



Chamber Connections



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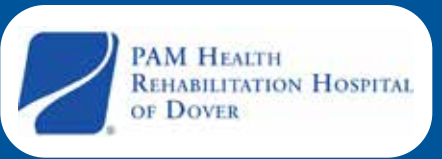
cdcc.net

March 2025

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Reaching Senior Customers at the Annual 55 Plus Expo

Americans are living longer. It's a fact. By the year 2030, all Baby Boomers will be 65 years old or older. And not only are Americans living longer, but the quality of our lives has improved. Plus, and maybe most importantly, Baby Boomers own just over half of the total wealth in the country.

Why should you care? If your business serves seniors or their caregivers, your opportunity to grow your business increases every day. But the competition for those customers is tough, and it can



be expensive to target your audience. Take note, the Central Delaware Chamber of Commerce (CDCC) is here to help.

Mark your calendars for April 16th, as the CDCC proudly presents its 24th Annual 55 Plus Expo. This highly anticipated event offers attendees a day filled with invaluable resources, engaging activities, and enriching experiences, all tailored to enhance the lives of our vibrant 55+ community members, their caregivers, families, and the future senior generation to come.

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Meet Your Local Legislators at the 2025 Legislative Luncheon

The 23rd Annual Legislative Luncheon (brought to you by B.I.G. Investment Services) is just around the corner, so be sure to register NOW to be engaged in this event aimed at advancing the economic interests of the region. This very popular CDCC event, presented by the Legislative Affairs Committee, has repeatedly been a great opportunity to hear about the latest news from the current session of the General Assembly. Attendees will meet some of Central Delaware's Senators and Representatives and learn about current



pieces of legislation that are under consideration, as well as ask questions to get a better understanding of each Legislator's views on those pieces of legislation.

This event will be held on Wednesday, March 19, 2025, from 11 a.m. to 1:30 p.m. at Bally's Dover Casino Resort, 1131

N. Dupont Hwy., Dover. Join the CDCC and your local legislators for a delicious lunch, an opportunity to network and catch up with new and familiar faces, and the chance to learn about laws that affect you and your business. Non-members are also welcome to attend.

The CDCC understands that Government and Politics can be hard to keep up with while you are trying to run your business. That is why the Legislative

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An "Arresting" Location for A Business Mixer

After a winter of frigid temperatures and record snowfalls, are you ready to get out and reconnect with business colleagues? Are you interested in acquiring qualified leads? Would you like to expand your network? Would you like to enjoy a visit to an interesting location filled with Delaware history? If you answered "yes" to any (or all) of these questions, the Central Delaware Chamber of Commerce (CDCC) has the perfect opportunity for you!



The Chamber is excited to invite you to the March Sunset Business Mixer on Wednesday, March 26th, from 5 – 7 p.m. Our host for the event is the Delaware State Police Museum, located

at 1425 N. DuPont Highway, Dover. The Museum Board and Staff are pleased to welcome CDCC members and their guests to this unique museum dedicated to the preservation of the proud history of the Delaware State Police.

The mission of the Delaware State Police Museum is to preserve, interpret and display the history of the Delaware State Police and provide an

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Dina's Digest



PRESIDENT
Dina Vendetti

Your Stories are Important to Us

The membership of the Central Delaware Chamber of Commerce is knit together into a remarkably unique community. Through our shared experiences, we have gotten to know each other. We have had the pleasure of serving each other through business relationships, partnerships, and collaborations. We are tied together in such a way that when one member undergoes a challenge, we all experience it – and likewise, when one member celebrates a win, we all feel the victory. Together, we share an amazing story.

One of the greatest joys experienced by the CDCC staff members is the opportunity to tell the stories of our business members. We love sharing the distinctive tales of what's happening in your businesses! We are incredibly proud of the work you do, both individually and collectively, and we want everyone to know all about you and what you bring to Central Delaware.

We know that stories are central to how we understand and communicate – they often bring us together because they make it easy for us to relate to each other. Sometimes we even see ourselves in the stories of others – and that works at an even deeper level to unify us. Human beings love to tell their own stories and rightly so, because they are the experts of those narratives. No one knows your story better than you!

Some of the most valuable benefits offered by the CDCC are exposure, brand recognition, the opportunity to grow your network, and a chance to expand your customer base. Those perks of membership are facilitated in many ways, but one of the most effective techniques is when members allow us to tell their stories. When we (your CDCC staff members) can share with others

the story of who you are and what you do, incredible things happen. We've seen businesses grow, partnerships evolve, and collaborations excel just because those stories collided in a way that motivated success.

We want more than anything to be able to tell your story, but here's the complication: we can only tell your story if we know it. Once we know what's happening with you, spreading the word is easy! We often see newsworthy items on social media or in the newspaper about our members – and when we do, we do our best to include them in our publications and in our narrative. But when we see those things, our first response is often "why didn't anyone tell us?!"

The CDCC's vision is to be THE essential resource for the development of businesses in Central Delaware. That means that, for our members, we want to be top of mind. Part of serving as that essential resource is letting others know when good things are happening in your company. Of course, we stand ready to help when challenges come, but we are also eager to hear from you when you experience a victory or a milestone, or when you receive some kind of recognition! Did you reach a significant benchmark? Are you winning an award? Are you celebrating an anniversary or expanding your business with a new product or service? Be sure to let us know because we want to spread that news far and wide!

The power of your story can have a significant impact on those who hear it. Your CDCC counts it a great privilege to be able to share your story. We are excited to walk alongside you on your business's journey. Please help us by letting us know what's happening in your company. Share your good news with us so that we can include everyone in your celebrations!

Calendar of Events

MARCH

- Monday, March 3rd**
CDCC Executive Committee Meeting
8:00am - 10:00am,
CDCC Conference Room
- Thursday, March 6th**
Leadership Central Delaware
8:00am - 5:00pm, Public Safety Day
- Thursday, March 6th**
Kent County Open for Business
8:30am - 10:00am, Kent County Levy Court
- Tuesday, March 11th**
CDCC Board Meeting
7:30am - 8:30am, Faw Casson
- Wednesday, March 12th**
Coffee Coaching 8:00am - 9:00am,
via Zoom
- Wednesday, March 12th**
Marketing Committee Meeting
2:30pm, via Zoom
- Thursday, March 13th**
Member Orientation
12:00pm - 1:30pm, via Zoom
- Tuesday, March 18th**
LCD Steering Committee Meeting
12:00pm - 1:00pm,
CDCC Conference Room
- Wednesday, March 19th**
Legislative Luncheon
11:00am - 1:30pm,
Bally's Dover Casino Resort
- Wednesday, March 26th**
Ambassador Committee Meeting
4:30pm, Delaware State Police Museum
- Wednesday, March 26th**
Sunset Business Mixer
5:00pm - 7:00pm,
Delaware State Police Museum

APRIL

- Thursday, April 3rd**
Leadership Central Delaware
8:00am - 5:00pm, Health and Human
Services Day
- Thursday, April 3rd**
Kent County Open for Business
8:30am - 10:00am, Kent County Levy Court
- Tuesday, April 8th**
CDCC Board Meeting
7:30am - 8:30am, Faw Casson
- Wednesday, April 9th**
Coffee Coaching 8:00am - 9:00am,
via Zoom
- Wednesday, April 9th**
Marketing Committee Meeting
2:30pm, via Zoom
- Thursday, April 10th**
Member Orientation
8:30am - 10:00am, via Zoom
- Tuesday, April 15th**
LCD Steering Committee Meeting
12:00pm - 1:00pm, CDCC Conference Room
- Wednesday, April 16th**
24th Annual 55+ Expo 9:00am - 3:00pm,
Bally's Dover Casino Resort
- Friday, April 18th Good Friday**
Office Closed
- Wednesday, April 30th**
Ambassador Committee Meeting
4:30pm, TBD
- Wednesday, April 30th**
Sunset Business Mixer 5:00pm - 7:00pm,
TBD
- April LCD Class of 2025 Invitational**
5:00pm - 7:00pm, TBD

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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Thank you to the CDCC Cornerstone Members!



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www.cdcc.net

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



CORNERSTONE
MEMBERSHIP

What to Expect from a Professional Exterior Home Inspection



As a homeowner, you take immense pride in maintaining your home's beauty and functionality. At G. Fedale, we share your passion for well-kept homes, which is why our exterior home inspections are designed with you in mind. In this post, we'll explore what you can expect from a professional exterior home inspection, highlighting key areas such as roofing, siding, gutters, windows and doors, and even your attic's insulation and ventilation. What Does an Exterior Home Inspection Cover?

A comprehensive exterior home inspection goes beyond a simple walk-around. Our expert team scrutinizes several critical areas to ensure your home stands strong against the elements.

ROOFING

Your roof is your home's first line of defense. Our roofing professionals thoroughly inspect every shingle, flash, and edge to identify potential problems early on. From damaged areas to signs of wear, we ensure that your roofing system remains robust and reliable.

SIDING

The siding of your home not only enhances its curb appeal but also protects against weather damage. During our inspection, we assess the condition of your siding, checking for cracks, warping, or any signs that repairs may be needed.

GUTTERS

Properly functioning gutters are essential for directing water away from your home. We ensure that your gutters are free of debris and are not frozen solid—a common issue during colder months. If your gutters are frozen, it could lead to water damage and other costly problems, which we address during the inspection.

WINDOWS & DOORS

Windows and doors contribute to both the aesthetic appeal and energy efficiency of your home. Our inspection includes checking seals, frames, and overall installation to ensure they are secure and well-maintained, preventing drafts and energy loss.

ATTIC INSULATION & VENTILATION

Often overlooked, your attic plays a crucial role in regulating your home's temperature and moisture levels. We examine the insulation and ventilation systems to ensure they are functioning effectively, protecting your home from heat loss and preventing potential moisture-related issues.

Why a Professional Home Inspection Matters

Opting for a professional exterior home inspection means investing in peace of mind. Here's why it's crucial:

- **Early Detection:** Identify minor issues before they turn into major repairs.
 - **Expertise:** Benefit from the insights and experience of seasoned professionals.
 - **Cost Efficiency:** Prevent expensive future repairs by addressing problems early.
 - **Safety:** Ensure that every aspect of your home's exterior is safe and secure.
- At G. Fedale, we are committed to delivering a detailed and customer-focused inspection process. Our goal is to

help you protect your home investment while maintaining the beauty and functionality you value.

Get in Touch Today

A professional exterior home inspection is more than a routine check-up, it's a proactive approach to safeguarding your home. From roofing and siding to gutters, windows, and attic insulation, every element is meticulously evaluated to ensure your home remains a safe haven.

Don't wait until small issues become big problems. Schedule a consultation with G. Fedale today and let our customer-obsessed team guide you through every step of maintaining your beautiful home. You can contact them at <https://gfedale.com/>.

With a thorough inspection, you can be confident that every part of your home is well cared for and protected against the elements. Trust the experts at G. Fedale to help you keep your home in top shape year-round.



CORNERSTONE MEMBERSHIP

PAM of Dover Celebrates Sixth Anniversary



PAM Health Rehabilitation Hospital of Dover is celebrating its 6th anniversary this year. Market CEO for Delaware, Ted Werner, explains what this anniversary means to PAM and the Delaware community, “For the past 6 years it’s been our honor and privilege to serve our neighbors and patients of the Delmarva region. Making an impact in healthcare, our patients’ lives, and their families’ lives is crucial to our success. We look forward to many more years servicing our community, and we thank the region for all their support.”

Located at 1240 McKee Road, the 34-bed, two-story rehabilitation center

includes an inpatient/outpatient gym, a radiology suite, laboratory services, and a full dietary department. The facility provides care for patients with traumatic brain injury, stroke, Parkinson’s, amputations, hip fractures and orthopedic injuries. Their services focus on high quality, comprehensive inpatient and outpatient care that fosters meaningful improvement and recovery for people with injuries, illnesses and disabilities.

At PAM Health, they are aware that the sooner you start your rehabilitation, the sooner you can experience a full recovery. The specialists on the rehabilitation teams will help you choose the most suitable care

plan to meet recovery goals. They work closely with patients to help them increase their strength and endurance, relearn previous skills, and develop new skills. In addition, they engage with family and caregivers, providing education and training that enables them to provide patients with the support necessary to resume day-to-day life. Studies show that patients treated in acute rehabilitation hospital have better outcomes, go home earlier, and are less likely to be readmitted to the hospital.

Erin DeFarno, Director of Strategic Initiatives, sums up the care they offer their patients, “Our goal at PAM has always been to help those in our community to

recover and thrive following a significant injury or illness. Dover was our first hospital [in the area]. We are very proud to have served our community for 6 years, with many more to come. “

Please join the Central Delaware Chamber of Commerce in celebrating PAM Health Rehabilitation Hospital of Dover for 6 successful years serving the central Delaware community.

For more information or to schedule a tour of PAM Health Rehabilitation Hospital, please contact them at 302-672-5800 or visit their website at www.pamhealth.com.

MIXER

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educational experience that supports a more thorough understanding of the role of law enforcement in a society governed by the rule of law. In addition, the Museum and Educational center provides insight into how Delaware State Troopers are preparing to effectively serve well into the 21st Century.

Be sure to make time to walk around the museum where you will have the opportunity to learn about law enforcement methods, substance abuse prevention, highway safety efforts, and a wide variety of other important topics. From studying the numerous exhibits, viewing

patrol cars and motorcycles of the past, to sitting at an actual 911 command and control console, you can enjoy a view of policing from both the past and present. This mixer will be a wonderful opportunity to learn more about the Delaware State Police and all they do for our community!

In addition to the “arresting” location, the CDCC Sunset Business Mixer

is a great way to make connections and collect qualified leads. Attendees will have the opportunity to catch up with other CDCC business members in a unique setting at the end of their workday and enjoy delicious refreshments. Don’t forget to bring your business cards to share with everyone you meet and be sure to place one in our silver bowl to be entered for door prizes and maybe even win the coveted CDCC’s Member of the Month marketing opportunity. If you want to donate a door prize from your business, we would love that! Just bring it with you and drop it at the registration desk. There will be 50/50 tickets available for purchase, too, so bring some cash!

Don’t forget, if you bring a guest who signs up to become a CDCC member, you’ll get a \$50 discount off your membership fee. So, go through your contact list, and bring a guest or two with you!

For more information or to register for the March Sunset Business Mixer, please call the CDCC office at 302-734-7513 or visit our website at www.cdcc.net and register through the Calendar of Events. It’s helpful in our planning if you can RSVP in advance, so please give us a call. We look forward to seeing you at the Delaware State Police Museum on March 26th at 5 p.m.



CORNERSTONE
MEMBERSHIP

Old Speedway Café to become Timmy's in Dover

Multinational coffee/restaurant chain Tim Hortons plans to open later this year

Buildout on a new Tim Hortons location is underway at the old Speedway Café on 737 North DuPont Blvd. in Dover. The opening will mark the return of the quick service breakfast chain to Delaware, which once hosted a now closed limited design of the eatery at the Dover Air Force Base several years ago.

Franchisee Kashif Mushtaq says the old café was an excellent location for the Tim Hortons because of the high cross-traffic and great visibility.

"We think it will be a great service for the high morning traffic in the area," said Mushtaq. "Tim Hortons truly has more of

a premium product line than competitors – better coffee, higher quality donuts – that I think residents of Dover are going to enjoy."

Mushtaq noted that construction will take a few months, but he hopes to have a grand opening sometime before summer 2025. The build will include a double lane drive thru in addition to dine-in facilities. Tim Hortons, originally a Canadian multinational coffeehouse and restaurant chain with headquarters in Toronto specializes in coffee, donuts, sandwiches, breakfast egg muffins and other fast-food items. According to some sources, it is Canada's largest quick-service restaurant chain, with

over 5,700 restaurants in 13 countries. Mushtaq noted that Delaware itself will likely be getting several more in the coming years.

"We have an agreement with the franchise to open 10 locations in the state in 5 years," he said. "There are plans being drawn up for a Newark location right now as well. We're very excited about establishing the brand here."

Charles Rodriguez of R&R Commercial Realty, who brokered the deal, says Tim Hortons will be a welcome addition to the dining options on Rt. 13 in Dover.

"The Speedway Café moved out of that location back in early 2023 and we were sad to see it go," he said. "But it's great to see the location get a nice rebuild with a strong brand to take over – it looks like it'll be a great fit."

For additional information about R&R Commercial Realty and its extensive inventory of commercial property, visit our website at www.randrcommercialrealty.com or contact our offices at 302-674-3400 or info@randrcommercialrealty.com.



An Invitation to Join the Next Leadership Central Delaware Program

From the time we experience the childhood game “Follow the Leader” or the honor that accompanies the assignment of “Line Leader,” we begin to learn the importance of developing efficient, fair, and impactful leadership skills. In the simplest terms, “leadership” is defined as the art of motivating a group of people to act toward a common goal – but true, genuine, effective leadership is so much more. The toolbox of an effective leader contains a variety of skills and character traits that help guide, direct, and influence those who follow.

But how does one develop these skills and traits? And more importantly, how does one learn to use them appropriately to affect the change, stimulate the growth, and encourage the excellence needed to reach goals. To understand what this all means and to begin to discover your role in leading change in Kent County, check out the CDCC’s Leadership Central Delaware (LCD) program and become part of Central Delaware’s next generation of leaders!

The Central Delaware Chamber of Commerce (CDCC) is seeking applicants for this dynamic and life-changing program. Later this Spring, your CDCC will host its annual LCD Invitational Reception. This reception

creates a platform where LCD alumni come together to share with prospective members of the next LCD class information about this paramount leadership development experience. Stay tuned for details regarding the date, time, and location of the Invitational Reception.

Since its inception, Leadership Central Delaware (LCD), the diamond program of the CDCC, having graduated more than 450 individuals, has had a significant positive impact here in Central Delaware. LCD is designed to create effective, dynamic, knowledgeable leaders. This program connects emerging leaders through diverse networks, while enhancing leadership skills and community knowledge, resulting in increased value, individually and professionally.

Participants in LCD gain an opportunity to develop resources and partnerships, an understanding of the role of leaders in the community, connections with people of influence, and an understanding of the importance of collaboration among businesses... all while developing and enhancing their own leadership skills. Sponsoring companies will receive ten months of advertising to 1,300+ people through numerous CDCC avenues, engaged and connected employees who

are ready to make a positive difference, and recognition as a company dedicated to making Central Delaware THE place to live, work, and play.

LCD’s 10-month program is comprised of 9 day-long learning sessions (one per month, beginning in October), an opening and a closing retreat, and graduation. Each day-long session (8 a.m. – 5 p.m.) is focused on a different economic segment of Kent County. The days are spent hearing from the leaders of various industries, enjoying presentations and tours, and engaging in hands-on learning experiences.

Start planning now to be part of Leadership Central Delaware and stay tuned for details regarding our FREE Invitational Reception. Class sizes are limited – participants are chosen

through an interview process. To learn more about Leadership Central Delaware, visit www.cdcc.net/pillars/education/leadership-central-delaware. For more information, please contact the CDCC Office (302)734-7513. It’s time to start building Central Delaware’s next generation of leaders!

THIS JUST IN...
LCD Class of
2026 Invitational
Wednesday, May 7, 5-7pm
Lessard Home - Burwood Estates
3367 Upper King Rd,
Dover, DE 19904



55 PLUS EXPO

Continued from Page 1

Hosted in the spaciously elegant Bally’s Dover Casino Resort - Rollins Center (1131 N. Dupont Hwy, Dover) from 9 a.m. -3 p.m., the CDCC brings to Central Delaware a FREE event full of vendor exhibitors to support members of the 55+ community and improve the quality of their lives. At the heart of this event is a mission committed to fostering a sense of belonging, well-being, and fulfillment among the senior community in Central Delaware. The CDCC’s Annual 55 Plus Expo stands as a testament to this mission, offering an event where attendees can explore a multitude of opportunities designed to support their physical, mental, and social vitality.

Attendees can take advantage of FREE health screenings, FREE parking, giveaways, and a designated Wellness Center. The 55 Plus Expo is not just for



people over the age of 55. It’s also for the community of families and businesses that help support Delaware’s fastest growing demographic. Join us in a lively atmosphere for entertainment, interactive exhibits, giveaways and door prizes. Join us to take charge of your health and well-being by participating in informative workshops, fitness demonstrations, and wellness screenings. Join us to gain access to a diverse array of exhibitors, ranging from healthcare providers and financial advisors to leisure and recreational organizations.

Potential Exhibitors & Sponsors: If you are interested in increasing your company’s name recognition, expanding awareness of your brand, effectively



targeting the senior audience, and showcasing your products and services, you must participate in this event as a sponsor or a vendor. This expo allows us to bring customers to you all under one roof. The CDCC’s event strategy is to attract quality leads to you and your business with the promise of building relationships. This event will also give vendors and exhibitors an opportunity to network, and share leads with others in the 55+ industry!

The CDCC’s 55 Plus Expo strives to be a celebration of life, learning, and the limitless resources designed to enhance the lives of our senior community. We are excited to invite our members and the Central Delaware business community to be part of this popular event that people talk about all year long.

The CDCC would like to thank our 55 Plus Expo 2025 Sponsors (as of 2.20.25): Wellness Center Gold Sponsor: Bayhealth; Silver Sponsors: Coastal Bath Company, Connolly Dermatology, Delaware Department of Insurance (Delaware Medicare Assistance Bureau), Delaware Health and Social Services – DSAAPD, Highmark Delaware, Pinnacle Rehabilitation and Healthcare Center / Bay Terrace Rehabilitation and Healthcare Center; Media Sponsor: Dover Post; Event Sponsor: Bally’s Dover Casino Resort.

For more information on participating as an exhibitor or a sponsor, or to register visit www.cdcc.net/events or call the CDCC Office at (302) 734-7513. We look forward to working with you as we combine resources to assist our seniors and caregivers in living their best lives in Central Delaware!

Leadership Central Delaware Explores Government & Politics in an Immersive Session Day

Leadership Central Delaware (LCD) hosted its annual Government & Politics Day on February 6, offering participants an in-depth look at the inner workings of state and local government. The event, held at Legislative Hall and Dover City Hall in Downtown Dover, provided LCD class members with opportunities to engage directly with legislators, lobbyists, policymakers, and government officials, deepening their understanding of the legislative process and public service.

Following the welcome, 2025 LCD class members Michelle Bergold and Heather Stewart introduced the first major discussion of the day: "How Does the Government Work?" This engaging session featured Danny Short, District 39 State Representative, and Judy Diogo, Lobbyist, who provided an insightful overview of the legislative process. Attendees gained an understanding of how government functions at various levels, the intricacies of policy formation, and the impact of advocacy on legislative outcomes. The interactive nature of the discussion allowed participants to ask questions and explore the challenges and rewards of public service.

Following a break, attendees participated in a guided tour of Legislative Hall, where they observed the heart of Delaware's government in action. This behind-the-scenes experience gave attendees the opportunity to witness the inner workings of Delaware's legislative process and gain a deeper appreciation for the historical and political significance of Legislative Hall.

The morning continued with an insightful session on the Paid Family Leave Act, introduced by Josh Smith and Kallie Moyer. This discussion, led by Chris Counihan, Director of the Division of Paid Leave, and Mike Wooleyhand, owner of Mike and Mel's Family Restaurant, provided a balanced perspective on the impact of paid family leave on both businesses and employees. Counihan provided a comprehensive breakdown of Delaware's Paid Family Leave policies, while Wooleyhand shared a business owner's perspective on how the policy impacts small businesses. The discussion highlighted both the benefits and challenges of implementing paid leave policies in today's workforce.

A highlight of the day was the Lunch with Legislators, where LCD members had the unique opportunity to engage in candid discussions with elected officials. This informal setting encouraged meaningful conversations about legislative priorities, community needs, and leadership challenges.

The afternoon sessions kicked off with a presentation on The Role of Kent County Levy Court, introduced by Clair Weber and led by Kelly Pitts '22, Kent County Levy Court Public Information Officer. Pitts provided an overview of the functions of the Levy Court, emphasizing

ing its role in managing county affairs and responding to community needs. Participants gained valuable insight into the importance of local government in addressing everyday concerns such as infrastructure, zoning, and public services.

A thought-provoking discussion followed on the Homeless Bill of Rights, introduced by Sarah Sadlowski and Selda Munson. The session featured District 16 State Senator Eric Buckson and District 18 State Representative Sophie Phillips, who provided a legislative and community-based perspective on homelessness policy and advocacy. This session sparked a critical dialogue on solutions and support systems for Delaware's unhoused population.

After a short break, the focus shifted to the Chamber's Role in Legislation, where Dr. Dina Vendetti LCD Class of '04, President of the Central Delaware Chamber of Commerce, delivered an insightful presentation on how the business community influences public policy. Dr. Vendetti highlighted how the Chamber serves as a voice for businesses in the legislative process, advocating for policies that support economic growth and entrepreneurship. Participants explored the Chamber's efforts in shaping pro-business legislation, fostering economic development, and engaging with policymakers.

One of the most anticipated events of the day was the Mock City Council Hearing at 3:30 p.m., hosted at Dover City Hall. With an introduction by Martha Lehman, the session was presided over by Mayor Robin Christiansen. Participants took on the roles of city officials, business owners, and concerned citizens in a simulated council meeting, debating an annexation that would impact the local community. This interactive exercise provided a hands-on opportunity to experience the challenges and decision-making processes involved in local governance.

The event concluded with a Book Discussion & Project Updates, where Jared Hughart, Jillian Lyons, and Christian Proctor facilitated a reflective session on leadership development and the application of lessons learned throughout the program.

Leadership Central Delaware's Government & Politics Day exemplifies the organization's commitment to fostering informed and engaged leaders. Through direct engagement with policymakers and real-world governance experiences, LCD participants leave equipped with the knowledge and confidence to make meaningful contributions to their communities.

For more information about Leadership Central Delaware and future events, please contact lcd@cdcc.net.



CNU Fit Reveals New Look

CNU Fit is all about change. Their clients are there to make their own changes. Maybe they want to lose some weight, gain some strength and flexibility, recover from surgery or an injury, or just wake up each morning feeling better. CNU Fit founder and CEO Evans Armantrading seems to love change and is constantly evolving, changing and growing his business to better serve his clients.

CNU Fit was opened in 2009 with only resistance bands, a few weights and some other equipment donated by a small group of clients that Evans had been providing with nutrition coaching in their homes. Just a few weeks ago, an extensive update was completed at the Dover location. "It had been a while since we made any changes there," Evans explained. "I have an aptitude for visualizing space, so I knew what I wanted to change." Whether you've visited CNU Fit before or not, you'll be amazed by the impressive setup throughout the fitness center.

As you walk in, you are greeted at the door by a large, lighted cut-out of the state of Delaware. The water is represented down the right side by blue acrylic waves. Each CNU location is marked on the Delaware image with their logo icon in the appropriate location. Evans calls this "The Pride of Delaware." "Delawareans are very proud of their state, especially their beaches. It's probably the only state in the nation where people go away on a vacation and never leave the state," he says with a laugh.

To the right of the entrance, you will find a seating area set up for clients to network or catch up on some work before or after their sessions. Evans explains the thinking behind this



seating area, "Our clients get to know each other when they consistently train together. Some have even gotten new jobs through the relationships they have built at CNU Fit. Also, some people's schedules have them arrive early so instead of sitting in their car scrolling through emails on their phone, they can come inside, sit in a comfortable seat and get caught up on some work. We even provide a charging station."

As soon as you walk into the main portion of the studio, you will be struck by the color scheme: black ceilings, fans and floors, and blue walls to match their logo colors. You'll also be attracted to the multi-colored lights circling the doors to the stretch rooms and lining the baseboards. A large CNU Fit logo is displayed on the wall with a cracked, light-up image surrounding it to remind the clients that they are breaking into a new version of themselves. A third large visual spans the full length of the far wall and features a light-up CNU Fit logo with their slogan "Where Fitness is a Lifestyle" displayed below.

Even with all the fun and interesting visuals around the studio, your eyes will also be attracted to the large black

work-out pods that tower up to the ceiling. There are 4 of them placed throughout the space in addition to treadmills, weight racks, rowing machines, and other equipment. The pods are part of the new renovation and allow two trainers to train 8 people at the same time. This is another sign of CNU Fit's ability to keep up with the demand for their services. Evans is very understandably proud of this new renovation, "We want our center to reflect the values of our clients. They want things to be new, clean, organized and efficient. This renovation is representative of those values."

But beyond the impressive renovation, what makes CNU Fit unique in the world of gyms and fitness centers? "We offer customized personal training for the 40+ population. We don't offer fad diets or crazy challenges. We put together a plan that our clients can do for the rest of your life," Evans explains. They also don't offer group fitness, but instead provide their clients with semi-private training, recovery services and stretch therapy.

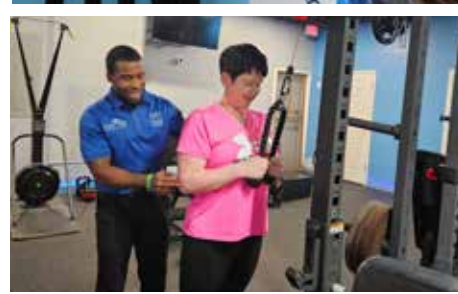
The demand for their services has allowed CNU Fit to open a location in Milford in 2018, and then one in Middletown in late 2023. The growth they

have experienced has not only included additional locations, but also opening CNU Stretch. This is a program that provides tools, training and support for fitness professionals to become licensed stretch therapists, no matter where they work. Stretch therapy has been proven to help reduce soreness, prevent injuries, relieve pain, improve posture, promote recovery, and offer other health benefits. Any gym or fitness center that can offer stretch therapy to their clients will see their business grow.

With Baby Boomers and older Gen Xers driving consumerism, technology offering options for at home workouts (think Peloton), and the new weight-loss drugs that are being widely offered, CNU Fit has found a successful niche and strategy to continue the growth of their business. Evans points out that he had lots of people helping him when he started the business 16 years ago. "Not only did they donate equipment, but they helped paint, do plumbing and construction work, and plenty more. Our clients have built CNU Fit." He also expanded that to say, "The same is true for the Chamber. My business wouldn't be what it is without the CDCC. I've met people at Chamber Mixers that became clients, and they've done other things to help me expand my business."

Please join the CDCC to congratulate Evans and the entire team at CNU Fit on their recent renovation at their Dover location.

For more information on CNU Fit and how you can make a change in your life, please visit their website at cnufit.com.



Schlosser President Dennis Assumes Leadership Role for Delaware Contractors Association

In January of this year, Schlosser & Associates Mechanical Contractors President Steve Dennis has assumed the role of president for the Delaware Contractors Association.

Schlosser & Associates has 70+ years of history serving the community with a diverse array of mechanical contracting services, including HVAC, plumbing, piping, concrete, site utility work, welding, carpentry, and painting. They pride themselves on being a one-stop shop and supplier for their valued clients. Over the decades, the company has earned a stellar reputation for its unwavering commitment to excellence, delivering exceptional results on projects ranging from small-scale residential to large-scale commercial projects. "We are a very diverse company in that we can do a lot of different things," stated Steve Dennis.

Operating a family-owned business for more than 70 years is no easy feat, no matter what the industry. Businesses must innovate to navigate the twisting road of small business. They need to have a unique

"it-factor" with unwavering core values and principles, and Schlosser is a great example of that. "We still have a live person answering the phone. We like to deal with people on a personal level. That is something that came from our past and we want to honor that into the future," continued Dennis.

Dennis has been with Newark's Schlosser & Associates since 1992, becoming president in 2013 of the family firm his wife Garnet's father founded in 1954. Garnet Schlosser Dennis is a co-owner and Vice President of the company. The couple's three sons Zach (Operations Manager), Justin (Estimator) and Chris (Estimator) represent the company's third generation of family participation.

The Delaware Contractors Association (DCA), created in 1969, is an association composed of general and subcontractors involved in heavy, highway, commercial, industrial and utility construction, as well as suppliers of goods and services to the construction industry. DCA's membership includes allied and merit shop firms of all

sizes with companies spanning multiple generations and those new to the construction community. The Delaware Contractors Association is organized to bring a voice of strength and unity to the construction industry in Delaware while holding a steadfast commitment to excellence.

Dennis stated that during his tenure as president of the DCA, they will continue to work with legislators on things that positively affect all contractors, union and non-union. He feels that the amount of legislation impacting the construction industry over the past few legislative sessions is staggering. He added that it's important for DCA and other trade organizations to have discussions and inform legislators, so they understand how their decisions affect all their constituents. Workforce development for the construction industry and building membership numbers are two other areas Dennis says the DCA is focusing on.

In addition to the honor of Steve Dennis being named president of the DCA, Schlosser & Associates was recognized

with a Family-Owned Business Legacy Award in 2019 from the Delaware Business Times and a Superstars in Business Award from the Delaware State Chamber of Commerce in 2022. They support the Food Bank of Delaware and the New Castle County Vocational Technical School District, as well as several local charities, and small (but impactful), quiet acts of service.

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

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



Steve Dennis, president of Schlosser & Associates Mechanical Contractors. Photo by James Kim



Company Founder Paul Schlosser Sr.



Schlosser & Associates Operations Manager Zach Dennis, Vice President Garnet Schlosser Dennis, President Steve Dennis-President, Estimator Justin Dennis, Estimator Chris Dennis

Avery Hall Insurance Celebrates 100th Anniversary

Avery Hall Insurance is proud to announce the celebration of its 100th anniversary. Since 1925, Avery Hall has been a trusted name in insurance. Beginning as a small business out of founder Avery W. Hall's farmhouse, the company now has five thriving locations and over a hundred employees. The company is excited to celebrate a century of success and looks forward to the next century of growth.

In 1981, Mr. Avery Hall retired at eighty-two, leaving the company in the hands of six trusted producers. The business has continued to grow, expanding to provide services for personal and business insurance and individual health and employee benefits. This trend of growth continues today; Avery Hall is moving into the next century with renewed energy, expansive resources, and the guidance of local leadership.

2025 marks not only one hundred years of business for Avery Hall, but a century as an integral part of the community. Quality

service was of the utmost importance to Mr. Avery W. Hall, not only through providing reliable insurance guidance, but also through hands-on community involvement. Avery Hall Insurance is proud to continue his legacy today through charitable giving and cultivating a team of professionals passionate about volunteerism.

"Over the past century, we've grown and adapted, always putting our clients first. This anniversary isn't just about looking back – it's about looking ahead," states Mary Mengason, Senior Vice President of Avery Hall, "We are excited to continue evolving and building on this legacy, con-

tinuing to be a trusted partner for our client's insurance and benefits needs."

Avery Hall Insurance looks forward to formally celebrating this milestone at its headquarters in Salisbury in June 2025.

Avery Hall Insurance Group, a trusted name in the insurance industry, was founded in 1925 by Mr. Avery W. Hall. Since then, the agency has grown to over 100 employees, with headquarters in Salisbury and offices in Easton, Milton, Seaford, and now Selbyville. They offer a comprehensive range of insurance products that cater to individual, business, and employee benefits needs and have been recognized

with numerous industry and community awards. *For more information, visit them online at www.averyhall.com.*



IMD4 Designs Fly High in the Sky Over Tokyo

IMD4 owners Jim Suhre and Kate Greene recently returned from a business trip to Japan where their designs were part of the DIG Shibuya Festival Kick-Off Drone Show. This Festival is a unique cultural event that combines art and technology while offering the opportunity for attendees to test digital programs and meet with startups and ecosystem builders.

The festival's amazing Kick-Off Drone Show featured 2,200 multi-colored, lighted drones flying through the sky over the world's largest city of Tokyo. The drones flew over 600 feet in the air, launched from Tokyo's Yoyogi Park, with a soundtrack provided by a live performance from Japanese musicians Tetsuya Komuro and Dai-suke Hinata.

Plus, the show included the introduction of IMD4's animated dog Digi8 (pronounced Digi Hachi), a 3D modeled mascot based on Hachi, the legendary dog who has a statue in his honor near Shibuya Crossing, the busiest intersection on Earth. Americans may know the story as told in the Richard Gere movie Hachi: A Dog's Tale, where the faithful dog continues come to the train platform for over 10 years waiting for his person, who had unfortunately passed away while at work.

Digi8 is a futuristic version of Hachi, which means "eight" in Japanese. The character will be a mascot for both Digital Garage, a leading internet and startup incubation firm, and the city of Shibuya, a district in Tokyo known as the epicenter of Japan's internet industry.

IMD4's amazing "dog tale" started in 1994 at a NYC art exhibit that included five of Jim's dog paintings. At this exhibit, Jim met Kaoru Hayashi who had just started Digital Garage. The pair enjoyed dinner that evening with a group of mutual friends then a few days later, Kaoru purchased one of Jim's paintings. That was the beginning of the long-time business and personal connection between the two men which ultimately included Kate in 1998 when she and Jim met.

In 2018, Kaoru reached out to Jim about working on a tail-wagging mascot for Digital Garage to be introduced at the 2020 Summer Olympics in Japan. Unfortunately, COVID derailed their plans, so the launch was eventually rescheduled for 2025 at the First Annual DIG Shibuya Festival.

Kate and Jim are still on cloud nine after arriving back in the states from this big adventure, "We want to thank Digital Garage and the city of Shibuya for this great honor to design Digi8," said Jim. "The story of Hachi is one of loyalty and perseverance and is famous across all Japan and becoming so world-wide. Our direction from Digital Garage was to create a Hachi character in the year 2050, who promotes empathy and togetherness while also using technology."

Digi8 has cyber-glasses that help him navigate the streets of Tokyo, and a tail that can become an antenna to receive information, or to broadcast WIFI. Digi8 uses 8G, three steps up from the 5G that we humanoids are familiar with. 8G is the

network system used by the Galactic Community. Digi8 knows this because a UFO mysteriously follows him around during his adventures. Digi8 also wears an 8 symbol on his collar, called the "HachiTag." The symbol, which combines the English and Japanese characters for eight, was designed by Kate.

"The Japanese character for eight fits nicely with the English eight, and works well for a theme of unity," said Kate. "We plan much for the HachiTag in both the Digi8 stories and as a logo for merchandising itself."

"To see one's art floating in the sky at, I dare say, Godzilla-like size was truly an incredible sight," said Jim. "We've seen our artwork on billboards, in national magazines and television, but this was really quite amazing."

Jim has worked in 3D modeling and character design for over 30 years, including Madison Avenue and network television projects. Digi8 was modeled and animated in 3d Studio Max, with textures and designs created in the Adobe Creative Cloud family of programs. When Jim worked on the animation, he used their dog Sparky as a reference for Digi8's movements. The launch of the character has been very well received, and Digi8 art will soon be seen around the city of Shibuya and on the internet. You can see a video of Digi8's first appearance at this link: https://youtu.be/VsAsjVNLlro?si=tiV_Lh9h86aggJVo. Note that Jim's name at Digital Garage is JAMES BIGTWIN.

The dynamic design duo shared this advice when doing business in a foreign country: Google Translator is great but be sure to learn some basic words and phrases to help you get the services you need. Before you travel, learn about the culture, including the work culture. Don't try to make jokes. Eat the food. Be yourself, be humble and always be willing to laugh at yourself.

Jim and Kate will be making Digi8 animations and working on more promotional ideas throughout the year including an animation library, street art, social media posts, and plenty of other appearances that are currently confidential. They look forward to another big show at the 2026 DIG Festival.

The team at IMD4 works on all types of creative designs and marketing including branding, logo design, print, radio, digital, television and custom design work. They offer "Madison Avenue work at Main Street prices." Kate mentioned that they got this amazing job because of the relationship they built with Kaoru at Digital Garage. She added, "As you all always say at the Chamber, it's about the relationships. People do business with other people."

To start a relationship with IMD4 to work on your next marketing project, please contact them at 917-744-5762 or online at www.imd4.com.



Delaware Businesses Honored for Supporting Military and Veteran Talent

The Joint Military Affairs Committee (JMAC) of the Delaware State Chamber of Commerce and New Castle County Chamber of Commerce are pleased to announce the 2025 recipients of the Delaware Warrior Friendly Business Award are Dover Federal Credit Union and Chesapeake Utilities. This honor recognizes businesses' efforts to support service members, veterans, and their family members through workplace initiatives.



events like career fairs, family days, and the First State Air Show. The credit union also contributes to the Delaware National Guard Youth Foundation and supports organizations like USO Delaware and local veterans' shelters, staying true to its roots as a credit union established to serve the military community.

"Members of the military community, from active duty to veterans and their families, are such an influential part of our Credit Union's rich history," says Deb Jewell, AVP of marketing at Dover Federal Credit Union. "While we were founded in 1958 by Dover Air Force Base and civilian members, Dover Federal Credit Union has remained committed to serving our military community, including their spouses and children, by providing financial stability and empowerment. This award reflects the conscientious efforts that our credit union takes to create employment opportunities, provide financial education and resources, and offer equitable access to financial products and services

for those who have sacrificed the most for our country."

Chesapeake Utilities

Chesapeake Utilities Corporation is committed to building a workforce that reflects the diversity and resilience of the communities it serves. Recognizing the value veterans bring, the company actively recruits service members and supports their transition into civilian careers. In 2024, Chesapeake Utilities partnered with over 130 veteran service organizations, leading to the hiring of 12 veterans and bringing the total number of veterans in its workforce to 102.

Chesapeake Utilities further extends support through its Veterans Employee Resource Group (ERG), which fosters camaraderie, provides mentorship for navigating civilian careers, and promotes career development while raising awareness of veterans' strengths. Employees are also encouraged to participate in outreach efforts, including volunteering for Wreaths Across America, escorting veterans through the Honor Flight Network, and distributing Christmas trees to active military members through Trees for Troops. Chesapeake Utilities also promotes veteran employment beyond the company by hosting hir-

ing fairs, partnering with the Delaware Joint Military Affairs Committee, and engaging with service members at career fairs like the Dover Air Force Base Career-a-thon.

"Veterans bring leadership, teamwork, adaptability and technical expertise to Chesapeake Utilities," said Michael Cassel, vice president, governmental and regulatory affairs at Chesapeake Utilities. "Through veteran recruiting, our employee resource group, volunteering and partnerships, we honor veterans, military families and reservists. Being named a Warrior Friendly Business highlights our commitment to diversity, inclusion and supporting those who serve."

The honorees were recognized at the JMAC's State of the Guard Address on Thursday, February 20, at the Delaware National Guard Joint Force Headquarters at the Major Joseph R. "Beau" Biden III National Guard/Reserve Center in New Castle. The event included the annual State of the Guard briefing to the community on current missions, operations, and people of the Delaware National Guard.

Please join the Central Delaware Chamber of Commerce in congratulating both Dover Federal Credit Union and Chesapeake Utilities on this special honor.



Special Feature



MILITARY AFFAIRE A Memorable Affaire to Celebrate



Some people may know February 6th as National Frozen Yogurt Day, but for our Dover Air Force Base (DAFB) military personnel and more than 100 Central Delaware Chamber of Commerce (CDCC) members and guests, February 6th of this year was a memorable celebration of TEAM Dover!

Thornton and Dover Mayor Robin R. Christiansen.

The CDCC would like to express our thanks to our signature sponsor, Dover Federal Credit Union and our premier sponsor, the City of Dover.



A lively crowd gathered at the Delaware State Police Museum so our military friends could get to know the business community and learn about civilian life here in Central Delaware, while our members spent the evening expressing their gratitude and support for all that happens at DAFB.

We would also like to thank our Five-Star sponsors: Bavarian Bakery, BBSI, Chesapeake Utilities Corp., CNU Fit LLC, Comcast, Daily State News, Dover Motor Speedway, Dowding Resource Group, First Class Properties, On Point Therapy Services & Wellness, Wagamon Technology Group LLC and Wilmington University. In addition, thank you to the Four-Star sponsors: Air & Space Force Association - Galaxy Chapter, First Command, First State Webfooters, Holy Cross High School, and The Missing Piece – Food Trailer LLC.



The annual Military Affaire, hosted by the Military Affairs Committee of the CDCC, was filled this year by networking, relationship building, idea sharing, and comfortable camaraderie. The Delaware State Police Museum provided a unique setting that stimulated interesting conversations among the event attendees. The gathered crowd heard remarks from Col. Justin A. Longmire, Deputy Commander of the 436th Airlift Wing who was representing the Commander Col. Chris McDonald, and also from Col. Jon Bergman, Operations Group Commander of the 512th Airlift Wing who was representing Wing Commander Col. Eric Rivero. The base's Mission Partners were introduced and shared a brief update on each of their divisions.

Special thanks also go to the Delaware State Police Museum for being so accommodating and providing the perfect venue for the evening, Andrew Chupp and his team from The Catering Company for their delicious hors d'oeuvres and desserts, and to NKS Distributors for the celebratory beverages.



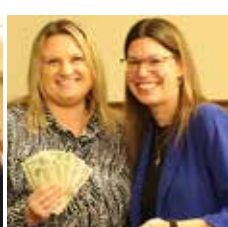
The Military Affaire is one of three annual events planned and hosted by the CDCC Military Affairs committee. The State of the Base event traditionally takes place in late November. Watch for details to come for our Bluesuiters Golf Tournament which will be held in mid-May. We look forward to seeing you there – and we look forward to continuing our strong and growing relationship with Dover Air Force Base. Go, TEAM Dover!



Dignitaries and special guests in attendance included: Kate Rohrer (representing U.S. Senator Chris Coons), Delaware Senators Dave Lawson and Trey Paradee, Delaware Representative Lyndon Yearick, Kent County Recorder of Deeds Eugenia



Special Feature



Combo Mixer Doubled the Pleasure, Doubled the Fun!



The members and guests of the Central Delaware Chamber of Commerce (CDCC) AND the Caroline County Chamber of Commerce (CCCC) came together on Wednesday, February 26th for an evening of mixing and mingling at Harvest Ridge Winery in Marydel for the CDCC's monthly Sunset Business Mixer. Once again, the wonderful team at Harvest Ridge did an outstanding job hosting the CDCC and our guests and serving their delicious wines. Cheers to that!

CDCC and CCCC members thoroughly enjoyed themselves as you could see smiles, hugs, laughs, and new introductions all around the room – it was a true delight to see. Members of both Chambers from a variety of businesses and industries of both stopped by and stayed to the end to win fabulous door prizes, a 50/50 raffle and more! The CDCC thanks everyone for attending this mixer and bringing the almost balmy weather with them. But our members always bring warmth and cheer to every event, especially the premier net-

working event of the CDCC – the Sunset Business Mixer!

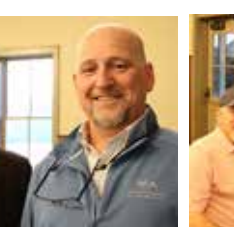
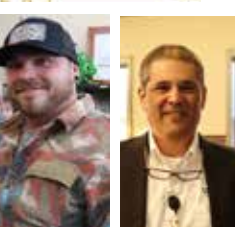
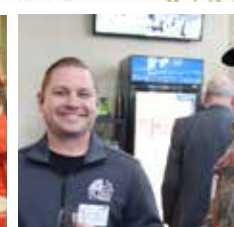
Congratulations to Tina Gary from the Delaware Department of Labor for winning Member of the Month for April! Stay tuned for the April Chamber Connections issue to read her feature!

Thank you again to our friends at Harvest Ridge Winery for accommodating us this month to facilitate building relationships, growing both Central Delaware and our neighboring Caroline County, and forging partnerships, and friendships.

Most of all, thank you to Tracey Snyder, executive director for the CCCC and her amazing staff, board and members for coming together with the CDCC for the fun and fruitful networking event. The CDCC always has a great time facilitating these Sunset Business Mixer because of members (some of whom you see pictured here) who bring the room to life! Our members make every event worthwhile, and the CDCC thanks you for spending your evening with us.

Remember – CDCC Sunset Business Mixers are a FREE member benefit, and all your company employees are welcome to attend! Share the news and invite them to represent your company if you can't make it that night...or even if you can!

We hope you had a wonderful evening mixing with your community. To register for the March Sunset Business Mixer, visit "Chamber Events" at www.cdcc.net or call (302)734-7513 to join the fun!



Save the Date for The Chamber Mini Masters Mixer

Save the date and start practicing your putt so you can ace every hole at this year's Chamber Mini Masters Mixer coming on Wednesday, May 28th at Tre Sorelle Dolce Ice Cream & Mini Golf in Wyoming – the perfect location for this fun-filled event.

Begin thinking of the best golfers for your team of four so you can take home the coveted BLUE jacket and winning prize, and of course, bragging rights for the year. Also begin thinking about your coordinated costumes/t-shirts to represent your team and/or business in the best way. This is a great event for team bonding between family, friends, colleagues, and coworkers. You won't want to miss the fun of a highly competitive round of mini golf with your local CDCC community.



Details are still being finalized, so we'll let you know when registration is open. You know that slots fill up fast! The CDCC will again offer a 2nd round of play to allow more teams to participate (by popular demand). We are so excited to welcome you back to the whimsical mini-golf course at Tre Sorelle Dolce Ice Cream & Mini Golf – a real hometown and tourist treat.

Not much of a golfer – traditional or mini? It doesn't matter. In addition to the competition, this event is also a Sunset Business Mixer which means that you do not have to play golf to enjoy the evening. The Sunset Business Mixer is always FREE to attend, and we highly encourage our members to bring business guests. The CDCC will have food trucks, a cornhole area, yard games, and of course prizes, prizes, prizes! Plus, we'll have a DJ there to keep the energy up with music and announcements with stellar sound support. Of course, Tre Sorelle's sweet treats will be available for purchase because it's always the right time to eat ice cream. There will be fun to be had for everyone!

Thank you to owners Mike and Becky Marasco for welcoming the community into their business for all the fun to be created and memories to be made – we couldn't do it without them.

Remember... save the date: Wednesday, May 28th for The Chamber Mini Masters Mixer. For more info, call the CDCC at (302)734-7513 or visit our website at www.cdcc.net/event/chamber-events. The CDCC is offering sponsorship opportunities, too.

This evening will be a blast with your presence and participation! We are so excited to see your competitive faces and A-game on the green or cheering on the sidelines at Tre Sorelle Dolce Ice Cream & Mini Golf on Wednesday, May 28th.



LEGISLATIVE LUNCHEON

Continued from Page 1

Luncheon is important to our business professionals. It provides a chance to build a connection between two crucial parts of our Central Delaware community: lawmakers and business leaders. The CDCC is a steadfast advocate for the interests of its business members and the community at large. The Chamber wants the public to know how they can get engaged, involved, and have their voices heard.

Legislators will construct a panel to engage in discussion about pertinent business matters. They are ready to provide clarity, guidance, and their personal stances on relevant issues that concern us all. During the event, members of the Legislative Affairs Committee will ask pertinent



questions of the gathered lawmakers regarding the issues that make up the CDCC's legislative agenda. Don't miss your chance to join this influential gathering to help shape the future of Central Delaware.

The CDCC would like to thank B.I.G. Investment Services for making this event possible for us and our valued guests.

Thank you to our Platinum Sponsors from: B.I.G. Investment Services, Century Engineering - A Kleinfelder Company, Chesapeake Utilities Corp., Daily State News, Dover Federal Credit Union, G. Fedale

Roofing & Siding, Harrington Raceway & Casino, Kraft Heinz, PAM Health Rehabilitation Hospital of Dover, Pratt Insurance, R&R Commercial Realty and Residence Inn by Marriott.

Also, thank you to our General Assembly Sponsors from: Allen Insurance Group, BBSI, C.S. Kidner Associates / Capitol Strategies, Comcast Business, Delaware Municipal Electric Corporation (DEMEC), Delmarva Power - an Exelon Company, Dover Motor Speedway, Dowding Resource Group, George & Lynch, Inc., The Malmberg Firm LLC, Pepsi Bottling Ventures, Shore United Bank, The Willis Group, LLC, and Wilmington University.

Don't delay in purchasing your tickets for this consistently sold-out and highly anticipated event by YOUR CDCC. Rates are \$60 per person for Chamber Members

and \$80 per person for Non-members. To purchase and reserve your seat at the table, please visit www.cdcc.net/events/chamber-events/legislative-luncheon/, or call the office at (302)734-7513. A limited number of table-top displays are also available to CDCC members for \$150 each.

Thank you for your consideration in attending this impactful event and influencing the future of our beloved home – Central Delaware. By working together, businesses and policymakers can overcome challenges, seize opportunities, and build a brighter future for Central Delaware. Help us further this truth by engaging in the discussion and by being present. We can't wait to welcome you to Bally's Dover Resort Casino on March 19th, from 11 a.m. - 1:30 p.m. for the CDCC's 23rd Annual Legislative Luncheon!

Special Feature

FLIGHT LESSONS

A log from the Air Mobility Command Civic Leader for the Dover Air Force Base's 436th Airlift Wing



Consider this new column an invitation to join me as I embark on a new and intriguing adventure. I have been selected for a 3-year mission. It's one that will be filled with excitement, learning, growth, opportunities, insights, service, and more – and I'd really like to have you all along for the ride!

I feel extremely honored and deeply humbled to share with you that I have been appointed as the newest Air Mobility Command (AMC) Civic Leader for Dover Air Force Base's (DAFB) 436th Airlift Wing. My counterpart on this journey will be Pastor Chris Kondracki, lead pastor at Southside Baptist Church, and the newest AMC Civic Leader for DAFB's 512th Airlift Wing. I am incredibly excited to be part of this amazing program and eager to learn more about the mission of the United States Air Force and the men and women who carry it out. I know already that this will be an awesome experience.

Let me share a little background... This program is designed to create a bond between leaders in communities



My first duty as the AMC Civic Leader – I served as the keynote speaker at the Induction of the newest class of Honorary Commanders.

with Air Force leaders. These leaders will disseminate information about Air Force activities to their communities, serve as conduits between the communities and the Air Force, serve as unofficial spokespersons for the work of the Air Force, and provide ideas and feedback back to their commanders.

My cohort of Civic Leaders had an opportunity to eMeet for the first time on a ZOOM call hosted by the folks at AMC Public Affairs who facilitate the program. On this call, I learned that

there are 26 Civic Leaders from across the country. The group represents quite a cross-section of industries, businesses, ages, ethnic backgrounds, and reasons to support the mission of the Air Force. We also had a chance to meet and talk with General John D. LaMontagne, AMC Commander, and his right-hand man, Command Chief Master Sergeant Jamie L. Newman. They will be our hosts for the various trips we take over the next 3 years. What an honor to learn from these two incredible leaders!

In addition to the introductions, this meeting was designed to share valuable information with all of us regarding travel arrangements for our first trip. The first in-person adventure of this group will take place at the beginning of April when we visit Scott Air Force Base in Illinois, which serves as the home of Air Force Headquarters.

From what I've heard so far, this program resembles the Honorary Commander program, but instead of concentrating on DAFB, the concentration is on the Air Force at large. The

commitment is 3 years. During that time, this group of 25 civic leaders will meet virtually twice per year and will travel to other bases twice per year. The activities will center around learning more about the Air Force's mission, how it's accomplished, the blessings, the challenges, the needs, and much more AND representing our local community in this diverse group of civic leaders chosen from coast to coast. In addition to meetings and travel, I will be invited to join our community's past civic leaders in the Commander's Council. This is a monthly opportunity where ideas and issues are discussed, and ideas/solutions are suggested.

I will be logging my activities in this column so that you, too, can learn and help communicate the fantastic service that is happening through the men and women of our base and other bases like it across the globe.

So, what do you say? Will you join me on this remarkable journey as "off we go into the wild, blue yonder?" Look for this column in upcoming issues of our Chamber Connections!

Voting for the Most Excellent Coming in May!



Nominations for the Central Delaware Chamber of Commerce's (CDCC) 2025 Excellence in Business Awards close March 12th! Now, just to be clear, we know all our members are excellent. But we all agree that it's important to recognize our member businesses and individuals that have done something extra special during the past year to rise to the top. Plus, celebrating the excellence of any of our members helps our entire community rise up. That's why the CDCC offers our members the

opportunity to celebrate their member peers through these annual awards.

Now that all the nominations are in, the Excellence in Business Awards Committee, made up of previous award winners, will meet and review all those nominations. Three CDCC members will then be selected in each of the three categories and submitted by ballot to be voted on by the CDCC Membership. As a reminder, the award categories are: Small Business of the Year, Large

Employer of the Year and Young Professional of the Year.

Keep an eye out for the official ballot coming in early May. Each Chamber Member Business is allowed one vote per company. Ballots will be sent out through the Monday CDCC e-news, and through a broadcast email from the CDCC. More information on the nominees will be featured in the May issue of the Chamber Connections newspaper and on the CDCC website that same month. Voting will close on Thursday, May 29th.

All nominees will be honored for their accomplishments as a business-

person and their contributions to the community throughout the past year at the CDCC Awards for Excellence Dinner. Plus, the winners will be revealed at the dinner on Wednesday, June 18th at Bally's Dover Casino Resort. The CDCC will also present a few additional awards from our team to recognize businesses and individuals that have gone "above & beyond" to support the work of YOUR Chamber. Tabletop displays are available for this event at \$150 each, in addition to event sponsorships. Please contact Cristal at 302-734-7513 or cbrenneman@cdcc.net for more information.



We are accepting

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

CLINICAL AND COSMETIC DERMATOLOGY

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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Ribbon Cutting

Have You Hosted A Ribbon Cutting, Yet?

Did you know that Ribbon Cuttings for your business are one of the benefits included with your Central Delaware Chamber of Commerce (CDCC) membership? That's right...your annual membership includes that!

What? Did you just say, "What do I have going on that would merit a ribbon cutting?"

Well...there's the obvious: a new location, grand opening or a grand reopening (after a renovation). But, other celebrations that are perfect for a ribbon cutting include: being a new CDCC member, new ownership, rebranding or new signage on your business/office, anniversary (any year!), new or repainted fleet vehicles, and the list goes on. We would love to brainstorm other ideas with you.

What? You don't have a brick & mortar location? No sweat! We can host the ribbon cutting at the Chamber office. Or maybe it makes sense to hold it at another location that is somehow tied to your business. Again, we would love to brainstorm some ideas with you.

Once a theme and location are determined, we'll work with you to



put together the best date/time. We've found it best to hold them during the week and close to lunchtime. This will help you get the best attendance. It's always good if you can have some light refreshments and small giveaways for those who attend. Plus, you'll want to have additional information about your business and business cards to give out to everyone who stops by.

Next, we'll put together an event flyer that we'll share with you and our membership. This will also be posted on our community calendar. You should share the flyer with your clients/customers, co-workers, business partners and associates.

We'll email a press brief to the local media and dignitaries to invite them to the event. If there's someone else you want to get that press brief, please send us their email address and we'll include them on the email.

On the day of the event, we'll show up early to help you with any setup, pick the



best spot to do the ribbon cutting, direct people to parking and greet them as they arrive. We'll even bring the ribbon and our giant scissors!

During the ribbon cutting, we'll take a photo and video. You'll want to plan a few things to say during the video: introduce yourself, say your company name, what products/services you offer and where you are located. The video gets posted on our Facebook page soon after the event, so be sure to watch for it to like and share with others.

The photo will be sent out to the local media outlets along with a press release describing the event and your business. This will also appear in the next edition of the Chamber Connections newspaper.

That's all! It's easy, and we'll help you along the way.



Are you ready to start putting together your ribbon cutting? Please contact CDCC membership director Jennifer Sutter at 302-734-7513 or membership@cdcc.net to put your plan into action.

New Member Spotlights

Introducing Braven Delaware

The Central Delaware Chamber of Commerce (CDCC) is pleased to welcome Braven Delaware as a new Chamber member!

Sparked by the belief that the nation's leaders need to be as diverse as the nation itself, Braven has developed a successful program that bridges the education-to-employment gap for students who come from low-income backgrounds, first-generation students, and students of color. They believe that our country's next generation of leaders will emerge from everywhere, but they need a talent strategy that matches them in strength and diversity.

Here is the Braven Model for their programs:

- **The Accelerator Course:** The course is a hybrid online and in-person career-acceleration experience that students take for three academic credits, ideally during their sophomore or junior year. Fellows complete weekly online modules and assignments to develop in five professional competencies: operating and managing, problem solving, working in teams, networking and communicating, and self-driven leading. Volunteer professionals from local employers, called Leadership



Coaches, facilitate the in-course time and lead teams of 5-8 Fellows through weekly Learning Labs, sharing real-world application and feedback.

- **The Post-Course Experience:** Through 6-months post-graduation, Post-Accelerator Fellows receive additional opportunities to develop leadership and career-readiness skills, engage in an enduring network, and stay on track to securing strong internships and jobs through 1) 1:1 on mentoring delivered by professionals in their field, 2) networking events, career panels, and job skills sessions run by Braven, 3) joining a Career Community, a new industry-specific pathway that connects them to relevant resources, tools, learning experiences, people, and opportunities, and 4) access to internship and employment opportunities facilitated by Braven.

While their partnership at Delaware State University (DSU) is relatively new,

they have a 10-year track record putting underrepresented college students on the path to strong first jobs and economic freedom.

Nationally, among the Braven Fellows graduating in 2023, these are the impressive results of their program:

- **Persistence:** 91% of their Fellows have graduated from college on time (within 6 years).

- **Jobs:** Braven Fellows outpaced the national average for strong job attainment both before and amid the pandemic. Within six months of graduation, 60% of Braven's 2023 graduates secured quality full-time jobs worthy of their bachelor's degree or enrolled in graduate school compared to 43% of their peer graduates at four-year public colleges and universities. 89% of graduates are employed overall.

- **Internships:** 64% of Braven college graduates have at least one internship - which serve as critical at-bats to build hand-on experience - during college, compared with 48% of all college graduates nationally and 41% of college students from similar backgrounds.



- **Economic Mobility:** 76% of their graduates nationally are already outearning their parents at the same age in their first job out of college. By comparison, by age 30, Americans have a 50-50 shot of outearning their parents.

While the Braven organization is 11 years old, they are new to the Delaware region and hope to make connections with those in the community. In partnership with others, including the CDCC and our members, they believe they can make an impact on Delaware's workforce and talent retention in the state.

You are encouraged to visit them at braven.org and follow them on Instagram @bravennationdsu.

Please join the CDCC in welcoming Braven Delaware as a new member!

New Member Spotlights

Introducing the Delaware Association for the Education of Young Children



Delaware Association for the Education of Young Children

The heart of deaeyc is young children, their growth and development are crucial for them and for the future of Delaware's community and workforce. Investing in young children has an impact on the community at large. The childcare industry is a pillar of the economy, highlighted during the COVID-19 pandemic, and illustrated for decades prior. Without childcare, families are unable to work traditional hours, which ultimately impacts businesses. Continued funding to early education and quality educators will positively impact all workforce industries, as well as creating the foundation for Delaware's future successes.

On the organization's side, deaeyc services the entire state, so joining the CDCC made sense for working with the Central Delaware Community. In addition, deaeyc's



Advocacy Day is held at the Dover Library each year, and they often travel to Legislative Hall. The addition of the Chamber membership will help build those existing relationships. Deaeyc executive director Lisa Miller was born and raised in New Castle County and received her bachelor's degree from Wesley College (now DSU Downtown Campus). Currently, she lives in a small home on an emu farm in New Castle County with her two basset hounds and two cats.

Deaeyc's motivation for becoming a member is to network with other

organizations with the hope of aligning or collaborating on events or projects where appropriate. Another component is to raise awareness about their cause and the organization. They are excited to engage, learn about others in Delaware and create relationships.

You are encouraged to visit them online at www.deaeyc.org.

Please join the CDCC in welcoming Delaware Association for the Education of Young Children as a new member!

The Central Delaware Chamber of Commerce (CDCC) is pleased to welcome the Delaware Association for the Education of Young Children (deaeyc) as a new Chamber member!

Deaeyc (pronounced "daysee") is a privately funded nonprofit and a state affiliate for the National Association for the Education of Young Children (NAEYC). NAEYC is a national membership organization, and deaeyc offers additional local benefits for members.

Deaeyc supports the learning and development of children birth-to-eight years old. The first five years of life are the most critical for brain development, and positive learning experiences are key essential. Deaeyc advocates throughout the year for policy changes and legislation that benefits the early education industry. In addition, they offer Professional Development for early educators, parent workshops, FREE CPR/First Aid training, and they have a Resource Center in Newark devoted to early educators and families with young children.

Introducing Healthy Home Solutions



HEALTHY HOME SOLUTIONS
FIND.FIX.PREVENT



to introduce ice cream into their lives to bring some joy and happiness to their family and the surrounding communities with their dessert trailer, Trendy Blendz. They have two kids, Leila, 14 and Julian, 12 who also work on the ice cream truck.

Heather, Matthew and their kids spend their spare time traveling, roller skating, attending cheerleading competitions and hanging out at the baseball and softball fields during

Little League season. When they are not working in a crawl space or the dessert trailer, they are constantly experimenting with new flavors and creations, to the delight of their neighbors and friends who often get to sample their test results.

When asked what inspired them to join the CDCC, Heather replied, "We want to be more active members of our community, and the Chamber

seemed like a great way to do that. I'm looking forward to networking and meeting new people, who I can learn from and maybe make some new friends!"

For more information or to schedule an appointment, visit them online at Healthyhomesde.com.

Please join the CDCC in welcoming Healthy Homes Solutions as a new member!

The Central Delaware Chamber of Commerce (CDCC) is pleased to welcome Healthy Home Solutions as a new Chamber member!

Healthy Home Solutions offers water damage restoration, mold remediation, odor removal, HVAC restoration and duct cleaning. They use the latest in cutting technology and unique solutions for your indoor air quality needs. Remediation plans are customized to meet the client's needs, because the same plan will not work in all circumstances. At Healthy Home Solutions, they know it's important to find the root cause of the damage, to ensure that once the remediation is complete, the problem never resurfaces.

Owners Heather and Matthew Winslow moved to Delaware from Allentown, PA in 2019 to enjoy the beautiful beaches and friendly communities. For the past 15 years, they have owned Healthy Home Solutions (their day job). Last year they decided

New Member Spotlights

Introducing Holy Cross High School

The Central Delaware Chamber of Commerce (CDCC) is pleased to welcome Holy Cross High School (HCHS) as a new Chamber member!

HCHS is a private high school, in the Catholic tradition, that will open in the fall of 2025 in Dover. They will open with grades 9 and 10 and add one additional grade over each of the following 2 years. This will be the only Catholic high school in Kent County, and they will be offering a classical curriculum.

Tom Fertal currently serves as the inaugural President of Holy Cross High School. He has served in Catholic education for 25 years in a variety of roles including Dean of Students, Campus Minister, Assistant Principal, Principal and President. From 2019 to 2024, Tom served as Principal, then President of Saint Mark's High School, a college-preparatory coeducational Catholic high school in Wilmington, DE. During that time, he increased school enrollment from 500 (historic low) to 835 students. Over that same time, he launched and executed an \$8 million dollar capital campaign – adding a variety of new learning



environments to the school including an Esports Center, Robotics Lab and Low-Ropes Leadership Course.

Tom has been married to his wife, Patty, for 30 years. They have six children. Tom is a graduate of Penn State and is currently pursuing his doctorate in Leadership. He is a veteran of the United States Army and the Pennsylvania National Guard. A game enthusiast and wannabe rock star, Tom also enjoys fitness, the outdoors, playing guitar, red wine, and dark chocolate, though not necessarily in that order.

When asked what motivated HCHS to join the Chamber, Tom replied, "The Board of Trustees who govern the school are all business and community leaders in the region. From the very beginning they, and I, have seen this school as being part of the business fabric of Central Delaware." He went on to say, "This school will serve families by providing an educational option while also adding to the character of



the region when potential businesses and employees consider coming to the area. A private school option is an attractive asset for Central Delaware. As such, joining the Chamber was an obvious and easy decision!"

For more information about the new Holy Cross High School, please

visit their website at www.hchs.org or reach out to President Tom Fertal at tfertal@hchs.org or (302) 213-1720.

Please join the CDCC in welcoming Holy Cross High School as a new member!

Introducing Lifestyle Document Management Inc.

The Central Delaware Chamber of Commerce (CDCC) is pleased to welcome Lifestyle Document Management Inc. as a new Chamber member!

Lifestyle Document Management Inc. (LDMI) can provide your business with document storage, electronic document storage, shredding, and e-media shredding (hard drives, thumb drives, cell phones, etc.).

Since they began operations in 1999, their mission has always been to provide a fast, easy, and most importantly, secure record storage and shredding service to the Delmarva area. They pride themselves on being a trusted name among several well-known medical and financial institutions in the area, and they hope you'll become a part of the LDMI family, too.

Lifestyle Document Management Inc.'s facility is equipped to handle large volumes of records for hassle-free storage and retrieval or destruction. They securely oversee the destruction of most physical and



digital storage mediums and are also available for routine pickup at your location. They can scan your documents into a digital medium securely on-site to be catalogued and databased to either be returned to you or stored for your convenience. In addition, they offer secure shredding and recycling at their facility and can schedule routine pickups at your location throughout the Delmarva Peninsula.

While they're experts at shredding, they don't cut corners when it comes to privacy. LDMI complies not only with state and federal laws, but they are also members of i-SIGMA®, an international nonprofit organization that advocates for secure and responsible record storage and destruction.

They shred all materials the same day they receive them, and shredded material is NEVER sent to the landfill. They are sent to paper



recycling plants that make paper mulch, which is then made into recycled napkins, paper towels, and toilet paper.

Lifestyle Document Management Inc. is located in Georgetown, DE and will be celebrating 25 years in business this July. All their employees live and work locally. Owner David Parker is a native of Millsboro, DE where his family continues to live today. His father was in construction and built many of the homes in Millsboro. David and his wife Diana have raised 2 children, and his daughter is raising 2 children of her own. He is a car enthusiast and loves Corvettes as well as Harley Davidson Motorcycles.

LDMI joined the CDCC to expand their business reach in Central

Delaware. They serve the entire Peninsula but wanted to reach more people north of Georgetown. They stated that the Chamber is a great way to reach people and to know what is happening in the community. Plus, they added that their Chamber membership is also a great way for other people to learn about their business and the services they offer to their clients.

For more information about Lifestyle Document Management Inc., please contact them at 302-856-6387, amorgan@lifestyledocumentmanagement.com or on their website at www.LifestyleDocumentManagement.com

Please join the CDCC in welcoming Lifestyle Document Management Inc. as a new member!

New Member Spotlights

Introducing Meineke Car Care Center - Smyrna

The Central Delaware Chamber of Commerce (CDCC) is pleased to welcome Meineke Car Care Center – Smyrna, DE as a new Chamber member!

Meineke Car Care Center - Smyrna, DE is your local complete car care center offering services ranging from preventative maintenance to car repairs. They are ASE certified. ASE is short for the National Institute for Automotive Service Excellence. Since 1972, this independent non-profit organization has worked to improve the quality of vehicle repair and service by testing and certifying automotive professionals. ASE certification is an indicator of a quality repair shop.

The Meineke Care Center – Smyrna, DE opened September 23, 2024, and just celebrated their 5-month anniversary. Meineke is a trusted car care brand that has been around since 1972. They are an individually owned, small business which provides a personal touch in the automotive industry. When you bring your car into Meineke in Smyrna, they provide a full digital inspection.



This technology sends you real-time service updates, inspection pictures, informative repair videos, and recommendations for additional services straight to your phone. If they find any problems, they let you know immediately so you can make informed choices. And when your services are completed, you're alerted that your vehicle is ready to go. More convenience. More transparency. More knowledge.

The Smyrna location is Mike and Jen Keeley's second franchise with Meineke Car Care. The first opened in Salisbury, March 2023. As Amazon delivery service providers in New Jersey since March 2020, they were looking to expand into another business. When they spoke with the trusted Meineke Car Care franchise in the winter of 2022, this car care business seemed like the perfect. They were looking for an area where they could eventually expand to 4 stores, and the Delmarva peninsula

was the perfect fit. Both Mike and Jen come from a background in sales and customer service. Their love of long-distance running and triathlons brought them together in a friendship that grew into making them great partners in business and life. They currently reside in Jackson, NJ while the youngest of 5 children from their blended family finishes high school. After that, they look forward to moving closer to the stores. Until then, their regular commutes and great staff make it all work for both of their business locations.

When asked what motivated them to become CDCC members, Jen replied, "We have always been great fans of chambers of commerce. We feel that the CDCC is a great way to network as well as learn about other people's really cool businesses and entrepreneurial experiences." She went on to say, "We always go to the Chamber's membership list first for our service needs. Plus, we love the energy of the CDCC and can't wait to meet more of the businesses involved with it over the next year."



For more information about Meineke Car Care – Smyrna, DE, you can call their store and speak with their friendly staff at 302-894-8828 or visit their website at www.meineke.com/locations/de/smyrna-2974/.

Please join the CDCC in welcoming the Meineke Car Care Center – Smyrna, DE as a new member!

Introducing Welcome Wagon

The Central Delaware Chamber of Commerce (CDCC) is pleased to introduce Welcome Wagon® as a new Chamber member!

Welcome Wagon® has been helping local businesses introduce themselves to new movers since 1928. They offer category exclusivity which allows your business to reach new movers before your competition, giving you the chance to make a customer for life.

There's an influx of new homeowners/families moving into the Central Delaware area, and these new movers are key to the continued success and growth of your business. Welcome Wagon® puts businesses in front of these new families quickly, frequently and exclusively. If you're looking to build a loyal, long-term customer base through targeting new movers, Welcome Wagon® can help with that area of your marketing, in a way that is not duplicated by any other marketing company. It's an exclusive program, and they are building the local area and looking for one business in each category to recommend to the new families.

They offer unique digital and direct mail programs that will showcase your business to these homeowners right



when they arrive in their new home—when research proves they are most actively in the market looking for goods and services. You can build long-lasting relationships and gain loyal customers right from the very beginning!

You can greet the new movers in your area with the high quality, long-lasting Welcome Wagon® Gift Book. It includes a custom, full-page ad with a compelling invitation to visit or call your business. Also included in this package is a Follow-Up Booklet and FREE listings on their website and mobile app. As the business owner, you will receive a list each month of the new movers who have received the Welcome Wagon® Gift Book. This valuable list gives you the opportunity to keep in touch and inform them of any upcoming events or specials regarding your business or profession.

You can also reach your ideal audience with the highly efficient Pinpoint Postcard, customized to fit your needs. A powerful 30-day follow-up to the Gift Book, the high-quality, oversized postcards will showcase your business along with a compelling offer, delivering a concise message to the new mover.

Welcome Wagon® also sends emails every month to new movers with your business information and offers. By clicking your listing, users are directed to a landing page created just for your business, allowing them to view your information and offer in more detail.

They can feature your business and offer on leading social media platforms, such as Facebook and Instagram. This program allows for hyper targeted marketing of your business using a proprietary demographic profile developed by Welcome Wagon®.

When asked about what motivated her to join the CDCC, Beth Richmond, the local representative for Welcome Wagon® replied, "I chose CDCC for your well-rounded support, encouragement, and community involvement. I look forward to the networking, Chamber events and education opportunities



which provide multiple connections in so many ways."

Welcome Wagon® is currently offering Central Delaware Chamber of Commerce members 50% OFF our Gift Book Program. You can view the Gift Book at <https://welcomewagon.com/sam-pletown/>.

Beth looks forward to hearing from you and can be reached at 302-387-3324 or by email at elizabeth.richmond@welcomewagon.com. You can also visit welcomewagon.com to learn more.

Please join the CDCC in welcoming Beth Richmond and Welcome Wagon® as a new member!

Member of the Month



NAME: Mark Barrentine
TITLE: Sales Associate
BUSINESS: CertaPro Painters of Delaware
ADDRESS: Offices in Wilmington and Rehoboth Beach

PHONE: 302-932-1545
WEBSITE: certapro.com/delaware
EMAIL: delaware@certapro.com



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

CertaPro Painters of Delaware has been servicing all of Delaware and parts of MD for over twenty years. Interior/Exterior, Residential/Commercial Painting Services.

Tell us about your role in the business/organization.
Residential/Commercial Sales Associate, Estimator, Project Manager

Tell us something that makes your business/organization unique.
We are locally owned and operated. The business owners are part of the community.
We strive to consistently Deliver Extraordinary Experiences by living our core values:

- Deliver what you Promise
- Respect the Individual
- Have Pride in What You Do
- Practice Continuous Improvement

What do you see for the future of your business/organization?
To continue to grow our business and be the painter of choice in Delaware and Maryland.

How has the Chamber helped your business/organization grow?
The Chamber has provided opportunities to build relationships with other local business owners and community members.

What is your best advice to other businesses/organizations?
Join the Chamber and utilize the networking opportunities they provide. It is professionally and personally rewarding.

Ambassador's Corner

Amanda Perdue



I am deeply honored to be recognized by the Central Delaware Chamber of Commerce (CDCC). My name is Amanda Perdue, and I am proud to serve as a Five-Star Ambassador for the CDCC. The CDCC plays a crucial role in our Kent County community, and my involvement with this organization stems from both my love for our local area and my strong belief in the mission of the Chamber. Through programs like the Legislative Committee, the Ambassador Program, and the Leadership Central Delaware initiative, I have had the privilege of engaging with and representing Kent County in various capacities.

Beyond my work with the CDCC, I am committed to raising awareness and advocating for causes that impact our community. I am a board member of the Delaware Prostate Cancer Coalition, where I focus on education, advocacy, and bringing awareness to prostate cancer. In addition, I am honored to serve as the

2023-2025 Honorary Commander for the Dover Air Force Base. In this capacity, I aim to strengthen the bond between the Dover Air Force Base and our community, highlighting the mutual support, resources, and economic benefits both provided to Kent County.

Throughout my career, I have had the privilege of working in diverse fields and using my experiences to advocate for health and wellness. As an 11-year breast cancer survivor, I've dedicated myself to promoting cancer awareness and ensuring equitable healthcare for all. Recognized in the 40 Under 40 for Cancer Leadership in the United States, I have lobbied for healthcare and cancer support at both the state and federal levels. I also serve as a Consumer Reviewer on the Congressionally Directed Medical Review Panel, contributing to clinical trials funded by the Department of Defense.

In addition to my healthcare advocacy, I've served as Athletic Director and am a

member of the Department of Education's Physical Education Committee, focused on advancing physical education and health education curriculum. My commitment to health equity, safe learning environments, and community advocacy is at the heart of everything I do.

I am currently a Physical and Health Education Teacher at Postlethwait Middle School in the Caesar Rodney School District.

Kent County is a place where people look out for one another, and local businesses play a vital role in our shared success. I strongly encourage everyone to support locally owned businesses and explore the unique gems our county offers. It is a true honor to serve Kent County and be part of a community that supports one another. I am proud to continue working toward a healthier, more connected, and more prosperous future for all of us.

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.



Representative
Lyndon D. Yearick

| Company Name | YRS | Company Name | YRS |
|---|-----|---|-----|
| Kraft Heinz Company | 53 | Liberty Tax Service | 10 |
| POLYTECH School District | 39 | Office Pride Commercial Cleaning Services of Dover | 10 |
| 512th Airlift Wing | 35 | Representative Lyndon D. Yearick | 10 |
| Becker Morgan Group, Inc. | 32 | BDK, Inc. | 9 |
| Patterson Schwartz | 31 | Delaware Choral Society | 8 |
| City of Harrington | 30 | Wesley United Methodist Church | 8 |
| Harrington Raceway & Casino | 29 | Richard Downes | 7 |
| Luther Towers of Dover | 28 | PAM Health Rehabilitation Hospital of Dover | 7 |
| The Delaware State Fair, Inc. | 27 | Snow's Painting Service, LLC | 7 |
| Artesian Water Company, Inc. | 25 | Wagamon Technology Group, LLC. | 7 |
| Allen Ins. Assoc Inc. t/a Allen Ins. Group | 23 | Burke Equipment Company | 6 |
| Delaware State Chamber of Commerce | 23 | NextHome Preferred | 6 |
| A & H Uniforms | 22 | Growing Bones Pediatrics + Neuromuscular Orthopaedic In | 5 |
| Incorporating Services, Ltd. | 21 | Independent Metal Strap Co., Inc. | 5 |
| Comfort Inn & Suites Dover | 17 | Mt. Zion A.M.E. Church -Dover | 5 |
| Dan Mikkelson | 17 | Xpress Computer Systems | 5 |
| MainStay Suites | 16 | Hertrich Family of Automobile Dealerships | 4 |
| PARASEC - PARACORP Inc. | 16 | McDonald's | 4 |
| Collective Event Group | 15 | Coastal Bath Company | 3 |
| Decorating Den Interiors-Deanna Kovach & Janice Hinzman | 15 | Homestead Gardens | 3 |
| First State CPAs | 15 | PACE Your LIFE | 3 |
| ShureLine Electrical | 13 | A Peaceful Place Integrated Care | 2 |
| Atlantic Refrigeration & Air Conditioning, Inc. | 12 | Energize Delaware | 2 |
| Bright Future Pediatrics | 12 | SunWise Family Dermatology & Surgery | 2 |
| Key Advisors Group, LLC | 12 | Delaware State Police Museum | 1 |
| Yogi Bear's Jellystone Park at Delaware Beaches | 12 | State Farm | 1 |
| Wattay Accounting | 11 | WeCare Services | 1 |
| Dover Motor Speedway | 10 | Workman Investigations, LLC | 1 |
| Dowding Resource Group | 10 | | |

NEW MEMBERS

| | | | | | | |
|---|-------------------|-------------------------------------|------------|----|-------|--------------|
| Alexandra Vazquez State Farm | Alexandra Vazquez | 450 S Dupont Hwy Office B | Dover | DE | 19901 | 302-674-2992 |
| Community Powered FCU | Lisa Rosenberger | 1758 Pulaski Hwy | Bear | DE | 19701 | 302-368-2396 |
| Dover Civic Arena | Ronald Taylor | PO Box 1637 | Dover | DE | 19903 | 302-382-3536 |
| Financial Growth Partners | Marvin Banaag | 3411 Silverside Rd Baynard Building | Wilmington | DE | 19810 | 302-450-6834 |
| Kidz ink Dover | Amani Hampton | 645 W North St | Dover | DE | 19904 | 302-730-4730 |
| Mosquito Shield of Southern Delaware | Brad Sutcliffe | PO BOX 752 | Lewes | DE | 19958 | 302-524-2314 |
| MRZ Solutions, LLC. | Richard Lewis | 22798 Suth DuPont Hwy | Greenwood | DE | 19950 | 302-535-6847 |
| PAQ Solutions | Tony Kline | 4 East Laurel Street, Suite 102 | Georgetown | DE | 19947 | 302-219-4782 |
| Pinnacle Concrete Coatings, LLC | Gloria Miller | 2020 Winsor Dr., Unit 62 | Salisbury | MD | 21801 | 443-978-8269 |
| Pithari | Cathy Escherich | 1 West Main Street | Middletown | DE | 19709 | 302-670-9136 |
| Rodel | Keda Dorisca | 100 W. 10th St., Suite 704 | Wilmington | DE | 19801 | 302-259-2504 |
| Wellcare | Maria Lisi | PO Box 30371 | Tampa | FL | 33631 | 315-516-3823 |

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 February "Coffee On Us" Contest was Dawne Nickerson of the Public Affairs Office, AFMES at Dover Air Force Base. She correctly identified the photo on the front page as the Delaware Agricultural Museum. Congratulations, Dawne, and thank you for playing our game!

Please note that the same person is qualified to win the Coffee on Us Contest only twice per calendar year.

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