less than 10 employees. Would you support an effort to raise this threshold to 25? 50?

No.

3. Sick & Safety Leave: Do you support this proposed legislation?

I support it to an extent. In my own experience, I had to work somewhere for a set period of time before I was able to collect leave insurance, etc. I believe that if you are a full-time employee you deserve benefits – certain markers must be set. This is something, however, that must be left up to the employer – this is not for the legislature to decide. For full-time workers, I think benefits should definitely kick into place after a certain period of time. To insure a part-time employee and have them collect sick and annual leave, doesn't make sense. But if they are a full-time employee working 40 hours per week, then absolutely.

4. Many small businesses suffered losses during the pandemic and are still fighting their way back. Would you support a tax credit designed to help cover a portion of their loss?

So now, 3 years outside of COVID, I know we still struggle with staffing. Yes, but we would really need to explore where that revenue will come from. I am a firm believer in helping businesses, but we would have to have a plan to see where that revenue will come from. There would need to be a committee appointed to see how it would work and what it would cost.

5. What is your position on the current EV mandate in DE... specifically, do you support the ban on the

sale of all vehicles below the weight of 14,000lbs by 2035?

No.

6. Do you support eliminating the use of gas stoves and gas furnaces in new home and office construction?

No.

7. What is your position on rent control for all multi-family apartment buildings in the state?

I think there might be an opportunity for more section 8 housing and affordable workforce housing, in which rent is already under certain controls. I'd like to see us have a specific focus – teachers, police, firefighters, military – I'd like to see those categories of people be able to live in places where the rent isn't increased every year to a level that makes it difficult for them to pay. I have feelings about affordability for folks in the area, but I'd have to really look at the bill and see how it addresses the issue. I'd like to see us do a lot more mixed-use housing like what's happening in Downtown Dover.

8. What is your position on HB350, the Hospital Bill – specifically would you support amendments that reduce the impacts upon the private hospitals in DE, such as reducing the role of the oversight board to defined areas, or would you support an outright appeal?

As the wife of a doctor, I'm not a big fan of that. I don't find that it's good policy for someone who is not immersed or educated in the health care field to make decisions for hospitals. I understand the premise of trying to bring down healthcare costs and trying to harness an understanding as to why the costs are increasing. That is not for state government to control those things. I would not support a repeal. In general, the idea is not a bad idea in that it points out that something needs to be done differently, and the hospitals need to be driving it. I think they do need to be held accountable because of spending because that affects everyone – but they are the experts on this, not the legislature. Currently, there are no guard rails for healthcare that allow costs to escalate on both ends. The premise of HB350 could be okay – but it needs to be reworked. As it

stands, it is causing horrible ripples throughout the community. I think we could amend this to be a decent bill, but it's going to involve many stakeholders. If we're going to have an oversight committee, let's have the committee be made up of people who understand how hospitals work. Let's back up and come up with a plan that's helpful to everyone.

9. What do you see as the number one problem in Delaware's public schools? How do you propose we address this problem?

Education is a big part of my platform. The first thing we need to do is address the unit-based counts that we use. It has not been updated since World War II. This needs to be addressed. We need to set up schools for success rather than failure.

Next, we need to pay more attention to Special Education and multi-language learning. We do not have any dispensation for schools who are overwhelmed by multi-language learners. I have a school in my district that is 80% multi language learners with no multi-language learner teachers.

In Delaware, ALL students are required to go through testing – multi-language learners, special ed kids, etc. The SAT is a college-based test – but every student is required to take it... why? Why would I require a student who wants to pursue a trade to take a college-based test? And to complicate the issue, teachers are teaching to this test, instead of all the amazing things they could be teaching.

Education in Delaware is a broken system that needs to be rebuilt. From the program to the testing to the school buildings themselves - crumbling schools, lead-based water fountains, etc., we must address things that are REAL.



Tracy Miller



ELECTION 2024:

It's time to Meet the Candidates

State Representative – 34 District Lyndon Yearick

1. How do you see your role as a Legislator in communicating with the business community?

Good legislation involves stakeholders. The work of the government is going to impact a variety of industries.

In order to advocate for the business community, we need to listen to those stakeholders – it is important.

2. Paid Family Leave: Currently, businesses are exempt from this program if they employ less than 10 employees. Would you support an effort to raise this threshold to 25? 50?

I would advocate for the complete elimination of Paid Family Leave.

I've talked to many employers – large and small and they are already offering these kinds of leave. The mandate is an inappropriate overreach on the part of the legislature. I would be in favor of its abolishment.

3. Sick & Safety Leave: Do you support this proposed legislation?

I do not support Sick & Safety Leave as outlined in the bill. Employers can make the best decisions for their employees. Government should be responsible for what we do best – but the government has gone way too far into the business of the business community with this bill and others like it.

4. Many small businesses suffered losses during the pandemic and are still fighting their way back. Would you support a tax credit designed to help cover a portion of their loss?

YES. The State Government kept the state and schools shut down too long. We were very fortunate with a financial surplus and, during that time, only gave residents a one-time \$300 stipend.

5. What is your position on the current EV mandate in DE... specifically, do you support the ban on the sale of all vehicles below the weight of 14,000lbs by 2035?

Leaders need to eliminate the implementation of the EV mandate. I would guess that, 18 months from now, there is going to be an immediate response from the loss of



Lyndon Yearick

market shares in our state, and the lack of consumer choice. I predict that legislation will be drafted that will take it away. I am not against EVs, but in terms of their use, we must let the market decide. The mandate is going to reduce the market share available to customers and will do nothing to impact the environment.

6. Do you support eliminating the use of gas stoves and gas furnaces in new home and office construction?

The elimination of gas stoves and furnaces is ridiculous. It will have no impact on the environment and will drive business to other places.

7. What is your position on rent control for all multi-family apartment buildings in the state?

Rent control has never worked.

We should be looking at affordable housing. We could implement measures related to construction and planning in the county that might reduce spending. At the state level we could expedite the approval process to reduce costs. We could work with other legislators to create tax credits for developers. In regard to the private sector, rent control will increase costs and shrink supply.

8. What is your position on HB350, the Hospital Bill – specifically would you support amendments that reduce the impacts upon the private hospitals in DE, such as reducing the role of the oversight board to defined areas, or would you support an outright appeal?

This is a ludicrous bill, ridiculous. I was opposed from the beginning. It will not do anything to drive down health care costs.

9. What do you see as the number one problem in Delaware's public schools? How do you propose we address this problem?

We must eliminate the outdated unit count system. We spend over \$2 billion on education and we need to give the districts greater flexibility on how to spend it. We need to encourage, attract, and retain teachers and let them know they are supported. Teachers leave because they lack administrative support and because a lack of discipline creates a poor school climate. We must reduce distractions caused primarily by disciplinary issues to improve the learning environment. We must

focus on proficiency in reading and math. Students should have a high level of proficiency in basic math and reading by the end of third grade.

We can no longer just pass students through. Social emotional wellness is important, and we must serve students who need help in these areas, but not at the expense of the rest of the students in the class. The absentee rate is ridiculously high – that needs to be addressed. We also need to ensure that students graduate workforce ready – in that area we've made some great strides with apprenticeships and internships, but more needs to be done.

Representative – District 36 Rony Baltazar-Lopez

1. How do you see your role as a Legislator in communicating with the business community?

I believe it is vital to communicate with the business community. I am the son of a small business owner. Dad came here in the 90's and then started a business in the early 2000's. At that time, there were no centralized services which caused many challenges in navigating the business space. I am happy that has improved over time with benefits like Edge grants and other incentives from DDSB and the like. Members of the General Assembly have a duty to bring people from the economic space into the legislative process. Legislators can't do any work without getting input from that community.

2. Paid Family Leave: Currently, businesses are exempt from this program if they employ less than 10 employees. Would you support an effort to raise this threshold to 25? 50?

I would support the discussion of this. There's a conflicting issue for me in that I get what paid family leave does for families, but also what this does to businesses. I would support a discussion to make these changes.

3. Sick & Safety Leave: Do you support this proposed legislation?

No.



Rony Baltazar-Lopez

still fighting their way back. Would you support a tax credit designed to help cover a portion of their loss? Yes.

5. What is your position on the current EV mandate in DE... specifically, do you support the ban on the sale of all vehicles below the weight of 14,000lbs by 2035?

I support the EV mandate. In order for us to combat climate change, which the Governor and many legislators have already pledged to and started working to achieve, we do need to ensure that Delawareans are meeting a threshold in which car owners have access to EVs. I do not have an EV, but I would like to do my part in contributing to the combat of climate change. Milford does not have sufficient charging stations, so there's more work to be done in that space, but I do support it.

6. Do you support eliminating the use of gas stoves and gas furnaces in new home and office construction?

NO – not yet.

7. What is your position on rent control for all multi-family apartment buildings in the state?

As someone who rents right now, rent is getting out of control. I am concerned about low-income families who can't afford rent. Do I think that rent control is a policy that could help alleviate those concerns for low-income people? I would support that.

8. What is your position on HB350, the Hospital Bill – specifically would you support amendments that reduce the impacts upon the private hospitals in DE, such as reducing the role of the oversight board to defined areas, or would you support an outright repeal?

I would support amending the legislation, but only after having several discussions with the stakeholders, the hospitals, and community members to get their input. We've seen rising health care costs and there have been other states in which this was successful. I felt that there was not enough discussion on this when it was passed. It went through too quickly and there should have been more discussion.

9. What do you see as the number one problem in Delaware's public schools? How do you propose we address this problem?



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In 2019, I served on the Milford School Board and have seen first-hand what some of the issues are. The biggest issue post covid is the shortage of teachers across the state, which is due to teacher burn out, and quite a lot of distraction caused by cultural conflicts and bad behavior. I also serve on the Delaware Advisory Council for Technical Education. We are so focused on getting our students ready for college and not necessarily ready for work. Not every student wants to go to college; some want to join the workforce. Yet, college prep is where our focus continues to lie. We need to institute a pathway for teachers. We need to continue supporting our multi-lingual, low income, and students with disabilities. We've been able to secure some money, but there is so much more to do. We need to adjust the student count. We need to invest in capital infrastructure. In terms of increasing the spending on education. I think right now we are on trending to spend more than we are bringing in on the state budget. I think that we need to evaluate the whole system in general. I don't think that increasing spending is THE solution but could be one of the solutions.

Representative – District 36 Brian Shupe

1. How do you see your role as a Legislator in communicating with the business community?

I definitely think it is our responsibility to talk with business owners and others not only when we are drafting legislation, but when the legislation is being considered. I am a small business owner myself and have experience over 13 – 14 years of opening small businesses. I've seen over the past 6 years how important it is to have business people at the table even before we start drafting. Their input is tremendously helpful, and they know more than we do on what the impact will be if we pass certain bills.



Brian Shupe

This January our businesses will be required to take on Paid Family Leave and a \$15 minimum wage. We've already had to raise our prices twice and we've seen the effect: many customers have been upset or left. But it's the only way we can afford to bring in the additional revenue need for those government mandates. In January, when minimum wage goes up again, many of the legislators do not understand the issue of compounding salaries. People who are already being paid \$15 per hour will also need to get a raise.

I would like more businesses have a seat at the table. Not all legislators understand the regulations that come from the federal government. These sometimes mean that we must take workers off salaries or have to let them go. This kind of action hurts morale and stings the employees who were up for a raise.

2. Paid Family Leave: Currently, businesses are exempt from this program if they employ less than 10 employees. Would you support an effort to raise this threshold to 25? 50?

I would. There was a lot of discussion with the business community AFTER the paid family leave act was already put into place. The next year, legislation came back and took down some of the requirements, the regulations were decreased. At that point, a discussion was not had with the public – and that was a missing piece. This will be hard for businesses who have gone out of their way to take care of employees who are taking care of someone or are sick themselves. To regulate that and make sure the state mandates it in a certain way put outside pressure on the business so that they can't act in the best interest of their customers.

3. Sick & Safety Leave: Do you support this proposed legislation?

I am not in favor of any bill that mandates business owners to do a certain number of anything – that should not be the job of the assembly. We work with our employees individually on meeting their needs, so I would not be in favor of this proposal.

4. Many small businesses suffered losses during the pandemic and are still fighting their way back. Would you support a tax credit designed to help cover a portion of their loss?

Of course – yes. Not only do I support that. I support eliminating the gross receipts tax. At Fur baby Pet Resort we currently have 30 employees – we'll soon have 30 more. It takes a lot of money to pay that many employees. When it comes to gross receipts taxes, no one takes into consideration the money that's being spent; they only take into account the money that is coming in. We have no problem paying taxes on our business. I think there are other ways to generate business revenue for the state and would like to see us consider those.

5. What is your position on the current EV mandate in DE... specifically, do you support the ban on the sale of all vehicles below the weight of 14,000lbs by 2035?

I don't think there should be any mandates from the government that you have to buy certain products or that you can't buy certain products. It flies in the face of a free and fair market system. Anything mandating or prohibiting people from buying in a legal business is not good for our economy.

6. Do you support eliminating the use of gas stoves and gas furnaces in new home and office construction?

No – based on the same principles I discussed regarding the EV mandate.

7. What is your position on rent control for all multi-family apartment buildings in the state?

Again, I think rent control is a really puts a strangle hold on free market economics. When I was the Mayor of Milford, we had a lot of people who were – and still are – struggling. We made a very big distinction between living conditions and rent control. We implemented standards and inspections. There needs to be some sort of balance; I think the less government interference the best. Rent control is trying to regulate the market again – and you're doing it in a way that pushes a narrative that I don't like – us vs them. I think that there are other ways to get at rent – more housing, more competition. Speaking from a landlord's perspective, I believe that people don't take into consideration what it costs to bring a building up to speed. Capping landlords at a certain rent, they might not be able to make those

modifications that will make it a safe and we will not be able to offer a nice place to live.

In a related area, there needs to be more financial literacy in our schools; once you understand your finances, it will change your world. My wife and I were not versed in this and made many mistakes. Just a simple financial literacy course can make a large difference for people.

8. What is your position on HB350, the Hospital Bill – specifically would you support amendments that reduce the impacts upon the private hospitals in DE, such as reducing the role of the oversight board to defined areas, or would you support an outright repeal?

I voted against it and was very vocal about it on the floor and in our community. I didn't support it because it was the government managing the finances of a business or a nonprofit. This bill gives the government the authority to do that. This could set a bad precedent. If they start with the hospitals, next it could be grocers or retail stores or rent control or any other area.

I would be more than happy to drive the cause of having that bill repealed. I think getting government into the business community is not helpful. There are other ways to cut costs in hospitals that have been successfully done in other places that have not been tried here. For example, we could introduce competition, eliminate a need, create between state compacts, accepting medical personnel from other states without requiring re-licensure, etc.

9. What do you see as the number one problem in Delaware's public schools? How do you propose we address this problem?

There are several... and nothing will be the silver bullet. The immediate challenge that we need to take on is childhood literacy; the rates are terrifying. Only 44% are reading at grade level, only 31% are doing math at grade level. When you cannot read or do math, you cannot comprehend all the other subjects that are coming at you in a day. The old adage says that up to age 9 you learn to read, after that you read to learn. How to get there? We need to very much involve our nonprofits, our faith based communities, and our



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parents to ensure that literacy is a cultural thing that we want – to instill that success depends on it. We need to make sure that kids are learning vocabulary and reading at the earliest ages possible. There are really simple things that parents can do at home – it's not that they don't want to, they don't know. Perhaps this wasn't part of their experience. Basic things: Reading to your kids every night – and getting them to read. There are many words that are used in almost every sentence – teach them those to start. There are programs in the libraries and Read Aloud Delaware that encourage an appreciation of reading. We need to build that culture back. It has to be something fundamental in our communities that we push and help families understand. This is the first step that a child needs in order to be able to learn successfully. We need to then build this reading practice into every single grade after that. There are states that have legislation that require a child who does not read at grade level after 3rd grade to be retained in 3rd grade.

Kent County Levy Court – District 5 **G. "Jody" Sweeney**

1. What is the single biggest issue facing Kent County?

I believe that we just completed a failed reassessment, and we are now faced with dealing with the repercussions of that. I don't believe that the actual valued assessments were correct. I



G. "Jody" Sweeney

thought that our marginalized communities may receive a lower value than previously, but they went up. Farmers were also hit hard. Commercial properties made out well. The next assessment is scheduled for 5 years from now – this will be a paper assessment, not boots on the ground.

2. What do you believe are or should be Kent County's priorities for economic development?

I would love to see more of the same. Look what the Kent Economic Partnership under Linda Parkow-

ski's leadership has accomplished! And now that we have the joint use agreement, we must get the word out and really work that asset. In addition, we need to assure companies that are considering a move to Kent County that this is the place they want to be and that it will benefit them to move here.

3. What is your opinion about the county's planning & permitting processes? If given the opportunity what would be the top 3 things you would change?

Permitting can always be improved. We need to continue to push for the automated permitting system. In addition, we need to eliminate the reviewers' ability to slow down the process instead of continuing to require those submitting permits to return over and over again.

4. What is your opinion on how the county should respond to the production, distribution, and retail sale of marijuana?

The county should stay out of this issue. People can do what they want on their own time. This is a state issue.

As far as implementation, the county will not create new zoning – the zoning will remain General Business (BG).

5. What is your number one project you will be promoting/sponsoring in Kent County during your term as commissioner?

It took nearly 17 years to obtain our public gym, and currently, it's totally maxed out. We need to build another one. There is additional property for another gym. My hope is that we can build a gym with an indoor 6-lane track. This project needs to be a priority.



The General Election
will be held on
Tuesday,
November 5, 2024

Please make your
voice count and
VOTE!

Polls are open from
7am - 8pm

For more information
about this year's voting process, please visit
<https://ivote.de.gov/voterview>

Edward Jones



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Project SEARCH Partners with Community for Student Internships

Are you familiar with Project SEARCH? This program is a partnership between Capital School District's Kent County Community School, Bayhealth, the Division for Vocational Rehab, Goodwill Industries and the Department of Education. It provides opportunities for disabled students to work through structured internships that lead to post-school employment.

The interns that have completed this program are high-achieving, skilled, young adults who are qualified to work in a variety of businesses including childcare, manufacturing, warehouses, food services, senior care, retail, housekeeping, and health care. This impactful program boasts high rates of post-school employment for its interns.

This transition program accepts students who are in their last year of school, have an Individual Education Program (IEP), and pass the skills assessment requirements set by Project SEARCH. In addition, the program requires participation of the students' caregiver(s) to support them in their transition.

Once the students are accepted into the program, they complete three 10-week rotations of different jobs at Bayhealth in Dover. This will help determine the type of work that is the best

match for the intern's skillset and interests. In the past, some of these jobs have been part of the emergency department, childcare and respiratory therapy.

The program follows the same calendar as the school year, but the days don't revolve around traditional classroom work. The interns start their day with some instruction time during which they review the successes and challenges from the previous day or learn a new life skill. Then, they spend the rest of their school day at their job.

The program also teaches the interns business skills including critical thinking, core values, conversation skills, the importance of attendance and being on time, appropriate work attire, counting change and navigating public transportation. These skills, teamed with their work experience at Bayhealth, are transferable into a variety of jobs once their internship ends.

Interns from this program have gone on to complete the Training for Early Care and Education (TECE), Pharmaceutical Tech, and Nutrition Aide.

The career path of each program graduate is monitored by the Division of Vocation Rehab and the Division of Developmental Services to help ensure success.

Currently, the team at Project SEARCH, including Program Co-



ordinator Kathryn Ege, wants the business community to be aware that the young adults graduating from this program in the spring will possess solid work skills including a desire to work. Plus, if a business has a unique need for a specific skillset, the Project SEARCH team is interested in talking to them about how that training can be incorporated into their program to create a pipeline of the skilled workers needed.

Ege also wants local parents to be aware of the program. If they have an interest in this for their own child, they should attend one of the Project SEARCH Recruitment Nights

at their 3rd floor office in the Bayhealth Professional Building, 530 S. State Street, Dover. These will take place on Wednesdays, November 13, December 11 and January 15 at 6 p.m. Parents and students are welcome to attend. For information on the Recruitment Night, please contact Kathryn Ege at 443-834-8500 or kathryn.ege@capital.k12.ed.us. For more information on the Project SEARCH program, visit www.capital.k12.de.us/capitalsd/projectsearch.

HAPPY HOLIDAYS

Continued from Page 1

Delaware the best place to live, work, and play. Envision yourself, your co-workers, colleagues, business associates, and friends, gathered in one place, enjoying delicious food, drinks, ambiance, and live music from the one and only, Joe Baione Trio. Start thinking about the fun and festivities now by marking your calendar to attend this

fun event – you won't want to miss the holiday spirit!

Our community is so generous, especially to their employees during the holidays. We know that many business owners love to find ways to thank their employees – especially during holiday time. Consider treating your work family to an evening of holiday fun with us! We have everything ready to go for you and your special guests. Just secure your tickets ASAP. Space is limited, and this event always sells out!

Tickets for this event are \$35 and include an amazing array of hors d'oeuvres, 2 drink tickets, and an evening of fun, conversation, laughter, and live music.

We'd like to thank our businesses who have chosen to sponsor this cheerful event (as of 9/23/24): Holiday Cheer Sponsor: Weiner Benefits Group and Holiday Feast Sponsor: High Ground Solutions. A special "Thank You" to Joe and Kristin Garramone and the whole Roma team for their warm hospital-

ity and for serving as our hosts for the evening.

For more information, to be a sponsor or to register, call the CDCC today at (302)734-7513, visit the "Chamber Events" page at www.cdcc.net, or email us at admin-assistant@cdcc.net. It's the most wonderful time of the year, and we look forward to celebrating the holidays with you!

Central Delaware Remembers 9/11

The morning of September 11, 2024, in Dover was clear and sunny with blue skies as far as one could see, reminiscent of the same date in 2001.

The attendees of the Patriot Day 9/11 Ceremony hosted by the Dover AFB Fire Department were reminded of this by the event's guest speaker Will Raff. He was a 9/11 survivor who was on the 82nd floor of 2 World Trade Center when the second plane entered the building. Raff worked in that building for 7 years prior to that day and has been a docent at the 9/11 Museum in NYC since 2017.

During his speech, Raff shared that he lost 23 colleagues in the attack on the World Trade Center. He also told the crowd the sobering fact that in addition to the 3,000 people who passed during the 9/11

terrorist attacks on the US, more than 4,000 people have lost their lives since from toxic exposure at the attack sites. Raff works every week at the Museum to let visitors know the importance of the tragedy, telling them about those who were lost and continue to pass, and reaching out to younger people to help them learn about the events that took place that day.

Distinguished Guests for the ceremony included Chris McDonald, Col, USAF 436 AW/CC and Carolyn Russell, CMSgt, USAF, 436 AW/CC. In addition to Raff's moving speech, the National Anthem was sung by the Eagle Choir, there was a bell ceremony, laying of a wreath at the DAFB 9/11 Memorial and playing of Amazing Grace by members of the Delaware Celtic Society Pipe Band.

Remembrances on 9/11/2024 also included one at Mission BBQ at 365 N. Dupont Highway, Dover. Known for their delicious barbecue and their support of first responders, Mission BBQ traditionally presents the playing of the National Anthem at noon every day.

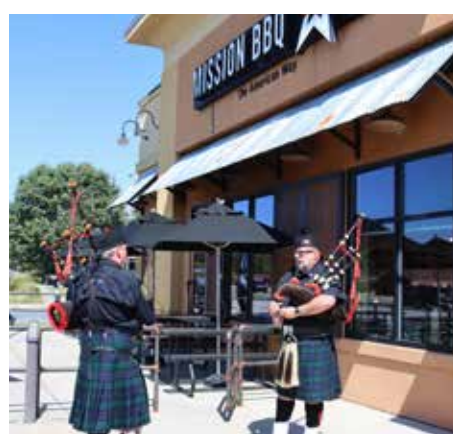
On this 9/11 anniversary, they expanded their patriotic tradition to include the presentation of the colors by the Delaware State Police color guard, the singing of the national anthem and the playing of Amazing Grace by members of the Delaware Celtic Society Pipe Band. General Manager Kristen Bishop emceed the program, introducing the participants and sharing some reflective thoughts with the group gathered.

The crowd included first responders from the Dover Police

Department, in addition to Fire Companies from Dover and Little Creek, DAFB airmen and other first responders. Veterans from the Vietnam Veterans of America Chapter #850 from Dover were also represented at the event.

After the program, Mission BBQ treated the groups in attendance to complimentary barbecue sandwiches.

These are, no doubt, just a small representation of the 9/11 remembrances that were held throughout central Delaware. Hopefully everyone was able to take a moment this year on the anniversary to reflect not only on the great losses we suffered that day, but also to be inspired by the memory of how our country pulled together to heal.



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Ribbon Cuttings

CDCC joins State Farm – Greg Reddell for a Ribbon Cutting!

DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for State Farm – Greg Reddell, on Thursday, September 5th, at 11am. The event was held at 41 Commerce Street in Harrington. Chamber members and friends joined Greg Reddell and his team to celebrate their new State Farm location in Harrington!

With 35 years of experience with State Farm, Greg Reddell has an established office in Salisbury, MD. When another agent in Milford, DE, retired, Greg became one of a small, select group of State Farm agents across the country to be given the opportunity to open a second location, which he did in Harrington, DE.

The mission of Greg and his State Farm team is to be the primary resource for the insurance and financial services needs of State Farm customers. They want to have a positive and proactive role in improving their lives as individuals and their community. To that end,

they help people manage the risk of everyday life, recover from the unexpected, and realize their dreams. Greg and his colleagues are happy to provide a variety of insurance products from auto insurance to homeowner's, to health, to pet, and more, as well as products to address the financial needs of their customers.

This agency is proud to provide personalized service to the community. Their team of local experts is here to assist customers as they navigate the world of insurance and find the coverage that meets their needs.

The staff at Harrington's new State Farm agency places a high priority on giving back to the community. They currently sponsor the new Harrington Public Library, the Southern Delaware Street Rod Association, and the Lake Forest School homework folders. They love to be a part of local public events such as Harrington's Annual Heritage Day.



For further information about State Farm – Greg Reddell, please visit www.harringtonsf.com or call 443.944.2776. Please join the Central Delaware Chamber of Commerce in celebrat-



Greg Reddell Insurance Agcy Inc
Greg Reddell, Agent



ing Greg and his team, and the new Harrington location of State Farm!

CDCC joins ModWash for a Ribbon Cutting!

DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for ModWash, on September 10th, at 11:30 am. The event was held at their new location at 1414 North Dupont Highway in Dover. Chamber members and friends joined General Manager Christopher Sturgill and his team to celebrate the opening of their new business.

ModWash is a leading express car wash company recognized for their state-of-the-art facilities and exceptional service. Their express washes offer a range of premium amenities, including their #ModMat cleaner and #ModTowels, all designed to keep your vehicle sparkling clean. They take pride in their efficiency, utilizing eco-friendly methods that save water and minimize environmental impact.

Established in 2020, ModWash has quickly become a leader in the express car wash industry. By prioritizing innovation, customer satisfaction, and environmental responsibility, ModWash has expanded to 115 locations nationwide. The Dover location is one of over 15

new openings this year, underscoring the company's rapid growth and success. Dover residents and car owners are invited to join the ModWash family and experience the difference firsthand. With a wide range of services and membership options, ModWash offers something for everyone!

"Joining the Chamber was a natural choice for us at ModWash, as we strongly believe in the power of community and local collaboration. We're excited to engage with the Chamber to forge stronger connections with local businesses and residents, support community initiatives, and contribute to the area's vibrant growth. Being part of the Chamber enables us to align our values with those of the community and work together to create a positive impact," explains Sturgill.

For more information about their services and locations, visit ModWash.com, follow them on social media @ModWash or call 302-535-4186. Please join the team at ModWash and the Central Delaware Chamber of Commerce in



celebrating the grand opening of this new business!



Ribbon Cuttings

CDCC Joins The Ice House: Wellness & Community for a Ribbon Cutting

WYOMING, DE – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for the Ice House: Wellness & Community, on September 17 at 10:00 a.m. The event was held at their facility in Wyoming, DE. Chamber members and friends joined new owner Katie Callahan and her team to celebrate the grand reopening of the Ice House: Wellness & Community under her new ownership.

At age 19, Katie opened her own dance studio that operated for 25 years but was forced to close the doors in 2020 due to the pandemic. She then became a Personal and Group fitness trainer, in various forms of fitness. Plus, she has been a Holistic nutritionist for over 20 years. “I’ve been blessed to continue my passion, in person and virtually, by helping others reach their fitness and nutrition goals by providing the tools needed to transform,” explains Katie.

The Ice House: Wellness & Community’s mission is to assist others

with improving their overall health and well-being to develop positive lifestyle strategies. These strategies help strengthen a healthy life with movement, mindset, nutrition and our team’s support. The team at the Ice House is excited to assist you with making lifestyle changes to live a happy and healthy life.

The Ice House: Wellness & Community offers over 25 small group fitness experiences. All classes are tailored for your individual fitness needs. In addition, they offer personal training for all levels of fitness so you can achieve your wellness and fitness goals allowing you to live a healthier lifestyle. The personal training sessions include customized workouts incorporating mind-body connection and nutrition advice as well.

Their beautiful space is also available for rent, and is perfect for intimate, small venue events

including baby showers, bridal showers, birthday parties, retirements and employee events.



Ms. Callahan has joined the CDCC to give back to the community just as the former owner did. “I plan to be involved in helping other businesses grow and succeed. It would be amazing to give back to the community by offering my services, knowledge and background in future events,” said Katie.

For more information about their services, class descriptions and

times, visit icehousewellness.com follow them on Facebook @302icehouse, Instagram @the-icehouse_wellness or call 410-699-6234. Please join the team at the Ice House: Wellness & Community and the Central Delaware Chamber of Commerce in celebrating the grand reopening of their business!

CDCC joins KenCrest for a Ribbon Cutting!

DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon-Cutting Ceremony for KenCrest, on Wednesday, September 18 at 11 a.m. The event was held at 1113 S. Governors Avenue in Dover. Chamber members and friends joined the team at KenCrest to celebrate their First Anniversary as a Chamber member, with eyes looking forward to 2025, which will mark the 120th Anniversary of KenCrest’s diligent work in our community.

During the mid-1980s, when adults with disabilities were beginning to transition out of institutional settings and into more community-integrated environments and neighborhoods, KenCrest began providing residential services in Delaware. For almost 120 years, KenCrest has supported adults and children with an intellectual or developmental disability through residential options, community engagement supports, early intervention, enabling technology, and their Early Learning Centers. KenCrest’s Delaware footprint includes adult residential group homes statewide and

the birth to three program through the Delaware Department of Disability Services (DDDS). All their services seek to increase a person’s quality of life based on desires, preferences, and goals.

The mission of KenCrest is to support community development by exploring possibilities, mobilizing resources, and empowering dreams. They provide Home and Community Based Services to adults with intellectual and developmental disabilities across the state of Delaware. In addition, they also provide housing, transportation and staffing to individuals seeking services and focus on providing the quality of care which promotes safety, skill development, and advancement towards independence. The team at KenCrest believes in helping everyone, no matter their age, ability, or environment, to achieve their dreams and goals.

The folks at KenCrest are eager to find ways to give back. They are active members in the community and have made great relationships with partner organizations. They continually work with the Department of Disability



Services to remain in compliance with all the latest federal Medicaid standards and continue to provide the best possible services to their clients. They have worked with various advocacy groups to amend legislation and shine a spotlight on not only the people they serve, but the staff who care for them daily.

KenCrest’s newest program, Meaningful Day, which opened in 2023, seeks to involve participants in various volunteer programs. This not only connects them with the community but also engages them

in various skills, which leads to a heightened sense of self-confidence. They are constantly seeking new opportunities to spread awareness of their organization so they can assist more people.

For further information about KenCrest and all they have to offer, please visit www.KenCrest.org or call 302-734-3800. Please join the Central Delaware Chamber of Commerce in celebrating the First Anniversary of KenCrest’s membership in the CDCC, and all they have done for Central Delaware!

Ribbon Cuttings

CDCC joins S & T Southern Smokehouse BBQ for a Ribbon Cutting!

DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon-Cutting Ceremony for S & T Southern Smokehouse BBQ, on Friday, September 20th, at noon. The event was held at 324 N. DuPont Blvd. in Smyrna. Chamber members and friends joined owner Tynetta Douglas and her husband Shawn to celebrate their location in a new state, their new business, new opportunities, new clients, and new ways to service their community!

Southern Smokehouse BBQ, Inc. was established due to the high demand for authentic southern smokehouse BBQ. S & T offers a delicate mixture of Southern BBQ and Soul Food – they could be called a southern soul BBQ fusion eatery! The chefs at S & T have been cooking for years, using recipes passed down from generation to generation. All their food, from their sweet and savory BBQ sauce to their tender smoked ribs, is cooked low and slow over a wood fire and every morsel is made from pure love. Their sides are all made

from scratch and seasoned with their special house blend seasoning. Their mission is to provide delicious comfort food to all, made from quality ingredients and trusted recipes, and always enhanced with a little bit of BOOM and a sprinkle of ZAAA!

S & T Southern Smokehouse BBQ offers catering for all occasions such as weddings, parties, BBQ gatherings, corporate events, etc. The S & T team chose Delaware and located here because of the anticipated growth that is on the way for this region. They are optimistic about a great future here!

The folks at S & T place a high priority on community service. Currently, they donate to the local food banks and give back to the community when they can. They look forward to a time when they can partner with the local school districts and offer culinary services and classes to the students.

For further information about S & T Southern Smokehouse BBQ, please visit www.sntsouthernsmoke-



housebbq.com or call 917-670-9989. Please join the Central Delaware Chamber of Commerce in celebrating all things NEW with S & T Southern Smokehouse BBQ!



CDCC joins NeighborGood Partners for a Ribbon Cutting!

DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon-Cutting Ceremony with NeighborGood Partners and Delaware State University on Monday, September 23 at 1:00 p.m. The event was held at 223 W. Division Street in Dover. Chamber members, stakeholders and friends joined NeighborGood Partners and DSU's School of Business to celebrate the opening of their new building, the "NeighborGood Center" located at the corner of N. New and W. Division Streets.

The folks at NeighborGood Partners are excited to announce the grand opening of the NeighborGood Center, a stunning new anchor in downtown Dover. This state-of-the-art facility will serve as the new home for the Restoring Central Dover program staff, providing them with a dedicated space to engage and serve the residents of our community. In addition to housing the Restoring Central Dover initiative, they are thrilled to welcome Delaware State University's School of Business to the NeighborGood Center. The university will occupy the second floor, offering training and support for community entrepreneurial opportunities,

further enhancing the resources available to the area residents.

The core of NeighborGood Partners and the work of Restoring Central Dover is to strengthen communities—this is done by dedicated work to bridge the gap to vital resources such as affordable housing, entrepreneurial opportunities, volunteerism, opioid outreach, community engagement, safety, public health, and financial education.

Beyond the new building, Restoring Central Dover's efforts include The Hub: a Community Resource Center, and The Scoop on Lookerman, an ice cream shop – two resources that are available to the community.

The Restoring Central Dover initiative was adopted in 2014, which is a Comprehensive Neighborhood Revitalization Plan in motion. Resident input and priorities for the Restoring Central Dover Plan were derived from a community survey, meetings, events, activities, and community outreach. NeighborGood Partners' Restoring Central Dover initiative offers a multitude of strategies for a Strong Community, Positive Development, and Quality of Life.



NeighborGood Partners has been a nonprofit pillar in the community for many years. They are well known for their consumer services and have assisted over 10,000 households in becoming homeowners, 1,800 households in saving their homes from foreclosure, and 13,000 households provided with financial literacy training or coaching.

For further information about NeighborGood Partners, please visit www.neighborgoodpartners.org or call 302. 678-9400. Please join the Central Delaware Chamber of Commerce in celebrating the opening of Dover's brand -new "NeighborGood Center!"

New Member Spotlights

Meet New Member Sha Scrubz & Apparel

The Central Delaware Chamber of Commerce is pleased to welcome new member Sha Scrubz & Apparel. Not only are they a new Chamber member, but they just opened their downtown Dover location this summer. Their Loockerman Street shop offers a variety of medical scrubs, customizable scrubs, Crocs footwear, badge reels, compression socks, stethoscopes and other health care accessories. Their inventory supports their slogan: "Stay Stylish, Stay Comfy."

Owner Jewell Gale-Brooks has a degree in Health Care Administration and more than 25 years of experience in the health care industry. For the past five years, she has owned and operated a successful home care agency in Pennsylvania called Kind Hearts Home Care. Gale-Brooks is also an American Red Cross educator and CPR instructor.

Jewell, her husband and 3 adult children relocated to Dover from Pennsylvania two years ago. They were thrilled to get connected with Carol Wicks from Bryan Realty who

wasted no time getting them settled in their big, beautiful forever home in Smyrna.

Since her move to Delaware in 2022, Jewell and her family decided that opening a medical uniform business would benefit the local health care community. She also felt it was a good fit for her health care career experience and the things she enjoys doing. The entire family chose the downtown Dover location because of its accessibility.

Sha Scrubz also expands beyond the retail shop, by offering employment and education opportunities, as well as seeking out ways to improve the growth of the local community. Jewell has found her entrepreneurial career provides her the opportunity to help others and give back to the community every day.

As a bonus of their relocation, she and her family love the slower, more relaxed environment in



central Delaware. They have been welcomed by many people with kind words and lots of support and guidance.

Shoppers can visit them at 32 W. Loockerman, suite 102, online at www.shascrubz.com, on social media @shascrubz or by phone at 302-363-4485. Anyone interested in CPR classes should call Jewell at 302-363-4485.



Please join us in welcoming Sha Scrubz & Apparel into membership!

Meet the Team at CSG Financial

CSG Financial is a locally owned and independent financial planning firm based in Dover, DE. Their practice specializes in unbiased, fee-only financial planning services tailored for individuals and businesses. Operating strictly in a fiduciary capacity, they exclusively represent their clients' interests. CSG Financial prioritizes a planning-first approach, ensuring their clients' best interests are the sole consideration when giving financial advice.

The CSG team of three stands apart as they commit to personalized guidance, tailored to each individual and their unique circumstances. Their dedication to integrity, transparency, and client-centricity ensures that their clients' interests remain at the forefront of every recommendation.

Born and raised in Dover, Zachary Stone serves as Chief Financial Officer. Zack is a firm believer in life-long learning. He is a good listener and concentrates on the unique individual needs of his clients. Zack takes great pride in his ability to explain and guide customers to

a better relationship with money, as well as assisting them in living their best life. When Zack is out of the office, he enjoys time at the beach with family and friends and cheering for the Phillies.

From his home that he shares with his wife, his children, and his mini-bernedoodle in Havertown, PA, Shane's role in the company is Chief Operating Officer and Co-Founder. Drawing from his careers in both the biggest health system and the largest wealth management firm in Delaware, Shane strives to build long-lasting relationships with his clients as they create life-long plans. Shane currently holds his Wealth Management Certified Professional Designation and his MBA from Westchester University.

Chief Executive Officer and Co-Founder of CSG Financial, Steve Calio, recognizes the importance of beginning a financial plan as early as possible and builds a relationship with his clients based on transparency and trust. Steve currently holds his Certified Financial Planner™ (CFP®) certification. He earned a B.S.



in Marketing from the Alfred Lerner College of Business & Economics at the University of Delaware. Steve is an avid traveler and hiker, and one day wishes to visit all 63 U.S. national parks.

The folks at CSG are eager to establish their firm's presence and contribute to the community. The Chamber, with its longstanding tradition of uniting small businesses in this state, holds a special significance to them. They feel privileged to join the CDCC and anticipate the



opportunity to engage with fellow members. Furthermore, they are committed to collaborating with the Chamber to make meaningful contributions to our community.

New Member Spotlights

Meet Art from Xhibit Realty

Please join the Central Delaware Chamber of Commerce in welcoming new member Xhibit Realty!

Xhibit Realty is a real estate media company that specializes in delivering high-quality visual solutions tailored to the needs of real estate professionals.

They provide services such as professional photography, 3D virtual tours, drone shots, virtual staging, and video walkthroughs. Their mission is to help real estate agents, brokers, and developers showcase properties in the most compelling way possible, making it easier to attract potential buyers and close deals faster.

At Xhibit Realty, they understand that every property has a unique story to tell. Their services are designed to capture and highlight the best features of every listing, making it stand out in a competitive market. Their approach simplifies the often-complex process of marketing properties, making it easier for real estate professionals to focus on selling while they handle the visuals.

Art Ibewuike is the founder and owner of Xhibit Realty. He has lived in Central Delaware for several years,

and his roots in this community run deep. As a 35-year-old entrepreneur, he's always had a passion for capturing beautiful images and telling visual stories. Originally from the U.S., with ancestry traced back to Nigeria, he brings a diverse perspective to his work, blending artistic creativity with technical expertise to produce high-quality media for real estate.

On a personal note, he enjoys maintaining an active lifestyle, which includes morning walks and regular workouts. He's passionate about continuous learning, which is why he spends time daily improving his skills in real estate media and photography. He and his wife are also involved in home design, working together to create elegant living spaces.

Joining the Central Delaware Chamber of Commerce was a natural step for Art. As a local business owner, he sees the value in building strong relationships within the community and connecting with other business leaders. He believes that the Chamber provides an incredible platform for networking and growth, allowing him

to contribute to the development of real estate media in the area.

"I'm excited to be engaged with the Chamber because it will help Xhibit Realty gain visibility among other local businesses and real estate professionals. The resources and support offered by the Chamber will enable me to further refine my services, expand my business, and continue providing innovative media solutions to the real estate market in Delaware," explains Art.

To get more information about Xhibit Realty and how they can elevate your real estate listings, you can visit their website at www.xhibitre.com/. It provides detailed descriptions of their services, and you'll also find examples of their work to see the quality they deliver.

For real-time updates and insights into their latest projects, follow them on Instagram @xhibitrealty, where you can message them directly, view their latest work, and engage with them. You can also reach them via email at xhibitre@gmail.com or (302) 581-9201.



Please join us in welcoming Xhibit Realty into membership!

Dover Town Hall: A Lesson in Security



On Wednesday, September 18th, a large crowd gathered in the City Council Chambers for a discussion about crime in the city. This meeting was hosted by Mayor Robin R. Christiansen, Chief Thomas Johnson, and your Central Delaware Chamber of Commerce (CDCC) and was targeted at businesses along the Rt. 13 corridor from Scarborough Rd. to

the split near Target. The meeting addressed what have become common infractions of the law that affect business property owners like trespassing, drug dealing, prostitution, and more.

After a brief introduction to the evening's discussion by Mayor Christiansen, Chief Johnson took over and explained police protocols, the

process for prioritizing complaints, and common practices that lead to arrests. He spoke candidly about what the police can and cannot do.

The Chief took questions from the gathered crowd and gave several pieces of advice for strategies that deter bad behavior. "Give us lots of light," advised Johnson. "If you have areas that are dark around your property light them up!" He went on to suggest the use of security cameras and no trespassing signs.

He also suggested that business owners consider completing an "Authorization by Property Owner to City of Dover Police Department to Arrest for Trespassing" form. These can be obtained from the Dover City Police department and, once submitted, give the police the authority to arrest trespassers whether the property owner is on sight or not. He also reminded people of the importance of locking their vehicles.

More than any other tactic for deterring crime, the Chief urged business owners and residents alike to "Call, call, call." Johnson assured folks that they are not a bother when they call the police and that calls often give them the additional data necessary to concentrate more energy on certain areas of town. He suggested that calls be made to 9-1-1, and in situations that would not classify as "emergency," simply tell the operator that "this is not an emergency."

Plans for more of these meetings are in the works for other areas of town. Please stay tuned and consider attending when announcements are made regarding your area. And in the meantime, be safe and follow the wisdom of the slogan "if you see something, say something."

Member of the Month



NAME: Rich Windon
TITLE: Brand Ambassador
BUSINESS: G. FEDALE

PHONE: 302-225-ROOF (7663)
WEBSITE: www.gfedale.com



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

G. Fedale has been a leader in home improvement for over 20 years. It all started when Glenn Fedale used his knowledge, skills, and faith to start his own business. Through those humble beginnings years ago, which often involved long days of hard work, he built a successful company. Glenn knew that one day his dedication to his clients would fulfill his dream of owning a successful business. With the support of his wife Laura, the business grew from just a few employees to a multi-location company serving thousands of satisfied customers in multiple states throughout the years.

Tell us about your role in the business/organization.

As a Brand Ambassador for G. Fedale, there are many responsibilities. Some things include building relationships with potential customers through our own network and community, or at trade/home shows, door to door or during the event of a storm.

We are also involved in the insurance process, providing homeowners with help with what can be a complex process in the event of storm damage to their home. Things such as tarps if there is a leak, video and picture evidence of damage, verifying the insurance company's information, and providing overall peace of mind while getting through what can be a stressful time with their home.

Tell us something that makes your business/organization unique.

We are family owned and operated after 20 plus years of business and I, personally being a relatively new employee, can confidently say that that the company culture is still alive and well at G. Fedale. This company is built on teamwork and strong relationships which allow us to thrive in a competitive industry.

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

I see G. Fedale growing and expanding in the years to come. We just recently opened a new office in Berlin, MD. That will increase our locations to six, including Newport, Lewes, and Georgetown in Delaware, and Chadds Ford and North Wales in Pennsylvania.

How has the Chamber helped your business/organization grow?

Growing a business is all about trust... but you can't trust someone that you haven't met! The Chamber has created an opportunity for our company that has helped our business tremendously. Having a place to market our services on a regular basis while creating trusting relationships with other companies is always beneficial for any company. But being able to create those relationships and see the same faces on a regular basis goes a long way, and I think that is the meaning of this organization.

What is your best advice to other businesses/organizations?

Invest in your employees and their knowledge so that your company is filled with hard-working, knowledgeable people.

Ambassador's Corner

Erlene George



Erlene is the owner of a financial education business, as well as a substitute teacher. She teaches people how money works so they can make informed decisions about how to manage their finances. Her mission is to help families earn more income and become properly protected, debt free and financially independent. She offers a variety of products and services designed to help people achieve their financial goals. Some of these products and services include investments, retirement planning, debt solutions, life insurance, identity theft, legal protection, Vivint Smart Home security system, auto and home insurance referral program and a complimentary financial needs analysis to see if they are on track to achieve their goals and dreams. Best of all, she is happy to serve her clients virtually as well as in person.

Previously, for 20 years, Erlene was

the owner of three floral businesses in Dover and became involved with the Chamber of Commerce during that time. She is grateful to the chamber for their education, marketing, legislation and networking opportunities, all of which have aided her businesses. Networking is key for business as well as personal growth and development. The numerous chamber networking events have made this possible through building sustainable relationships instead of just adding to your number of connections. In addition, the chamber has been an invaluable source of information, keeping us informed through their bulletins and newsletters.

Erlene is a graduate of the Leadership Central Delaware class of 2018 and an active member of Fund for Women. She enjoys helping others and strives to make a positive difference every day. Being an Ambassador affords

her the opportunity to do this, as well as to give back to the community that has supported her for so many years. Another way she gives back is by providing complimentary Financial Wellness Workshops throughout the business community, including owners/employees/customers. In addition, she is expanding her business and looking for motivated, caring people to grow with her. Let her know if there is someone that keeps their career options open and could benefit from this amazing opportunity to diversify their income online via teleconferencing, especially in these challenging times.

To learn more about Erlene and her business, please visit www.primerica.com/erlenegeorge. To schedule your workshop, financial needs analysis and/or receive additional information, please contact Erlene at 410-708-0678 or erlenegeorge@hotmail.com.



Congratulations - You're a 10!

"Congratulations – You're a 10!" is designed to recognize, congratulate and highlight recently renewed members who are celebrating membership anniversaries in increments of 10.



Procter&Gamble



RENEWALS FOR JULY 2024 - THANK YOU FOR YOUR RENEWAL!

Company Name	YRS	Company Name	YRS
Artisans' Bank	53	CenDel Foundation	7
Carroll Properties, LLC	53	Delaware Indoor Advertising Network, LLC	6
Capitol Cleaners & Launderers, Inc.	52	Instant Imprints of Delaware	5
Capitol Uniform & Linen Service	52	Jonathan L. Parker & Associates, LLC	5
Jen-Mor Florist	52	Bill Vendetti	4
Procter & Gamble	50	C & M Custom Homes	3
Dover Air Force Base	49	Delaware Senior Medicare Patrol	3
Dover Post	49	DelMarVa Acupuncture & Wellness Center	3
Faw Casson	48	Heritage Sports Radio Network LLC	3
Delaware State University	47	The Catering Company	3
Capital Inn of Dover	38	Homestead Gardens	2
Wilmington University	38	MCPHAE TRADE SERVICES	2
Barros, McNamara, Malkiewicz & Taylor	36	Willow Construction	2
Delaware Today Magazine	35	Bibi's Brunch	1
Hampton Inn - Dover	28	KenCrest	1
U.S. Small Business Administration	24	On Point Therapy Services & Wellness	1
Smyrna Opera House	21	NorthNode Group Counseling	5
Kent County Levy Court	20	JP's Wharf LTD	4
Delaware State Lottery	18	Mike & Mel's Family Restaurant	4
Eden Hill Medical Center	16	The People's Platform	4
FCCB	15	Benvenuto, LLC	3
NeighborGood Partners, Inc.	15	First State Webfooters	3
True Access Capital	14	Tracey Ingram, Money Transformation Coach	3
Pizzadili's Deli and Catering / Vineyard & Winery	13	Barrette Outdoor Living	2
Dover Interfaith Mission for Housing	12	YMCA Dover	2
Sack Health Benefit Advisors, LLC	12	Beach Babies Child Care	1
Splash! Designworks	12	Chicka and Co	1
Harvest Ridge Winery	11	The Eduruke Group	1
Accurate Tint And Graphics	8	USA Fulfillment	1
		The UPS Store - Smyrna	1



NEW MEMBERS

ally Nutra LLC	Dasi Lin	631 Ridgely St Ste 1	Dover	DE	19904	888-720-5888
Caribbean Bush Tea LLC	Sandra Williams	119 S Dupont Blvd	Smyrna	DE	19977	302-223-6314
Ice House: Wellness + Community	Katie Callahan	200 Southern Blvd	Wyoming	DE	19934	410-699-6234
Instant Roofer	Jeffrey Berzolla	2810 N Church St	Wilmington	DE	19802	800-281-4752
StudioJAED	Daniel Ridgely	306 E. Camden-Wyoming Ave.	Camden	DE	19934	302-832-1652
Village Primary Care	Kaitlin Fielder	21 W Clarke Avenue Ste 1410	Milford	DE	19963	302-467-3200
Ward & Taylor, LLC	Caitlin Suvie	2710 Centerville Rd	Wilmington	DE	19808	302-225-2069

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 **Renée Thompson of Lakeview Realty, Inc.** for correctly identifying the bird sculpture at the Biggs Museum of American Art. **Congratulations, Renée – 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.

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



cdcc.net



WORKFORCE TRAINING GRANT

Our Workforce Training Grant is a matching program that funds specialized training for eligible Delaware companies. The goal is to create and retain quality jobs, as well as, generate advancement opportunities in Delaware.

- Classroom style training
- Funds can be used for up-skilling courses such as technical skills for new technology or programs, office skills and leadership coaching
- Max grant award is \$100k
- The Division will reimburse up to 50% eligible costs



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