

# Chamber Connections

Vol. 42, No. 6

www.cdcc.net

June 2018

## Plan to attend an Awards for Excellence Dinner



**CDCC Celebrates Administrative Professionals Day**

..... Page 6

**IN THIS ISSUE...**

**Celebrating Our Members**

..... Pages 10

**LCD Economic Development Day**

..... Page 14



Photo Credit to C.M. Baker Photography  
**2017 Young Professional of the Year: Katrina Sullivan, Delaware State News**

Chamber members and their guests are invited to attend the Awards for Excellence Dinner on Thursday, June 21st 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, sponsored by Dover Downs® Hotel & Casino, will host participants, Bayhealth Medical Center, CNU Fit, Del-One Federal Credit Union, and Lessard Builders, Inc., for an exclusive cocktail party and networking opportunity from 4:30pm - 5:30pm prior to the start of the dinner.

The cocktail reception will begin at 5:30pm with music provided by the Joe Baione Trio. During the program we will recognize our amazing volunteers and present the Excellence in Business Awards!

Candidates for Small Business of the Year are CNU Fit, R&R Commercial Realty, and Roma Italian Restaurant/Sul Tempo Cocktail Lounge. Large Employer of the Year candi-



Photo Credit to C.M. Baker Photography  
**2017 Large Employer of the Year: Dover Air Force Base**

dates are Caesar Rodney School District, Del-One Federal Credit Union, and Dover International Speedway. Candidates for Young Professional of the Year are Nick Alexander of Connell, Carey & Associates Merrill Lynch, Danielle Hufford of Shure-Line Electrical, and Bobby Jones of Bright Side Roofing & Siding.

The members of the Leadership Central Delaware Class of 2018 will be graduating. Each graduate 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 2018! The last award will be given to the Leadership Class who have 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.



Photo Credit to C.M. Baker Photography  
**2017 Small Employer of the Year: Pizzadilli Deli Catering and Winery**

Platinum Sponsors of the event: Chesapeake Utilities Corporation, Dover Federal Credit Union, Harrington Raceway & Casino, 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.

www.cdcc.net



On Wednesday, June 27th, the Central Delaware Chamber of Commerce will host its next Sunset Business Mixer at The Boulevard Live Entertainment Restaurant located at 1036 Lafferty Lane in Dover. The doors open at 5:00 p.m. for a couple hours of member mingling and complimentary hors d'oeuvres courtesy of The Boulevard. Bring your

business cards for easy networking and for a chance to win a door prize or to be featured as our next Member of the Month!

There is no fee to attend and we encourage members to bring guests! Please register ahead of time.

To register, call the CDCC at 302.734.7513 or visit online at www.CDCC.net.



# Session's End In Sight

As you all know, the month of June marks the last month for the 149th General Assembly and is the busiest month for our Legislators as they seek to pass many bills before the June 30th deadline.

The budget always consumes a great deal of legislative attention this time of year, however, the current budget projection has the State Budget with \$300M in additional revenue and the final DE-FAC numbers will be released in mid-June.

The CDCC continues to be your voice at legislative hall and the following are the bills/issues in which we are engaged on behalf of the membership:

**Senate:**

**SB144 w/ SS1** – Referred to as the Casino Relief bill, it seeks to reduce the taxes and fees paid by the three tracks, as well as to increase additional tax relief as they spend more on capital improvements. (The CDCC supports the bill because it reduces taxes and will keep our three racinos competitive with our surrounding

states).

**SB 170 w/SA3** – Seeks to raise the minimum wage 50 cents each year starting with this October 1, 2018 at \$8.75 per hour until October 2021 when the wage will be at \$10.25 per hour. (The CDCC remains opposed to any minimum wage increase bill due to manipulation of the wage rates the market sets. The CDCC believes Delaware should stay at the federal minimum wage and allow the employee and employer to determine wages).

**House:**

**HB266** – This Bill creates Enterprise Zones within the unincorporated areas of Sussex County and in any municipality that has a portion of their city in Sussex County. (The CDCC supports enterprise zones that allow businesses to grow without the mandatory union membership of their employees.)

**HB321** – This Bill proposes to address and restrict the relationships between customers and companies when automatic re-

newal – also known as evergreen – contracts are used in providing goods and services. (The CDCC is opposed because of the new requirements placed upon the company, and the new fines if you are found to be in violation of the proposed statute).

**HB350** – Another business bill; it seeks to create a new level of requirements and duties of a company that uses, as defined by the bill, “biometric identifiers,” used regarding personal information and the privacy of that data collected by the company. (The CDCC is opposed due to very broad definition of biometrics, and that the company will be liable if they violate the statute).

**HB360** – The bill seeks to establish broader definitions and protections against sexual harassment than currently offered in Federal Law. The bill also expanded the Department of Labor’s oversight in this issue and would require mandatory training by all companies that employ 50 people or more. (The CDCC is opposed because the definition of sexual harassment is expanded, new oversight powers to the Department of Labor, and potential-ly increased employment costs).

**HB377 w/HA1** – This Bill will allow those counties over 500,000 in population (NCC only) to impose and collect a new lodging tax. (The CDCC is neutral. Awaiting more member feedback.)

**HB395** – The second lodging tax bill – this will change the municipalities charters to allow any of them to impose and collect a lodging tax. (Again, the CDCC is neutral. Awaiting more member feedback.)

**HB409** – This Bill proposes to create new notice requirements for companies when they are seeking significant layoffs/plant closings as well as penalties for those companies that do not follow the new notice requirements. (The CDCC remains concerned with the notice requirements that may make any downsizing or loss of jobs more difficult – such that employers may not expand to ensure they fall under the provisions of the bill).

Overall, the CDCC remains engaged and watching what the Assembly will do with these bills, and some that may yet come before the end of Session. Staying “in the game” is one of the most important tasks we have – being the voice of businesses in Kent County!

**Thank you to the CDCC Cornerstone Members!**



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**Central Delaware Chamber of Commerce**





The CDCC is the essential resource for growth of engaged businesses in Central Delaware.



**ACCREDITED**

## 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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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 - Dover Federal Credit Union



**Dover Federal**  
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## CELEBRATING 60 YEARS of SERVICE

As we celebrate our 60th Anniversary Year, I remain humbled to work for an award winning first state favorite credit union. As I reflect on Dover Federal's history and growth over the past 6 decades, it remains obvious to me, that the members' best interest has always been at the core of our existence. Dover Federal Credit Union remains a financially sound institution with a deep commitment to safeguarding members' assets, ensuring future growth and improving the member experience.

Throughout 2018 Dover Federal Credit Union will be celebrating our anniversary with specials and/or promotions designed to save you money or earn you more interest. Examples of these are

evidenced in the current Credit Card Balance Transfer promo and No Appraisal Fee Home Equity loan offers. We encourage each of you to take advantage of these great promotions.

As we look to remain a viable financial institution for the next 60-years, our vision revolves around the following pillars - Culture, Community, Financial Literacy and Legendary Service. These will undoubtedly drive us into the future. We will continue to remain focused on improvement. We will continue to focus our efforts on improving the member experience, improving our product offering, improving our internal operations and making it easy for you to do business with us.

For fellow chamber members, who have not yet experienced the Dover Federal Difference, I welcome you to become a part of our credit union family. From supporting the needs of small businesses to providing financial strength and stability to consumers and providing resources to charities that have a direct impact in our local communities, we truly are a financial partner.

As we celebrate this milestone, I promise, as the CEO, my steadfast commitment to improving the lives of our employees, members and the communities we serve.

Chaz Rzewnicki, CEO

## Member of the Month



**Name:** Ed Jackson  
**Title:** Principal/Owner  
**Business:** Affinity Energy Management  
**Address:** 220 Cherry Blossom Place, Hockessin, DE 19707  
**Hours:** 7:00 AM to 7:00 PM Daily  
**Phone:** 302-218-8920  
**Website:** www.AffinityEnergy.net  
**Email:** EdJacksonEnergy@aol.com

**Q. When did you begin working for this business and what is your role?**

I am the founder and sole proprietor of the business which was started in 2006.

**Q. History of when the business began...**

The electricity market was first deregulated in Delaware in 2006 and unfortunately, electricity rates skyrocketed as Delmarva Power removed the rate caps that had been in place for several years. I had previously been Bank of America/MBNA's Corporate Energy Manager and had learned how to negotiate competitive energy supply contracts across the country on behalf of Bank of America. I was offered a position with Bank of America in Charlotte, NC but decided it was time to launch my own business in DE and have never looked back.

**Q. What do you see in the future for the business?**

I am hoping to continue to help a diverse portfolio of customers reduce and manage their energy costs through competitive energy supply contracts. After working for large companies for over 23 years, I thoroughly enjoy being a sole proprietor and intend to keep it that way into the future.

**Q. What, in your opinion, does the Chamber do for you and your business?**

I belong to several other chambers and trade associations and the CDCC is one of the most active chambers in the State offering their members many diverse programs and networking opportunities. I have been working with the CDCC and their members to form electricity aggregation buying groups since 2010. This initiative allows us to essentially buy electricity in bulk at discounted rates saving chamber members hundred and even thousands of dollars each year.

**Q. What would you like to see the Chamber offer to its members?**

I can't think of any specific programs that the chamber has not already embraced or offered its members whether they are sole proprietors, small, medium and large businesses in Kent County.

**Q. Is there anything else the CDCC members should know about you or your business?**

Feel free to introduce yourself if you see me at a chamber event or reach out any time if you have any energy related questions or ideas.

## Calendar of Events

### June 2018

#### Tuesday, June 5th

CDCC Board Retreat  
9:00 a.m. – 4:00 p.m.

#### Thursday, June 7th

Kent County is Open for Business  
8:30 a.m. – 10:00 a.m.,  
Kent County Levy Court

#### Thursday, June 7th

Leadership Central Delaware  
8:00 a.m. – 5:00 p.m.,  
Energy and Environment

#### TBA Ambassador Orientation

12:00 – 1:30 p.m.,  
CDCC Board Room

#### Tuesday, June 12th

Marketing Meeting  
9:00 a.m. – 10:00 a.m.,  
CDCC Board Room

#### Wednesday, June 13th

Coffee Coaching  
8:00 a.m. – 9:00 a.m.,  
CDCC Board Room

#### Thursday, June 14th

Member Orientation  
12:00 p.m. – 2:00 p.m.,  
CDCC Board Room

#### Tuesday, June 19th

LCD Steering Committee Meeting  
12:00 p.m.,  
CDCC Board Room

#### Thursday, June 21st

Awards for Excellence Dinner  
5:30 p.m. – 9:00 p.m.,  
Dover Downs

#### TBD

Leadership Central Delaware  
9:00 a.m. – 3:00 p.m.,  
Mastery & Closing Retreat

#### Wednesday, June 27th

Ambassador Meeting  
4:30 p.m.,  
The Boulevard

#### Wednesday, June 27th

Sunset Business Mixer  
5:00 p.m. – 7:00 p.m.,  
The Boulevard

### July 2018

#### Wednesday, July 4th

Independence Day Holiday  
Office Closed

#### Tuesday, July 10th

CDCC Board Meeting  
7:30 a.m.,  
Eden Hill Medical Center

#### Tuesday, July 10th

Marketing Committee Meeting  
9:00 a.m. – 10:00 a.m.,  
CDCC Board Room

#### Tuesday, July 10th

Young Professionals Social  
11:45 a.m. – 1:30 p.m.,  
Texas Roadhouse Camden

#### Thursday, July 12th

Member Orientation  
8:30 a.m. – 10:00 a.m.,  
CDCC Board Room

#### Tuesday, July 17th

LCD Steering Committee Meeting  
12:00 p.m.,  
CDCC Board Room

#### Wednesday, July 25th

Ambassador Meeting  
4:30 p.m.,  
TBD

#### Wednesday, July 25th

Sunset Business Mixer  
5:00 p.m. – 7:00 p.m.,  
TBD

CENTRAL DELAWARE CHAMBER OF COMMERCE'S

# TESTIMONIAL TIME!

NEW FEATURE!

Have something nice to say about us?  
We'd love to feature it on our website & in the Chamber Connections!  
Send an email with the subject 'Testimonial Time' to:  
[KDODGE@CDCC.NET](mailto:KDODGE@CDCC.NET)



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## TESTIMONIAL TIME

CENTRAL DELAWARE CHAMBER OF COMMERCE

*"I would like to share that our current Chamber staff is the best in over 15 years.*

*"I feel that Cristal, the longest-serving Chamber staff member, provides a great deal of knowledge and wisdom regarding our community. Cristal has so much energy and is always smiling. Jeffrey, Katie and Taylor have taken Ribbon Cuttings to the whole next level. Heather will guide me with the questions I have about new businesses or any other questions I may have. She does this and never makes you feel like you are bothering her. Teresa is always ready to help me with any questions I may have and is such a positive person.*

*"I do have to say this is the best team the chamber has had in years. They are all professional and work as a team. They never make you feel that you are imposing.*

*"Thank you for representing our community and Chamber with so much passion."*

**- Rae Short, Home Instead**



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## Dover Downs® recognized as AAA Four-Diamond Winner



Dover Downs Hotel & Casino was recognized for the 15th consecutive year as a AAA Four-Diamond Award winner on Thursday, May 10 during a ceremony in Philadelphia. Picture left to right: Brenda Hunsberger, SVP, Leisure Travel AAA

Club Alliance, Gordon Basht, Senior Director of Hotel Sales, Doree Kuhn, Senior Director of Hotel Operations, both from Dover Downs Hotel & Casino and Lynn Miller, President, Eastern Region AAA Club Alliance.

## Member News

# Harvest Ridge Winery Opens Location In Pennsylvania



Toughkenamon, PA – Harvest Ridge Winery is expanding. It's original location in Marydel, Delaware, opened its doors in November 2013. It is now crossing the border into Pennsylvania and has opened a tasting room in Toughkenamon, PA. The new location brings the winery close to home for the

owners, Chuck and Chris Nunan, who live in Chester County. While the production of the wines will continue to take place at the Delaware location with its vineyard and production facility, the new tasting room in Pennsylvania will sell the full product portfolio of wines, merchandise, and Rebel Seed Cider.

The Pennsylvania location will also have weekly events and a wine club. The Nunans and the Harvest Ridge team are proud that the exceptional customer service for which they have become known, will seamlessly carry over to their new location. The tasting room, open now for business, is located at 1140

Newark Rd, Toughkenamon, PA 19374. Its hours are Thursday, 4-9PM, Friday and Saturday, 12-9PM, and Sunday, 12-6PM. For updating information about upcoming events and other news about the winery, visit Harvest Ridge on Facebook or on their website at [harvestridgewinery.com](http://harvestridgewinery.com).

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# CDCC Celebrates Administrative Professionals Day

A big thank you to all the members who shared in Administrative Professionals Day with the CDCC! Whether you donated a prize or nominated one of your own, we thank you in helping us honor "the glue" of your operations for the 10th year in a row! Congratulations to this year's winners - June Bell of St. John's School, Henrietta Savage of Delaware State University, Tracey Shiflet of ShureLine Electrical, and Rose Wurzel of Kent Economic Partnership.



ShureLine Electrical: Tracey Shiflet of ShureLine Electrical



DSU: Henrietta Savage of Delaware State University



Kent County Levy Court: Rose Wurzel of Kent Economic Partnership



CDCC: Heather McTheny of the Central Delaware Chamber of Commerce



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# Celebrating Our Chamber Members!

## CDCC joins Go Glass for a ribbon cutting ceremony

DOVER – Go Glass held a ribbon cutting ceremony with the CDCC on Thursday, May 10 to celebrate a business re-branding. The event was held at the business’s 3895 N. Du-Pont Hwy location.

The Go Glass franchise began with one location in Salisbury, MD in 1982. There are now six locations across the Delmarva Peninsula. The Dover store, which opened in 2005, recently came under new management – but is still offering the same services.

Manager Dean Ratliff said his favorite part about being in this area is, “Providing a specialized service to the community.”

The team specializes in, among other areas, auto glass replacement and repair – in shop and mobile, custom and standard shower glass, mirrors, table tops, commercial storefront service and installation, builder services, window and patio door replacements, insulated window glass replacement, and three-season and screen porch installation.

To contact Go Glass, call 302-674-3390. Ratliff and his team are excited to meet and assist people in the community. “When you think of anything glass, think Go Glass.”



Left to right: Danielle Hufford, Rebecca Snyder, Dean Ratliff, Erik Adams, Brett Towers, Laura Vaughn, HT Miller, Katrina Sullivan

## CDCC joins Peace of Mind Billing Specialists for a ribbon cutting ceremony



Dover – Peace of Mind Billing Specialists hosted a CDCC ribbon cutting ceremony on Friday, April 13. The event was held to celebrate the company’s new participation with the Chamber which was attended by many family, friends and business partners in the community.

Penny Scott and Stacey DeHaven are Co-owners and operators

of Peace of Mind Billing Specialists locally based out of Milford and Harrington. The company specializes in Payroll services for small businesses and Medical & Mental Health Insurance Billing for professional provider practices both in Delaware and Maryland.

With a combined 40 years of experience in the insurance industry, Scott and DeHaven are confident

their services can assist any provider practice. They believe their eye for detail is important when focusing on both Payroll and the Insurance Industry, ensuring provider practices get their claims reimbursements as quickly as possible – and keeping patient accounts accurate and up-to-date. “We both have a desire to assist other businesses succeed and im-

prove and offer cost-saving measures by outsourcing the services they provide to businesses,” the co-owners explained.

Scott and DeHaven appreciate all the support they have received from their family, friends and peers out in the community over the last several years. Contact them at 443-848-9721 or 302-470-5769 or fax at 302-398-8614.

# Celebrating Our Chamber Members!

## CDCC joins the Emerging Enterprise Development Center for a ribbon cutting ceremony

DOVER – Kent County Levy Court held a ribbon cutting ceremony for its Emerging Enterprise Development Center on Monday, April 30. The event, held to celebrate the opening of the business incubator, was attended by the CDCC and several community members.

The Kent County Emerging Enterprise Development Center (KCEEDC) is the first of its kind in Central Delaware, providing affordable, professional office space options to entrepreneurs and start-up businesses in a collegial, supportive and nurturing environment. The goal of the center is to assist business owners in growing their businesses, developing and honing business skills, implementing and tailoring business plans, and establishing professional networks and client bases to ensure future success.

Jim Waddington, Executive Director of Kent Economic Partnership, explained the importance of this addition to the local business community. “This represents a major commitment on the part of Levy Court to supporting small business development in Kent County.”

Tenants can immediately access Class A office space with all amenities at a very moderate price. Affordable options pro-



vided by the KCEEDC include Semi-Private Work Stations, Professional Desk Space Cubicles, Business Desk Workspaces, Weekly Share Spaces, Wifi, copying, parking, mailing, security, cleaning, conference space,

and chamber membership – all 24/7. Typically, leases will be for one year or less with the expectation that successful startups will have time to seek alternate space.

All prospective tenants are

required to meet with the Incubator Manager to discuss qualifications and to initiate the application process. To arrange a meeting, contact Waddington at 302-678-3028. To learn more, visit [kentpartnership.org](http://kentpartnership.org).

## CDCC joins Longhorn Steakhouse for a grand opening lasso cutting ceremony

DOVER – The CDCC, along with Mayor Robin Christiansen and several community members, joined newcomer LongHorn Steakhouse for a lasso cutting ceremony on Tuesday, May 1, 2018. The ceremony was also marked with an official “first steak” cutting by the Mayor.

According to Managing Partner Ray Nash, the company identified Dover as a great place with long-term growth potential. The team is very excited about the support and warm welcome they’ve received from the community at its Capital Commons location.

“At LongHorn Steakhouse, we’re dedicated to creating an incredible and high-quality steakhouse experience for Dover guests,” said Nash. “For more than three decades, our certified Grill Masters have perfected their craft of grilling legendary steaks, from selecting the right cut, to boldly seasoning with LongHorn’s secret blends, and grilling to perfection.”

In addition to serving food to its customers, LongHorn is dedicated to giving back to the local community. During the pre-opening training session, proceeds from Friends & Family events benefitted the Greater Dover Boys & Girls Club. LongHorn plans to partner with several other Dover organizations throughout the year. The restaurant chain also has the, “LongHorn Steakhouse Harvest Program,” in which wholesome, un-



used food is “harvested” and donated to a local food bank.

“We are so excited to be part of the community,” Nash added. “The guests are very

happy we are here and offering such great meals, service, and inviting atmosphere. The excitement from the guest is our motivation.”

# Celebrating Our Chamber Members!

## The House of Coffi Celebrates Grand Opening

DOVER – The House of Coffi hosted its grand opening ribbon cutting with the CDCC on April 23. Owner Kristin Stonesifer was joined by Mayor Robin Christiansen, family and friends to celebrate the business opening its doors at its 14 E Loockerman Plaza location.

Stonesifer’s inspiration to open House of Coffi comes from a passion for good coffee combined with a love of music. Her vision of a cozy coffeehouse with pieces from local artists adorning the walls and vinyl records playing in the background has come to life in Downtown Dover.

House of Coffi is unique, the owner says, because of the employees. “We have an amazing team of local teenagers who go above and beyond... Jordan Lanouette, Marina Spangler, Mickayla Pearson, Shannon Yarnall, Abbey Mullen, Maggie Talamantes, Bryn Coker, Peter Coker, Skyler Coker and Avery Young. We could not be successful without their dedication.”

In addition to coffee, the café also serves bagels for breakfast, three panini sandwiches on fresh bread, and an assortment of baked goods from La Baguette as well as Fifer Orchard’s renowned ‘Ap-



ple Cider Donuts.’ Customers can enjoy live music on the front patio, and the team is currently searching for local musicians to showcase their talent at open mic nights.

“We adore our customers and try our best to make their day just a little bit brighter,” Stonesifer said. “We would like to thank the City of Dover, the State of Delaware,

Tina Bradbury and the Downtown Dover Partnership, and the neighbors who have supported us with flowers, advice, knowledge, and an overwhelming amount of love!”

## CDCC joins Where Pigs Fly for a ribbon cutting ceremony



DOVER – Where Pigs Fly hosted a CDCC ribbon cutting ceremony on Wednesday, April 11. The event, held to celebrate 25 years in business, was attended by Mayor Robin Christiansen, several current and former staff members, Chamber members and loyal restaurant patrons.

Tom and Kelly Devine are the proud owners and operators

of Where Pigs Fly Restaurant. Where Pigs Fly, located at 617 E Loockerman Street in Dover, is a full service dine-in and carry-out restaurant specializing in BBQ. They offer full-service catering or delivery and set-up for all occasions; for groups of 15 to 2500.

According to Kelly, it’s hard to pick just one favorite part

about owning this business. “The customers are the most important; I believe that if you take good care of the customers, they will take care of you,” she explained. “But I love the food aspect – we smoke baby back ribs, pork, chicken, and brisket daily. We also prepare all our salads. Our customers’ favorite is Broccoli Salad. My

staff and I take a lot of pride in making sure the food is prepared properly.”

Kelly believes that hard work and perseverance pays off, and wants to thank all her family, staff, customers and friends for their continuous support. “I have been blessed,” she said. “We’ve made it 25 years by the Grace of God.”

# Celebrating Our Chamber Members!

## CDCC joins Wireless Zone for a grand opening ribbon cutting ceremony

DOVER – Wireless Zone, a Verizon-Authorized Retailer, celebrated the grand opening of its newest location at 34 Salt Creek Drive on Friday, May 11. The event was marked with a ribbon cutting and several giveaways throughout the day.

The new store’s management felt the community needed a fresh location option due to the wait times and overflow at other stores in the area. “Geographically this site was ideal because we wanted a stand-alone pad site on the highway in an area with a large residential population,” explained Manager Shiv Patel.

Wireless Zone provides wireless solutions for needs that can be resolved with either a cell phone, tablet, home internet, or smart car options. Verizon is ranked highest in overall network performance by Root Metrics, Highest in network quality by performance by JD Power Assoc., and #1 in customer service from "Tom's Guide" in 2017.

The team is excited to be involved in the community. Among other events, the company’s biggest of the year is the annual backpack giveaway held each July at every location in Delaware.

To learn more about the new location, visit [www.wirelesszone.com](http://www.wirelesszone.com) or call 302-608-0100.



Left to right: Gary Pippin, Ryan Lawson, William Benini, Shiv Patel, Tajesh Patel, Bhamini Patel, Nick Alexander, Rae Short



(Left to right): Katrina Sullivan, Gina Seibert, Rae Short, Kimberly Grim, Jay Stout, Evan Johnston, Cindy Thurman, Danielle Hufford

## CDCC joins Fairway Independent Mortgage Corporation for a ribbon cutting ceremony

DOVER – The Dover branch of Fairway Independent Mortgage Corporation held a ribbon cutting ceremony at its 625 S. DuPont Highway, Suite 103 location on Friday, May 11. The event was attended by several Chamber and community members as well as friends of the mortgage company.

Fairway is dedicated to providing an exceptional customer experience throughout the entirety of the loan process by acting as a trusted advisor, providing highly personalized service and helping every consumer through every step of the loan process – from application to closing and beyond. The team believes highly personal service and a “team” mentality makes Fairway unique. Between Jay Stout and his teammates, Cheri Maloney, Stacy Semans, Cindy Thurman and Evan Johnston they’ve recorded more than 85 years in the mortgage/real estate business in Delaware specifically.

“While we have strong partner-

ships with the local Real Estate companies, we are not an in-house lender,” says Stout. “Our structure assists us in delivering a mortgage product that is best for our customers’ individual situations with a combination of assertive rates combined with affordable closing costs.”

Additionally, Fairway prides itself on community engagement. The company aims to give back to its local communities through various hyper-local and national initiatives. In addition to local charities, Stout’s team participates with the local Chamber, the local Board of Realtors, and the Delaware Mortgage Bankers Association.

“We are very excited to serve this local area,” Stout added. “Our goal is to take our national status (ranked 4th overall lender in the nation in 2017 by Mortgage Executive Magazine) and deliver on a local level here in Delaware.”

Contact the team at 302-242-8282 or visit the website [www.fairwayde.com](http://www.fairwayde.com).

## Thank You for Your Renewal!

NAME OF COMPANY .....	# OF YEARS .....
Barrett Business Services, Inc.....	46
Bayhealth Medical Center .....	42
Dover Pools .....	42
Rene’ DeLyn Hair Designs.....	31
Kent-Sussex Industries, Inc.....	26
Steve Welde.....	22
Dover Place Senior Living.....	19
PR Delaware LLC .....	19
Bancroft Construction Company.....	18
Cool Springs Fish Bar & Restaurant .....	18
Atlantis Homes, LLC .....	16
W.D. Pressley, Inc. ....	16
Local 360 Media.....	14
Knights Fine Jewelry Ltd.....	13
Reed Investments.....	13
La Baguette Bakery & Catering.....	11
Christiana Care Visiting Nurses Association.....	9
Diamond State Pest Control & Termite Co., Inc. ....	9
Emlyn Construction Company .....	9
Affinity Energy Management .....	8
Osher Lifelong Learning Institute University of DE.....	8
Weiner Benefits Group .....	8
Brain Injury Association of Delaware .....	7
Corp1, Inc. ....	7
Pizzadili’s Deli and Catering/Winery.....	7
Telamon Corporation.....	7
Lawson Home Services, LLC .....	6
M&D Plumbing and Drain Cleaning Spec. Inc. ....	6
Seasons Hospice & Palliative Care of Delaware .....	6
Sparkle Pools Inc. - Dover.....	6
Cheddar’s Scratch Kitchen .....	5
Good News Natural Foods.....	4
Independent Resources .....	4
Martin’s Water Treatment .....	4
Office Pride Commercial Cleaning.....	4
Miss Utility of Delmarva.....	3
Williams Insurance Agency Inc.....	3
Buffalo Wild Wings/High 5 Hospitality, LLC .....	2
Delmarva Printing Inc. ....	2
Shawna Kirlin / Myers Realty.....	2
Leander Lakes, LLC.....	2
Techno Goober.....	2
Eric Crossan Photography.....	1
IMD4.....	1
Ceil Jones, Realtor / Myers Realty .....	1
Lenape Builders, Inc. ....	1
Silver Lake Center .....	1



Julie Brown of Heritage Shores leads a discussion on planning events at the May 2018 Coffee Coaching session. Photo credit Erlene George

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Dr. Dina Vendetti presents on goals and how to achieve them

## Young Professionals Gather for an Event on Goals

The CDCC hosted its Young Professionals Social on Tuesday, May 8, 2018. Approximately 35 professionals aged 21-35 from various industries gathered at the Texas Roadhouse in Camden to discuss setting goals and to network.

The event started off with an ice-breaker activity called 'Human Bingo.' Attendees were given Bingo sheets and were encouraged to talk to new people to find those with the attributes on the cards. The first to get 'Bingo' was given a prize. After that, lunch was served, and the presentation began. Dr. Dina Vendetti, Principal of St. John's Lutheran School, led the group in a discussion on setting attainable goals and steps to take to achieve them.

"The thing I love about the Young Professionals Social is that it brings together a group of people at a similar stage in their career and gives them a chance to create new relationships that can last decades," said Nick Alexander, Financial Advisor at Merrill Lynch. "And by creating a strong network within this community, we can support each other and grow both professionally and socially."

Young Professionals Socials will be held bi-monthly, on the second Tuesday of the month. The next event is scheduled for Tuesday, July 10, at the Texas Roadhouse and the discussion will focus on A Financial Future. Call the CDCC at 302-734-7513 or email [adminassistant@cdcc.net](mailto:adminassistant@cdcc.net) to register.

**MUST RSVP by  
July 6, 2018!!!**



## Young Professionals Social

*The CDCC is looking for Young Professionals between the ages of 21-35 who can meet bi-monthly for an educational, networking experience. This program is designed to transform Young Professionals into tomorrow's Leaders!*

**July 10, 2018**

**11:45 AM -1:30 PM**

**Lunch is included.**

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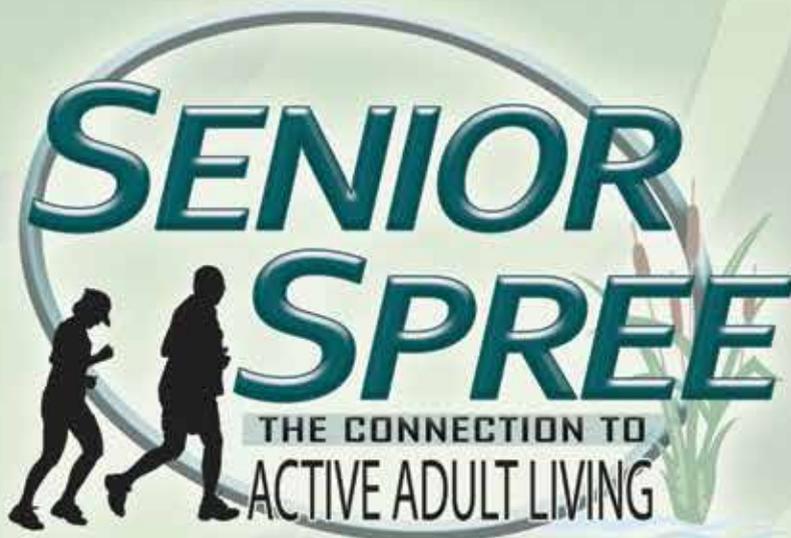
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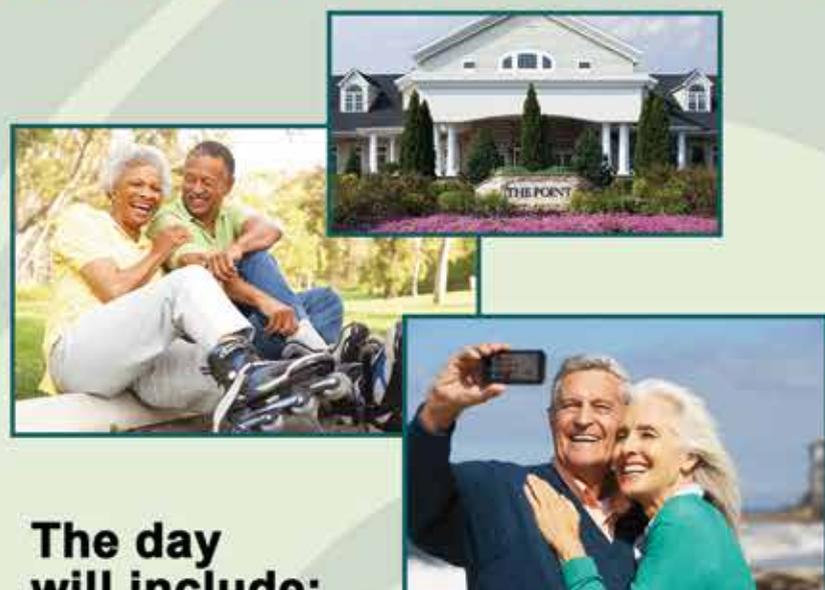
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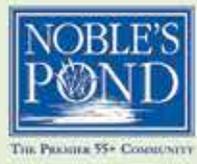
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Leadership Central Delaware class of 2018 takes a tour of the Monster Bridge at Dover International Speedway

# LCD Economic Development Day

The Leadership Central Delaware (LCD) class of 2018 spent May 3rd learning about the economic outlook in Central Delaware.

We started our day at Faw Casson with a briefing by Gregg Moore, Becker Morgan, on "Economic Development Initiatives" and learned about Delaware Prosperity Partnership and various other programs in place to increase business cooperation. Andy West, Editor - Delaware State News, then presented an "Economic Year in Review" and highlighted several projects in Kent County completed in the previous year. Dave Hugg, Dover City Planner, followed and gave us an idea of "Future Economic Growth"

in Central Delaware based on his years of experience.

The Class of 2018 then boarded the bus for Dover Downs where they received a wonderful tour of the hotel and enjoyed learning what goes on "behind the scenes" at the Casino. They then ate a delicious lunch from the Festival Buffet and heard from a lunch time panel group on their perspective of the business atmosphere in Central Delaware. The panel consisted of Pete Bradley, Dover Downs Hotel & Casino VP and General Manager; Jenny Mabus, Bayard Pharmacy; and Kim Adams, Mountain Consulting. After lunch, LCD Class of 2018 member Pat Long took us on a tour of the Monster Bridge and since it was

the week of NASCAR we could all feel the excitement in the air! Thrilling!

The group then boarded the bus again for a tour of PPG where John Boyles, LCD Class of 2017, met us and gave us an overview of PPG and shared the latest business decision regarding the recent announcement that their company is closing soon. "It's a sad time," he said, "but our people are professional and will land on their feet." Boyles also told us we are the last tour to go through the plant. It was a big takeaway moment for LCD Class of 2018 - the realization that the business world is never a sure thing and the importance of leadership's role in keeping everyone motivated

through transitions. It was crystal clear that PPG is a team and they work as a family.

LCD then boarded the bus to Fordham and Dominion Brewery where they were treated to an impromptu talk with the owner of the company, Mr. Bill Muhlhauser, who shared his personal story of starting the brewery in Dover! Fascinating! They also went on a tour of the brewery and had a fabulous visit!

LCD Class of 2018 learned a lot on Economic Development Day and truly appreciated the opportunity they were provided to hear the professional and personal perspectives of all these business leaders!

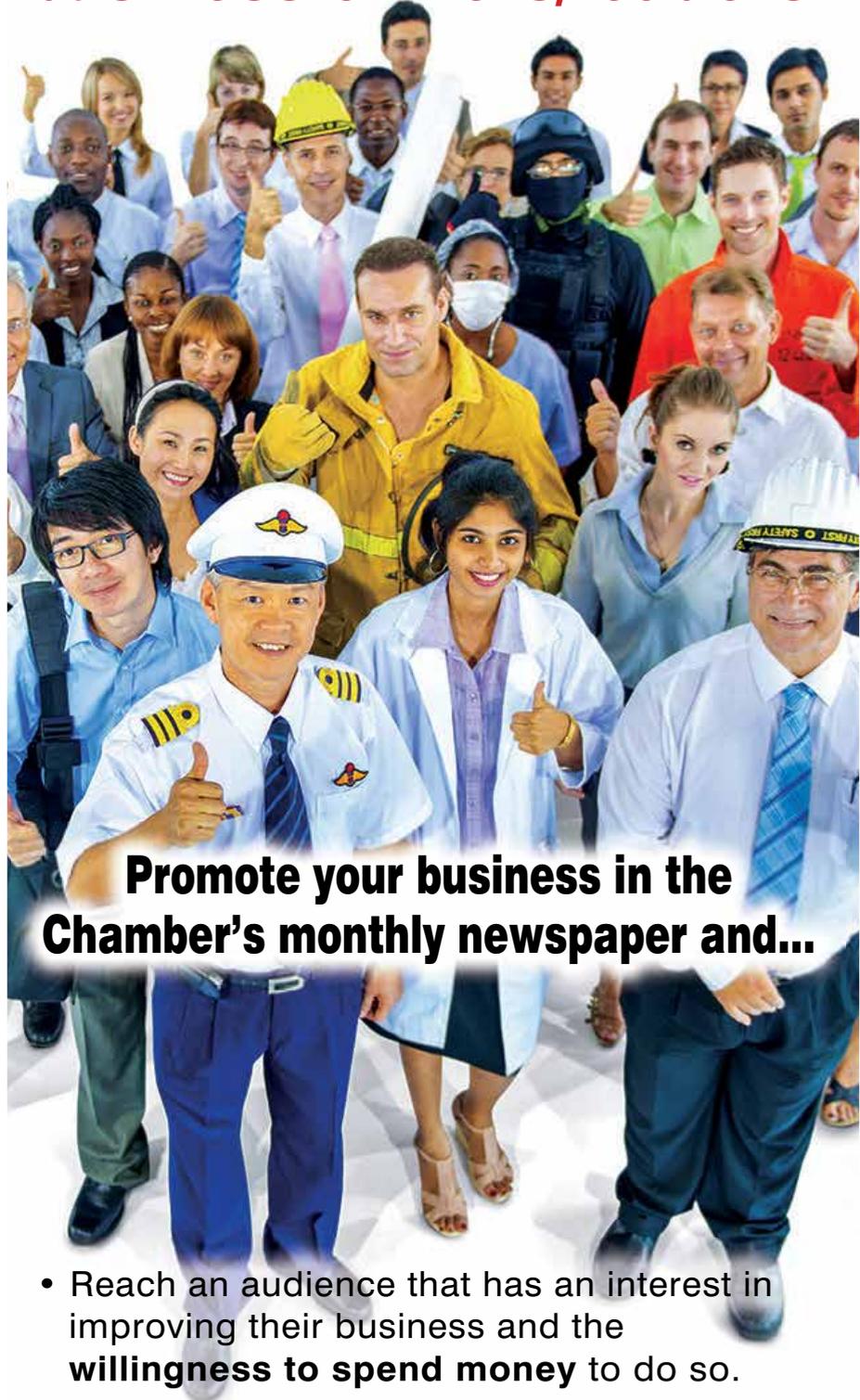
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Family and work are two of the main driving forces for IMD4, a new, full-service advertising agency that recently relocated to Dover.

Standing for "Innovative Media Design For You," IMD4 is the husband and wife team of Jim Suhre and Kate Greene. They have decades of experience in marketing, design and consulting work. Jim has worked for major New York advertising agencies, and both have worked in television as well.

One of the first questions most people have asked the couple upon meeting them is why Delaware? This is where the family comes into play. Kate grew up in Wilmington, but left the First State for school and New York, where she met Jim. In 2002, they moved to Indiana in order to be closer to Jim's parents and to help them run the family farm.

During their 15 years in the Midwest, Jim and Kate built a client list including a pharmacy chain, banks, newspapers, an auction

company and a restaurant chain. They also ran a large festival and volunteered for various organizations and non-profits, including a stint for Jim as president of the area Chamber of Commerce.

After Jim's parents passed away, the couple decided to relocate to Delaware to be close to Kate's parents. Many of their Midwest clients continue to retain them, even though they have moved away, working remotely via the Internet.

Now they are excited to call Dover their home, and are looking forward to finding new clients and friends here in Delaware.

IMD4 is a full-service advertising agency, able to create all aspects of marketing to help grow your business. IMD4 also specializes in branding, consulting and business strategy, including site location analysis for growing businesses.

You can learn more about IMD4, and see examples of their work, at their website, imd4.com.



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