cdcc Central Delaware Chamber of Commerce

ACCREDITED

# Chamber Connections

Vol. 41, No. 6 June 2017

**"Best of the Best" Administrative Professionals Winners**

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www.cdcc.net

SUNSET BUSINESS MIXER

DELMARVA BENEFIT GROUP

## Wednesday June 28 5 pm - 7 pm

Please join us at our next Sunset Business Mixer at Delmarva Benefits Group, located at 768 Townsend Blvd, Dover, DE 19901. There will be complimentary hors d'oeuvres, drinks, great door prizes, and the Member of the Month will be selected for a special promotion of their company. Come network, participate in our door prize drawings and have a great time with the Central Delaware Chamber of Commerce and celebrate the expansion of Delmarva Benefits Group with the opening of their new location!

The monthly Sunset Business Mixer allows members and guests to network while meeting business owners and representatives from other companies. Don't forget your business cards – they provide a great way to exchange information with one another and to participate in our door prize drawings!

If you plan to attend, please RSVP at the CDCC office at 734-7513 or email us at adminassistant@cdcc.net. You can also sign up through our website at www.cdcc.net and click on the Event Calendar date June 28th. There isn't a fee to attend and feel free to bring guests!

Photo Credit CM Baker Photography.

**Vikki Staley, Autumn Grill, and Kevin Staley of The Cloud Geeks at last year's Awards for Excellence Dinner.**

# Plan to attend the Awards for Excellence Dinner

Chamber members and their guests are invited to attend the Awards for Excellence Dinner on Thursday, June 22nd at Dover Downs® Hotel & Casino to honor special volunteers and supporters of the Chamber. The CDCC looks forward to paying tribute to the individuals who give so much back to the Chamber and their communities! The Awards for Excellence Dinner is brought to you by Signature Sponsor Merrill Lynch.

The Chairman's Circle participants, Chevrolet of Dover and Lessard Builders, Inc., will join the CDCC from 4:30pm – 5:30pm prior to the start of the dinner for an exclusive cocktail party and networking opportunity hosted by Dover Downs® Hotel & Casino.

The cocktail reception, sponsored by TD Bank, will begin at 5:30pm with music provided by the Joe Baione Trio. The program will begin with the CDCC volunteers being recognized. Attendees will enjoy wine with dinner provided by Faw Casson. The Leadership Central Delaware Class of 2017 will also be graduating this evening and the Excellence in Business Awards will be presented! Who will be the Small Business of the Year and Large Employer of the Year?

Candidates for Small Business of the Year include CNU Fit, the Kritter Sitter, and Pizzadili Winery and Deli. Large Employer of the Year candidates are Capital School District, Dover Air Force Base, and People's Place. New this year is the Young Professional of the Year Award. This award goes to the individual selected by the Chamber membership as being the most outstanding in terms of growth, innovation, and community contribution. Nominees are Katrina Sullivan— Advertising Manager, Delaware State News, Kayla Byrd—HR Specialist, DE State Housing Authority, and Latasha Stamas—Director of Education, Harris School of Business.

Each graduate of the Leadership Central Delaware Class of 2017 has sharpened their leadership skills, knowledge and abilities. They have learned a lot about Kent County through the program and have worked very diligently on their community service project. Congratulations to the Class of 2017! The last award will be given to the Leadership Class who has been the most active in the community for the past year, deemed Best In Class. Who will it be?

Thank you to the dinner's Signature Sponsor: Merrill Lynch. Platinum Sponsors of the event: Chesapeake Utilities Corporation, Dover Federal Credit Union, Harrington Raceway & Casino, i.g. Burton & Company, Inc., KraftHeinz, L & W Insurance Agency, and R&R Commercial Realty. For more information on the Awards for Excellence Dinner contact the CDCC Office at 302-734-7513 or visit www.cdcc.net.

# Judy's Journal

# Change is our Constant

I think for many of us when we are young change is a difficult thing to accept. It is scary and worrisome. But, as we acquire more experience (which is a really nice way of saying as we age) change becomes something we learn to embrace. Change does become the constant!

Here in Central Delaware, we have seen lots of change in the past couple years! We have seen growth in our manufacturing world with the addition of Uzin Utz, Playtex became Edgewell Personal Care and Kraft is now part of Heinz and they have added a brand new bakery line to their inventory. We have also seen a great deal of growth in our retail sector with the addition of new strip centers that include businesses such as Verizon, Shoe Carnival, Urban Furniture, Born to Game, and Yarn & Bone Pet Supply just to name a few. And of course, we cannot forget about the growth in our restaurants: Outback Steakhouse, Jersey Mike's Subs, the Grey Fox Grille; Brick Works Brewing & Eats, Tatanka Subs & Grubs, and Mission BBQ – again just to name a few!

Another change we are seeing here in Central Delaware are lots of out of state license plates. Why is that you may ask – it is all due to the DE Turf being open for business! Starting in mid-April the DE Turf began hosting tournaments (soccer, lacrosse, field hockey) and since then we have noted an increase in out of state visitors at our area restaurants, shopping areas and hotels.

At the CDCC, we see all this change as a good thing because for us it illustrates growth. New businesses bring new job opportunities. New attractions bring new people. New job opportunities and new people bring a better, stronger economy! In short, change results in GROWTH!!!

So, even though change is sometimes scary and worrisome, we need to embrace change in Central Delaware. . . We need Change to be our Constant!

# New Members

Ms. Teal Connell ..... 1st State Accessibility, LLC
105 Brookside Drive, Wilmington, DE 19804 ..... (302) 559-5652

Ms. Samantha Ames ..... Born To Game
547 S. Red Haven Lane, Dover, DE 19901 ..... (302) 387-1129

Mr. Dale Kurtz ..... Kurtz Aerial Photography
3720 Pearsons Corner Rd., Dover, DE 19904 ..... (302) 359-1122

Mr. Ed Brown ..... Lenape Builders, Inc.
700 Ash Boulevard, Middletown, DE 19709 ..... (302) 376-3971

Ms. Julia Hansen ..... Mental Edge Counseling
1058 S. Governors Ave, Suite 102, Dover, DE 19904 ..... (302) 382-8698

Mr. Doug Gallagher ..... On The Move Realty Group
147 Pine Bluff Rd., Felton, DE 19943 ..... (302) 698-7955

Ms. Ashley Pruitt ..... Peace of Mind
155 S. West Street, B-12, Camden, DE 19934 ..... (302) 747-9936

Mr. Alex Farlins ..... Print IT Solutions, LLC
1155 E. Lebanon Rd, Suite D, Dover, DE 19901 ..... (302) 380-3838

Ms. Sharon Gilgenast ..... Strano & Feeley Family Funeral Home
635 Churchmans Road, Newark, DE 19702 ..... (302) 731-9495

Mr. Qucon Jackson ..... Summer J Artisan Pops LLC
400 Odessa Ave., Wilmington, DE 19809 ..... (857) 277-3417

Ms. Lydia Color ..... The Castro Firm, Inc.
1147 S. Governors Ave., Dover, DE 19904 ..... (302) 225-5700

Ms. Taylor Urban ..... Urban Furniture
257 N. DuPont Hwy, Unit A, Dover, DE 19901 ..... (302) 724-5212

*Introducing the CDCC Cornerstone Members:*

Energy/Utility — Banking — Casino/Entertainment

Car Dealership — Manufacturing — Insurance — Real Estate

## Chamber Connections

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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Dover, Delaware 19901
302-734-7513

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Vice Chair, Legislative Affairs ..... C. Scott Kidner, C.S. Kidner & Associates
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**Member Chamber of Commerce of the United States**
**Chamber Connections Production and Layout by: Delaware State News**

Additional mailings are available for a $20 subscription fee. In many cases, more than one individual in a member business would like to receive information from the Chamber. By forwarding the subscription fee, the Chamber will satisfy the second class postage requirements and that individuals will be added to the mailing list.

# Cornerstone Member: R & R Commercial Realty, Inc.

*(The Cornerstone Membership Program of the Central Delaware Chamber of Commerce was created to prominently recognize the businesses that have consistently supported the growth of the Kent County business community. Cornerstone Members are made up of Kent County's strongest, most influential businesses. Each Cornerstone Member plays an important role through the investment of time, leadership and resources. We appreciate the Cornerstone Members for their ongoing support and commitment of making Kent County the best place to live, work and prosper.)*

Incorporated in Delaware in 1996, R & R Commercial Realty, Inc. is a premier, full-service commercial real estate firm located at 46 S. State St., Dover, Delaware. R&R Commercial Realty is licensed in both Delaware and Maryland, specializing in commercial sales, leasing, land sales, and property development and property management.

R & R Commercial Realty's Company values incorporate service, expertise and outstanding value to clients. R&R is one of the most visible and respected firms in their service area. Their eight licensed agents offer more than 79 years of experience in an active and competitive market. A combination of local market knowledge and regional contacts provides an optimal combination for client service in marketing, leasing and property management.

**With the focus on commercial real estate, R&R specializes in:**
**Retail**
**Office**
**Industrial**
**Investment Properties**
**Property Management**
**Land Sales**
**Development**
**Self-Storage Facilities**

R&R Commercial Realty has business contacts not only in the state capital, but throughout Delaware and beyond. Their professional team's combined efforts provide the broadest exposure and market coverage in the area.

In an increasingly competitive and specialized commercial market, R & R Commercial Realty provides its clients with the utmost care, counsel, and respect. Its hands-on approach provides clients with the best service available to meet their needs and expectations. R & R Commercial Realty's professionals use their extensive knowledge and experience in commercial real estate to provide clients with results.

Charles Rodriguez is both owner and broker of R & R Commercial Realty. Licensed to practice in both Delaware and Maryland, he has more than a decade of experience in the commercial real estate field and works closely with local businesses and national chains in meeting their corporate real estate goals. Call 302-674-3400 or visit www.R&RCommercialRealty.com for more information. Charlie Rodriguez can be reached at ccrod1@aol.com.

# Bel Boutique

The Central Delaware Chamber of Commerce (CDCC) joined Bel Boutique for a Ribbon Cutting Ceremony to celebrate the Re-Grand Opening of their boutique, located at 28 Loockerman Street in Dover.

Bel Boutique began as a big dream to have a little shop on the main street in owner Erin Thwaite's hometown, Dover, Delaware. "This little city/big town holds a place dear in our hearts as it is where our friends, family, and now all of our amazing customers live!" Erin expressed, "We choose to make this place the absolute best it can be and we hope our one-of-a-kind little shop contributes to that effort."

Whether you follow Bel Boutique on Snapchat, Facebook, or Instagram, you can tell how proud the Bel girls are to offer a cute atmosphere and the best customer service they possibly can! It is their goal to carry quality, stylish products customers will love. The girls at Bel Boutique enjoy chatting with all customers as they enjoy shopping the stylish selection of clothing and accessories. As a small, woman owned shop, Erin and her team handles every aspect from top to bottom. The team feels lucky to get to meet and know all of their customers. They keep customers at the forefront when hunting for the best quality clothing and accessories they can find while maintaining prices that customers can afford.

Dover is a unique town, and Bel Boutique fits right in to that unique atmosphere. "We do our best to cater to each of your needs." Erin stated, "Please let us know what you are looking for because the Bel girls are the buyers and everything in-between, and we love to be sure you find 'That Perfect Something!' at Bel Boutique!"

Follow Bel Boutique on Facebook @belboutique and Instagram & Snapchat @belboutique28 to keep up with their latest fashions and sales!

The CASTRO Firm, Inc.
ATTORNEYS AND COUNSELORS AT LAW

**Date:** Monday, June 5th, 2017
**Time:** Ribbon Cutting @ 5:30pm
**Where:** 1147 S. Governors Ave, Dover, DE 19901

The CDCC will be going Facebook Live at 5:40pm.
Tune in to the Chamber's Facebook to watch the feed
@CentralDelawareChamber

*Light Refreshments will be available*

RSVP to the CDCC Office by calling **302.734.7513** or visit **www.cdcc.net**
and click the Event Calendar date June 5th to register to attend.

## Member News

# Del-One First to Launch Prize-Linked Savings in Delaware

Delawareans who want to save money will have access to new rewards. Gov. John Carney signed a bill into law on May 2, allowing financial institutions to offer cash prizes to savers who make regular deposits into their accounts.

Del-One Federal Credit Union will launch a prized-linked savings program throughout its 10 branches across the state. Savers will start out with a small deposit into a savings account; each time they add to it, their chances to win one of many cash prizes increases. With each deposit, account holders will be entered into the pool to win — likening it to buying a ticket for a raffle. As the number of deposits increases, so do the chances of winning. Del-One's prize-linked savings program will benefit Delaware residents, as all prizes will be awarded within the state of Delaware.

The bill signing was held at the Del-One Federal Credit Union branch at 150 E. Water Street in Dover.

"Delawareans across all income levels are facing a significant level of financial volatility and come up $1,800 short when faced with a large, unexpected expense," said Gov. John Carney. "This program is a great way to save and possibly get rewarded with a cash prize for doing so."

Delaware will become the 15th state to launch this "prize-linked savings" program and the 22nd state to pass legislation allowing financial institutions to participate.

Dion Williams, Del-One president and Chief Executive Officer, is excited that Del-One will be the first financial institution in Delaware to offer the program.

"We are thrilled to offer this enticing savings program to all Delawareans and to join our colleagues across the country that have done so much to boost savings rates in their communities," Williams said. The program is currently in development, and the opening date will be announced on Del-One's website, www.del-one.org.

In Michigan where the program started in 2009, 60,000 people have saved over $140 million with an average account balance of $2,000.

$tand By Me, a statewide financial empowerment partnership administered by the DE Department of Health and Social Services and United Way of Delaware is supporting this effort as part of its work to increase financial well-being for all Delawareans. Michelle Taylor, President and Chief Executive Officer of United Way, said the program will offer an added incentive for Delawareans to build their savings.

"We all need a financial cushion to help us weather the unexpected demands of life. This savings program will make it easier and potentially more rewarding for people to build that nest egg," Taylor said.

$tand By Me customers Shamica and Jarad Spencer have recently started to save more each month to support their goal of homeownership.

"Saving isn't easy, but we know it's the only way to get what we want, so we're willing to make that sacrifice," Shameka Spencer said. "And as long as we're already saving, why not participate in this program to make it more entertaining and enjoyable?"

Information will be available at www.del-one.org or www.standbymede.org/save.

**Pictured L-R with Delaware Governor John Carney (signing the bill): Representative Sean Matthews, Senator Bryant Richardson, Senator Bryan Townsend, Delaware Health & Social Services Cabinet Secretary Dr. Kara Odom Walker, & Del-One CAO Stephanie Preece.**

## Member News

# ACEC Delaware Recognizes Landmark Engineer to Head Committee

### Dakota Laidman named to chair the Education/Public Relations Committee

The board of directors of Landmark Science & Engineering, a leading regional consulting firm specializing in site/civil engineering, environmental and land surveying, is honored to announce recognition received by a member of its engineering staff, project engineer Dakota

Laidman, E.I., who has been asked to Chair the Education/Public Relations Committee for ACEC Delaware, the local chapter of American Council of Engineering Companies. As Committee Chair, Dakota will lead the committee that selects two scholarship winners annually for ACEC Delaware's scholarships awarded in May and hosts other events that serve to introduce ACEC Delaware to more people. The committee hosted their first Engineering Career Fair at the University of Delaware in November, and it was such a success, they plan to continue it annually. Dakota Laidman, E.I., earned a Bachelor of Environmental Engineering degree, with a concentration in water resources and water quality and a minor in civil engineering at the University of Delaware. She has worked at Landmark for over four years, performing civil engineering for land development projects involving site design, stormwater management, water resources and environmental sciences. Ted C. Williams, the firm's president, said that "as a past Officer of ACEC Delaware and past Chairman of ACEC National, I'm pleased that Dakota has become involved in ACEC as it provides the best support for our industry and her chairmanship of this committee will help promote engineering as a career choice."

...the CDCC offers FREE NOTARY SERVICES? to their MEMBERS!
For details, call 302-734-7513
cdcc Central Delaware Chamber of Commerce
THE CDCC IS THE LEADING RESOURCE ESSENTIAL TO BUSINESS GROWTH IN CENTRAL DELAWARE!

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## What is Camp Wall Street 101?

**Camp Wall Street is for students currently enrolled in grades 9 through 12.**

Camp Wall Street is an enrichment experience for high school students to gain knowledge about investing and managing personal finances. It gives participants an understanding of the world of finance and helps them learn how to create wealth.

Camp Wall Street includes hands-on exercises, competitions and prizes. Participants are trained about financial management from Delaware State University faculty or other finance professionals.

Camp Wall Street 101
is sponsored by:

**State of Delaware**
**Financial Literacy Fund**

Bank of America

Delaware Center for Entrepreneurial Development
College of Business
Delaware State University

## CAMP WALL ST 101

Summer Camps

Summer Camps

## CAMP WALL ST 101

## Sign up today!

**Dates:** July 31 - August 4, 2017

**Time:** 9 a.m.-3 p.m. daily

**Location:** Delaware State University in Dover
*(limited transportation provided)*

**Cost:** $100 (includes breakfast and lunch)
*If qualified, scholarships are available.*

**How to register:** Call 302.857.6970 to request a registration/enrollment form or complete the pre-application at right.

## CAMP WALL ST 101

**To enroll your son and/or daughter, please complete the pre-application below.**

*Enrollment is limited to 30 high school students.*

Student's Name _____

Age _____ Grade Attending in Fall _____

Parent(s) Name _____

_____

Address _____

_____

Phone (cell me at) (_____) _____ (day time phone)

Email address _____

Request a Scholarship: ☐ Yes ☐ No

Request Transportation: ☐ Yes ☐ No
(Not available in Kent County)

Signed _____

Applications must be received by the second week in July.
**Please fax to:** 302.857.6950
**Please mail to:** Delaware Center for Enterprise Development at Delaware State University, 1200 N. DuPont Hwy., Dover, DE 19901

Thank you for your interest in Camp Wall Street 101!

# Thank You for Your Renewal!

| NAME OF COMPANY | # OF YEARS |
|---|---|
| M&T Bank - Commercial | 45 |
| Bayhealth Medical Center | 41 |
| Dover Pools | 41 |
| Delaware State University | 40 |
| Rene' DeLyn Hair Designs | 30 |
| Still Insurance Agency | 29 |
| Kent-Sussex Industries, Inc. | 25 |
| Westminster Village | 22 |
| Steve Welde | 21 |
| Lighthouse Construction, Inc. | 19 |
| Cool Springs Fish Bar & Restaurant | 17 |
| W.D. Pressley, Inc. | 15 |
| Comfort Inn - Rehoboth | 14 |
| Compassionate Care Hospice | 14 |
| Reed Investments | 12 |
| Lyons Companies | 12 |
| First State Heritage Park | 11 |
| Green Diamond Builders, Inc. | 10 |
| HandyTube | 9 |
| Service Energy / Poore's Propane | 7 |
| Community Integrated Services | 7 |
| Liberty Mutual Insurance | 7 |
| Weiner Benefits Group | 7 |
| Pinnacle Rehabilitation and Health Center | 6 |
| Little Caesars - Dover | 5 |
| M&D Plumbing and Drain Cleaning Spec, Inc. | 5 |
| Care First Dental Team | 5 |
| Dr. Energy Saver | 5 |
| EZ Manufacturing Company, LLC | 5 |
| Seasons Hospice & Palliative Care of Delaware | 5 |
| Sparkle Pools Inc. Dover | 5 |
| EDiS Company | 4 |
| Soules Management, Inc. | |
| Jiffy Lube #1485 Lewes | 4 |
| WSFS Bank - Smyrna Banking Office | 4 |
| Fort Sill National Bank | 3 |
| Martin's Water Treatment | 3 |
| Office Pride Commercial Cleaning | 3 |
| HAASS' Familly Butcher Shop | 3 |
| DGKP Longacre | 3 |
| The Mosquito Authority | 3 |
| Dowding Group | 2 |
| Albert Evans | 2 |
| First State Community Action Agency | 2 |
| Miss Utility of Delmarva | 2 |
| Bennie Smith Funeral & Limousine Services | 1 |
| Escape Room Delaware | 1 |
| Felton Holly Kia | 1 |
| First Class Properties | 1 |
| Magnolia and Vine | 1 |
| Walmart DC 7034 | 1 |

# Calendar of Events

**June**

**Thursday, June 1st**
Kent County is Open for Business
8:30am-10am, Kent County Levy Court

**Thursday, June 1st**
Leadership Central Delaware
8am-5pm, Energy & Environment

**Tuesday, June 6th**
CDCC Board Retreat
9am-4pm, Abbott's Grill

**Thursday, June 8th**
Member Orientation
12-1:30pm, CDCC Board Room

**Tuesday, June 13th**
Marketing Meeting
9am, CDCC Board Room

**Wednesday, June 14th**
Coffee Coaching
8am-9am, CDCC Board Room

**Tuesday, June 20th**
LCD Steering Committee Meeting
12pm, CDCC Board Room

**Thursday, June 22nd**
Awards for Excellence Dinner
5pm-9pm, Dover Downs®

**TBA**
Leadership Central Delaware
9am-3pm, Mastery & Closing Retreat

**Wednesday, June 28th**
Ambassador Meeting
4:30pm, Delmarva Benefits Group

**Wednesday, June 28th**
Sunset Business Mixer
5pm-7pm, Delmarva Benefits Group

# Member of the Month

Name: Mike, Trisha & Arianna Fox
Title: Owners (And Jr. Owner!)
Name of your Business:
Splash Designworks, LLC
Address: 68 Shore Lane, Milford, DE 19963
Hours: Monday – Friday, Weekends by Appt.
Phone: (302) 399-7851
Website: www.splashdw.com
Email: info@splashdw.com
Facebook:
www.facebook.com/splashdesignworks
Twitter: @splashdw
Instagram: splashdesignworks

Mike, Trisha & Arianna Fox started Splash Designworks in 2012. After lead designing for the Dover Post and their corporate takeover by Gatehouse Media, the Fox Family decided to take a leap of faith and go full time in doing what they do best – provide professional design, branding & marketing!

"We offer award winning professional design, branding, ad creatives, digital marketing, website design, radio & video commercials, logo design, brochures, biz cards and postcards, voice-over work, workshops, and PowerPoint & Keynote presentations." Mike Fox stated, "We are so excited to now offer professional photography!"

Splash Designworks aims to become Delaware's leader in design and branding for much larger venues and clientele, as well locally continuing their investment into their community and youth, which will end up driving up the economy. Shop, sell, buy, teach & inspire local!

"The CDCC has brought so many opportunities to connect, network and be a part of a community of growth for both small and large businesses. Just this last year we've seen a tremendous forward movement to increasing the exposure, help, inspiration and potential ROI for a lot of local business owners – and we're very excited to be a part of it!" Mike expressed, "For the future, we would love to see many more free small business mixers & networking. In being a part of a lot of networking related activities throughout Delaware, we see how huge the potential return is when it comes to creating new opportunities for small – medium sized businesses to connect."

The Fox Family is in the process of creating a non-profit endeavor for the Delaware youth called Kids Biz Expo, which is for youth, tweens and teens directly targeting the effort to help educate and inspire the Delaware youth to succeed in their lives, business and entrepreneurship.

"We have a great reputation of educating clients and potential clients in what will be the best 'bang for their buck', Mike expressed, "We're affordable, very fast, and extremely creative – but most of all, we're with you through each project from concept to completion. We love to help promote our clients and others connected to us. A truly family owned business!"

Give Mike Fox a call today at 302-399-7851 for more information about the creative minds behind Splash Designworks, or visit them online at www.splashdw.com - or email them at info@splashdw.com.

"To leave you with an inspirational mantra from our daughters' speaking event, 'You Rock! Dream Big and You've Got This!'"

Taylor Michaels and Christy Wasilkowski of the CDCC stand with Mary Beth of Avenue Medical to congratulate her.

Christy and Taylor pose with Donise Cottman of Dover Federal Credit Union and her Administrative Professionals' prize.

Walter Randolph with Pressley Ridge is excited to be one of the CDCC's winners for Administrative Professionals Day.

# Announcing the "Best of the Best" Administrative Professionals Celebration Winners!

The Central Delaware Chamber of Commerce understands how important Administrative Professionals are to every organization and business, and we wanted to show appreciation for the hard work these wonderful people do on a daily basis. All of the nominations we received described Administrative Professionals that excel at their jobs and are assets to their organization. On Wednesday, April 26th for Administrative Professionals Day, we chose to honor the four people listed below for going that extra mile.

## Donise Cottman with Dover Federal Credit Union - Nominated by Deb Jewell on behalf of CEO Chaz Rzewnicki

Donise is the GLUE that holds the Executive Team of Dover Federal Credit Union together! As the Executive Administrative Assistant, she is involved with almost every single event that Dover hosts. She is very positive and always has positive input. Her initiative, trust, and competence are reflected in the quality and efficiency of work she produces, while seamlessly maintaining harmony and focus so the executive team never loses sight of the goal. In addition to being an active contributor to major projects at DFCU, she also extends her services to community initiatives, such as being part of the American Heart Association Heart Ball Executive Leadership Team. Donise is supportive to everyone and always gets the job done! Her Positive attitude is infectious!!!

*Donise won a floral arrangement provided by Jen-Mor Florist (2109 South Dupont Hwy, Dover)

## Kirsten Fitzgerald with Delaware National Guard-Nominated by Major General Carol Timmons and Major General Frank Vavala

Kirsten is the Executive Assistant to the Adjutant General of the Delaware National Guard. Kirsten works well with all members of the Guard, regardless of uniform, rank, or request. She consistently goes above and beyond the call of duty. With over 30 years' experience, she has recently discussed retirement. Since January, the Guard has experienced transition of new leaders in many roles. With the high position turnover occurring, Ms. Fitzgerald has agreed to delay her retirement until the "dirt had settled" and remain in her current full time position to confirm proper placement and training occur. She has allowed for a very smooth transition for General Major Timmons into her new role. Kirsten is more than an administrative professional, she is one of the highest ranked members on the team!

*Kirsten won a gift basket and gift certificate provided by Aurora Academy of Hair Design (1417 New Burton Road, Dover)

## Mary Beth Harrington with Avenue Medical-Nominated by Becky Beeler

Mary Beth is the driving force behind the operations of the construction/accessibility team. She is able to work under extreme pressure and keep her team on the right track every day. Marketing was never supposed to be a primary responsibility for Mary Beth, but she recognized the need, especially in lower Delaware. She has made community education a priority and has led several in-services to help the community better understand how the services they provide can help them. Mary Beth is known for lending a helping hand to anyone in need, even if it is outside of her job scope, just to be a team player! She is always professional and her hard work and dedication to her job makes her "Best of the Best!"

*Mary Beth won a gift basket provided by Mary Kay-Tanya McDaniels (509 Ridgely Blvd, Dover)

## Walter Randolph with Pressley Ridge-Nominated by Cha-Tanya Lankford

Walter is a man of action! He is described by his peers as loyal, dedicated, and supportive. He serves as the face of the Kent County office, warmly greeting all visitors, maintaining clients, foster parents, and staff files, and ensures the program is meeting all state and local licensing codes. Walter is proactive with great attention to detail. He has a calm and relaxed demeanor presenting practical and neutral positions, qualities which are needed in such a fast paced and emotionally charged work environment. Walter accommodates the many requests of staff and foster families to ensure their day moves a little more smoothly. He has kept the Pressley Ridge Delaware offices running like clockwork for the past ten years!

*Walter won a gift card from Target provided by the Central Delaware Chamber of Commerce

Thank you to those who took the time out to nominate their staff and also those nominated for "Best of the Best" Administrative Professionals!

# COMCAST Celebrates Grand Opening of Dover XFINITY Store in Dover

Comcast held a special event to celebrate the grand opening of its Xfinity Store at the Dover Towne Center, located at 1574 N. Dupont Hwy. The new 5,000 square-foot store, designed entirely around the needs and feedback of Comcast customers, is larger than the former facility and provides visitors with an opportunity to explore, learn about and interact with the latest Xfinity products and services.

Community leaders helped celebrate the opening and tour the new space. Additionally, Greater Dover Boys & Girls Clubs Executive Director Jacob Getty was in attendance to accept a $1,000 donation from Comcast to support the Clubs' My. Future program.

"We are excited to open an Xfinity Store for our Dover area customers to provide them with a one stop shop for all their entertainment needs and ensure every customer gets the most out of their Xfinity experience," said Jeff Seidenfaden, vice president of marketing for Comcast's Beltway Region.

The new Xfinity Store features flat screen TVs, iPads and a comfortable seating area for demonstrations of the new X1 platform. Customers can also try out Comcast's popular apps like Xfinity Stream, Xfinity Connect and My Account. Kiosks around the store provide the opportunity to experience Xfinity TV, and learn more about Xfinity Internet speeds, Xfinity Voice service and Xfinity Home, Comcast's security and home automation solution.

In addition, customers will enjoy personalized service from trained and knowledgeable sales consultants, along with time-saving features like self-serve bill pay and a queuing system that allows customers to explore the store instead of waiting in line for service. Customers can also return and pick up equipment and purchase consumer electronics products like HDMI cables, networking gear and routers, giving them a unique one-stop shop where they can purchase the Xfinity Services they want along with the accessories they need to maximize their entertainment experience.

The new Xfinity Store is open seven days a week – Monday through Saturday from 10 a.m. to 7 p.m., and Sunday from noon to 6 p.m.

**The Woodlands in Dover, Delaware will be transformed into a music-lovers paradise from June 15 - 18, 2017 for the Firefly Music Festival. The 2017 lineup includes The Weeknd, Muse, Twentyone Pilots, Chance the Rapper, Bob Dylan and many more!**

**People from all ages and backgrounds will gather together for this four-day festival, camp out and enjoy sets from some of the best bands in the nation. It's not too late to get your tickets! Visit www.fireflyfestival.com for more details.**

# CDCC Bluesuiters Golf Tournament

Twenty-eight teams made up of two Civilians and two Airmen played in the Bluesuiters Golf Tournament, sponsored by Johnny Janosik Charity Events, on May 17th at Jonathan's Landing Public Golf Course.

The sun came out for Colonel Doug Hall, Operations Group Commander at Dover Air Force Base, Col. Randy Boswell, Mission Support Group Commander, Lynne Schaefer—MAC Chairman, and many others from Dover AFB and the community to have a beautiful day of golf. The CDCC is happy to share that we had 57 Airmen sponsored by Chamber members! The tournament gave local community members and Dover Air Force Base Airmen the opportunity to make friends and fun memories with people they may not have met otherwise.

With the help of Shureline Electrical we were able to have a Golf Ball Drop 50/50 raffle. A bucket of about 100 golf balls were dropped on the putting green in a fun, new way of having a 50/50 raffle.

Due to the tremendous support of our CDCC and community members all of the golfers received a great door prize along with a goody bag. Chick-fil-A of North Dover provided a delicious lunch for all the golfers and volunteers. And each golfer received a 19th Hole Beverage provided by Pinnacle Rehabilitation & Health Center. We could not have held such a successful tournament without the help of many volunteers! They had the opportunity to meet all the golfers during registration, keep them cool by driving beverage carts around the course, hand out snacks, and take turns looking out for a possible Hole-In-One winner.

### Our amazing volunteers were:

Felicia Cook
Susan Cook
Darren Corder – Caliber Home Loans
Erlene George - Primerica
Danielle Hufford – Shureline Electrical
Tyler Kuhn – Dover Federal Credit Union
Janie Libby – Dover Downs Hotel & Casino, Inc.
Sean Mace – Eden Hill Medical Center
Dawne Nickerson-Banez
– 436th Airlift Wing Public Affairs
Tim O'Connor – Dover Federal Credit Union
Judi Pflaumer – Wealth Management Group
Jenn Saltarelli – Pinnacle Rehabilitation & Health Center
Bill Schaefer – New Penn Financial
Lt. Col. Charles Throckmorton
– 436th OSS Director of Operations
Kira Wood – Pinnacle Rehabilitation & Health Center
Kevin Yingling – Delaware Electric Cooperative

### Delicious snacks were provided by:

Chick-fil-A of North Dover
Fifer Orchards
Isagenix
La Baguette Bakery & Catering
Texas Roadhouse

### Bluesuiters Winners were:

**1st Place** – Kevin Boylan, Mike Mendoza, Brett Snyder and John Tinsley of Regulatory Insurance Services, Inc.
**2nd Place** – TSgt DJ Garber, 3rd Airlift Squadron; Bill Hare of Always Advertising; Corey Sheldon; and SSgt Ryan Thompson, 3rd Airlift Squadron
**3rd Place** – MSgt Danny Gilseth, retired; Jeff Michaels; SSgt Harry Roper, 436th LRS; and TSgt Erick Wine
**Longest Drive #6** – SSgt Harry Roper, 436th LRS
*He won an Amazon Fire TV (Firebox) from Caliber Home Loans – Darren Corder.*
**Longest Drive #6** – Del Evans, Johnny Janosik Charity Events
*She won a gift basket from Delaware State News & Dinner Pass from Texas Roadhouse.*
**Closest to the Pin #4** – Maj. Steve Hoffstadt, 436 OSS/OSO
*He received a gift certificate to Abbott's Grill.*
**Closest to the Pin #11** – Anthony Lapinsky, Senior Helpers
*He won a $50 Gift Certificate from Sayers Jewelers & Gemologists.*

### Thank you to all of our Sponsors and to those who donated door prizes!

### Sponsors for the event include:

Johnny Janosik Charity Events
Chick-fil-A of North Dover
i.g. Burton & Co., Inc.
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Shore United Bank
Shureline Electrical
Standard Distributing Co.
Wilmington University

### Tee & Green Sponsors were:

Air Force Association Galaxy Chapter
Angle Financial Services
Caliber Home Loans – Darren Corder
Chesapeake Utilities Corp.
City of Dover
Delaware's Quaint Villages
Del-One Federal Credit Union
George & Lynch, Inc.
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Lighthouse Construction, Inc.
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PPG
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Salt Air Homes
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Wattay Accounting
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### Airmen Golfers sponsored by:

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Caliber Home Loans – Darren Corder
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City of Dover
Col. George Chabbott – AFA
DE Employer Support of the Guard &Reserve
Delaware Crime Stoppers
Dover Downs® Hotel & Casino
Dover Federal Credit Union
Eden Hill Medical Center
George & Lynch, Inc.

Texas Roadhouse brought their peanuts for golfers to enjoy

Harrington Raceway & Casino, Inc.
i.g. Burton & Co.
Johnny Janosik Charity Events
Lighthouse Construction, Inc.
Representative Bobby Outten
Bob & Judi Pflaumer
PPG
Regulatory Insurance Services, Inc.
Salt Air Homes
Senior Helpers
St. John's School
State Farm Insurance – Richard
Still Insurance Agency
Downes
The Kritter Sitter
Wilmington University

### Door Prizes & Goody Bag items donated by:

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Chesapeake Utilities Corp.
City of Dover
CNU Fit, LLC
Cowboy Up Saloon, Inc.
DART
Delaware Agriculture Museum
Delaware Electric Cooperative, Inc.
Delaware's Quaint Villages
Dover Federal Credit Union
Dover Par 3 & Driving Range
Eden Hill Medical Center
Escape Room Delaware
ESS-Geiger
First State Heritage Park
Hilton Garden Inn
Maple Dale Country Club
Mispillion River Brewing
Mission BBQ
Pizzadili Vineyard & Winery
Proforma Preferred Solutions
Splash DesignWorks
Texas Roadhouse
USUTI
Westside Car Wash
Wild Quail Golf & Country Club

Golfers smile for the camera before heading out onto the course.

Snack Station sponsor Gary Berman with Isagenix tries to stay cool in the shade.

Fifer Orchards brought their iconic donuts to pass out to the golfers.

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# Johnny Janosik

The Central Delaware Chamber of Commerce (CDCC) joined Johnny Janosik for a Ribbon Cutting Ceremony to celebrate the grand opening of their brand new World of Furniture Showroom, located at 4719 S. DuPont Hwy. in Dover.

Johnny Janosik, Inc. is the evolution of a family business that was started by Mary Louise and Johnny Janosik in 1953. They started with TV service and expanded into sales of TV's and appliances and later furniture.

From a location on Market Street in Downtown Laurel, they moved to Route 13 South into a former chicken house that was totally redone to house the major brands of beautiful, quality furniture that they still sell today.

Having come from a service background, service is a #1 priority of this company. The brand insists on honesty and fairness with all customers. "After all, it is our customers who have made us what we are today--a major furniture and bedding store with over 270 employees. Our employees are our greatest asset of all."

Since 1953, they have expanded time after time and have grown to be the largest independent retailer in the area and one of the top 100 furniture stores in the United States. Johnny Janosik's tremendous buying power enables them to give the customer the lowest prices guaranteed. Johnny Janosik delivers furniture into Maryland, Delaware, Virginia, New Jersey, Pennsylvania and Washington D.C.

Visit Johnny Janosik's new location today to see all their wonderful furniture!

"*Longest Store on the Shore with the Shortest Prices.*"

# DART

The Central Delaware Chamber of Commerce (CDCC) joined DART for a Ribbon Cutting Ceremony to celebrate their membership with the CDCC.

Delaware Transit Corporation (DTC), Delaware's public transportation provider, operates DART services statewide with over 540 buses, more than 70 bus routes, including its seasonal resort-area buses, as well as paratransit service for people with disabilities. In addition, DTC contracts with SEPTA for commuter train service between Delaware's four train stations and Philadelphia. DTC provided 10.6 million passenger trips in fiscal year 2016. RideShare Delaware is another service offered by DART dedicated to aiding commuters with finding and using alternative modes of transportation.

DART's Real-Time Transit information was recently released on DelDOT's innovative mobile app, allowing customers to get up-to-date bus arrival times. Enhancements to the free mobile app allow customers to select a DART bus stop, see real-time bus arrival times, and view live updates as a bus icon travels along its designated route. The DelDOT mobile app is free and can be downloaded by searching "DelDOT" at the Google Play and Apple App stores, or accessed on the web via DelDOT's interactive map found at www.deldot.gov. DART is continuing its excellence by opening a new fuel propane station in New Castle and working to increase their fleet of propane-powered paratransit buses as well as bringing on more electric buses in 2018.

The mission of DART First State and the Delaware Transit Corporation, an operating division of the Delaware Department of Transportation, is to design and provide the highest quality public transportation services that satisfy the needs of the customer and the community.

They aspire to be a premier transportation organization with accessible facilities and interconnected services incorporating state-of-the-art technologies. Their well-trained workforce, using clear communications and beneficial working partnerships, allows them to connect people to their destinations in an affordable, safe, and efficient manner.

Visit www.dartfirststate.com for more information about DART.

## Delaware Choral Society

The Central Delaware Chamber of Commerce (CDCC) joined The Delaware Choral Society on March 9, 2017 for a Ribbon Cutting Ceremony to celebrate their membership with the CDCC.

The Delaware Choral Society (DCS) was formed in Dover in 1957 by a group of church choirs desiring to perform Handel's Messiah. Originally Messiah was performed every December, but over the course of time, the group decided to branch out into other choral music of the great composers. Now, works by composers from the Renaissance to the present as well as renditions of spirituals, folk, and popular music, are performed in concerts held at least twice every year. However, every fifth year the DCS celebrates its beginnings by performing Handel's Messiah. In 2014 the Delaware Youth Chorale (DYC) was formed by the DCS to introduce 3rd-8th grade children to the joys of choral singing. The DYC is now an integral part of DCS concerts. The DCS Outreach Ensemble was created in 2015 to celebrate the lighter (but not lesser) side of the classical repertoire.

Visit www.delawarechoralsociety.org, at info@delawarechoralsociety or call 302.422.7775 for more information.

## Pat Abel Training

The Central Delaware Chamber of Commerce (CDCC) joined Pat Abel Training for a Ribbon Cutting Ceremony to celebrate their membership with the CDCC.

The mission of Pat Abel Training is to help organizations bring out the best in their managers and employees. Sixty-five percent of employees that quit their job are actually quitting their boss; therefore, many managers must learn how to apply today's requirements of effective leadership.

Pat has conducted hundreds of public seminars and worked onsite with numerous organizations, both commercial and non-profit. Mr. Abel plans to work inside small to medium-size organizations on issues such as: performance management, customer service skills, time management, handling conflict, communication skills, team development, and strategic planning. The formats will include individual coaching and group training sessions and workshops.

Pat Abel uses the image of a compass as a logo to remind people that you don't need to make a 180-degree turn in order to get new outcomes. Shifting your course by only a few degrees will take you to a different place and you will achieve different results. Want to set a new course? Give Pat a call today at 610-442-3937 or email him at patrick@patabeltraining.com for more information. Follow on Facebook at Pat Abel Training.


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# Seeing How Delaware Works!

## LCD Class of 2017- Economic Development Day

**By: Heather Pleasants, Director Leadership Central Delaware Class of 2017**

Exactly how does Delaware work? Is Delaware primarily an agricultural or a manufacturing State? What is the largest industry in Kent County? What is the fastest growing industry in Kent County? All these questions and many more were answered for the LCD Class of 2017 for ECONOMIC DEVELOPMENT Day.

The day started at the offices of Faw Casson with a wonderful presentation from Andy West, Managing Editor of the Delaware State News, on the Economic Growth of Kent County for the past 15 years. It was fascinating to see the growth that occurred in Kent County, and how not only Kent County, but also the entire state of Delaware is transforming from a primarily agricultural state to a manufacturing and tourism state!

Next, the class visited Dover Air Force Base (DAFB). With 6,400 personnel, Dover Air Force Base is one of the largest employers and economic drivers in Kent County! The Class got a tour of the "Radar Room", the air traffic control tower, as well as a de-briefing by Col. Boswell on the mission of DAFB and the impact the base has on Kent County! DAFB is primarily known as a transportation hub and also as the Nations' Dignified Transfer Center, where our fallen servicemen/women come home from their service to their loved ones.

From there, the Class visited Dover Downs Hotel & Casino (DDHC) where Jenny Mabus, from Bayard Pharmacy, gave an illuminating discussion on the economic development for Downtown Dover, and then Ed Sutor, CEO Dover Downs Hotel & Casino, gave an informative talk on the state of DDHC Casino revenues with regards to the tax codes in Delaware, as well as an overview of the gaming industry in Delaware.

The class then went on a tour of the KRAFTHEINZ facility in Dover, where the class learned first-hand the procedures for food manufacturing that KRAFTHEINZ are known for. To say the least the tour was very fascinating, especially seeing the various lines operating throughout the plant.

Next stop was an exciting and tasty tour of Fordham & Dominion Brewing Company; This led to the discussion of how the brewing industry is growing by leaps and bound in Delaware- and, how the tourism industry has become the largest growing industry not only in our State, but also here in Kent County! Of course the Class HAD to taste some of the product to get the full effect!

The day ended with a great presentation by James Waddington, the Director Kent County Economic Partnership, on "What is Big on the Kent County Economic Front"! Jim explained all the growth in Kent County economy as well as forecasting what new growth trends will be coming to Kent County!

The LCD Class of 2017 w/ Col. Boswell at DAFB!

The LCD Class of 2017 tasting the product at Fordham & Dominion!

# New Member Spotlight

Baird Mandalas Brockstedt, LLC is dedicated to providing expert legal services at rates that reflect exceptional value to our clients. Our lawyers have practiced for years at large law firms, but now strive to deliver big-firm sophistication and experience at affordable rates. The firm's focus on a core group of practice areas has allowed the lawyers to develop considerable expertise and the ability to offer clients an intense and highly-individualized focus on their matters. We strive to ensure that each client receives prompt, direct, personal attention from the attorney they've chosen to work with.

Michele Wenz joined the firm in November of 2015 and has become a crucial member of our real estate department. She has conducted numerous residential, new construction and commercial real estate settlements. Michele was admitted to the Delaware bar in April of 2016. She graduated from Wesley College in 2010 with a Bachelor of Science in Legal Studies and a Bachelor of Arts in English. She graduated from Widener School of Law in Wilmington, Delaware in May of 2015. Michele worked full time as a paralegal at the Department of Justice while attending law school at night.

Kristin Collison joined the firm in October of 2016. Although she is newly admitted to the Delaware Bar, she brings years of experience working as a paralegal in the real estate, estate administration and business advisory areas. These core areas are now the focus of Kristin law practice. She is a native to Kent County, Delaware where she attended Holy Cross Elementary School, Polytech High School, and Wesley College. Following Wesley, she attended law school in Wilmington, Delaware, only to return back to Kent County to establish her law practice.

Kristin and Michele joined the Chamber of Commerce with hopes of connecting to the thriving community of business associates in Kent County Delaware. They are looking forward to showing you why they are the right lawyers, right now!

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## La Baguette

The Central Delaware Chamber of Commerce (CDCC) joined La Baguette for a Ribbon Cutting Ceremony to celebrate their grand opening in Dover and their membership with the CDCC. Community members, friends, family, and Mayor Robin Christiansen attended to celebrate this wonderful business!

Husband and wife duo, Ludovic Bezy and Anita Wheeler-Bezy, dreamed about having their own store-front so they could bake their fine French breads and pastries for all to enjoy. That dream has now come true! They are also excited to offer meals that are healthy and delicious to their loyal customers and friends around Kent County.

La Baguette is located at 323 S. Governors Avenue in Dover. Stop in and try their delicious treats! Give them a call today at 302-741-0180 for more information!

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