

# Chamber Connections



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# Legislators to meet with Chamber Members

A lunch meeting, brought to you by Signature Sponsor BIG Investment Services, will be held on Thursday, March 1st at Dover Downs Hotel and Casino from 11:00 a.m. to 1:30 p.m. for you to meet your Kent County Senators and Representatives.

The CDCC Legislative Affairs Committee, chaired by Scott Kidner, will ask questions of our legislators who will then be given an opportunity to respond to the particular concern or issue. It is the committee's intention to have an exchange of information about a variety of issues for the benefit of the business community.

Last year's meeting proved to be an informative interaction by both members and our elected officials. A variety of issues were discussed including a minimum wage increase, right to work zones, recommendations to reduce the state's budget

# BIG

INVESTMENT SERVICES

deficit to develop a viable financial plan for the state moving forward, tax increases, ways to generate revenue for the state of Delaware and the Affordable Care Act. The Legislative Affairs Committee will put together this year's agenda this month.

Thank you to our General Assembly Sponsor: C.S. Kidner Associates; Delaware Electric Cooperative; Delaware State News; Del-One Federal Credit Union; Dover Motorsports, Inc.; The Malmberg Firm, LLC; McGinnis Commercial Real Estate, Mountaire Farms of Delaware, Inc.;

Parkowski, Guerke & Swayze, P.A.; Pepsi Bottling Ventures of Delmarva, PPG Industries, The Willis Group; and Wilmington University; and our Platinum Sponsors: Chesapeake Utilities Corp.; Dover Federal Credit Union; Harrington Raceway & Casino; KraftHeinz Company; L&W Insurance; and R&R Commercial Realty.

Contact the CDCC office at 734-7513 or [adminassistant@cdcc.net](mailto:adminassistant@cdcc.net) to register for the event today. Cost to attend is \$35 per person for CDCC Members, if registered by February 15th, or \$50 per person for Non-Members. If you would like to have a tabletop display during the meeting, a limited number are available at a cost of \$100.00 which includes one lunch ticket.

The CDCC Membership will receive their Legislative Luncheon invitations by mail in February. We look forward to seeing you there.

# Wesley United Methodist Church Mixer/Meet the Candidates Night!

Wednesday  
February 28  
5:00PM



WESLEY UNITED METHODIST CHURCH

On Wednesday, February 28th, the Central Delaware Chamber of Commerce will host its next Sunset Business Mixer at Wesley United Methodist Church located at 209 South State Street. When the doors open at 5pm, members will have the opportunity to network for the next two hours, exchange business cards and introduce themselves to new people. Complimentary hors d'oeuvres and drinks will be served throughout the night

courtesy of Wesley United, who is also celebrating their 240th anniversary of being a part of the downtown Dover community. There will be drawings for gift cards and a Member of the Month article in the next Chamber Connections newspaper, so don't forget to bring extra business cards to enter these drawings.

This evening will also be the first time that Honorary Mayor candidates will be at a mixer, introducing themselves and explaining why people should vote for them. Don't miss your chance to come out and meet the candidates and hear their platforms!

To register, call the CDCC at 302.734.7513 or visit them online at [www.CDCC.net](http://www.CDCC.net) to sign up online.



# Being the Best!

I know I say this all the time, but we are so very fortunate to live here in Central Delaware! And now Expedia has even recognized it in their most recent feature: Best Places to Escape to in Every State.

In this feature they talk about how we all need places to go to get away from all "the hustle of everyday life"; places where we can find a "peaceful retreat and a good place to relax". They go on to say that "this country is full of places to escape to and they have chosen their favorite in each state". And when you scroll down to Delaware, Dover Delaware is the place they have chosen.

Now I don't know about you, but I happen to think that is pretty great stuff for good ole Central Delaware to have been selected and highlighted by Expedia. (To see the article go to: <https://viewfinder.expedia.com/features/best-place-escape-every-state/#Dover>)

Now, these kinds of accolades don't just happen. It takes a vil-

lage, and speaking of a village we need to thank the folks at Kent County Tourism for putting Delaware's Quaint Villages on the map of Expedia's radar! Good job!

Again, I know I may say these types of things all the time, but that is because I fear that sometimes we forget how good it is here. How good we have it. We have great businesses here, great schools, great colleges and universities, great health care, great professional services, great hotels, great restaurants, great stores, great manufacturers, great car dealers, and great attractions. We also have great organizations like the Chamber and Kent County Tourism who are out there telling our story and bringing people here to add to our list of great things.

So, the next time you hear someone say that Central Delaware is just the middle of our great State, make sure to tell them that it is, but it also is "the best place to escape to in our State!"

# Calendar of Events

## February 2018

- Thursday, 1st**  
Leadership Central Delaware  
8am – 5pm,  
Government & Politics Day
- Thursday, 1st**  
Kent County is Open for Business  
8:30am-10am,  
Kent County Levy Court
- Thursday, 8th**  
Member Orientation  
12:00pm,  
CDCC Board Room
- Thursday, 8th**  
LCD Steering Committee  
12pm,  
CDCC Board Room
- Tuesday, 13th**  
CDCC Board Meeting  
7:30am,  
Eden Hill Medical Center
- Tuesday, 13th**  
CDCC Marketing Meeting  
9am,  
CDCC Board Room
- Thursday, 14th**  
Coffee Coaching  
8am – 9am,  
CDCC Board Room
- Monday, February 19th**  
Presidents' Day  
CDCC Offices Closed
- Wednesday, 28th**  
Ambassador Meeting  
4:30pm,  
Wesley United Methodist Church
- Wednesday, 28th**  
Sunset Business Mixer  
5-7:00pm,  
Wesley United Methodist Church

## March 2018

- Thursday, 1st**  
Leadership Central Delaware Day  
8am-5pm,  
Public Safety  
& Criminal Justice Day
- Thursday, 1st**  
Kent County is Open for Business  
8:30 – 10 am,  
Kent County Levy Court
- Thursday, 8th**  
Member Orientation  
8:30 am,  
CDCC Board Room
- Thursday, 8th**  
LCD Steering Committee  
12 pm,  
CDCC Board Room
- Tuesday, 13th**  
CDCC Board Meeting  
7:30am,  
Eden Hill Medical Center
- Tuesday, 13th**  
CDCC Marketing Meeting  
9am,  
CDCC Board Room
- Wednesday, 14th**  
Coffee Coaching  
8am-9am,  
CDCC Board Room
- Wednesday, 28th**  
Ambassador Meeting  
4:30pm,  
TBD
- Wednesday, 28th**  
Sunset Business Mixer  
5pm-7pm,  
TBD

Thank you to the CDCC Cornerstone Members!



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[www.cdcc.net](http://www.cdcc.net)



**Central Delaware Chamber of Commerce**





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



## 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.

### OFFICERS & BOARD OF DIRECTORS

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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.

## New Member Spotlight

# “IT is our business – Service is our foundation” is more than a tag line at MNB IT Services.

With the ever-increasing changes and reliance on information technology, small to medium size businesses have a challenge in allocating resources to address these issues while growing their market share. MNB IT Services partners with our clients to provide IT expertise and excellent service while keeping budget and goals in mind. MNB IT Services was started in Canada by Mat George after over 15 years in the IT industry. Through a series of events and opportunities, MNB IT opened a US based office in Dover. As an IT consulting and managed services firm, MNB IT offers clients a wide variety of services to meet their needs. With procurement services, MNB IT partners with industry leading companies such as HP, Lenovo, VMware, Microsoft and Dell to offer a superior selection of hardware and software products. Considering moving



to a cloud environment like Office365? MNB IT will work to move your data with minimal disruption and assist your employees with the

change. With the intense focus on security, MNB IT Services assists with IT audits and penetration tests to evaluate and identify any weaknesses in your environment. We will also work with you to remedy any deficiencies to meet compliance and legal requirements. We also offer managed services to provide IT support based on your needs. We will work with you to tailor a plan to include on-site visits, help desk support and monitoring.

MNB IT strives to provide the best solutions with excellent service. We will take the time to understand your business and how to best integrate IT solutions. Visit [www.mnbit-services.com](http://www.mnbit-services.com) for more information or call us at (877)-267-8068 ext. 700 for Mat or ext. 707 for Richard Bromley.

## Member News

### Wesley Staff Member Wins Scholarship

DOVER, DE -- Wesley College Coordinator of Advising, Georgeanna M. Spagnolo, was awarded a NACADA Region 2 Ambassador Scholarship. NACADA stands for National Academic Advising Association which fosters and supports quality academic advising in institutions of higher education to improve the educational development of students.



“Georgeanna works strategically to help our students reach their educational goals,” said Director of Student Success and Retention Christine McDermott. “We are thrilled she was recognized and know she will be a wonderful ambassador.”

The organization offers a forum for discussion, debate, and the exchange of ideas pertaining to academic advising through a variety of events and activities as well as special publications. Scholarship winners are entitled to a complimentary one-year general membership to NACADA, a complimentary Region 2 conference registration for this year’s conference, and reimbursement for up to \$500 in travel expenses.

The award Presentation of this award will be made during a ceremony at the Annual Region 2 Conference at Dover Downs in Dover, DE from March 21-23, 2018.

## New Members

Ms. Melissa Cornwell..... A to Z Cycles, Inc.  
1472 E. Lebanon Rd, Dover, DE 19901..... 302-632-2272

Ms. Rosa Smith ..... Petals and Pearls Florist  
872 Walker Rd. Suite B, Dover, DE 19904.....302-678-2147

Mr. Jim Green ..... JG Services  
3650 Upper King Rd, Dover, DE 19904 .....302-480-1900

Mr. Allan Frazier.....Wagamon Technology Group, LLC  
12A South Walnut St., Milford, DE 19963 .....302-424-1855

## Member of the Month

# MY SALON Suite®

\*Jim Provo answered the following questions for this article

**Name:** Kim and Jim Provo & George Nagase  
**Title:** Owners  
**Business:** My Salon Suite  
**Physical Address:** 250 Gateway South Blvd., Suite 100, Dover, Delaware  
**Mailing Address:** 160 Humphreys Drive, Camden, Delaware 19934  
**Hours:** 24/7 by appointment, walk-ins accepted if stylist is available  
**Phone:** 302.233.6847 for interested stylists. See website for stylists' contact info  
**Website:** [www.mysalonsuite.com/dover](http://www.mysalonsuite.com/dover)  
**Email:** [jprovo@mysalonsuite.com](mailto:jprovo@mysalonsuite.com) for interested stylists. See website for stylists' contact info

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

Kim and Jim opened a My Salon Suite Franchise in Wilmington in 2015. When that site became full, we decided to open another location in Dover. It opened the first week in January.

Kim and I own the Dover location with a partner, George Nagase.

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

We knew we wanted to open a Dover location soon after opening the salon in Wilmington. We had the location of the old Block Buster Video in mind from the beginning. We started lease negotiations in earnest in late 2016, and began construction in mid-2017.

**Q. What products/services does your company offer?**

We offer the opportunity for Cosmetologists, Stylists, Estheticians, and Massage Therapists to own their own salon and spa. Our Dover location has 23 individual

fully equipped salons for one or two people. Stylists rent the space from us, get their own business license, salon license, and start their own business. They pay us a flat rent that includes all utilities, equipment, cabinetry, and WiFi. Then they keep all of their income from services and product sales.

This affords the Stylists the opportunity to set their own hours, choose their own products, and set their own prices. They decorate their suites as they please and run their own business. This provides a career path for those that want their own salon, but don't want the cost or hassle of running a large traditional salon.

We provide a cost effective, fast, simple, drama-free alternative for health and beauty professionals. And, of course, the opportunity to significantly increase their in-

come.

Our members (tenants) have a variety of price points and specialties. All are licensed professional and many are instructors. Specialties include, styling, coloring, braids, extensions, alopecia, custom cranial prosthetics, massage, eyelashes and brows, facials, waxing and more.

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

While we were the first salon suite in Delaware, the concept has been in other states for many years. In many states where the concept originated, more than 40% of the stylists now own their own business in a suite concept. It is growing very rapidly, and we expect to add more My Salon Suite location in Delaware in coming years.

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

The Chamber is great at exposing more people to our business and generating new clients. Both for us renting suites to professionals, and for our members looking to expand their book of business. The mixers and events provide many opportunities to grow your business all while having fun.

Additionally, the educational events help grow your business acumen. Whether you are a new businesswoman, or a seasoned business veteran, the Chamber has educational events tailored to your needs. We also love the fact that the Chamber evaluates Legislative happenings in the state and helps lobby for the best interest of small business owners.

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

Kim and I are long term business owners and can assist new members in making the transition to salon ownership. We really enjoy helping others reach the goal of salon ownership.

## Nominate a Chamber Business for the Excellence in Business Awards

It's time to acknowledge exceptional individuals and companies that have been successful in their business and have made an impact on our community! This is YOUR opportunity to nominate a fellow CDCC Member for the Excellence in Business Awards!

All chamber members can nominate a business or individual in one of three categories by filling out a nomination form, which you will receive by mail during the first week of February. You can also visit the Excellence in Business Awards page at [www.cdcc.net](http://www.cdcc.net) to access the forms there. The categories include: Small Business of the Year, Large Employer of the Year, and Young Professional of the Year.

Are you wondering if your favorite business is one of the over 900 Central Delaware Chamber of Commerce Members? Maybe you don't know how many

employees they have? To assist you with your selection, quick links to lists of Chamber members with up to 50 employees or 51+ employees will be available on the Excellence in Business Awards page. The list will also be included with the nomination forms in the February mailing. Nominations will only be accepted through February 23rd - so don't wait!

The Excellence in Business Awards Committee, made up of previous award winners, will review all the nominations. Three CDCC members will be selected in each of the three categories and submitted by ballot to be voted on by the CDCC Membership.

All of the candidates will be honored and the winners announced at the Awards for Excellence Dinner on June 21, 2018 at Dover Downs Hotel & Casino in the Rollins Center.

## Thank You for Your Renewal!

NAME OF COMPANY	# OF YEARS
Affordable Business Systems	1
Aflac Mid Atlantic Region Team - Sack	5
All Smiles Family & Cosmetic Dentistry	5
Allstate Parris Patten Insurance Inc.	1
Always Advertising, Inc.	8
Best Western Galaxy Inn	7
Delaware Brick Co.	22
Delaware Farm Bureau	6
Delmarva Broadcasting Company	23
Diamond State Party Rental	26
Eagle Nail & Tool Supply of Milford LLC	3
Edgewell Personal Care	46
Fairfield Inn & Suites	16
HandyTube	9

NAME OF COMPANY	# OF YEARS
Harrington Raceway & Casino, Inc.	21
Highmark Blue Cross Blue Shield Delaware	38
Jeweler's Loupe	9
KCI Technologies, Inc.	5
Eagle Hospitality Group, LLC- Mainstay Suites	9
Peter A. Oldziej & Associates, PA	26
Ronald B. Outten	30
Paul Edwards Carpet	26
Qdoba Mexican Eats	2
Sandra S. Gullledge, CPA, PA	13
Style Encore	4
Telepathy Networks, LLC	9
Towles Electric Inc.	10



## Petals & Pearls Florist



From Left to Right: Jeffrey Moore, John Still, Dina Vendetta, Danielle Hufford, Chauntel Fuentes Smith, Lisa Raines, Kim Greene, Erlene George, Rosa Smith, Carey Smith, Nick Alexander and Katrina Sullivan.

Petals & Pearls Florist hosted their ribbon cutting with the CDCC on December 19th.

Petals & Pearls Florist is a full service floral shop which has pre-de-

signed floral arrangements for purchase, as well as custom creations for any event. Kim Green, florist, uses her creativeness to ensure that each customer has a comfortable

experience and gets exactly what they are looking for.

Carey & Rosa Smith, owners, are thrilled to own and operate a florist shop that will provide a service and

a great option for the local area.

Petals & Pearls Florist is located at 872 Walker Rd, Suite B in Dover. For more information or to place an order, please call 302-724-7402.

... the

# CDCC

hosts

# 8

## Coffee Coaching Sessions

each year?

For details & to register: [www.cdcc.net](http://www.cdcc.net)

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# Military Affaire at The Landings, Dover Air Force Base



On Tuesday, January 9th, the CDCC's Military Affaire event took place at The Landings on the Dover Air Force Base. Through the strong support of the Military Affaire Committee and the evening's many sponsors, over 120 attendees enjoyed a reception full of delicious food and great conversation.

Colonel Ethan Griffin (436th Command) and Colonel Craig Peters (512th Command), introduced their leadership teams to the audience explaining the quality job that each section does to maintain "Team Dover's" excellent reputation. As section leaders were brought forward, each shared a story of how the local community in Central Delaware has welcomed them and their families and that the area is a wonderful place to call home.

Sponsors for this event included: Premier Sponsor: Acopia Home Loans; Five Star Sponsors: Aflac Mid Atlantic Region Team Sack; Air Force Association - Galaxy Chapter; Ceil Jones, Realtor; Chesapeake Utilities Corp.; City of Dover; CNU Fit, LLC; Comcast; Delaware State News; Diamond State Financial Group; Dover Federal Credit Union; Dover Post; Robert Mooney, Former Mayor of Camden; Noble's Pond; and Wilmington University; and Four Star Sponsors: AMC Museum Foundation Board; Magnolia & Vine; St. John's School; The Kritter Sitter, LLC; and Wattay Accounting.

The next CDCC Military event will be the Bluesuiters Golf Tournament. Watch your Chamber emails for more information!



# Economics in Real Time

If you have been wondering what was happening in our economy recently, you should have attended the 2018 Economic Forecast Breakfast held on Thursday, January 18<sup>th</sup> and you would have heard all about it!

Over 110 CDCC Members attending the 2018 Economic Forecast Breakfast, sponsored by Connell, Carey & Associates of the Merrill Lynch Office in Dover, were provided with an overview of the economic picture at not just the State or local level, but also at the national level.

Brian Nick, the Chief Investment Strategist at Nuveen started the program with the 20,000 foot picture of the national economy and the global economy of our world today. He highlighted the boom of the manufacturing industry, and he talked about the jobs that had been created during the past 7 years some of which are a direct result of this boom. He also spoke about the Tax Reform Bill and the potential affect it will have on businesses as well as the government. Overall Mr. Nick created an optimistic picture of the national economy.

Our Delaware State Treasurer Ken Simpler was the next speaker. Treasurer Simpler focused on the how the operations of the State government will impact the business environment. Treasurer Simpler stated that, "this is no time for little plans. This is the time for the Big Stuff. This is the time for the hard decisions to be made!" According to Simpler we have to have certainty and sustainability in our State in order to move forward. Treasurer Simpler urged everyone in attendance to contact their legislators and to support them when it comes time for them to "make the tough decisions" and "to do the big stuff".

Dr. John Stapleford of ECON First, back for his third year, was the final speaker for the program. Dr. Stapleford focused on Kent County and he too urged those in attendance to work with their local legislators on issues such as Right to Work. According



Pictured here are members of Connell, Carey & Associates of the Merrill Lynch Office in Dover.

to Dr. Stapleford, Right to Work would be a great step in securing a stronger economy in our county. In that theme, he also urged individuals to get involved in the Comprehensive Land Plan. Again, he highlighted how this plan will either help us create a stronger economy or it can stop our growth and result in tax increases.

The theme was: Get involved. Be supportive. Be vocal. Be active. To move the economy forward we have to be active participants, we cannot sit idle. The economy is not a spectator sport - you have to participate in the decisions being made - you have to be all in to get anything out of it.



# 2017 Community Partner Award recipient - Delmarva Power



First State Community Action Agency has named Delmarva Power its 2017 Community Partner Award recipient. Delmarva Power was recognized for its efforts to support First State's mission to fight poverty across Delaware. Delmarva Power works closely with First State to

address the needs of residents across the state, helping to identify grants and other resources that can help keep the lights on and gas flowing for low-income customers. The company also provides education and other resources to help low-income customers better manage their en-

ergy use to make their energy service more affordable and bills more manageable.

Above, employees from Delmarva Power accept the 2017 Community Partner Award at First State Community Action's 52nd Annual Celebration in Dover.

## Central Delaware Habitat for Humanity ReStore Re-Grand Opening



From Left to Right: Melanie Everett, Alexis Cunningham, Chrissy Kyriss, Andre Coleman, Mayor Robin Christiansen, Dan Simpson, CDHFH Executive Director, Susan Davis and Terri Faust, CDHFH Operations Manager

The ReStore team redesigned the entire sales floor to improve the look and flow of merchandise. With the new look; they now also have a new product line available for sale. The new line includes furniture, carpet tiles, and laminate flooring. Also, donations are accepted during regular business hours. If you can't get to them; then they will come to you!

Dan Simpson, Executive Director, and Terri Faust, Operations Manager, as well as the entire team was

on hand to welcome everyone to the re-grand opening. They were very excited to show-off the ReStore's new look, and to explain how it helps the local community.

Central Delaware Habitat for Humanity ReStore is located at 544 Webb Lane in Dover. For more information on their new products or to make a donation, please call 302-526-2364. Providing great buys for a great cause!

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# Cornerstone Member - Harrington Raceway & Casino



Another way that Harrington Raceway & Casino impacts the economy is through their Mid-Del Foundation, the charitable arm of the organization that awards financial grants to local non-profit and civic organizations. The foundation has helped support groups and activities involving agriculture, civic and social needs in the surrounding area. Their donations have contributed to help many non-profit and civic organizations continue their great work throughout the local community.

Harrington Raceway & Casino is a prime example of what a Cornerstone Member of the Central Delaware Chamber of Commerce represents. They consistently support the growth of Central Delaware and Kent County. The CDCC is proud that they are one of our valued members and allow us to help tell their story.

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

racings, sports betting and numerous concerts – there is something for everyone. When you need to take a break from all of the fun, there are seven dining options to choose from: BONZ, Buffet, Café, Bolo's, Grab & Go, Murphy's Sports Bar and the Clubhouse (open during the live horse racing season). The Café will be re-opening this spring as Onion Jack's, an Irish-pub type dining venue specializing in prime rib and crab cakes. Whether you want a quick slice of pizza or plan to celebrate your wedding anniversary, the chefs at Harrington Raceway & Casino have you covered.

Not only does Harrington Raceway & Casino take care of their patrons, but they are also mindful of the community and State that they thrive in. Just this past December, they partnered with the Food Bank of Delaware's Milford branch, running a successful food

drive campaign called "Give and Receive Donation Day." When the event concluded, over 12,000 canned goods had been collected!

This isn't where their Food Bank partnership stops. Harrington Raceway & Casino is also involved with the Milford-based culinary school program that enables its graduates to work in the food service industry. The Food Bank is just one of many community partnerships with Harrington Raceway & Casino that also recently included donation drives for the Ronald McDonald House and victims of Hurricane Harvey. Employees and management at Harrington Raceway and Casino are strongly encouraged to participate in the community with non-profit organizations. Currently, employees serve on various non-profit boards and committees throughout Delaware.



# 5 STAR AMBASSADOR PROGRAM

Central Delaware Chamber of Commerce



The CDCC 5 Star Ambassador Program is a valuable program not only to the Chamber, but to the individuals who participate as well. A CDCC Ambassador is an official representative who provides mentoring to new members, serves as a liaison for current members and promotes the mission and growth of the Chamber.

When serving as an Ambassador, participants have the opportunity to expand their business network with likeminded professionals that have the potential of being lifelong friends and customers. Ambassador's visibility and presence are greatly enhanced within the community in this role, making the company that they work for a winner too. Several other benefits include recognition on the Ambassador portion of the CDCC website, being recognized at Sunset Business Mixers and during the Awards for Excel-

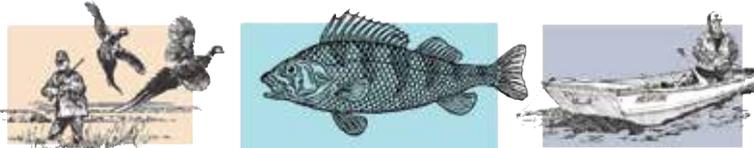
lence Dinner, where an Ambassador of the Year will be chosen.

Perhaps the best part of taking part in the Ambassador program is getting the opportunity to help new and current members reach their goals. More often than not, Ambassadors find that they continue to learn about new programs that the CDCC offers that positively can impact their business. In fact, did you know that just by serving in this role, your company receives \$100 off of their membership dues for the next year??

With all these awesome benefits; being an Ambassador for the Chamber is a great way to sharpen one's personal and professional skills, all while helping other business owners in the area. If you are interested in applying to become a CDCC Ambassador, please contact Jeffrey Moore at 302-734-7513 for more information.




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Millsboro, Delaware

## March 10, 2018

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Delaware State Fairgrounds

The Delaware Outdoor Expo is returning to Harrington! In its second year, the Delaware Outdoor Expo will highlight fishing, hunting, boating, camping and all other things outdoor! Gather with outdoor enthusiasts from our local area and enjoy!

This event will feature:

- More than 70 vendors
- Family Friendly Activities
- Product Demonstrations
- Door Prizes & Giveaways
- Instructional Speakers
- Food Vendors

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# Leadership Central Delaware 2018 Community Impact Projects

Like past classes of Leadership Central Delaware (LCD), LCD2018 has also elected to leave their mark on their community and give back. Usually, each class is offered a menu of projects to choose from during their Opening Retreat. This menu of projects is provided after local non-profits submit applications for eligibility. (To learn more about this contact the LCD Director at the CDCC office, 302.734.7513). The Director then removes any description that could give away who the non-profit is to ensure 100% fairness. After reviewing their short list – only three submissions – the LCD Class of 2018 decided to take on all three.

At the conclusion of their “school year,” LCD2018 plans to have helped the Delaware Aerospace Education Foundation with some beautification projects at its Smyrna location, rebuild a playground for children at a People’s Place transitional housing site in Central Delaware, and collect books for children to utilize at Read Aloud locations in family State Service Centers. Some may say that the class is very ambitious with these expectations; however, shortly after the decisions was made fundraising work started.

Beginning in October, class members began discussing ideas on how to raise funds for the playground and beautification projects. They also started placing boxes around the community to begin collecting new and gently-used books. By late October the group had decided to sell tickets and auction off a wagon of cheer at the end of December. Before long, the ticket sales started and the wagon began to overflow with beer, wine, spirits, mixers, snacks and hand crafted wine glasses. Books also came in and stacks accumulated in the CDCC office.

On Wednesday, December 27th, classmates gathered to go Facebook Live and announce the wagon of cheer winner: Airman Chris Persing of the 512th Air Lift Wing at Dover Air Force Base. Not only did Airman Persing hit the jackpot, so did the LCD2018 class. Through their hard work and ticket sales they were able to raise \$4820 to put towards their projects. Congratulations LCD2018!

Books are still being collected for their book drive, but will be wrapping up soon so that the focus can be put on the other two initiatives.

If you or your business would like more information on LCD2018’s projects, or want to know how to apply for the 2019 Leadership class, contact Laura Wisler at 302.734.7513 or [lwisler@cdcc.net](mailto:lwisler@cdcc.net).



## Leadership Central Delaware Program 2017 - 2018 Sponsors



# 2018 Coffee Coaching Line-up

One of the many benefits of being a member of the Central Delaware Chamber of Commerce is the Coffee Coaching program. This series offers members the chance to learn valuable business lessons through the experience of one of their peers. The sessions last one hour and take place the second Wednesday of most months in the CDCC Board Room (no coaching happens in January, July, August or December). The 2018 schedule is being set with the first three sessions fixed as follows:

**Wednesday, February 14th: Conflict Resolution in the Workplace**

Presented by Rev. Ronald Williams-Garcia of the Garcia Williams Group

During this presentation, Rev. Williams-Garcia will discuss the history of dispute and the methods of alternative dispute resolution. This sixty minute session will have attendees look at different conflict styles and identify solutions to each one. Upon leaving, participants will be able to deconstruct difficult situations with co-workers and employees, while maintaining a peaceful work environment.

**Wednesday, March 14th: Com-**

**pliance & Organization of your Business' Documents**

Presented by Melissa Sholly of IncorpNation

By the time that you leave your session with Melissa, you will have a complete list of the documents needed to start and maintain a business here in Central Delaware. For those that are already up and running she will educate you on the documents that your company should always have up-to-date. This is a must-attend for all of our members!

**Wednesday, April 11th: Grow Your Business through Social Media**

Presented by Catrina Jefferson of Marketing by True North

During your time with Catrina, you will learn different techniques and secrets to growing your business using the social media tools that you already have. Are you using all of your accounts to their fullest? This session will help you answer that question and help you generate ideas of other areas that you could be maximizing.

If you are interested in hosting or attending a Coffee Coaching session, please contact the Central Delaware Chamber of Commerce at 302.735.7413 or adminassistant@cdcc.net.



February 14, 2018  
Conflict Resolution  
By:  
Rev. Ronald Williams-Garcia,  
Williams-Garcia & Associates

March 14, 2018  
Compliance & Business Document  
Organization  
By: Melissa Sholly, IncorpNation

April 11, 2018  
Grow Your Business Through  
Social Media  
By: Catrina Jefferson,  
Marketing By True North

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**New Program!!!**

## 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!*

March 13, 2018  
11:45 AM - 1:00 PM

Lunch is included.  
4568 S DuPont Hwy, Camden, DE 19934  
\$5 Cash only  
**MUST RSVP TO ATTEND!**



Please contact Heather or Taylor at 302.734.7513 to register!

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\*Based on 7,000 copies distributed with 2.2 readers per copy.

## Shakti Yoga



Matt McCann, Loretta Wheatcraft Ray, Glenn Ray, Danielle Alfree, Laura Weeks, Gina Vandenhenden, Kim Staples, Jim Taylor, Tammy Zulkowski, Eric Zulkowski, Ruby Zulkowski, Penelope Zulkowski, Johnathan Plummer, Lore Sackett, Maria Bunce, Bryce Bunce, Roxann Ellis Webb, Jennifer Pappas, Corrine Contagious, Jane Royle, Nathan Alfree, Sharon Wright, Linda Rowley, Sheryl Colgan, Holly Briel, Amy Whitmore, Diane Nicolosi, Corynne Smith, Alexis Gatti, Renee Linz, Bobbie King, Kalynn Walden, Kendall Wilson-Lamourine, Dina Vendetti and Gary Pippin

Shakti Yoga hosted their ribbon cutting with the CDCC on January 6th.

Shakti Yoga is a new business offering: Hot Yoga, Vinyasa Yoga, Meditation and Just Stretch & Chill. Their mission is to cre-

ate a space for their clientele to empower themselves as well as others through yoga and meditation. Shakti Yoga also participates in community enrichment events, for example they will offer a \$5 First Friday Commu-

nity Meditation every month. Ruby Zulkowski, owner, is excited to welcome everyone to their new studio. If you are unsure about what class to take; just call and she will help you select the class that will best fit your

needs.

Shakti Yoga is located at 1040 S South Street, Suite B in Dover. For more information on classes, please call 302-359-9559. Feel Better! Move Better! Be Better!

## Member News

### Del-One Foundation Supports the Delaware Ovarian Cancer Foundation



The Del-One Foundation finished strong with the annual Give Back campaign by donating \$2,000 to the Delaware Ovarian Cancer Foundation. This organization's mission is to "increase ovarian cancer awareness and education about ovarian cancer among women and healthcare professionals in Delaware and the surrounding vicinity, to support women affected by ovarian cancer, and to promote research in the fight against this deadly women's disease". The Del-One Foundation is proud to support this amazing organization! For more information about the Delaware Ovarian Cancer Foundation, including upcoming events, please visit [www.deovariancancer.org](http://www.deovariancancer.org).

Pictured: Del-One Foundation Board members Leila Meek-



**Delaware Ovarian Cancer Foundation**



ins (Vice-President), Heather Gunter (Director), Amy Resh (President) and Christy Reilly (Associate Director) presented the check to volunteers of the DOCF, including Vice President

Sally Oberle, President and Founder Dorianne Short, and Treasurer Bill Short.

Del-One Federal Credit Union is \$440 million in assets with 10 full service branch loca-

tions throughout Delaware and over 60,000 members. Del-One has been recognized as a Top Workplace and Delaware's Best Credit Union for the past six years.

## Detailing by Wendell



My place or yours - it's all about convenience! "Detailing is not easy work, but it is worth it to see the satisfied looks on my customer's faces when they see a finished product," states owner Wendell Howell Jr.

Detailing by Wendell provides mobile detailing for clients at their home, business or any convenient location. Also, for the locals, there's the option to bring it to the shop in Smyrna. From automobiles and motorcycles to boats and RV's - Wendell does it all!

Wendell has been in the vehicle detailing industry for over 20 years, from upscale car salons to various dealerships throughout Kent and New Castle Counties. His passion

for this line of work started at a young age and grew over the years, which led him to open his own mobile detailing business in 2015.

Other services include buffing, clay bar treatment, headlight restoration, and much more. Detailing by Wendell delivers quality work with affordable pricing at the clients' convenience.

If you want that shiny new vehicle look without the new vehicle price tag, call Wendell at (302) 222-8072 to schedule your appointment today! Wendell is prided on call backs within 24 hours. Find Detailing by Wendell on Facebook to check out before and after pictures and customer reviews.

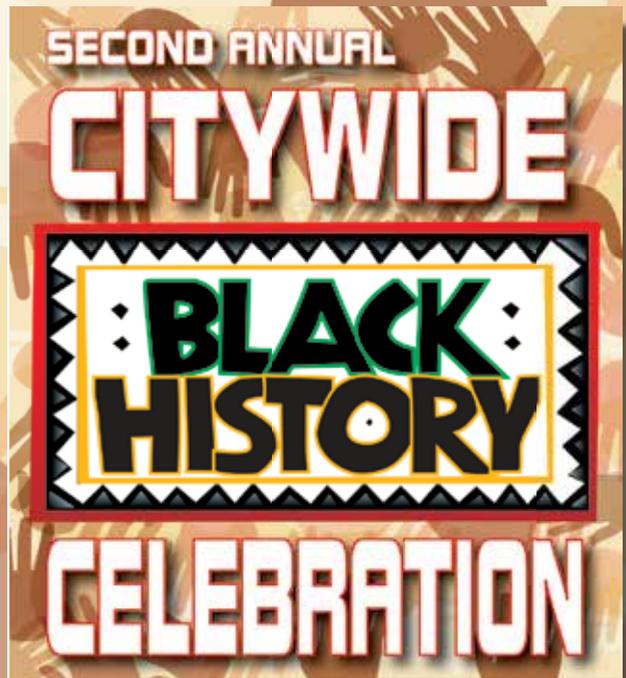
## Hampton Inn



Hampton Inn, Milford hosted their ribbon cutting with the CDCC on December 12th.

Hampton Inn, located at 100 Lighthouse Estate Drive, has 81 rooms and approximately 600ft of meeting space, as well as a fitness center and indoor pool. In addition to the daily operations of the inn, the Hampton team is also very active in the community and were recently recognized for their

Hurricane Relief Donation drives. Marley Buonopane, General Manager, and Mandy Baker, Director of Sales, along with the rest of the team will deliver value, consistency and thoughtful service during your stay. For more information on booking your next stay or event, please call 302-422-4320. Hampton Inn - the perfect blend of style, sophistication and service!



*A series of events highlighting local African American history, culture, art, music & theater.*

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### Local African American Music

FREE Chorale Concert

Thursday, February 1, 7 p.m.

Delaware State University Education & Humanities Theatre

### African American History Live

Live presentations on little-known local African American history including elected officials, education, religion and African American sororities and fraternities.

Friday, February 9, 7 p.m.

Saturday, February 10, 12 p.m. and 4 p.m.

Sankofa Cultural Arts Center, Dover

*Tickets are FREE, but required for admission. Please pick them up at the Delaware State News office or the Biggs Museum of American Art.*

### Local African American Art

Free admission for a special "Meet the Artists" reception sponsored by Chesapeake Utilities which will highlight this important group exhibition of artwork by over twenty African American artists of greater Dover and Kent County along with music by the Sankofa String Orchestra.

Thursday, February 15, 5 p.m.

Biggs Museum of American Art

For more information on each event and how to get free tickets:

[www.DelmarvaEvents.net](http://www.DelmarvaEvents.net)

@DelawareStateNews/events

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