

Chamber Connections

Vol. 41, No. 9

www.cdcc.net

September 2017



LCD Class of 2004 named "Best in Class" for 2017

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www.cdcc.net



14th Annual Night at the Races

Join us on Monday, September 11th at Harrington Raceway & Casino for the fourteenth annual Night at the Races! Central Delaware Chamber of Commerce Members can enjoy fabulous food, live entertainment, great networking opportunities and harness racing! For business owners and managers, it's a great way to show your employees how much you appreciate them. Invite your business colleagues, family and friends today!

Meet us trackside under the "Big Tent" at 4:45pm. Post time begins at 5:00pm. There will be delicious

hors d'oeuvres, wonderful carving station selections, scrumptious desserts, and bar. For your convenience there will also be valet golf carts provided from the parking lot at Harrington Raceway & Casino to the track.

The cost is \$20 per person which will benefit the Mid-Del Charitable Foundation. Join the CDCC for this popular night of trackside horseracing - rain or shine.

Would you like to have a reserved table for eight and VIP access to the open bar and amazing food at 4:00pm? Sign up for a Chairman's

Circle Sponsor Package! For \$1,000 you and seven guests can get exclusive access one hour before the official Night at the Races begins, a reserved table, advertising prior to and during the event, and a photo opportunity with the winning horse of the official CDCC Race. Don't miss this opportunity to network with other participants, including Lessard Builders!

Please contact Heather at the CDCC Office to register before September 6th by phone 302-734-7513 or email adminassistant@cdcc.net! We look forward to seeing you there!



Brag about your mortgage!
**Wednesday
September 27
5:00 - 7:00PM**

Kick off the fall season at New Penn Financial Mixer!

Join us at New Penn Financial for the September Sunset Business Mixer at 614 N. DuPont Hwy, Unit 2 in Dover on Wednesday, September 27th from 5:00 to 7:00pm.

With baseball season winding down and football season kicking off we'll be having a sports theme at the mixer! Show your team spirit by wearing your favorite jersey! You are invited to enjoy delicious food, drinks and soda along with lots of networking opportunities. Bring your business cards to exchange with other guests and to enter in a drawing for door prizes and the

Member of the Month. At New Penn they pride themselves on their streamlined home loan process. And this mixer will give you the opportunity to learn more about them and their exceptional customer service.

The event is FREE for CDCC members and guests. Reservations are encouraged to help the host prepare for the amount of guests expected. Call the Chamber office to RSVP at 734-7513 or email adminassistant@cdcc.net. Or to register online, visit www.cdcc.net and click on September 27th on the Calendar.

Calendar of Events



It is Coming!

Most people really don't want to even begin to think about the Holiday Season just yet, but for you, our Chamber Members we know you have been thinking about the start of the Holiday Season for months. You have been ordering merchandise, decorations, and planning your Holiday campaigns. For you, the Holiday Season means business; cash registers ringing; patrons in your stores and shops; it means sales!

The question is, as businesses, how are you showcasing what you have to offer to the community? How are you letting people know what you have available for them to buy? How are you persuading people to come shop in your place of business rather than just shopping on-line?

We have a way to help you do all these things, while still running your business! Donate an item to the Annual CDCC Holiday Gift Auction and let us showcase your goods and services to the community. Let us get people to see that all their Holiday Shopping can be done right here, in their own back

yard. Let us persuade people to come into your store to see what else you have to offer them.

As business owners/managers you know the biggest hurdle is getting people to come in your shop or store, so by donating an item you immediately have the opportunity to draw them in. And, as business owners/manager, you also know once you get them in the door, you have the opportunity to show them all you can do to help them which results in increased sales for you!

As a Chamber one of our primary goals is to get our residents to be loyal and shop local. In order to do that, we have to educate them on what is right here at their finger-tips. Help us do that - donate an item to the Holiday Gift Auction Today. . . because the Holidays are coming!!!

(To donate an item just call the CDCC office, 302-734-7513. One of our staff will be happy to come by to pick up your item. The sooner you donate - the more marketing we can do on your behalf.)

September

Monday, 4th

Labor Day Holiday
Office Closed

Thursday, 7th

Kent County is
Open for Business
8:30am-10am,
Kent County Levy Court

Monday, 11th

Night at the Races
5pm,
Harrington Raceway & Casino

Tuesday, 12th

CDCC Board Meeting
7:30am,
Eden Hill Medical Center

Tuesday, 12th

Marketing Committee Meeting
9am,
CDCC Board Room

Wednesday, 13th

Coffee Coaching
8am - 9am,
CDCC Board Room

Thursday, 14th

Member Orientation
8:30am-10am,
CDCC Board Room

Thursday & Friday, 14th - 15th

LCD Class of 2018
Opening Retreat
8am,
Atlantic Sands Hotel

Tuesday, 19th

LCD
Steering Committee Meeting
12pm,
CDCC Board Room

Thursday, 21st

The Amazing Chase
5:30pm-8pm,
Downtown Dover

Wednesday, 27th

Ambassador Meeting
4:30pm,
New Penn Financial

Wednesday, 27th

Sunset Business Mixer
5pm-7pm,
New Penn Financial

October

Thursday, 5th

Kent County is
Open for Business
8:30am-10am,
Kent County Levy Court

Tuesday, 10th

CDCC Board Meeting
7:30am,
Eden Hill Medical Center

Tuesday, 10th

Marketing
Committee Meeting
9am,
CDCC Board Room

Wednesday, 11th

Coffee Coaching
8am - 9am, CDCC Board Room

Thursday, 12th

Member Orientation
12:00pm-2pm,
CDCC Board Room

Monday, 16th

MilCon Breakfast
7:30am-9:30am,
The Landings

Tuesday, 17th

LCD
Steering Committee Meeting
12pm, CDCC Board Room

Wednesday, 25th

Holiday Gift Auction
5pm-8pm,
Maple Dale Country Club

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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Member Chamber of Commerce of the United States
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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.

Thank you to the CDCC Cornerstone Members!

An Industry Exclusive CDCC Marketing Package!

435 N. DuPont Highway, Dover, DE 19901
P: 302-734-7513
E: info@cdcc.net
www.cdcc.net

The CDCC is the leading resource essential to business growth in Central Delaware.

Local Business Effective Partnerships
Legislatively Active Results Driven

Cornerstone Member - Harrington Raceway & Casino

Harrington Raceway and Casino's 71st season of live harness racing is coming to an end but not before a rousing month of September that features two of the most well-attended events annually.

September 11 is the date many are circling for the 14th Annual CDCC Night At The Races, which has been a popular event under a trackside tent on the west end of the M&T Bank Grandstand. CDCC members are encouraged to bring employees and colleagues for a cost of \$20 per person. An open bar, hors d'oeuvres and live entertainment (music by Rick and Regina) are all on the menu for this in vogue event. A portion of the proceeds benefit the Mid-Del Foundation, which is the charitable arm of Harrington Raceway and Casino. Payment and registration must be received by the CDCC on September 6.

A week later, Harrington Raceway's marquee race of the season, the 11th Annual Bobby Quillen Memorial, will attract some of



harness racing's top pacers to The First State on September 18. The race is named in honor of long-time former legislator Bobby Quillen, who passed away exactly 13 years from the date of this year's race. Quillen was a well-liked member of the community who was a regular at the races and former board member of Harrington Raceway and the Delaware

State Fair.

The race has drawn some of racing's stars in the past including local superstar and 2015 Horse of The Year, Wiggle It Jiggleit, who won the 2016 edition in dazzling fashion for owner George Teague Jr. "Wiji" as he is known on social media, captivated racing fans across the country with a historic season and is stabled on the Teague farm in Harrington. The 2017 edition of the Quillen presents another opportunity to see some the sport's top horses compete locally. Harness racing's richest horse of all-time, Foiled Again, is also among past champions of the event, having competed in it four times and is the only horse that has won the event more than once. Other horses that have won the race include Maltese Artist, Clear Vision, Won The West, Better Than Cheddar, Mister Big and Mach It So.

Harrington Raceway will host a t-shirt giveaway (while supplies last) on Quillen Memorial night beginning at 4:45 in the grandstand lobby.

While the Quillen Memorial will feature horses from all over the country, much local attention will also be on the Delaware Standardbred Breeders Fund (DSBF) 2-year-old races, which commence on September 18. The DSBF program promotes investment in Delaware through its breeding program at local farms across the state. The owners of horses in the program have made payments to maintain eligibility as a pre-requisite to competing in the stakes races. The full slate of DSBF 2-year-old races includes pacing colts and geldings on September 18, pacing fillies on September 19 and both sexes of trotters on September 20. The horses will compete in two weeks of elimination races with the top point earners returning to compete in \$100,000 final events on October 4.

Harrington Raceway races Monday through Thursday through October 19. Post time nightly is 5 p.m.



2016 Bobby Quillen Memorial Race winner Wiggle It Jiggleit.

New Members

- All About SmilesDr. Grace Liu
4543 Stoney Batter Road, Wilmington, DE 19808 (302) 239-1641
- Bavarian Bakery & DeliMr. Jonathan Urquhart
1819 S. DuPont Hwy, Dover, DE 19901 (302) 744-8598
- Beaverdam Pet Food, Inc.....Mrs. Christine Trivits
11067 Coon Den Rd., Greenwood, DE 19950..... (302) 349-5299
- Dover Elks Lodge #1903Mr. Bill McGlumphy
200 Saulsbury Road, Dover, DE 19904..... (302) 736-1903
- FAD Management, LLC.....Ms. Bobbie Pearson
91 Bren da Lane, Suite A, Camden, DE 19934 (302) 730-0150
- Grady & Hampton, LLCMr. Anthony V. Panicola
6 N. Bradford Street, Dover, DE 19904..... (302) 678-1265
- Andrew Hood.....Mr. Andrew Hood
1401 S State St, Dover, DE 19901 (302) 236-0473
- RAEYOM Cleaning.....Mrs Teju Famakinwa
896 S. State Street, Suite A-1, Dover, DE 19901 (302) 313-1730
- Reddy Graphic DesignMr. Andrew V. Reddy
8004 Catalpa Court, Dover, DE 19901..... (646) 937-1659

New Member Spotlight

Summer J Artisan Ice Pops

Summer J Artisan Ice Pops is Delaware's first all-natural artisan ice pop company. Their pops are made with all-natural, organic, and often locally sourced ingredients. Summer J's was birthed out of crisis. Shortly after a family member was diagnosed with cancer, the owners became committed to creating something healthy for their family and the community. They make their ice pops in small batches to ensure that perfect, mouthwatering taste and quality! These ice pops are not just made with love, you are given the taste of summer in



every delicious ice pop (Beach Not Included).

Summer J Artisan Ice Pops is located at 219 Beach Hwy #83 Milton, DE. 19968. Give them a call today at (857) 277-3917

Opening the Doors of Central Delaware

Wednesday, October 25, 2017
 5:00p.m. — 8:00 p.m.
 Maple Dale Country Club

Join us for the 14th Annual Holiday Gift Auction;
 where our members have donated quality items
 that showcase great gifts for the holiday season!

Interested in *sponsoring* OR *donating* a premier item for the
 Holiday Gift Auction?

Contact Taylor Michaels at
 302-734-7513 / tmichaels@cdcc.net



You're Invited

Brought to you by the CDCC and



Digital Marketing at it's Best

Presented by Mike Fox—*Splash Designworks*

1. What is the difference between digital marketing and traditional marketing?
2. What is on the horizon in the digital marketing world?
3. How do you maximize digital marketing in your Business?



Wednesday, September 13, 2017
 8:00-9:00am

Hosted in the CDCC Board Room

Call 302-734-7513 to register or
 Email info@cdcc.net

FREE TO CDCC MEMBERS! \$25 for NON-MEMBERS



Thank You for Your Renewal!

NAME OF COMPANY.....	Number of Years
Berry Van Lines, Inc.....	46
Raymond F. Book & Associates, PA, CPA's	46
Dover Electric Supply Co., Inc.	46
Ken Stockslager & Son, Inc.	46
Chesapeake Utilities Corp.....	45
Conner Strong & Buckelew	45
M&T Bank - Commercial	45
City of Dover.....	44
C.F. Schwartz Motor Co., Inc.	44
Doug Bennett.....	43
Delmarva Power.....	43
PPG Industries, Inc.	43
Dawson Bus Service.....	42
GateHouse Media Delaware / Dover Post.....	42
Faw Casson.....	41
Porter's Sand & Gravel, Inc.	41
Richard Y. Johnson & Son, Inc.....	36
Town of Camden.....	35
Teal Construction, Inc.....	33
Caesar Rodney School District	31
Barros, McNamara, Malkiewicz & Taylor, PA.....	29
CNMRI, PA.....	29
Martel, Inc.	29
Capital School District.....	28
Delaware Today Magazine	28
Modern Maturity Center, Inc.....	28
Trader Funeral Home, Inc.....	27
The Malmberg Firm, LLC.....	24
Holly Hill Estates.....	23
Dover/Kent County MPO.....	22
Jefferson, Urian, Doane & Sterner, PA.....	22
Sambo's Tavern.....	21
Bob Simmons State Farm Insurance Agency.....	21
State Street Assisted Living	19
Horty & Horty, PA - Douglas R. Phillips.....	18

NAME OF COMPANY.....	Number of Years
Elevations Unlimited.....	17
Awards Trophies and More.....	14
Payroll Management Assistance	14
Delaware Hospice, Inc.....	13
Hall's Family Restaurant, Inc.	13
Kent County Levy Court.....	13
BIG Investment Services.....	12
George's Taxi and Limo Service	10
A Center for Mental Wellness	9
Habitat for Humanity ReStore.....	9
Stick It! Gymnastics.....	9
BFPE INTERNATIONAL, Fire, Safety, & Security ...	8
U.S. Small Business Administration.....	8
Street & Ellis, PA.	8
C-Schell Chiropractic.....	7
First State Community Loan Fund.....	7
Boy Scouts of America - Del-Mar-Va Council.....	6
Diamond State Financial Group	6
New Penn Financial	6
William H. McDaniel, Inc.....	6
Bayard Pharmacy	5
Dover Community Pharmacy	5
Dover Interfaith Mission for Housing.....	5
Goeins Williams Associates Inc.	4
Delaware Micro-Computer, LLC.....	3
Delaware Prostate Cancer Coalition	3
Mimesis Window Tinting	3
Red Wing Shoes	3
Monarcas Inc. La Hacienda	2
Mountaire Farms of Delaware, Inc.....	2
88.7 The Bridge	1
Accurate Window Tinting.....	1
Brick Works Brewing & Eats.....	1
Healthsouth Rehabilitation Hospital of Middletown	1
Mission BBQ.....	1



From the earliest credit union in 1849 in Germany to FDR signing the Federal Credit Union Act in 1934, today credit unions continue to fill an important economic need for many people around the world. At the heart of the formation and continued relevance of credit unions is the cooperative spirit. The members of the credit union are the owners. Thus, credit unions only serve one master, so to speak, since the shareholders and "customers" (members) are one in the same. "Profits" are returned to the members by way of lower fees, favorable deposit and loan rates, and continued investment in products, services, and service delivery channels.

Within the scope of the 7 Cooperative Principles, Cooperative Principle #6 is "Cooperation among cooperatives." Del-One Federal Credit Union is proud to be an option for financial services for the employees and members of the Central Delaware Chamber of Commerce (CDCC). In the cooperative spirit, those same employees and members of the CDCC have Dover Federal Credit Union as a financial service option. In many industries, it would be unheard of for competitors to cooperate in such a manner; yet, credit unions are different. Whether it's the individual consumer or the small business, we want what's best for that person or business. In credit unions, it's all about people, not profits.

Del-One is \$440 million in assets with 10 full service branch locations throughout Delaware and over 58,000 members. Del-One has been recognized as a Top Workplace and Delaware's Best Credit Union for the past five years.

Credit Union Movement

Cooperatives working together



Del-One
Federal Credit Union



Dover Federal
CREDIT UNION
LOCAL PEOPLE - LOCAL DECISIONS



cdcc
Central Delaware
Chamber of Commerce



The Central Delaware Chamber of Commerce (CDCC) is thrilled to offer our members the opportunity to join Del-One Federal Credit Union as well as Dover Federal Credit Union. Both entities came together to allow us to provide this additional benefit to all Chamber Members. We strive to constantly work with partners to create value added programs for our membership. Thank you Dover Federal Credit Union and Del-One for your cooperative support of the businesses in Central Delaware!!!!

Collaboration is the cornerstone of the credit union philosophy. Credit Unions across our great nation work together toward common goals and even share common resources in the name of "People Helping People". Credit Unions collaborate because our ultimate goal is to service, give back and build up the communities we serve. We differ significantly from other financial institutions as our core driver is not profit, it is people!

As my great colleague Dion noted, both Dover Federal and Del-One want what is best for the communities we serve. The credit unions of Delaware are strong, vibrant and able to handle all of your financial needs. To Credit Unions, you are not just a number. To us, you are an owner, a voice and someone we care about! In the end, our members are part of our family.

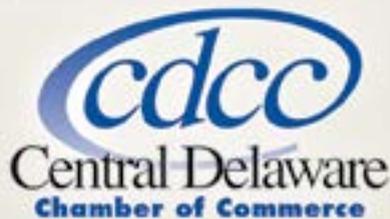
Dover Federal Credit Union is approximately \$465 million in assets, over 46,000 members and has branch locations throughout Kent and New Castle counties. Dover Federal offers a full suite of commercial and consumer products. Whether in need of a business loan, mortgage, auto loan or checking account - we have the products you need! No matter what obstacles life has put before you - we are here for you!

A Credit Union is your best option!

...the
CDCC
AND **Harrington**
Raceway &
Casino

are presenting
"Night at the Races"
on
September 11th?

For details
302-734-7513
or the calendar at
www.cdcc.net



THE CDCC IS THE LEADING RESOURCE ESSENTIAL TO BUSINESS GROWTH IN CENTRAL DELAWARE!

Christopher Smith,
CFP®, AAMS®
Financial Advisor

Schedule
your retirement
review today.



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Tom Sayers
Graduate
Gemologist
(GIA)



Ron Sayers
Graduate
Gemologist
(GIA)



Member of the Month



Dover Federal
CREDIT UNION
LOCAL PEOPLE • LOCAL DECISIONS

Name: Nicole Heathington,
Branch Manager- Dover Air Force Base
Name of your Business: Dover Federal
Credit Union
Address: 1075 Silver Lake Blvd,
Dover, DE. 19904
Hours: 9am -5pm Monday-Thursday,
9am-6pm Friday
Phone: 302-678-8000 ext 2501
Website: www.DoverFCU.com
Email: Nheathington@doverfcu.com



Access to Discounted Auto and Home Owners Insurance

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

Within the past year, Dover Federal has rapidly grown; we have opened 2 new branch locations, implemented instant issue, revamped our website and our in the process of changing our core system. These forward thinking innovations complement the stability of Dover Federal as well as showcase the investment we are making to be the premier financial institution for decades to come.

We are a leader in financial literacy; from providing life skills to our local students in the state to offering seminars to members and community organizations, we have an obligation to help empower the communities we serve. We have offered more than 152 fin lit courses since Jan 2017.

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

As a business professional, the

Chamber has provided exceptional opportunities for Dover Federal. While it's all in what you make it, we have been able to build relationships, maximize partnerships and grow new business. The Chamber has allowed us to reach new markets we may not have known, by providing the following events and marketing channels: email blasts, newsletter articles and inserts (available thru our cornerstone membership), host mixers, speak at breakfast meetings, as well as attend and/or set up booth displays at expos.

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

The CDCC is a very engaged Chamber that offers so many opportunities for its members to take

advantage of, that it's hard to select an area of opportunity. However, to maximize the engagement from the vast array of industry's that are represented, it may be nice to see non-time networking events, as well as a more concerted effort for Young Professionals to engage and network.

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

I am so honored to be a 13 year Air Force wife. I take pride in my patriotism while staying active in military events and helping other military families any chance I can. I have an energetic 9 year old son, who adapts well to our crazy military life. You will find our family at the beach swimming/fishing or cheering at the soccer field during our free time.

I have successfully managed the grand opening of 2 branches for Dover Federal Credit Union. The Smyrna branch opened in 2015 and the Dover Air Force Base branch in 2017.

I am the recipient of the 2015 Albert Schmidt Leadership award.

I am excited to be a part of the 2018 Leadership Central Delaware class

Dover Federal has been voted a 1st State Favorite Credit Union two years in a Row; have received the America Saves Designation of Savings Excellence 2 years in a row; was voted the United States Air Force Credit Union in 2015; support local charities each month thru volunteer hours and monetary donations and we can be found @DoverFCU on all social media sites.

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

I started my amazing journey at Dover Federal Credit Union on January 7th 2014, 3 days after moving to Delaware with the Air Force. I began as an Assistant Head Teller and have now worked my way up to a Branch Manager.

Q. History of when the business began...

Dover Federal Credit Union was first chartered in 1958 by a handful of Air Force and civilian workers at Dover Air Force Base. Their goal was to create a member-owned financial cooperative, democratically controlled by its members and operated for the purpose of promoting thrift, providing credit at competitive rates, and providing other financial services to its members. Today we serve over 48,000 members, encompassing the military, Delaware families, and over 400+ different Select Groups. Today, Dover Federal Credit Union, recently voted the First State Favorite Credit Union for the 2nd year in a row, is well capitalized with assets in excess of \$460 million.

Q. What products/services does your company offer?

- Dover Federal Credit Union is excited to offer:
- Free Financial literacy classes (Budgeting, Credit Building/Credit Score Management, First Time Home Buyer, First Time Auto Buyer, Basic Money Management)
- Credit Score Analysis
- Auto, Motorcycle, Boat & RV Loans
- Home Equity Loans
- Mortgage Loans
- No Minimum Balance Checking and Savings Accounts
- Money Market/ CDs
- Retirement, Savings, Investing, and Budgeting assistance

Member News

Meals On Wheels Delaware Announces Fourth Annual "Sip & Savor" Fundraiser

August 10, 2017 - Meals On Wheels Delaware is thrilled to announce Dover Federal Credit Union is returning as Presenting Sponsor of Sip & Savor, Kent County's End of Summer Party.

Sip & Savor will take place Saturday, September 9, 2017, at the Wild Quail Golf & Country Club located in Camden Wyoming, Delaware from 6:00 pm - 9:00 pm. In keeping with the Summer Party theme the event has a casual party atmosphere. There will be great food provided by Kent County Restaurants, a beer garden, a Wine Wall and Photo Booth, DJ from Authentic Entertainment to get the dancing started, as well as a live and silent auction. All proceeds benefit homebound seniors and provide essential funding for the Meals On Wheels programs provided by the Modern Maturity Center, CHEER, City Fare, Meals On Wheels Lewes Rehoboth and Newark Senior Center. Guests will enjoy tastings by lo-



cal favorites. Participating restaurants include: Bonz Restaurant & Lounge, Fordham & Dominion Brewing Company, Hungry Spork, Maple Dale Country Club, Texas Roadhouse, Wild Quail Golf & Country Club, Roma Italian Ristorante/Sul Tempo Cocktail Lounge, The Greene Turtle Sports Bar & Grille, Abbott's Grill and La Baguette Bakery and Catering. For an up to date listing of restaurants and supporters, check out the event details at www.meal-

wheelsde.org or on Facebook. All funds raised at Sip & Savor will help to ensure that no senior is put on a meal waiting list. The community support established through event sponsorship, ticket purchases, auction donations, and volunteer efforts helps guarantee every Delaware senior is able to receive a hot, nutritious meal and can rely on a friendly volunteer to deliver nourishment to their home each weekday.

YOUR TOWN.

YOUR VOICE.

YOUR NEWS.

DOVER POST

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Delaware Technical Community College, Terry Campus

9TH A N N U A L

Kent County ECONOMIC SUMMIT

Building A Better Community

Presented in collaboration with
Central Delaware Business and Entrepreneurship Consortium

Del-One Conference Center
Sept. 19, 2017
 Registration, Breakfast,
 & Networking 7:15 am
 Lunch 12:00 pm



The Kent County Economic Summit – Community: Connection, Collaboration, and Communication brings together citizens, community leaders, business leaders, and local government officials to provide an authoritative voice on economic development and related issues within the county.

Online registration is available at
www.dtcc.edu/economicsummit

#KentEconSummit2017

Kent County Is Open for Business

Your FREE Business Development Session . . .

Thursday, September 7th

8:30 a.m. to 10 a.m.

Kent County Levy Court – Room 220



Gals That Give
 Have fun & #dogood!



411 on Social Media!

Presented by *Catrina Jefferson*

1. Intro to Social Media Networks - what they are and which network is best for your audience & business! (Facebook, Twitter, Pinterest, You Tube, Vimeo, Instagram, LinkedIn)
2. How to create a profile and schedule posts ahead of time!
3. How do HASHTAGS (#) work? #whatarethey
4. Social Media Advertising. How does it work?
5. Social Media Management Software and how to manage your Social Media Reviews!

To register to attend or for more information call the Central Delaware Chamber of Commerce Office, (302) 734-7513.

We look forward to seeing you on Thursday, September 7th, 2017!

SAVE THE DATE

**BEST FRIENDS
 ★ PET EXPO ★
 SATURDAY,
 OCTOBER 21
 10 a.m.-2 p.m**



★ The Green Historic Downtown Dover, Delaware

A day of fun for pet-owners and their families, two-legged and four-legged!

- ★ Vendors
- ★ Demonstrations
- ★ Door Prizes
- ★ Giveaways
- ★ Shopping
- ★ Pets Welcome!

@DelawareStateNews/events
www.BestFriendsPetExpo.com

FREE Admission!

Presented by

Delaware State News
 The State Capital Daily

Interested in being a sponsor or vendor?
 Email us at dsnevents@newszap.com.



2017 - 2018

COMMUNITY

Dr. Dina C. Vendetti
Vice Chairman

Committees:

55+ Active Adult Expo
Christmas Party
Holiday Gift Auction

Special Projects/Events:

55+ Expo
Administrative Professionals
Contest
Awards for Excellence
Dinner
Capital Holiday Celebration
Christmas Party
Holiday Gift Auction
Honorary Mayor
of Central Delaware
Night at the Races
Sunset Business Mixers

1. **55+ Active Adult Expo.** This annual trade show, attended by over 4,500 people, focuses on the growing 55 and over market and is scheduled for April 18, 2018 at Dover Downs Hotel & Casino.

- Explore new ideas for informational seminars provided by corporate sponsors.
- Seek more screenings to include blood pressure, diabetes, skin cancer, hearing, etc.
- Continue to promote the event statewide through a media sponsor.
- Coordinate packaging for overnight visitors with Dover Downs.
- Grow the Caregivers Support Network.
- Explore new marketing initiatives.

2. **Awards for Excellence Dinner.** Hold this event on June, 2018 at Dover Downs® Hotel & Casino to celebrate the Chamber's outstanding businesses and volunteers.

The CDCC Chair will give the State of the Chamber Address, the Excellence in Business Award winners will be announced, the Leadership Central Delaware Class of 2018 Graduation is held, and awards and tributes are presented to CDCC partners and volunteers.

3. **Capital Holiday Celebration.** Help coordinate a community Holiday kick-off event in Downtown Dover on Loockerman Street with the City of Dover to include the traditional caroling and lighting of the City's Christmas tree on November 30, 2017. Collect canned foods for the needy and distribute to local pantries.

4. **Christmas Party.** This year's Annual Christmas party will be held at The Duncan Center on December 7, 2017.

5. **Holiday Gift Auction.** Host the Auction to generate funds for Chamber projects while increasing the visibility of our members to encourage shopping locally. This year the event theme will be "Opening the Doors of Kent County". The Auction will take place on October 25, 2017 at Maple Dale Country Club.

6. **Honorary Mayor of Central Delaware.** Seek candidates by February, 2018 for the position of Honorary Mayor to raise awareness of Central Delaware and the Chamber. Candidates will solicit contributions on their behalf and the one who raises the greatest dollar amount will be declared the winner in April. The Honorary Mayor will participate in CDCC events and will receive exceptional publicity for his/her business throughout their one year term.

7. **Night at the Races.** This event will be held at Harrington Raceway on September 11, 2017 for Chamber members and guests. It is a great event for employers to show appreciation to their employees. A portion of the proceeds benefit the Mid-Del Charitable Foundation.

8. **Sunset Business Mixers.** Continue to hold monthly membership Mixers at member businesses. Combine two Member 2 Mem-

ber Expos with Mixers, one in the spring and one in the fall. Combine the CDCC Showcase with the Mixer in January.

9. **Downtown Dover Partnership.** Continue to work with the Partnership to improve the climate of the downtown business district by creating jobs, broadening the area's tax base through redevelopment of commercial and residential properties, maintaining downtown's historic presence, and promoting events.

10. **Greater Kent Committee.** Continue to partner with this committee to strengthen support for economic development initiatives for both the businesses and residents of Kent County.

11. **Liaison.** Continue working with the City of Dover, Kent County Levy Court, the Division of Small Business Development & Tourism, Dover Air Force Base, and other local government entities. Establish working groups when needed to address specific issues and interests (ie. City of Dover Budget Review Committee and Ordinance Review Committee)

12. Continue to hold membership activities throughout FY '18, publishing the calendar of events in the Chamber Connections, Chamber E-News, Catchin' Up with the Community E-News and on the CDCC website.

13. **Volunteers.** Continue the utilization of about 200 volunteers for the various programs, projects and events of the Chamber.
a. Continue to work with the Retired Volunteer Seniors Program to do monthly mailings.

14. **Administrative Professionals Contest.** This contest is held in the spring to celebrate the "Best of the Best" Administrative Professionals in Kent County. After collecting nominations from their employers, the winners will be announced and presented with prizes on Administrative Professional's Day in April 2018.

Program of Work

ECONOMIC DEVELOPMENT

Stephanie J.S. Preece
Vice Chairman

Committees:

**Economic Development
 Tourism
 Transportation
 Infrastructure Committee
 AgriBusiness
 Special Projects**

Ongoing Projects:

Economic Forecast Breakfast

1. Continue meeting with industry specific groups to address the needs of our members.

2. Meet regularly with current businesses to identify needs and work toward solutions.

3. Work closely with the Kent Economic Partnership to advance the economic well-being of the citizens of Kent County by encouraging expansion and by attracting new business and industry. Continue to work on the development and marketing of the new Kent County Business Incubator, as well as with the established Plant Managers Association and the Food Innovation District and potentially a restaurant incubator.

4. Work closely with towns of Dover, Camden, Harrington, Milford and Smyrna, as well as other communities in Kent County, to assist with business issues whenever it is deemed necessary. To serve as a resource for municipalities and to establish committees when needed to address specific needs. (i.e. Budget Committee – City of Dover; Ordinance Review – City of Dover; Electric Committee – City of Dover)

5. Actively support efforts to establish and expand air cargo transportation development in Kent County.

6. Partner with Kent County Levy Court, municipalities, Division of Small Business, Development and Tourism and other agencies to attract new business to the area.

7. Work with area legislators to represent

the interests of our members and monitor legislation which affect them at all levels of government.

8. Create partnerships with new entities to encourage growth and development of the area.

9. Continue to work with the Universities and Colleges (Delaware State University, Wilmington University, Delaware Technical Community College, Wesley College) to encourage Entrepreneurs coming to Kent County and to provide assistance for those already in business, as well as continually developing a skilled and well trained workforce.

10. Continue to host and coordinate the Kent County Open For Business program on the first Thursday of every month at Kent County Levy Court. To continue our partnership with Delaware Center for Enterprise Development, DelDOT-DBE/OE, Division of Small Business, Development and Tourism, Delaware Manufacturing Extension Partnership, Delaware Small Business & Technology Development Center, Delaware Technical Community College, Downtown Dover Partnership, First State Community Loan Fund, Government Support Services' (GSS) Contracting Unit and Office of Supplier Diversity (OSD), Kent Economic Partnership, SCORE Delaware, U.S. Small Business Administration, and USDA Rural Development, Business and Cooperative Programs to provide assistance to our members and/or those interested in starting a new business or growing an existing business.

11. Continue working with Kent County Tourism (T/A Kent County Delaware Convention & Visitors Bureau)

a. The Kent County Delaware Convention and Visitors Bureau's (KCDCVB) mission is to strengthen the county's economy by promoting the area's unique spirit and travel experiences to visitors as a year-round, overnight and "return visit" destination for meetings, group tour and leisure travel. This includes assisting with tourism product development and the creation of packaging and marketing opportunities that showcase Kent County's lodging industry, attractions, eateries, the arts, retail establishments as well as sports and recreation, while also supporting preservation and quality of life for all those living and working in Kent County.

b. Destination marketing geared toward meetings, conferences and reunions as well as leisure travel.

c. Serves as Kent County's premier non-profit destination organization serving the meetings market, group tour, sports and leisure travel. Their portfolio of destination events includes the Dover Days Festival, Amish Country Bike Tour, and Delaware Wine & Beer Festival.

d. Partners with business advocacy and tourism-related organizations such as Downtown Dover Partnership, CenDel Committee, Central Delaware Chamber of Commerce, and others.

12. Transportation Committee, Joe Wutka, Chairman.

a. This group takes a comprehensive overview of transportation issues. They work to ensure that an adequate transportation infrastructure exists in Kent County to serve existing needs and to be able to accommodate growth.

b. Develop a listing of priority road projects in Kent County to be shared with DelDOT, Kent County Levy Court, Dover/Kent County MPO and all Kent County municipalities.

c. Continue to work on an updating the transportation plan for Kent County to share with DelDOT, Kent County Levy Court, Dover/Kent County MPO and all municipalities.

d. Keep the membership informed on transportation issues.

e. Committee Representative to serve on the Delmarva Freight Panel

13. AgriBusiness. Continue to develop a closer working relationship with the agricultural community whenever possible, primarily through the Delaware Farm Bureau, USDA, and the Delaware Department of Agriculture.

14. Work with the Minority Business Association to encourage minority businesses in Kent County.

15. Host an Economic Forecast Breakfast in January 2018 to provide the leaders in the business community with an economic forecast for the upcoming year which will be presented by a selected specialist in the field. The forecast should be global and statewide, closing with a focus on Kent County.

Program of Work

ORGANIZATIONAL

Evans Armantrading, Jr., Vice Chairman

Committees:

Ambassador

Excellence in Business Awards

Innovative Initiative

Marketing

Membership

Leadership Central Delaware

Ongoing Projects:

Central Delaware Resource Guide

Chamber Connections

Dover/Kent County Map

Member Benefits

Publicity

Seminars

Technology

The Amazing Chase

1. Membership:

The Membership Services Department's goal is to recruit, engage, and retain New and Current Members through the utilization of the following programs:

a. 5 Star Membership retention programs for Current and New Members.

b. Business Brags program to help promote members and increase membership retention.

c. Restructuring the Member Orientation for New Members and reintroduce Current Members to new CDCC benefits programs.

d. The Ambassador Committee to help achieve membership engagement and retention goals.

e. Development of a new membership drive campaign.

2. Central Delaware Resource Guide: Charles Viddy, Editor

Publish and distribute 8,000 copies of the 2018 Central Delaware Resource Guide for distribution in January, 2018. This publication will be printed in color and be available with advertising hyperlinks online.

3. E-News: Charles Viddy, Editor

Distribute an informative weekly newsletter highlighting Chamber programs and events to the members through their email addresses every Monday.

4. Community E-News: Charles Viddy, Editor

Distribute an informative weekly newsletter with community news to the members through the email addresses every Wednesday.

5. Dover/Kent County Map: Publish and distribute 10,000 copies of a local map supported by advertising in spring, 2018.

6. Continue publicizing and promoting our Chamber members and activities through print, radio, television and social media outlets.

7. Chamber Connections: Charles Viddy, Editor

Publish and distribute a monthly newspaper which provides information of importance to our members including educational programs, training classes, legislative updates, infrastructure developments, membership news, etc.

8. Continue the health insurance program with Benefits Connection.

9. Seminars: Offer seminars covering topics that will be informative and useful to our members through the Coffee Coaching Program.

10. Membership Benefits: Offer Chamber members discounts on products and services. Benefits include free subscriptions to Delaware Today magazine and MS Business Report, health insurance, discounts through the Chamber Club Card, Halpern Eye Care/MyEyeDr discounts and discounted Delaware State News advertising as well as Dover Federal Credit Union and Del-One Federal Credit Union offering our members financial benefits of belonging to a credit union. Compliance Management International offers training certification programs at a discounted rate and Sam's Club offers discounts to each member that signs up for their business membership program. The CDCC also provides every member with the U.S. Chamber Federation benefits.

a. Continue to seek quality benefits to increase the value of Chamber membership.

11. Develop a new Strategic Plan in Fall 2017 to give guidance while planning the future course of the organization.

12. Association of Chambers of Commerce of Delaware: Established in 1995, the CDCC coordinates meetings of the Association to enable all Chambers in the State of Delaware to participate in projects and legislation of mutual interest.

13. Radio Program: Continue weekly radio programs of interest to local businesses on WDOV and WRDX Radio.

14. Newspaper Articles: Submit a weekly column to Delaware State News for inclusion in the Monday edition business section.

15. Computer Website: Continue devel-

oping our website to provide easy access to information on the area and promotion of CDCC members. Provide members an opportunity to be accessed through the CDCC website through multiple avenues including hyperlinks, enhanced listings, and promotional programs. Keep improving communication through social media sites.

16. Ambassador Committee.

The goal of the Ambassador Committee is to welcome, engage, and retain new CDCC members. Ambassadors are assigned to a new CDCC member as a mentor to help with this process and encourage them to become involved with the Chamber, its programs, and its existing members.

a. Continue 5 Star Ambassador Program.

17. Excellence in Business Awards Committee: Bill Strickland, Chairman.

Through membership nominations and voting, select the 2018 Small Business of the Year, Large Employer of the Year, and Young Professional of the Year.

18. Marketing Committee.

The committee purpose is to communicate the CDCC strengths and increase visibility within the community to current/new membership through a strategic marketing plan.

a. Provide public awareness of the Chamber and its members through promotional videos, print advertising, and events.

b. Improve promotion of CDCC members and events by scheduling interviews on radio and television shows.

c. Develop marketing packages at discounted rates for new members and existing members.

d. Develop new marketing campaigns to attract new members.

e. Coordinate and implement the CDCC Showcase event to acquaint prospective members and current members with the benefits of being a member of the organization.

19. Leadership Central Delaware: Dr. Dina Vendetti, Chair.

The scope of the Leadership Central Delaware program continues to be expanded to increase the value for participants. The mission of the program is to connect emerging leaders through diverse networks while enhancing leadership skills and community knowledge resulting in increased value individually and professionally.

a. Seek individuals who would like to be more involved as leaders in the community.

b. Encourage the current class of Leadership Central Delaware to participate in a Community Impact Project during which they volunteer, donate funds, or donate supplies to a local non-profit organization.

c. Strengthen the LCD Alumni Association and Mastery Level program to help graduates stay connected and to continue

Program of Work

to enhance their leadership skills.

d. Encourage the LCD Alumni Classes to participate in Community Service Projects during which they volunteer or donate funds to a local non-profit organization.

e. Encourage LCD Alumni Classes to continue their service and leadership to the community by having them compete for the "Best in Class" trophy which is presented during the Awards for Excellence Dinner.

20. Continue the CDCC Electric Co-operative Program with Affinity Energy to provide companies with an alternative cost-effective electricity program.

21. NaVOBA. A partnership exists with this organization that services veteran-owned businesses.

22. Continue providing automated calls to the membership prior to major events through Global Connect.

23. Continue promoting the Member of the Month in the Chamber Connections and on the Chamber's website. A business is selected from a drawing at each Sunset Business Mixer for this designation.

24. Innovative Initiative, Young Professionals of Central Delaware Networking Group.

The group purpose is to provide younger members with networking opportunities, events and workshops for professional development while focusing on action-oriented projects with measurable, meaningful results.

a. Promote the young professionals of Central Delaware and their businesses.

b. Support community initiatives that impact the greater good of the business community.

c. Build business relationships and networking resources.

d. Create a mentor program with the schools in Central Delaware.

25. The Amazing Chase.

Promote Downtown Dover through a scavenger hunt style event on September 21, 2017. Teams of three will visit participating merchants to solve clues and complete challenges. Winners will be the team that completes all challenges first or raises the most money. Proceeds from this fundraising event will benefit the CDCC and the Central Delaware Habitat for Humanity.

LEGISLATIVE

C. Scott Kidner, Vice Chairman

proactive by improving communications with our elected officials. We are lobbying effectively on actions that will impact the business climate. Future activities in 2018 we'll actively be monitoring and lobbying are:

- (1) Minimum Wage
- (2) Health Insurance/Health Care Reform
- (3) Worker's Compensation
- (4) Gaming
- (5) Cost of Energy
- (6) Reduction of State Regulations
- (7) Right to Work Zones
- (8) Prevailing Wage

2. Work closely with House Small Business Caucus to provide input on business-related bills.

3. Continue to take whatever measures to protect members and the business community from the enactment of specific impact fees and taxes.

4. Increase the awareness of Chamber

members on proposed legislation at federal, state and local levels by providing information through "Legislative Alert" and "Call to Action" Emails.

5. Work closely with City and County to revise comprehensive plans.

6. Host an annual Legislative Luncheon event with elected officials to share views and information on issues affecting business, and to provide direct, open communication with our members and legislators.

7. Host candidate interviews focused on business issues which will be published in the Chamber Connections newspaper and appear on our website.

8. Meet with Congressional Delegates to discuss Federal Legislation and Regulations that impact our member businesses.

Committees:

Legislative Affairs

Federal

State

County

City

Ongoing Projects:

Legislative Luncheon

Candidate Interviews

1. A Legislative Affairs Committee is in place to monitor and establish Chamber positions on proposed federal, state and local legislation and regulations. The Chamber is being

MILITARY AFFAIRS

Lynne S. Schaefer, Vice Chairman

1. A Military Affairs Committee is in place to continue to nurture the successful relationship/partnership between Dover Air Force Base and the Central Delaware Chamber of Commerce.

2. Continue to support the needs of Dover Air Force Base.

3. Monitor BRAC discussions and developments.

4. Distribute Chamber Club Cards, Central Delaware Resource Guide and Dover/Kent County Maps to new arrivals at Dover AFB to promote community support and discounts.

5. Continue sponsoring the Bluesuiters Golf Tournament, the MilCon Briefing Break-

fast, and the Military Affaire as annual events.

6. Submit a nomination package to the Abilene Chamber of Commerce in Texas based on documented achievements that support the relationship between Dover AFB and the community in the competition for the 2017 AMC Community Support Award.

7. Continue to distribute our military coins to visiting dignitaries to Dover AFB.

8. Continue to support the Friends of Dover Air Force Base.

9. Continue to support the First State Community Partnership (P4 Initiative), and serve on the Executive Council for the Initiative.

Committees:

Military Affairs

Ongoing Projects:

Abilene Award

Bluesuiters Golf Tournament

First State Community

Partnership

Friends of Dover AFB

MilCon Breakfast

Military Affaire



LCD Class of 2004 named “Best in Class” for 2017

On the evening of June 22nd, many of you witnessed an absolute miracle... one of our “veteran” leadership classes of long ago was resurrected right before our eyes! The LCD Class of 2004 – much to everyone’s amazement (including their own) – was named “Best in Class” for 2017! Astonishing...

As with most heated competitions, there’s usually some speculation about how the victory was achieved. What was the strategy? How did they do it? And even... was the contest rigged???

For as long as I have been involved with Leadership Central Delaware, I have noticed a trend. Current Class participants maintain a lot of enthusiasm for continuing to build friendships, for finding group service opportunities, and for staying in touch. After graduation, attempts are made to meet for drinks, rally together, and celebrate the bond that has been formed. But as time passes, circumstances change, people move away, and the first Thursday of the month fades into a pleasant memory. Participation in reunions dwindles, fewer gatherings are planned, and eventually, the connections disappear. This is exactly what happened to my Class – the Class of 2004. For several years, we met faithfully on the first Thursday of the month... but then circumstances changes and we lost touch.

As chairman of the LCD steering committee, I felt that it was time to find a way to re-engage our classmates. It seemed important to bring them back in to the mix and rejuvenate what is so easily lost. Attempting to win the Best in Class trophy seemed like a good place to start. For the lifetime of that award, it has almost always been won by a Class of recent graduates – which makes total sense, since the most recent classes are still strongly connected.

I thought that, if my Class could be rallied and if we could pull off a win, other “vintage” classes might be inspired to get back in the game – and as a result, other alumni would re-connect in not just LCD, but in the Chamber, in general.

And so it began... In January, I contacted everyone I could find from the Class of 2004, launching a “coup.” The mission: get as many as possible to submit Best in Class forms. I was relentless – sending about 2 emails a week, and then, at the end, calling people and tracking down forms. Another part of the assignment was a call to find our “lost” classmates. Once 2 or

See LCD — Page 13



“The Leadership Central Delaware Class of 2018 had an amazing time at the annual LCD Meet & Greet on Thursday, Aug 24th. They heard from Alumni and leadership representatives about the wonderful things they will accomplish in this ten month program. A big thank you to Dean and Terry Blaha for hosting the event!”



LCD

Continued From Page 12
 3 fellow classmates jumped on board, it became fun! We re-kindled old relationships. As people began to resurface, we became more determined and united behind this project. It became fun to dream about how this “old” Class might accept our trophy... Canes? Walkers? An “old” spark of camaradery returned and our spirit was resurrected. We knew that this wasn’t just a win for the Class of

2004... it was a win for LCD, its Alumni, the Chamber, and mostly, it was a win for our community!

So, here’s the challenge... Our Class loves our beautiful trophy; we want to keep it FOREVER. We CHALLENGE YOU to try and win it away! It can all start with just one person... If the Class of 2004 can do it, so can you!

The result at the Awards Dinner was no less than miraculous. The Class of 2004 is back and we’re here to stay. Can you bring your class back and win? We dare you to try – it’s “GAME ON, people!”



BLUvintage

The Central Delaware Chamber of Commerce (CDCC) joined BLUvintage for a Ribbon Cutting Ceremony to celebrate their grand opening in Dover and their membership with the CDCC.

Though BLUvintage has had an online presence and been open for the past three months, they had their official ribbon cutting ceremony on Saturday, June 17th. Owner, Theresa Owens, joins the downtown shopping district, bringing a flare of what she calls a “coastal and country” style for women.

Theresa and her staff strive to help customers find their perfect outfit with quality pieces at an affordable price point of \$40 or less. BLUvintage carries sizes XS – 3XL, they also offer Sanuk shoes for men, women and children, saving locals a trip to the beach for sandals and

flip flops.

The nostalgia of Dover’s past can be seen throughout her space as Theresa repurposed much of the wood and furniture that remained from the Delaware Shoe Repair store. As a life-long resident of Kent County Theresa is excited to plant roots in Dover and hopes that BLUvintage will continue to grow. Plans for expansion into the upstairs portion of the building are already underway, so be sure to look for more exciting news coming from her soon.

For more information about BLUvintage, call 302-450-3167 or visit them at one of the following: www.shopbluvintage.com, @bluvintage on Instagram, or www.facebook.com/BLUvintage.Boutique. They are located at 150 S. Governors Ave Dover, Delaware 19904.

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Brookdale Dover

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

Brookdale's goal is to assist each family during their search for senior living — no matter what stage of the process they are in. Every day is an opportunity for Brookdale associates to deeply connect with people in a profound and personal way. They provide their residents with comfortable lifestyles and caring environments, with opportunities to improve wellness, fulfill lifelong wishes, and stay connected with friends and loved ones. And for those seeking help and information about senior living, they offer answers to their questions and solutions for meeting the unique and individual needs of each resident and their family.

It all starts with listening to and understanding the unmet needs of those they are talking with; their hopes and uncertainties for themselves or for loved ones. Brookdale partners with them to determine a solution designed to help enrich their lives. Growing older doesn't mean the options for enjoying life have to shrink." Brookdale's Mandi Coleman stated. "Our philosophy is that we're all aging, but that should never keep us from living."

Brookdale Dover is located at 150 Salisbury Road Dover, Delaware 19904. Give them a call today at 302-674-4407 for more information.



The Castro Firm

The Central Delaware Chamber of Commerce (CDCC) joined The Castro Firm for a Ribbon Cutting Ceremony to celebrate their grand opening in Dover and their membership with the CDCC.

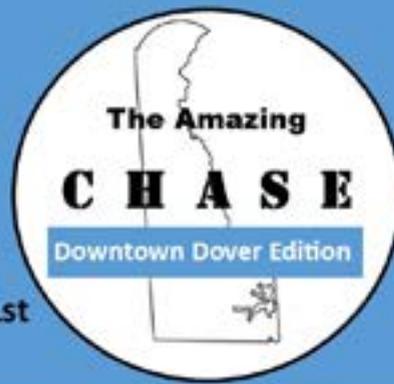
Since 2006, The Castro Firm has stood for fierce advocacy, cost-effective outcomes and long-term relationships. The Castro Firm is one of the first Hispanic-owned law firms in Delaware offering legal services in the areas of family law, personal injury, workers' compensation, small business law, employment law, immigration, wills and mediation. Managing attorney Tabatha L. Castro has built a law firm that reflects the values and needs of busy individuals looking for a go-to attorney for all their legal needs.

Clients can count on their zealous approach when representing them in matters related to family, injuries, home and business. Coupled with their tenacity in the courtroom, they're uniquely positioned to achieve optimal results and maximum recoveries for clients on every case.

The Castro Firm's attorneys are keenly aware of each client's unique identity and circumstances and works hard to ease and simplify legal matters for them. "Trust is earned, and we strive to gain all of our clients' trust for what we hope becomes a lifetime." Castro expressed, "Because we also value integrity, our clients find that our attorneys live up to the highest standards of ethical conduct."

To schedule a consultation or for more information about The Castro Firm, call 302-225-5700. Their Dover office is located at 1147 S. Governors Ave Dover, Delaware 19904.





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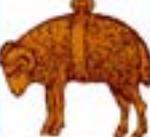
























Need more info? Have questions? Call Laura Wisler, 302.734.7513

Member News

Delaware State Senate Proclaims September 1 as Wesley College Day

DOVER, DE -- The Delaware State Senate of the 149 General Assembly of the State of Delaware proclaimed September 1, 2017 as Wesley College Day.

“Wesley is an important part of Delaware and not only has the distinction of being the oldest private college in the state, but the College is an innovator in STEM education and has the top Nursing BSN program in Delaware,” said Senator Colin Bonini. “We picked the first of September because Wesley was founded on September 1, 1873.”

Senator Bonini, sponsored the resolution on behalf of all Senators, and Representative Harvey Kenton, sponsored the resolution on behalf of all Representatives.

“We are very appreciative and humbled by this honor and the steadfast support provided to our students and College by our State legislature,” said Wesley College President Robert Clark II. “We take pride in the life changing opportunities we provide our students, who in turn become alums that help positively transform our communities and region – we refer to it as “Wesley’s Worth”. An example, of “Wesley’s Worth,” and our commitment to meeting our state and region’s

needs, is our world class Nursing (undergraduate and graduate) and Masters of Occupational Therapy programs.” President Clark added, “In a time where starting up new programs in fields like nursing and other healthcare areas can be cost prohibitive and taxing on our State’s economy, as a private school, but a committed community partner, we have provided, and continue to meet the needs of our State’s healthcare priorities and critical educational requirements without burdening our State budget or fellow tax payers.”

Wesley College is a United Methodist institution of higher education that seeks to be among the finest student-centered learning communities in the liberal arts tradition. Consistent with our Methodist heritage, the College affirms meaning and purpose in life through justice, compassion, inclusion and social responsibility that enhance community life and respect for the environment. Wesley College exists to liberate and empower its students with the knowledge, skills, ethical attitudes and capacity for critical thinking needed to achieve personal and professional goals and to contribute to the local and global society.

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CONGRATULATIONS TO THE NEWEST 5 STAR MEMBER!



Taylor Michaels congratulated 5 Star Member Danielle Hufford of Shureline Electrical at the July Sunset Business Mixer.

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