



Chamber Connections



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November 2024

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Celebrate the Holidays with YOUR CDCC!

Where has the year gone? It seems like we all just got used to writing “2024” and now the year is coming to an end. But, before we all flip our calendar to the new year, YOUR Central Delaware Chamber of Commerce (CDCC) wants to take a moment to celebrate all that our community has accomplished in 2024. What better way to round out the year with your beloved business community than by attending the



CDCC’s Annual Holiday Party? Please join us for the member-exclusive 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 tradition, organized by the CDCC, is a perfect end-of-year celebration with the people who make Central Delaware the best place to live, work, and play. Just imagine yourself, your co-workers, business associates, and friends, gathered in one place enjoying delicious food,

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Capital Holiday Celebration Kicks Off the Season



Yes, Santa Claus is coming to town, and we can’t wait to see him at the highly anticipated Annual Capital Holiday Celebration! This festive, fun-filled event for the whole family

is taking place on Thursday evening, December 5th, from 5:00 to 8:00 p.m., on Loockerman Street in Downtown Dover. The City of Dover is always excited to offer an opportunity for the community to come together to celebrate the holidays with their loved ones. All are invited to join in the fun!

This event is open to the public, no registration required.

This festive event marks the beginning of the City’s holiday activities by getting everyone in the holiday spirit. The evening’s festivities will include caroling by local dignitaries,

Continued on Page 6

Harrington Raceway & Casino Hosts the Last Mixer of 2024!

It’s time once again to re-connect with fellow business leaders, engage in conversations over delicious refreshments, and share your business story with other business owners in our area. That’s right – it’s time to mark your calendar for the last regular Sunset Business Mixer of



2024! This popular event will be held on Wednesday, November 20th

(earlier than usual because of the approaching Thanksgiving Holiday), from 5 – 7 pm, at Harrington Raceway & Casino, 15 W. Rider Road, Harrington, DE 19952.

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Dina's Digest



PRESIDENT
Dina Vendetti

Give the Gift Twice

As you open this edition of the widely-read Chamber Connections Newspaper, the trees will be once again displaying a multitude of colors, the trick or treat candy will be just about gone – even the stuff you bought for half-price on Nov. 1st, the wind will have picked up, Thanksgiving will be just around the corner, and the holiday shopping season will be launching into full throttle.

Holiday shopping is always an interesting mix of big fun and incredible stress. We are always searching for just the right present that will convey our love and admiration for the receiver, something unique, something meaningful, something that everyone else hasn't already seen, and something that the receiver hasn't already bought for him/herself. We dream of the moment when the gift is opened, and we get a glimpse of wide-eyed excitement and childlike glee!

Your Central Delaware Chamber of Commerce is here to remind you that the backbone of our local economy is small business. We are amazingly fortunate to have the most talented local artisans along with shops and boutiques that offer unique items right here in our backyard. Shoppers will surely delight in the one-of-a-kind items that can be found in the small businesses throughout Kent County, from Harrington to Smyrna, from Milford to Marydel, and everywhere in between. Finding the best presents can easily rival an exciting treasure hunt, making close-to-home holiday shopping almost as much fun as receiving presents!

As "THE essential resource for the development of businesses in Central Delaware," YOUR Chamber is here to encourage you to shop locally. Studies and surveys show that the shop local movement isn't just a craze or a trend, it's a real shift in lifestyle. More and more people are making it a habit to shop in small businesses in an effort to support their communities and the people who make up those communities. A desire to help local vendors, higher quality items, and more personalized customer service are often cited as reasons to buy locally. As I was doing the research for this article, I found this interesting statistic: In the last year alone, 90% of consumers

used the internet to try and find a local business. How's that for twist on shopping locally?!!

Buying local products is an amazing way to support the community. When we shop locally, we create local jobs, we get we experience the joy of buying from sellers we know, lines are shorter, and we walk away with items that show the character of our hometown. Local shops are a bountiful source of creativity and charm where customers are likely to receive "a special touch" – and who doesn't like that?!

Think of it this way: shopping locally is like multi-gifting. When you shop locally, you are purchasing a gift for a loved one, but at the same time, you are giving the gift of your patronage to a local shop owner, and you are supporting the success of the community. Giving a gift from a small business is giving a gift twice!

Consumers should take care not to be caught in the trap relying on the mistaken impression that local shopping must be done in person. Many of our area's stores and boutiques have created online platforms using eCommerce!

There is no doubt that the big box stores and online shopping venues work diligently to make shopping easy. They offer benefits (like multiple ways to pay and lightning-speed delivery) that ease our minds (and sometime wallets). These kinds of experiences have a definite place in society and in our lives – and they bring a service to consumers that is wanted and needed.

All we ask is that you think about shopping locally FIRST. Go to the small businesses, seek out original and innovative ideas for gifts, support your community... FIRST. Give some local shop owners the FIRST shot at helping you find perfect presents. If, after that, you find yourself needing a few more items or suddenly need a gift at the last minute, then do whatever you need to do.

As we purchase items in one local small business after another, let's enjoy the notion we are not just getting gifts for our family members and friends, but we are also giving a priceless gift to every shop owner and to our community. So go ahead – make your list based on naughty and nice, shop locally and give the gift twice!

Calendar of Events

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
- Tuesday, November 12th**
CDCC Board Meeting
7:30am - 8:30am, Faw Casson
- Wednesday, November 13th**
Coffee Coaching
8:00am - 9:00am, via Zoom
- Wednesday, November 13th**
Marketing Committee Meeting
2:30pm - 3:30 pm, 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
Harrington Raceway & Casino
- 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

DECEMBER

- Monday, December 2nd**
CDCC Executive Committee Meeting
8:00am - 10:00am, CDCC Conference Room
- Thursday, December 5th**
Leadership Central Delaware
8:00am - 5:00pm, Tourism Day
- Thursday, December 5th**
Kent County Open for Business
8:30am - 10:00am, Kent County Levy Court
- Thursday, December 5th**
Capital Holiday Celebration
5:00pm - 8:00pm, Downtown Dover
- Tuesday, December 10th**
CDCC Board Meeting
7:30am - 8:30am, Faw Casson
- Tuesday, December 10th**
CDCC Holiday Party
5:00pm - 7:30pm, Roma Italian Restaurant
- Wednesday, December 11th**
Marketing Committee Meeting
2:30pm - 3:30pm, via Zoom
- Thursday, December 12th**
Member Orientation
8:30am - 10:00am, via Zoom
- Tuesday, December 17th**
LCD Steering Committee Meeting
12:00pm - 1:00pm, CDCC Conference Room
- December 23rd - January 5th**
Christmas 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 business in Central Delaware.



CORNERSTONE MEMBERSHIP

Residence INN[®]

BY MARRIOTT

At the Residence Inn, we pride ourselves on exceeding expectations and delivering exceptional service to our guests. As a long-term stay hotel, we are uniquely designed to provide the comfort and convenience of a true home away from home. Whether your stay is for corporate travel or an extended vacation, we offer amenities and services that cater to your needs, ensuring a seamless and enjoyable experience throughout your stay.

Our commitment to providing a relaxing environment begins with our extensive amenities. For those looking to unwind, we offer an indoor pool and spa, which are available daily from 7 a.m. to 10 p.m. exclusively for our registered guests. Whether you're taking a dip or relaxing in the spa, these facilities are designed to enhance your stay. In addition, our 24-hour fitness center ensures that you can maintain your workout routine no matter what your schedule, and

our daily laundry service adds an extra layer of convenience to your extended stay.

For business travelers, we understand the importance of having a professional and comfortable space to conduct meetings and collaborate with colleagues. Our hotel features a conference room that comfortably accommodates up to 10 people, ideal for smaller meetings or intimate gatherings. For larger meetings or events, we offer a meeting room with the capacity to hold up to 40 guests.

Additionally, we take pride in supporting local businesses by hosting a variety of business mixers. These events provide an excellent opportunity for you to showcase your business to fellow guests and local professionals, at no additional cost. It's just one of the ways we aim to foster a sense of community and help our guests make meaningful connections during their stay.

At the Residence Inn, we believe in creating an

inviting and welcoming atmosphere from the moment you step through our doors. Upon arrival, guests are greeted with the comforting aroma of freshly baked cookies, offering a warm and inviting touch to your check-in experience. This attention to detail extends throughout your stay. Our complimentary breakfast, available daily, is carefully prepared by a dedicated team that strives to make each meal as satisfying and delicious as home-cooked fare.

We believe that our guests should feel like family during their stay with us. Our friendly and attentive staff is always on hand to assist with any requests and ensure that your stay is as comfortable and enjoyable as possible. Whether you are here for business or

leisure, we are committed to going above and beyond to ensure that your needs are met, and that your time with us is both productive and relaxing.

At the Residence Inn, we look forward to welcoming you and providing a memorable stay. Our goal is to ensure that each guest leaves feeling refreshed, supported, and eager to return. Whether you are here for a few days or a few months, we are here to make your stay as enjoyable and comfortable as possible. Thank you for considering the Residence Inn as your home away from home. We can't wait to welcome you!

For more information or to book your stay, please visit our website at www.marriott.com/dovri.





CORNERSTONE MEMBERSHIP

BIG

INVESTMENT SERVICES

According to many people that I speak with, the end of America is upon us. Trump supporters expect disaster upon a Harris win and Harris supporters expect disaster upon a Trump win. Both can't be right.

The truth is, as you can see in the chart below, the market has never cared that much about the presidency.

The market worries much more about political party sweeps as it figures a mixed government won't pass many laws and therefore won't break many things.

That's not to say there aren't things to be cognizant of as we approach election day. For

example, the 2017 tax cuts are set to expire at the end of 2025. A study of IRS tax return data showed that one year later, those tax cuts resulted in a 15 to 26 percent reduction of taxes

paid for those making less than \$100,000 a year, and a reduction of 6 to 9% for those making over \$500,000.

Many times, we get caught up in political hyperbole like "tax cuts for the rich" but as we just saw with the numbers above, these can be dishonest spins on the truth. The question to ask is "who is defined as rich"? The top 25% of all wage earners make \$94,440 a year and pay 89% of all income tax paid in America. Are they the rich? The bottom 50% of all wage earners only pay 2.3% of tax. With 75% of all wage earners paying only 11% of all income tax, ANY tax

cut can be construed to be a tax cut for the rich when "the rich" go undefined.

Conversely, tariffs aren't necessarily the end all, be all, of international political tools. While we want to be smart and strive to ensure a level playing field for American business, we don't want to drive up prices or cause retaliatory policies that will hurt American citizens and business interests.

Policies on both sides can elicit negative market reactions.

There is, however, an economic issue in which politics plays a major role, the national debt. I've had a lot of people raise concerns about the national debt over the last 25 years and I explained that the proper way to evaluate our debt position was in relation to the economy.

Our highest debt to GDP occurred during World War II at 120%. So, as we hit all time "dollar" highs of 10 trillion and 12 trillion, our debt to GDP was still well under

100%. That changed coming into 2024 as we approach 35 trillion in debt and a debt to GDP over 120%.

The last time we had this much debt there was no Medicare, no CIA, no Departments of Homeland Security or Education, no NASA and no billions being given to foreign countries. Here we are 80 years later hitting 120% debt to GDP but unlike last time, we have 214 trillion dollars of unfunded liabilities.

It's much more likely that our lack of fiscal responsibility will cause the death of America, not the next president. So don't sweat the presidential election as it relates to the stock market but be concerned about fiscal responsibility down the ballot.

David F. Boothe, President, Financial Advisor

For more information about personalized wealth management, please visit the B.I.G. Investments website at <https://www.abigplan.com/>.

S&P 500 Performance Throughout U.S. Presidencies



Date Range: 01/20/1961 - 03/28/2024

VAL = S&P 500 Level at the End of Each President's Tenure

May 7, 2024, 11:48 AM EDT Powered by YCHARTS



David Boothe

LCD First Class Day Out in the Field

The Central Delaware Chamber of Commerce's (CDCC) Leadership Central Delaware (LCD) Class of 2025 launched its first class day with a hands-on exploration of one of Delaware's major economic drivers: Agriculture and Agri-tourism. The day provided an in-depth look at Delaware's thriving agriculture industry and the hardworking individuals who keep it competitive on a national level.

The day began with Delaware Department of Agriculture Secretary Michael T. Scuse, who discussed the significance of agriculture across Delaware and how the state measures up against larger states. Scuse's presentation set the stage for the day, opening class members' eyes to the wide-ranging impact of the agriculture sector.

A dynamic panel discussion followed with Georgie Cartanza (Statewide Poultry Agent, UD Cooperative Extension), Bobbi Jo Webber (Webber Family Farms), and Curt Fifer (Fifer Orchards). Each panelist shared insights into their work, leadership, and the daily demands of farming, education, and business management. The panel addressed challenges in the field, including diversity, gender dynamics, and sustainability practices, engaging the class in a thoughtful, candid discussion that highlighted the industry's complexity.

Next, the group visited Loblolly Acres, a family-owned farm-turned-event-venue, for a leadership talk, refreshments, and a tour. Owner Cheryl Epps spoke about the importance of innovation, adapting to change,

and finding community joy. Loblolly Acres, once known for Christmas trees and school tours, has evolved into a premier event space in Kent County, hosting weddings, music events, and more – filling an entertainment gap in the region with an eye on future growth.

The class then visited Fifer Orchards in Camden-Wyoming, where they enjoyed lunch, a wagon tour led by CSA Coordinator and Marketing Director Jessica Doran, and fun Fall Fest activities. Doran shared the orchard's history and growth, leaving the class with an appreciation for local agriculture.

The final stop was Harrington Raceway & Casino, where the group met racehorse owner Jeff Startt and trainer Martin Davis. This visit offered a glimpse into

the world of harness racing, a lesser-known but significant component of Delaware's economy and tourism industry. Assistant General Manager and LCD Class of 2014 graduate Matt Sparacino also shared insights into his leadership role at the venue.

The day concluded with a discussion of assigned book chapters, takeaways, and reflections. The CDCC thanks the LCD class for their engagement, and gratitude goes out to all speakers for sharing their expertise. Special thanks to program chair Amber Startt for organizing a memorable Agriculture & Agri-tourism Day.

Next up for the LCD Class of 2025: Education Day!



Leadership Central Delaware Launches New Alumni Engagement Initiatives

Leadership Central Delaware (LCD) is excited to announce new opportunities for alumni to stay connected and engaged with fellow program graduates. To strengthen its growing network, LCD has rolled out a streamlined process for alumni to update their contact information and join a newly launched, private Facebook group for continued

learning, networking, and collaboration.

A Call for Connection

LCD alumni are invited to update their latest contact details via a brief online form to ensure the organization can effectively communicate about upcoming events, resources, and alumni spotlights. The form can be found at: <https://bit.ly/LCDAlumniupdate>

Building Community Online

In addition to updating contact information, alumni can now join LCD's private Facebook group, a space designed exclusively for graduates to connect, share professional updates, and participate in discussions around leadership and community impact. Interested alumni can request access to the group at: <https://bit.ly/LCDAlumniFBG>

"We're thrilled to create new ways for our alumni to connect, stay informed, and inspire one another," shared Sara Bluhm, LCD Director. "With these tools, we hope to foster ongoing relationships that support our shared mission of making a positive impact in Central Delaware."

For more information on Leadership Central Delaware's alumni initiatives, email lcd@cdcc.net.

LCD Roadside Clean-Up

Kathy Jordan LCD Class 2009 and Marilyn Smith LCD Class of 2022 (pictured left to right) and were the Star Roadside Clean-Up crew on Saturday, October 5. Way to go Marilyn and Kathy!

Watch for the spring date to join in on this project. We would love to see everyone there!



SUNSET MIXER

Continued from Page 1

Whether interested in gaming, dining, entertainment, or racing, Harrington Raceway & Casino is known in this area as “the place where winners go!” The casino side of the facility is pleased to offer a multitude of slot machines, table games, and a state-of-the-art simulcast parlor to satisfy anyone’s sports betting desires, as well as a number of wonderful restaurants and even on stage entertainment. The raceway side of the house is happy to present the thrill of live harness racing April – October. Join us at this amazing venue and discover just what the folks at Harrington Raceway & Casino bring to our region!

The leading networking opportunity offered by the Chamber, the Sunset Business Mixer is one of the many benefits that accompany your

membership. Mixers provide a great opportunity for CDCC members and their guests to spend time together at the end of a work-day in a casual setting, while meeting other business owners, collecting qualified leads, and making business partnerships and connections. The Mixers occur 10 times during the year. Be sure to bring your business cards – you can share them with other attendees and enter the business card drawing to be the next CDCC Member of the Month!

To register for this event, please contact the CDCC office at 302-734-7513 or via email at adminassistant@cdcc.net. You can also sign up through the website, www.cdcc.net by clicking on the Events Calendar. We hope to see you on Wednesday, November 20th, at Harrington Raceway & Casino for the Sunset Business Mixer!

CAPITAL HOLIDAY

Continued from Page 1

and a special tree-lighting ceremony led by Dover’s Mayor Christiansen beginning at 6:00 p.m. in front of City Hall. Expect activities and treats for the kids and adults to bring smiles to many chilly faces! The event is for all ages with free cookies and hot chocolate. Be sure to keep your eyes, ears, and cameras ready for a visit from Santa! Good girls and boys are invited to write and bring their letters addressed to Santa. There will be a special mailbox that will deliver them right to the North Pole just in time for the big day.

In addition to Santa’s appearance, there will be holiday crafts for the kids at the Dover Public Library, and a festive wooden Christmas sleigh displayed as the perfect photo op for the evening. These sleigh pics are quickly becoming an annual family tradition. You won’t want to miss all the wonderful holiday cheer this season!

Community members are asked to bring non-perishable food items to the event for the food drive to benefit local pantries. There will be a City of Dover truck in front of the PNC Bank in Downtown Dover to accept all donations.



So, mark your calendars, gather your family and friends, and bundle up with your local community as we celebrate the start of the joyful season of giving here in the heart of the First State – Downtown Dover!

This event would not be possible without the team effort of several important organizations: The City of Dover, Daily State News, City of Dover Parks & Recreation, Dover Public Library, Downtown Dover Partnership, WBOC 16 and of course, your CDCC. Thank you to them all for helping make this event a success again this year and showing support for the community!

Lookerman Street will be closed from 4:00 to 8:00 p.m., from Legislative Avenue to State Street, creating a “safe zone” for pedestrians. This amazing event is just the beginning of the Season’s festive fun in our downtown. Be sure to check out the CDCC’s events calendar at www.cdcc.net for more events to keep you in the holiday spirit all month long. We will be excited to see all of you at this fun, family friendly, start to the holiday season – Happy Holidays!



Member News

Dover Celebrates the Arts

(Dover, DE) The Downtown Dover Partnership (DDP), in concert with the Biggs Museum, featured a weeklong celebration of the painting outdoors also known as “plein air painting” in downtown Dover. 23 artists Delaware and Maryland and the surrounding region enjoyed beautiful fall temperatures and sunshine as they captured the beauty of the Capital City over several days’ time and then then exhibited them at The Biggs Museum of American Art. Music by electric violinist Bronwyn Beth and a painting demo by Maggii Sarfaty also accompanied the event.

The artwork, now on display in downtowns shops and soon to be available virtually, features scenes of Dover’s history and outdoor landscape, including titles such as Along the Green, Closing Time on Silver Lake, Rose Cottage Morn, Atop Christ Church, On The Coner of Division and State, and The Lunch Spot. The paintings are completed using a variety of media including oil,

pastel, ink and watercolor. Paintings are available for sale during and after the event. Community members who have purchased paintings have indicated they are excited to take home a “piece of Dover” captured through the eyes of artists.

“This sixth-year event has become a favorite among artists, due to the cooler temperatures, fall colors, the variety of architectural styles, and simply, the beauty of Dover,” DDP Executive Director Diane Laird and originator of the event commented. Artist Trish Doty, a winner of two awards, noted how relaxing it was to paint in this particular three-day event and this setting.” Ms. Doty, a first-timer to Dover, won two awards this year. Frank Burns, a plein air artist from Wilmington, said “I look forward to this event each year. I wouldn’t miss it!”

Paint Dover is a competition in which the artists competed for \$2,000 in awards. This year, winners included:

- Mayor’s Choice: KAREN MC-GLOUGHLIN

- Curator’s Choice – 1st Place: QUEENA MAST

- 2nd Place: TRISH DOTY

- This is Dover!: N. TAYLOR COLLINS

- Stately Homes: TRISH DOTY

- Dover Heritage: ROBERT MANNING

- Iconic Loockerman: KATIE MUNDIE

- Small Works: CATHY KING

- Small Works: TERESA RODRIGUEZ

- Small Works: CHERYL WISBROOK

This art event is part of a commitment to providing high quality arts programming in downtown Dover, previous years’ images can be seen at various times throughout the year on banner poles over Loockerman Street.

For more about Paint Dover’s 2024 outcome, to see the virtual exhibit, and to vote for your favorite painting for People’s Choice award after

October 30, visit: <https://Tinyurl.com/DoverArt>, call 302-678-2940 or contact Camille@DowntownDoverPartnership.com.

Paint Dover! is produced by Main Street Dover (a subsidiary of the Downtown Dover Partnership) with generous sponsors and partners including Bayhealth, The Biggs Museum of American Art, Affordable Business Systems, Blick Art Materials, City of Dover Mayors Office, Delaware Division of the Arts, Del-One Federal Credit Union, Dover Art League, Jerry’s Artarama of Delaware (Newark), National Endowment for the Arts, and PNC Bank.

The Downtown Dover Partnership/Main Street Dover is committed to driving an improved quality of life for the residents and visitors of Dover, Delaware, through collective collaboration, economic development and promotion of downtown Dover’s unique historic properties. Call 302-678-2940 or visit: DowntownDoverPartnership.com



Top Left: Artist Robert Manning was also an award winner for his painting Autumn on The Green.

Bottom Left: Curator’s Choice award winner, Queena Mast, with her painting depicting the Legislative campus



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**WE ARE LOCAL
AND WE ARE HERE FOR YOU**

Complimentary Portfolio Review Personalized Financial Strategies Strategic Planning

Member News

Faw Casson Celebrates 80 Years of Excellence and Innovation in Accounting

Faw Casson, a leading accounting and advisory firm serving the Mid-Atlantic region, proudly celebrates its 80th anniversary this year. Since its founding in 1944, the firm has grown from a small local practice to one of the AICPA G400 firms, ranking among the 400 largest CPA firms in the United States.

Over the past eight decades, Faw Casson has established itself as a trusted advisor to individuals, businesses, and organizations, navigating significant social, economic, and technological shifts while maintaining a steadfast commitment to excellence. This milestone year not only reflects the firm's rich history but also underscores its forward-thinking approach and dedication to client success.

"We're incredibly proud to be celebrating 80 years of serving our clients and communities," said Brian Stetina, Director of Operations at Faw Casson. "This anniversary is a testament to the hard work of our

team, the trust of our clients, and the strong foundation laid by our founders. We're excited about what the future holds as we continue to innovate and lead in our industry." Committed to Community and Service

Throughout its 80-year history, Faw Casson has remained deeply committed to giving back to the communities it serves. The firm recently commemorated its 75th anniversary by completing 75 acts of service, and this tradition of community engagement continues in its 80th year. Faw Casson has earned recognition as a leader in the accounting industry, winning "Best Accounting Firm" accolades from a variety of prestigious publications over the past decade. This sustained excellence is further highlighted by Brian Stetina, CPA, being named one of the top accountants in the nation by Forbes magazine, a testament to the exceptional talent within the firm. Additionally, Faw Casson has been

recognized as one of the "Top Small Firms to Work For" by a national accounting publication for the past four years, reflecting the firm's dedication to fostering a positive, growth-oriented workplace for its team.

Faw Casson is also recognized for its commitment to diversity and inclusion, having achieved WBENC certification as a women-owned business. The firm's first female partner, Regina Montagna, helped pave the way for future generations of women in leadership.

A Vision for the Future As the firm looks ahead to the future, it continues to embrace innovation and strategic growth. Faw Casson's Entrepreneurial Services Division, launched in 2012, has become a key resource for small business owners, offering specialized services in record-keeping, financial organization, and more.

"Our success has always been about more than just numbers,"

said Stetina. "It's about building lasting relationships with our clients, staying ahead of industry trends, and creating a workplace culture that supports both personal and professional growth."

About Faw Casson

Faw Casson is a full-service accounting and advisory firm providing a wide range of services, including audit and assurance, tax planning and preparation, and business consulting. With offices in Dover and Rehoboth Beach, DE as well as Ocean City, MD the firm serves clients throughout the Mid-Atlantic region and beyond.

For more information, please visit their website at <https://www.fawcasson.com/>.

Please join the CDCC in congratulating Faw Casson on this milestone anniversary. We are thankful for the important role they play in our community, and we wish them many more years of success!



FAW CASSON

CERTIFIED PUBLIC ACCOUNTANTS • BUSINESS CONSULTANTS



Member News

AMC Museum and DAFB Fire Department Team Up for Training Exercises

Many of us have seen images or videos of firefighters training for their heroic jobs at special training sites that simulate a variety of buildings and types of fires. Maybe you've even seen this type of training in person.

But how does the Fire Department at Dover Air Force Base train to fight an aircraft fire? Their team needs to know the aircraft they would be responding to, both inside and out. The challenge is that there aren't spare C-5s, C-17s or KC-135s sitting around that they can use for training. Or are there?

This is where the Air Mobility Command Museum comes in. When they heard about this challenge, they agreed to let the team of firefighters conduct their aircraft familiarization and emergency egress training on

some of the aircraft they have in their collection.

On October 7, the DAFB Fire Department did their first training for an aviation-type incident on a KC-135 aircraft provided by the AMC Museum. This training took a couple of hours and was particularly helpful for some of the newer firefighters who are less familiar with the layout of some aircraft. This successful first training run has cemented the partnership, and future aircraft familiarization and emergency egress training is already being planned with the museum on the C-5, C-141 and C-130 aircraft.

The DAFB Fire department responds to all local calls involving Air Force aircraft and when asked to assist others. Their first priority is to DAFB.

If you are interested in visiting the AMC Museum to see the many displays they have and hear the amazing stories of the brave men and women of our armed forces, please check their website at <https://>

amcmuseum.org/ for current hours of operation and special events. You can also call operations manager Mike Hurlburt at 302-677-3855 for more information.



AIR MOBILITY COMMAND
MUSEUM



City Council Grapples with Marijuana Regulations

For the last several months, Dover's City Council members have been hard at work making decisions about regulations related to the marijuana industry. With the legalization of recreational marijuana in place, the next step will be how (and if) to best facilitate the manufacturing, production, testing, and retail sale of the substance.

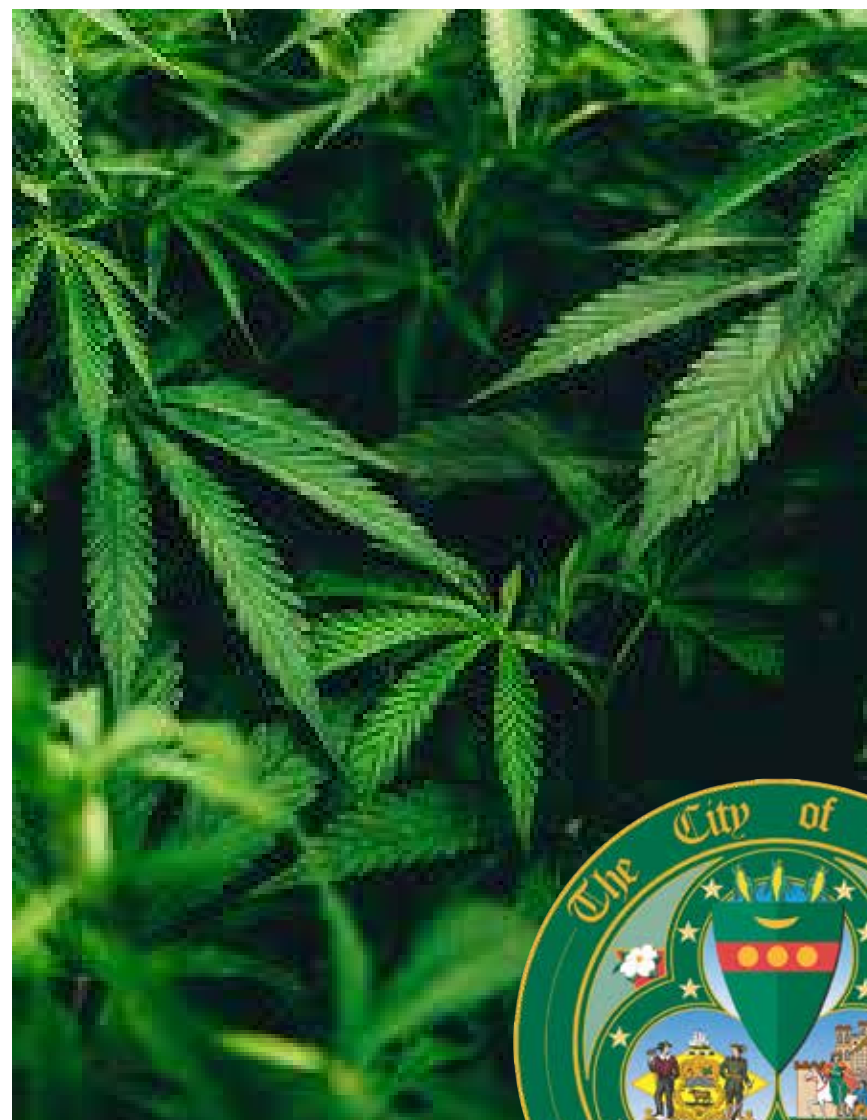
Municipalities have been given a quickly closing window of time in which to create their own regulations regarding the various aspects of the marijuana industry or to opt out of it altogether. Delaware's counties have not been given that same latitude. Many cities and towns in the state have enacted bans: Middletown, Newark, Seaford, Dagsboro, Millsboro, Bridgeville, and most of the beach towns. Others are planning to restrict marijuana activity to certain districts within city limits and some are putting into place "buffer zones" between retail dispensaries and places like schools, hospitals, rehabilitation centers, residential areas, and the like.

At the October 8th Dover City Council Committee of the Whole meeting, four ordinances were discussed and ultimately sent forward for consideration of the Council, where suggestions will be considered and changes likely made. These ordinances dealt with all aspects of the marijuana industry and how/where they would be allowed to operate.

The full copy of the proposed ordinances can be found on the City's website at <https://evogov.s3.us-west-2.amazonaws.com/meetings/27/attachments/17601.pdf> (beginning at page 470).

Here's a summary of some of the key points:

- There will be no legal marijuana activity (manufacturing, production, testing, or retail sales) in the downtown business district (C2).
- The retail sale of recreational marijuana will be limited to the Highway Commercial district (C4) which is primarily along Route 13.



- Manufacturing, production, and testing will be limited to commercial, commercial industrial, and agriculture zones.
- Buffer zones from 500 ft. to 750 ft. will be instituted between marijuana facilities and residential zones, private or public schools k-12, hospitals, colleges or universities, child day care centers, and substance abuse disorder treatment facilities.
- There is one medical marijuana facility currently on Highway 13. It is believed that this facility will be granted a conversion license to begin retail recreational sales. This business is within the proposed buffer zone for a residential area, but will be exempted.

For more detailed information regarding the regulations and fees that are proposed for marijuana facilities within the city limits, please read the

help us as we consider this issue? What can we learn from your mistakes? Based on your experience, how might you advise us?"

In our talks, most of these executives advised that allowing dispensaries in our downtown area would not promote a family-friendly, walkable, bikeable experience for residents – all items for which we strive in the Downtown Master Plan. They explained the trends in their areas and talked about the things they wish they'd known, such as how important it would be to create buffer zones around certain entities and how, because marijuana is currently a cash industry, armed robberies would increase dramatically. Their comments have served as a good resource for us.

As this discussion with the City Council continues and as decisions are made, your Chamber encourages you to take part in the process. Contact your City Council representatives, show up at meetings, share your concerns, sign up to make public comments, provide additional information that can be added to the mix – in short, be involved. If

you'd like to put your thoughts in writing, email messages or emails with attached letters to the City Council members and to the mayor can be sent to: cityclerk@dover.de.us.

Be assured that your Chamber has been and will continue to be involved in this discussion until its conclusion. Our Legislative Affairs Committee is engaged on this topic and is working on your behalf. Final decisions are expected by the end of the calendar year – until then we must make certain that we are well-represented as this continues to come before the City Council and we must be ready to use our voices. Please join us and be heard for the sake of our business community.

ordinance available on the City's website. Your Chamber, of course, is deeply concerned about the effect these entities may have on the current business community, as well as any negative ramifications that may occur on the revitalization underway in Downtown Dover. To learn more about what to expect, we spent the last year initiating conversations with other Chamber Executives across the country who have already been down this road (ie. Portland, Denver, Atlantic City, Brooklyn, and several more). Our basic questions were, "As you worked to make decisions regarding the marijuana industry, what pitfalls did you encounter? What did you learn that might

Member News

Wilmington Airport Terminal Expansion Begins

The Delaware River and Bay Authority welcomed state officials, local dignitaries, and special guests to the ceremonial groundbreaking of a long-anticipated and much-needed expansion project at the Wilmington Airport. Accessibility and sustainability are at the heart of this expansion as well as improved customer experience and increased capacity. This project will ensure that this regional airport is able to keep up with the area's growing travel demands.

The addition of about 6,000 square feet to the terminal's footprint will feature a larger passenger area, a new boarding gate, larger baggage facilities, and upgraded bathrooms, as well as enhanced concessions. The nearly \$10

million project was made possible in part by federal infrastructure money.

With the addition of Avelo airlines to the airport's operation less than two years ago, it is estimated that about 500,000 travelers have used the airport to reach destinations in our country's southeast and Puerto Rico. This expansion will enable a second Avelo airplane to be added to increase availability. With such strong interest in passenger flights, there is talk of additional airlines eventually being added to the airport's offerings.

Parking expansion at the airport is also underway. The project is expected to be completed by the end of 2025.



Workforce Grows with the SEED Program

In recent years, college students might have started to see more moms and dads joining their kids at Delaware Technical Community College.

Why is that? In October 2021, the SEED program was expanded.

What is SEED? The CDCC recently met with Del Tech Terry Campus VP and Campus Director Dr. Paul T. Morris, Jr. to get the basics on this program. "The 'Student Excellence Equals Degree' Scholarship program was originally signed into law in 2005 to give qualifying high school students free tuition for community college. At that time, it was only available for students working on an associate degree," Morris explained.

In the fall of 2021, this community college scholarship program was expanded to include not only associate degree students, but now any students working on certification in areas such as healthcare, HVAC, welding, construction, the trucking industry, and others. This scholarship program also includes not only Del Tech students, but also those at the University of Delaware who are working on Associates of Arts degrees.

Why does it matter? Morris points out that these certifications are for industries that are struggling to fill positions, so the hope is that this program will be able to help build the workforce where the greatest numbers of jobs are available. "Plus, we have the flexibility to change the program eligibility requirements based on the local workforce needs. We have ongoing conversations with the Department of Labor and other agencies and industry

leaders to keep an eye on shifts in the workforce," Morris further explained.

With the original SEED program and even more so with the expanded program, financial aid is not the challenge it used to be. In addition, since the current program includes not only the degree-seeking students, but also those seeking work certification, the student enrollment has shifted to include an older demographic that is seeking to improve their work situation, gain a promotion, a pay increase or move to a new career. "There's a whole family dynamic happening, not just high school students."

Morris was happy to enthusiastically report that the program has been a great success with plenty of students of all ages participating, and the majority of graduates who benefit from the program stay in Delaware once they graduate.

Before we left the Healthcare Center of Excellence building on the Terry Campus, we were treated to a demonstration by students from the CNA course who are training to be Patient Care Technicians. It's always impressive to see advanced education in action, and these students were a great example of that.

For more information on the SEED scholarship program, you can visit www.dtcc.edu/admissions-financial-aid/financial-aid-scholarships/types-aid/seed.



A Successful Holiday Gifting Event

The Central Delaware Chamber of Commerce's (CDCC) 21st Annual Holiday Gift Auction this past October 30th was once again a stellar success with memories to last a lifetime. Guests, members, friends, and Central Delaware's public were invited to celebrate "The Bounty of Business" by placing their bids on over 130+ unique items from our generous members.

Guests had a blast perusing through a bounty of items to start their holiday shopping season off successfully but had even MORE fun staying for the LIVE auction and mixer-style event, hosted by the wonderful staff of Harvest Ridge Winery. We thank them so much for providing this beautifully decorated venue for this year's event, not to mention all the advance setup that they took care of.

It was heartwarming to see attendees connect, cheer, and bid to their hearts delight. The CDCC couldn't be more grateful for such a supportive, lively, and generous community who makes events like this memorable!

All proceeds from this event go to help support YOUR local chamber as we offer events and programs to aid in the business development of CDCC members and Central Delaware as a whole. Through the funds raised with your help, the CDCC can continue to provide programs, networking events, educational activities, and many other services that members can rely on to help them grow their businesses here in Central Delaware. To that we say, "Thank YOU!" Thank you for showing up, donating, sharing, bidding, and enjoying yourselves with us. We hope you had a wonderful time connecting with your local community and felt encouraged to continue shopping small this holiday season!

The CDCC would like to thank our 2024 Holiday Gift Auction donors, without whom this event would not be possible. Silent auction item donors include: 436th Airlift Wing, 512th Airlift Wing, A & H Uniforms, AAA Mid-Atlantic, Affinity Energy Management, Air Mobility Command Museum Foundation, Alternative Solutions, American Solutions for Business, Artisans' Bank, Auntie



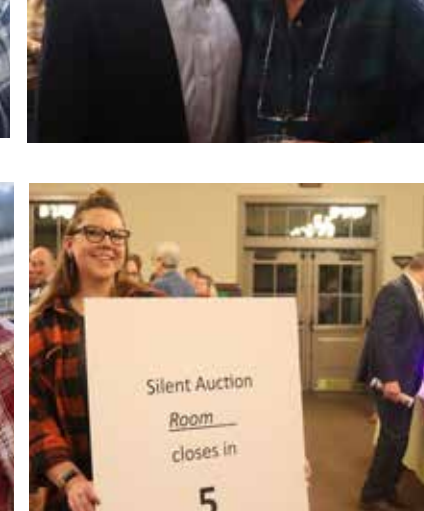
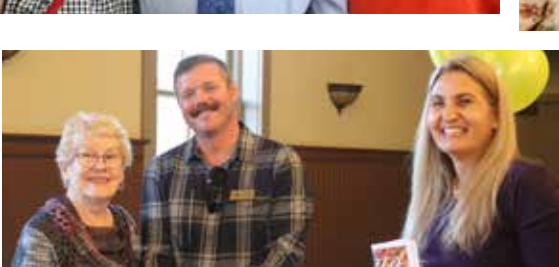
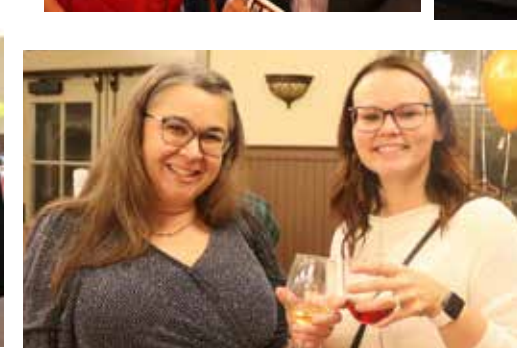
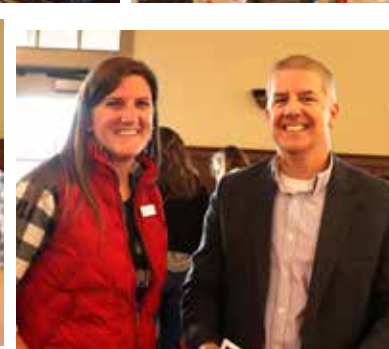
Anne's Soft Pretzels, Avelo Airlines, BBSI, Bally's Dover Casino Resort, Benvenuto LLC, Biggs Museum of American Art, Brighton Suites Hotel, BSD Enterprises, Caribbean Bush Tea, U.S. Senator Thomas R. Carper, Cendel Foundation, Central Delaware Habitat for Humanity, Cheddar's Scratch Kitchen, Chicka and Co, Chick's Saddlery, City of Dover - Mayor's Office, Club Fitness Dover, CNU Fit LLC, Corp1 Inc., Crumbl Dover, Daily State News, DASEF - Delaware Aero Space Education Foundation, DE TURF Sports Complex, Delaware Division of Parks and Recreation - DNREC, Delaware Municipal Electric Corporation - DEMEC, Delaware Technical Community College, Delaware Today Magazine, Del-One Federal Credit Union, Dover Electric Supply Co., Inc., Dover Federal Credit Union, Dover Motor Speedway, Dover Pools, Dover Skating Center, Dover/Kent MPO, Elevations Unlimited, Epic Worldwide Travels, Faw Casson, FCCB, Fifer's Farm Store & Kitchen, First Class Properties, First State

Webfooters, Flight Club Uncorked, G. Fedale Roofing & Siding, Grey Fox Grille, Hampton Inn - Milford, Harrington Raceway & Casino, Lisa and Jennings Hastings, Henlopen Candle Works, High Ground Solutions, Hilton Garden Inn, Home Instead Senior Care / RRW Inc., i.g. Burton, Jonathan's Landing, Kent County Women's Journal, Knights Fine Jewelry Ltd., John Kotzun, Col, USAF (ret), Kraft Heinz Company, La Baguette Bakery & Catering, LakeView Realty, Inc., LCD Class of 2022, LCD Class of 2024, Lean On Me Caregiving LLC, Lessard Builders Inc., McDonald's, Merrill Lynch - Connell & Associates, Merry Maids, Miller Mortgage Group at AnnieMac Home Mortgage, Mispillion River Brewing, Mission BBQ, ModWash, Quality Builders, Residence Inn by Marriott - Dover, Royal Prime Events, Shirley Ruiz, Sambo's Tavern, Sam's Club, Scentsy, Select Pizza and Grill, Shore United Bank, Simon Eye, Skocik's Discoveries and Collectibles, Smyrna School District, Special Touch Card Creations, State

Farm Insurance - Bennett Insurance Agency, Brian and Heather Stetina, Texas Roadhouse, The Delaware State Fair, The Divine Zone LLC, The House of Coffi, Tre Sorelle Dolce Ice Cream & Mini Golf, Bill Vendetti, Westminster Village, Westside Car Wash / Clean Car, Inc. and YMCA Dover.

Live auction donors include: B.I.G. Investment Services, Denée Crumrine, Eye Specialists of Delaware, Grey Fox Grille, Bob and Diane Laird, LCD Class of 2004, Janie Libby, Life People's Platform, Roma Italian Restaurant, Sayers Jewelers & Gemologists, Don Sloan, Colonel, USAF Reserve (ret.), Dr. Dina Vendetti and Gigi Windley. The CDCC would like to especially thank our premier sponsor: the City of Dover, for their impactful support in bringing this event to the community. Thank you to "Going, Going, Gone" Check-out Sponsor Artisans' Bank. Live Auction Sponsor High Ground Solutions, and "Let's Make a Deal" sponsors Del-One Federal Credit Union, Hilton Garden Inn, Leadership Techniques, and Weiner Benefits Group. We couldn't have put on this party without your support.

Special thanks also go out to auctioneer extraordinaire Steve Harrell for his management of the live auction, Jay Davis for his impressive job spinning our favorite tunes and emceeding the evening, and to The Missing Piece for their mouth-watering catering. We hope you got one of their mini take-home pies. Yum! Plus, we appreciate all the extra help we received from the Leadership Central Delaware Class of 2025. Don't forget to purchase a raffle ticket for their wheelbarrow of cheer if you missed it at the Auction! Lastly, thank you to all our attendees this year - it was so fulfilling to be together with the community we love the most - YOU! This event is special because of you and your dedicated engagement and support of the CDCC. We can't wait to see what next year's event brings - Happy Holiday Season Everyone! Cheers to many more years of shopping/supporting local at the CDCC's Annual Holiday Gift Auction!



Tradition of the Jen-Mor Florist Christmas Open House

Ah.... shopping locally during the holiday season. There is nothing quite like it, right? There's a unique sense of fun when you gather up your spouse and kids (or maybe the kids stay at Grammy's house) or your best pal for a day of shopping at all your favorite local spots. Then, maybe you stop for a festive hot beverage or even a tasty lunch (or both) to break up the day and re-energize to head back out there.

One local business that's been on the shopping "hot spot" list for many locals during the holidays is the Christmas Open House at Jen-Mor Florist at 2109 S. Dupont Highway in Dover. If you've never been, you really need to make it a destination this year.

The smell of cut-flowers mixed with traditional holiday scents envelopes you as soon as you walk through the door. Then, where to look...your eyes dart from spot to spot admiring all the beautiful arrangements, Christmas ornaments and décor as you mentally check gifts off your shopping list. Then, you move into the greenhouse area at the north end of the building and enter a decorator's holiday dream world.

Some years the creative team at Jen-Mor has chosen a theme for the Open House which is reflected in some of their decorating décor. Past themes have included pirates, "Under the Sea," snowmen, sports, Delaware, the wild west, and the

list goes on. What themes will be featured in each of the decorated vignettes this year? Scottie dogs? Owls? Ocean creatures? Gnomes? You'll have to stop at Jen-Mor Florist to see.

Just when you think you are reaching a holiday high on your walk through this unique winter wonderland, who do your wondering eyes discover seated in a fancy throne? Yes, the jolly, old elf himself... Santa Claus! It's always good to say "Hello!" to make sure you are still on the nice list this year. But don't make the kids wait too long in line behind you. We don't want them to get cranky and end up on the naughty list because you were busy sweet talking Mr. Claus.

Jen-Mor Florist is family-owned and operated in Dover for 53 years. They do outstanding floral arrangements, dish gardens, food baskets and more for any occasion including Thanksgiving, Christmas, weddings and others.

This year's Christmas Open House is Sunday, November 24, 11 a.m. to 3 p.m. The event will feature special sale prices, holiday décor and gifts, refreshments, and (of course) SANTA. So, bring the kids, and don't miss the fun. *For more information about Jen-Mor Florist, visit them online at www.jenmor.com or call 302-697-3273.*



*Jen-Mor
Florist*



Member News

Market Fair Brings Colonial Life to The Green

The 14th annual Colonial Market Fair proved successful once again for First State Heritage Park (FSHP) bringing in 1,426 visitors to the historic Green on Saturday, October 5th. Event attendees enjoyed their favorite returning performers including 18th Century Conjuror Peter Gardiner and Professor Horn's Punch and Judy Show!

With the assistance of sponsorships by Delaware Division of the Arts, Delaware Association of

Realtors and Del-One Federal Credit Union, FSHP was able to bring out new performers and demonstrators from throughout the east coast including Living History Co. - African American Revolutionary Regiment, American Historical Theatre's Thomas Jefferson and Alexander Hamilton debate, Token Entertainment - 18th Century sailor music duo and more.

A new non-historical section along State St. meant the park could bring

in modern vendors and organizations to exhibit including DE250 and representatives from the Museum of the American Revolution.

Another new addition for 2024 was hosting a Friday night Tavern Night at Rail Haus, a local brewery, which included live 18th century tavern music, colonial games, cider making demonstrations, and a Tavern Talk with Joe Sullivan from the Delaware Public Archives. This event proved extremely successful,

bringing in close to 400 people and will lead to more tavern nights in the future! The 2025 Colonial Market Fair is planned for Saturday November 1st, so mark your calendar now!

For more information about the First State Heritage Park and a list of their events from throughout the year, please visit their website at <https://destateparks.com/History/FirstStateHeritage>.



New Biggs Museum Director Feelin' Lucky

By now you have probably read or heard everything about the new Executive Director Hassan Najjar of the Biggs Museum of American Art, right? So, we've talked to him to discover some new things about him, but first let's do a recap of the things you might already know about the new Director.

Najjar's last gig was as Executive Director at the Foothills Art Center in Golden, Colorado (Yep...the home of Coors Brewing). While there, he worked in a public/private partnership to rehabilitate historic landmarks and double the size of the facility. With the upcoming expansion to connect historic buildings on the Biggs campus on the Museum's "to do" list, you can see how his experience made him a stand-out for the role of Executive Director.

Now, here are some things you might not know about Najjar. His career goal was never to work in a museum until he interned in

one during college. He confesses that he understands why some people find museums stuffy and elitist, because he's been in plenty that he found to be just that. And this is exactly what he is trying to avoid at the Biggs Museum.

"We want to find out what the community needs and represent that in our collection. The onus is on us to give people a reason to come to the Biggs," Najjar explained during a recent presentation he made for Dover's Capital Rotary Club. He went on to quote "The Third Place Concept," which proposes that humans spent the majority of their time in these three places: 1) home, 2) work and 3) where we meet our friends and feel a sense of community. He feels that the Internet and social media have replaced number 3 for many people, and he hopes to shift that in the local community so the Biggs Museum can be "number 3."

When asked why he relocated to Dover (bringing along his family including twin children), Najjar replied, "I didn't take the decision to move lightly. But I saw opportunity here, and I feel lucky to be in this position. Right now, I want people to know that our doors are open, and we are here for everyone."

In closing, Najjar was asked about his favorite piece of art in the museum. He smiled and shook his head. "It would be like naming a favorite child from my twins. I can't pick just one. Plus, there are many more pieces that I haven't been able to really look at yet."

Future plans at the Biggs Museum include displaying more of the pieces from the permanent collection to serve as a timeline

for American history, focusing on the expansion plans and getting them back on track, and hiring a director of learning & engagement to build up the education and children's programs.

For more information on the Biggs Museum of American Art and their new Executive Director, please visit their website at <https://www.thebiggsmuseum.org/>.



Farewell and Godspeed to Konrad LaPrade



Saying goodbye to someone you respect and appreciate is never an easy task. Konrad LaPrade has announced his departure from the Daily State News – his last day there will be October 31st. He and his family will be embarking on a new adventure! They are planning a move to Fort Wayne, Indiana, where Konrad will take a new position with a large, locally owned newspaper with a long history. This is sure to be a time of change, transition,

and growth for our publisher friend, and we are excited for him and this next chapter! Konrad has been a strong advocate of the Central Delaware Chamber of Commerce in his time here. He has

attended a multitude of events, often bringing with him prospective members who, in his words, "just need to see the Chamber in action for themselves." Konrad has served faithfully on the CDCC Board of Directors since July of 2020, and more recently has been an active member of the Executive Committee. Konrad's creative way of thinking and his insatiable curiosity have been much appreciated as, together, we have explored new ideas for serving the members of our organization.

Community is clearly important to Konrad - one of the reasons that he was such a perfect fit for our community-minded Daily State News. The State News is a marvelous partner for our Chamber, and we will continue to enjoy a rich and rewarding relationship, greatly benefitting

the community we serve. Konrad has very much been in the center of that and has laid a strong foundation for that to continue for many years to come!

As hard as it is to bid farewell, we are thrilled about this enriching and exciting opportunity for Konrad and his family. We will be excited to hear about what's happening in their new hometown and all about the adventures of our coffee-loving, cigar aficionado, bourbon tasting, literature-loving, notetaking, always curious, thoughtful friend who served this community well in his time here. Konrad – you will be missed.

Please join the CDCC in wishing Konrad and his family all the best as they venture west!



Ribbon Cuttings

CDCC Joins Caribbean Bush Tea for a Ribbon Cutting

SMYRNA, DE – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon-Cutting Ceremony for Caribbean Bush Tea on Wednesday, October 16, 12 p.m. at 119 South Dupont Blvd. in Smyrna. Chamber members and friends joined the owner, Sandra Williams, and her team to celebrate the official opening of their new storefront.

Caribbean Bush Tea offers a wide variety of products from the Caribbean including teas, herbs, spices, sea moss and natural body products to promote self-care.

Sandra started her business to help her father with natural products from the Caribbean. The business has grown over the past few years, so they decided to expand their footprint beyond online and the occasional farmers markets to a brick & mortar store. Sandra describes this as “the next chapter in the business.”

She and her husband Kevin raised their now-grown children in central Delaware. They love being close to their grandchildren and have found the community to be family-oriented and look forward to continuing to grow their business here.

Caribbean Bush Tea’s mission is to provide natural products and enhance the lives of their clients. They prepare and blend sea moss gel and natural Shea body butters and oils to moisturize and soothe your skin. They also offer a large assortment of loose and bagged teas, natural honeys, supplement capsules, pain oil, herbs & spices, teapots, mugs, infusers and more. The products they make and offer for purchase are from the land and sea throughout the world. These products have natural components to enhance the consumers’ wellbeing.



Their new store is located at 119 South Dupont Blvd., but you’ll want to access their parking lot and store entrance from the 100 block of South East Street – directly behind the store. In addition to visiting them in person, anyone interested in learning more about their products or placing an online

order can visit them at <https://caribbeanbushtea.com/>.

Please join Sandra from Caribbean Bush Tea and the Central Delaware Chamber of Commerce in celebrating the opening of their new storefront in Smyrna!

CDCC Joins Delaware State University for a Ribbon Cutting



DOVER, DE – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon-Cutting Ceremony for the new Delaware State University Center for Urban Revitalization and Entrepreneurship (CURE) facility on Thursday, October 24, 2024 at 10:30 a.m. at 205 South State Street in downtown Dover. Chamber members and friends joined DSU Dean of the College of Business Dr. Michael Casson and his team to celebrate the grand opening of their cutting-edge CURE business incubator and co-workspace.



The DSU CURE initiative offers a customized incubator and shared workspace experience designed to significantly enhance the success of minority and low- to moderate-income entrepreneurs. This initiative combines business incubation, co-working space, and economic development into a cohesive support system that nurtures small business growth and innovation.

The business incubator program offers small business training on subjects from financial management and fundraising to team development and more. Plus, this unique program offers private office space, one-on-one consulting, mentorship, access to capital, networking events, access to co-working space, conference rooms, podcast studio, ideation lab and training facilities, and economic and community development training for community and civic leaders.

In addition to CURE, DSU has also been working for over a century on accelerating the innovation and growth of Delaware’s economy by providing training and resources to entrepreneurs and small businesses through such entities as the Delaware Center for Enterprise Development (DCED), the University Center for Economic Development and International Trade (UCEDIT) and the Agriculture Extension program.

For further info about Delaware State University, please visit <https://www.desu.edu/> or call 302-857-6060. Please join the Central Delaware Chamber of Commerce to celebrate the opening of the new CURE facility in downtown Dover!

CDCC Joins Ward & Taylor Real Estate Attorneys for a Ribbon Cutting



DOVER, DE – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon-Cutting Ceremony for Ward & Taylor Real Estate Attorneys on Thursday, October 24, 2024 at 3 p.m. at 29 South State Street in Dover. Chamber members, friends and clients joined attorney Elizabeth “Bliss” Soucek and the Dover team from Ward & Taylor, LLC to celebrate their new office location in Dover.

Ward & Taylor, LLC was formed in 2005 by the merger of the real estate law practices of Bill Ward and Jonathan Taylor. Before joining together, they had the largest real estate settlement practices in Northern Delaware. They both shared a dedication to quality legal representation, outstanding customer service, and embraced the use of technology. Since then, Ward & Taylor, LLC has established five convenient office locations throughout the State in Wilmington, Middletown, Dover, Rehoboth, and Bethany Beach.

From residential and commercial transactions to probate and estate planning, throughout the state of Delaware and neighboring counties of Pennsylvania, the team of capable professionals at Ward & Taylor brings extensive experience and professionalism to every transaction and customizes their support to the individual needs of each client.

They recently joined the Central Delaware Chamber of Commerce and are excited to get to know the local businesses and business owners. At Ward & Taylor, they have always believed in leaving a genuine, welcoming impression, whether speaking with clients, meeting with media members, or hosting educational opportunities.

For more information about Ward & Taylor Real Estate Attorneys, please visit their website at <https://www.wardtaylor.com>.

Please join the entire team from Ward & Taylor and the Central Delaware Chamber of Commerce in celebrating their new location in Dover.

Ribbon Cuttings

CDCC Joins Faw Casson for a Ribbon-Cutting Celebration

DOVER, DE – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon-Cutting Ceremony for Faw Casson Certified Public Accountants – Business Consultants, October 17th at 3 p.m. at 160 Greentree Drive, Suite 202, Dover. Chamber members, friends and clients joined the Faw Casson team to celebrate their 80th anniversary which kicked off with the ribbon cutting and continued with an open house that included tasty hors d'oeuvres from Roma Italian Ristorante, celebratory beverages and imprinted swag raffle prizes.

Faw Casson is a multi-faceted Certified Public Accounting (CPA) firm specializing in business consulting, entrepreneurial services to help smaller companies operate and excel, tax strategies, estate planning, performing audits, and much more. From forming a business to consulting on succession planning, Faw Casson is a partner for its clients' success.

Since its founding in 1944, the firm has grown from a small local practice to one of the AICPA G400

firms, ranking among the 400 largest CPA firms in the United States. With offices in Dover and Rehoboth Beach, DE, as well as Ocean City, MD, the firm serves clients throughout the Mid-Atlantic region and beyond.

Faw Casson has earned recognition as a leader in the accounting industry by earning "Best Accounting Firm" accolades from a variety of prestigious publications over the past decade. In addition, Brian Stetina, Director of Operations, has been named one of the top accountants in the nation by Forbes magazine. Faw Casson has also been recognized as one of the "Top Small Firms to Work For" by a national accounting publication for the past four years, and it has achieved WBENC certification as a women-owned business for its commitment to diversity and inclusion.

Throughout its 80-year history, Faw Casson has remained deeply committed to giving back to the communities it serves. The firm recently commemorated its 75th anniversary by completing 75 acts of service, and this tradition of community engagement continues in its 80th year.



"We're incredibly proud to be celebrating 80 years of serving our clients and communities," said Stetina. "This anniversary is a testament to the hard work of our team, the trust of our clients, and the strong foundation laid by our founders. We're excited about what the future holds as we continue to innovate and lead in our industry."

Anyone interested in learning

more about Faw Casson and the services it offers can visit it at <https://www.fawcasson.com/>.

Please join the entire Faw Casson team and the Central Delaware Chamber of Commerce in celebrating their 80th Anniversary of building lasting client relationships, staying ahead of industry trends and creating a positive workplace culture!

CDCC Celebrates the 4th Anniversary of Lean On Me Caregiving

DOVER, DE – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon-Cutting Ceremony for Lean On Me Caregiving on Friday, October 25, 2024 at 2:30 p.m. at 1277 South Governors Avenue in Dover. Chamber members, friends and clients joined director Laura Garofoli and her amazing team to celebrate the 4th Anniversary of their business and their First Annual Fall Festival with a ribbon cutting.

Lean On Me Caregiving is committed to providing home care services that enhance the wellness, dignity

and wholeness of those they serve. Their director uses her experience and knowledge as an RN to individualize every client's service plan and carefully match each with a trained caregiver. The services they offer include but are not limited to: personal care & hygiene, companionship & socialization, homemaking & organization, meal planning & preparation, restorative & respite care, transitional care after hospitalization, medication reminders, nutrition & hydration assistance, mental stimu-

lation & wellness routine assistance, and pet & plant care.

They are proud to have recently been nominated for the Small Business of the Year award and to have won the Best Home Health Care award, as voted by the local community. Their success is also highlighted by winning the EDGE Grant, which allowed them to expand their skills lab—a key part of how they go above and beyond to train their caregiving heroes.

"Community" is what Lean On Me Caregiving is all about. Garofoli speaks passionately about this commitment, "Our company is deeply committed to our community, regularly participating in and donating to events such as the Veterans Stand Down, the CDCC 55 Plus Expo, and the Thrive event in Dover." She regularly talks at support group meetings, sits on several community boards, is a DAFB Honorary Commander, and a graduate of Leadership Central Delaware. They are dedicated to supporting other small businesses and stay involved in legislation, having



spent numerous days at Legislative Hall advocating for Delaware's caregivers.

Their First Annual Fall Festival was held after the ribbon cutting, and Garofoli describes this new festival as "an exciting way to give back to the community that continues to support our small business!"

It featured a tour through their festively decorated office including a family-friendly spooky hallway with haunted rooms, food, treat bags, arts and crafts, and other fun activities.

For more information about Lean On Me Caregiving, please visit their website at <https://LeanOnMeCaregiving.com>.

Please join the entire team from Lean On Me Caregiving and the Central Delaware Chamber of Commerce in celebrating the 4th Anniversary of successfully serving their local community.

New Member Spotlight

Meet New Member BSD Enterprises



BSD Enterprises, Inc. is a nonprofit, social business enterprise that provides call center customer care services, while maximizing employment of a diverse workforce in an inclusive and equitable setting. We generate revenue through the selling of services. 100% of our profits support services for the blind, visually impaired, and Veterans.

We strive to improve the cost effectiveness and efficiency of Delaware and regional businesses, supporting their profitability, and the vibrancy of our region, businesses, organizations, and residents.

We are in Wilmington at the CSC Innovation Hub. While we will serve the Delmarva region and beyond, we are a Delaware organization and seek to create job opportunities for Delawareans.

Presently, we provide customer services for the city of Wilmington's 311 number, the city of Wilmington's Mayors office and the Tunnel Cancer Center at Beebe Hospital.

Our mission is supported by The Longwood Foundation, The Welfare Foundation, Laffey-McHugh Foundation, DE Prosperity Partnership and the Delaware Department of Labor.

Our Customer Care Call Center Director, Keli Burke, is based in Magnolia, Delaware (Kent County).

John Baker is the organization's executive director. After a successful 11-year career as a commercial bank

officer, John earned his master's degree in public policy and administration in 1997, graduating with honors and serving as an adjunct professor. Following graduation, he became Executive Director of Delaware's Statewide AIDS Service Organization and spent 11 years growing the agency into a statewide service organization serving all Delawareans, providing testing, prevention education, and advocacy, while also serving on mission trips and other initiatives tied to HIV/AIDS challenges.

He then pivoted to serving the Delaware nonprofit sector through challenging economic times, leading the Delaware Alliance for Nonprofit Advancement (DANA) and serving on the National Council of Nonprofits' Board for another eight years.

John then moved to another Delaware statewide organization, People's Place, based in Milford, Delaware, where he was responsible for three domestic violence shelters, a homeless shelter, a girls group home, foster care programming, community mediation, trauma-informed care training, and initiatives against human trafficking.

Other leadership roles during his 2+ decades in Delaware include interim executive director of Big Brothers Big Sisters of Delaware, and executive committee board positions at such organizations as Rehoboth Art League and Common Cause of Delaware.

Our company's focus is on supporting increased profitability and vibrancy of Delaware businesses. We believe any successful business engagement is about relationships. As a Delaware company, we want to build those relationships on a more



personal basis and the chamber allows us to better engage with a vibrant business market in the central Delaware region.

For more information, visit our website at www.bsdenterprises.org or call 302-298-1421.

HOLIDAY PARTY

Continued from Page 1

drinks, ambiance, and live music from the one and only, Joe Baione Trio. Feel the warmth of the holiday season by marking your calendar to attend this festive 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 – and the CDCC Holiday Party is the perfect way to show your appreciation to them. 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. Be sure to secure your tickets today because space is limited, and this event always sells out.

Tickets are \$35 and include an amazing array of hors d'oeuvres, a drink ticket, and an evening of fun, conversation, laughter, and live music.

We'd like to thank our businesses who have chosen to sponsor this celebratory event (as of 10/25/2024): Thank you to the "Holiday Feast Sponsors" – Bally's Dover, High Ground Solutions and WBG Weiner Benefits Group. A special thank you to Joe and Kristin Garramone and the whole Roma team for their warm hospitality and for serving as our hosts for the evening.

For more information or to register, call the CDCC today at (302)734-7513, visit www.cdcc.net, or email us at adminassistant@cdcc.net. It's the most wonderful time of the year – we look forward to celebrating the holidays with you on Tuesday,



December 10, 2024, at Roma Italian Restaurant from 5-7:30 p.m.



Honorary Commanders Induction

Welcome New Honorary Commanders!



Dover Air Force Base (DAFB) held its annual induction ceremony for the newest class of Honorary Commanders. The event was held on Tuesday, October 22nd, at noon on the base in Hanger 706. The 436th Airlift Wing Commander, Col. “Chris” McDonald and 512th Airlift Wing Commander, Eric Rivero, accompanied by various base leaders, took part in this ceremony to welcome the new class of Honorary Commanders. Dr. Dina Carol Vendetti, president of the Central Delaware Chamber of Commerce and newly appointed AMC Civic Leader served as the day’s speaker.

This Induction Ceremony marks the official start of this year’s Honorary Commander events and activities. This year’s class represents a wonderful cross-section of the community with over 40 newly appointed commanders with varied backgrounds who represent a variety of businesses and industries in the area.

DAFB’s Honorary Commander Program seeks to create strong bonds between the military community and the civilian business community by pairing local leaders with base leaders. The civilian participants were selected for the program because of their position or influence in the community. They will spend their time in the program touring and learning about the various squadrons and their missions. They will be encouraged to build relationships with base leaders and help them to learn the ins and outs of the civilian community in this region. These civilian leaders are called upon to positively impact public support for DAFB.

The Honorary Commander Program found its beginning in Dover in the early ‘90’s under the direction of then 436th Airlift Wing Commander William Welser. The

program was designed to match civic leaders with corresponding base unit commanders to create bridges between the base and the community. This program met with such success in the region that it has since been instituted Air Force wide.

Honorary Commanders serve for one year at a time – and may be renewed for up to 3 years. They go through an application process where they are vetted and assigned to various base personnel in leadership roles. During the year, they experience tours and activities that

help them learn and understand the mission of each squadron and how each unit fits into an overall mission to “safely fix and fly aircraft, prepare and deploy people, move cargo, and return America’s fallen heroes with dignity, honor, and respect.” Often their learning leads to active support as they discover ways in which the community at large can fit into the mission and provide much-needed assistance.

The Honorary Commander Program has truly developed into a mutually beneficial partnership as

Honorary Commanders and their base counterparts explore each other’s worlds. Honorary Commanders are intimately introduced to DAFB, and base leaders learn more about the community in which they live, work, and play.

Please join your Chamber in congratulating this year’s class of Honorary Commanders and their base counterparts as they begin a new year learning and understanding what it truly means to be considered part of TEAM Dover!



Member of the Month



NAME: Tracey Ingram
TITLE: Money Coach
BUSINESS: Tracey Ingram High Impact Money Coach
ADDRESS: Based in Milford DE, available globally via Zoom

HOURS: By appointment
PHONE: 302-265-0101
WEBSITE: TraceyIngram.net
EMAIL: Tracey@TraceyIngram.net



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

In 2007, my husband and I made the decision to become debt-free. Over the course of our 11-year journey, I connected with many others on the same path and noticed three key things: 1) Budgeting and math are only part of the process. 2) Many of us carry deep emotions around money, such as shame and fear. 3) Some people seem to experience less stress and achieve faster success than others. This is when I uncovered the concept of money mindset.

Money mindset is the stories and beliefs we have about money, shaping how we approach earning, spending, saving, and investing. A positive mindset can attract financial abundance, while a negative one often leads to struggle and playing small. The best news? You have the power to change your money mindset.

As I experienced the powerful changes in my own confidence and finances,

I became inspired to help other women experience the same success.

Now I help women entrepreneurs shift their limiting money beliefs and tap into their unique financial strengths. Empowering them to create confidence, wealth, and greater financial independence.

Currently I offer an 8 week 1-to-1 high impact weekly coaching program and plan to offer a small group program soon.

Tell us about your role in the business/organization.

I am the organization, for now.

Tell us something that makes your business/organization unique.

I like to say that I'm bilingual. I speak English and money. I learned the language of money through my BS in accounting and by being a bookkeeper for 30+ years. I learned to navigate the emotions surrounding money through our personal journey to debt-free (and all the highs, lows, and setbacks along the way). And becoming a certified money mindset coach is my crowning achievement. I'm unaware of any other money mindset coach that has all 3 layers of experience with money. And

I'm very proud of the depth of my experience in all 3 aspects.

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

I'm already using the mantra "I am a Million Dollar Mindset Coach." This can seem like a big stretch when I first say it but I know that it can be achieved very quickly in multiple stages. First by creating a clientele of women who have a combined income of \$1 Million. Then by guiding my clients to create a total combined increased income of \$1 Million. (I can't wait to celebrate my first client who achieves her own \$1 Million dollar earnings.) And finally, by empowering enough women entrepreneurs to create a total income of \$1 Million for my own business. And that all comes back to creating a powerful personal impact for each of my clients.

How has the Chamber helped your business/organization grow?

I am literally not the same person that joined the Chamber. I was a mouse when I joined (former bookkeeper, remember?). Now I have great friends that I have made through the chamber who encourage, support, and hold space for me as my business and I

grow. And I've had the opportunity to support some amazing members as clients too. Each of those personal connections has been incredibly rewarding.

What is your best advice to other businesses/organizations?

Entrepreneurial poverty (spending as much as you make, or more) is real. And it's also completely avoidable. Making wealth-creating financial decisions is a skill. And just like any other skill, to some people it comes easily, and others find it more challenging. But it can be learned. Don't be afraid to ask someone to "Please explain this (topic/concept) to me like I'm 5." so that you can grasp a simple version of a concept before going deeper. Don't be ashamed to ask a money expert to explain something to you. No one is born knowing about money, so they had to learn it at some point too. (Plus, most money people are complete money geeks who LOVE talking about money. We're thrilled you asked!) And finally, just get started. We have a tendency to want to make big changes but with money small changes can really add up quickly. And learning something new typically leads to learning something else or improving.

Ambassador's Corner

Renée Thompson



As a member of the Central Delaware Chamber for the past 10 years, Renée Thompson is honored to be acknowledged and nominated as a 2024 Ambassador. Reflecting on her journey with the Chamber evokes many cherished memories, from the modest beginnings at the ribbon-cutting ceremony in 2014 to receiving assistance with Trade Show setups, sponsorship opportunities, and notable business promotions and recognitions. LakeView Realty has experienced significant growth over the years, expanding from two agents to fifteen, and Renée's connections with the Chamber played a pivotal role in facilitating opportunities to engage with

local businesses, fostering invaluable partnerships and friendships.

As an independent boutique real estate office Owner and Broker, Renée's primary focus lies in delivering success through client satisfaction and recognizing the fundamental importance of trust in every client interaction. Cultivating enduring connections that evolve into long-term relationships is essential, driving not only business growth but also fostering genuine and meaningful associations. Renée is a member of the Dover Lions Club and currently serves as Secretary and previously held 2nd VP. She also holds her BS in Legal Studies and several professional

certifications including Short Sale/Foreclosure Resource, Resort and 2nd Home, Luxury Homes, Commitment to Excellence, and Real Estate Negotiations.

The LakeView office is located in Treadway Towers at 9 E. Lookerman St, Dover. Servicing Delaware and Maryland, they specialize in assisting first-time and repeat home buyers, sellers, investors, new construction, foreclosures, land and farm acquisitions, 55+ communities, and those relocating. Prospective clients are encouraged to reach out today to explore how LakeView Realty can help turn their dreams of homeownership into reality.



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.



RENEWALS FOR SEPTEMBER 2024 - THANK YOU FOR YOUR RENEWAL!

Company Name	YRS	Company Name	YRS
Dover Army Navy Store, Inc.	53	Pugh's Service	10
Dover Electric Supply Co., Inc.	53	Transamerica Agency Network	10
George & Lynch, Inc.	48	The Salvation Army	9
Town of Camden	42	Koski Enterprises Inc.	8
State Janitorial Supply Co.	42	Residence Inn by Marriott, Dover	7
Teal Construction, Inc.	40	Bangkok Thai Cuisine Corp	6
Westside Car Wash/Clean Car, Inc	33	Casella Waste Systems	6
Magnum Electronics, Inc.	32	Century Engineering	6
Del-One Federal Credit Union	31	Select Pizza and Grill	6
POLYTECH Adult Education	29	Brighton Suites Hotel	5
Effectv	26	Leadership Techniques, LLC	5
C.S. Kidner Associates/Capitol Strategies	24	Mohawk Electrical Systems, Inc.	5
Payroll Management Assistance	21	Caruso Homes, Inc	4
Taylor & Messick, Inc.	21	Delaware Shoppes	4
Spence's Bazaar & Flea Market, Inc.	20	Nickle Electrical Companies	4
WBOC TV 16 / FOX 21	20	Remax Horizons	3
WSFS Bank - Camden Branch	19	Skocik's Discoveries and Collectables	3
Delaware Aero Space Education Foundation	18	The Rivera Group of Keller Williams Realty	3
La Baguette French Bakery	17	Del-Mar-Va Council, Boy Scouts of America	2
Towles Electric Inc.	17	Camden Walk In	2
Alzheimer's Association - Delaware Valley Chapter	16	Food Bank of Delaware	2
HandyTube	16	Loft Realty	2
Ocean Marine Nav Inc.	16	Smyrna Pediatric Dentistry	2
JDM No. 1 Plumbing, LLC	13		
Friends of the Duck Creek Regional Library	12		
Harvest Years Senior Center	11		
Benton & Shockley Law	10		
Bright Side Roofing	10		
Delaware Prostate Cancer Coalition	10		
Friends of Delaware Veterans Inc.	10		



NEW MEMBERS

Blissful Blythe Travels	Jaime Blythe	948 Hartly Road	Hartly	DE	19953	302-423-3129
BSD Enterprises	Karl Fischer	112 S. French Street	Wilmington	DE	19801	302-298-1421
Club Fitness Dover	Cory Lawson	650 S. Bay Rd.	Dover	DE	19901	302-678-4653
Le Boulevard Bar & Grill	Felix Sainte	1036 Lafferty lane	Dover	DE	19901	862-368-1544
Preston CDJR of Dover	Lisa Schmitt	640 S Governors Ave	Dover	DE	19904	410-310-4114
Travelin' Tom's of Dover	Maggie Miller		Dover	DE	19904	443-726-9050
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 October "Coffee On Us" Contest was Elizabeth Richmond of Welcome Wagon who correctly identified the Wyoming Train Station. Congratulations, Elizabeth, 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.

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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**



We support women-owned small businesses in many ways.

The hard work done through our Office of Supplier Diversity is one of them. Become a certified diverse supplier today.



We are accepting

- New patients
- Offering skin cancer checks
- SRT (painless, non-scarring skin cancer treatment)

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At Connolly Dermatology, we provide expert skincare services tailored to your needs, with a team of skilled providers dedicated to improving and maintaining the health of your skin. From medical dermatology to advanced cosmetic treatments, trust Connolly to deliver personalized, compassionate care for all ages.

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