

Chamber Connections

Vol. 42, No. 3

www.cdcc.net

March 2018



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www.cdcc.net

Join Us for the 17th Annual 55+ Expo

Did you know that over 4,500 people attended the CDCC's Annual 55+ Expo in 2017 to find the latest in products, services and information offered to the senior population? Don't miss the opportunity to have your business in front of the largest, fastest growing population in Delaware!

The 55+ Expo will take place on Wednesday, April 18, 2018, from 9:00am to 3:00pm at Dover Downs® Hotel & Casino in Dover. It is one of the largest Expos in Delaware of its kind!

Your business will not only receive exposure at this event, but you will also have the opportunity to showcase your products and services to interested consumers. Over 100 vendors will fill the Rollins Center with booth displays, creating a wonderful chance to gain new customers and clients for your business.

Another great feature of this event are the free health screenings and informational tables offered by Bayhealth Medical Center in the Wellness Center area. Tables will have consultants on hand to help you obtain the knowledge needed to put you on the path to better health. The Expo will also feature sponsor-conducted seminars, live entertainment, a cooking show, as well as free giveaways. There will also be a Volunteer Fair for those individuals who want to stay active in their community.

The Caregiver's Center for Solutions & Support will be back this year! The area will be packed full of important information needed to take care of those in our lives that are looking for extra help. In this



Photo credit/Longevity Entertainment

section you will find vendors that can help you manage your stress and solve common problems that caregivers face. You are not alone with your issues – so let the professionals give you some guidance.

Cost per booth is \$375 for CDCC Non-profit or CDCC State Agency Members; \$500 for CDCC Members; and \$700 for Non-members (which includes CDCC membership for one year). Special double booth rates are also available. An 8' x 10' exhibit space will include a skirted table with two chairs, a booth identification sign and electricity.

Call the CDCC office at 302-734-7513 to request a brochure or visit www.cdcc.net/55plus for more information or to register online today!

information or to register online today!

Wellness Center Gold Sponsor:
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The Center at Eden Hill

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and Noble's Pond.

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iHeartmedia
(1410 WDOV & 1450 WILM)



Habitat for Humanity to host Business Mixer

Wednesday

March 28

5-7 PM

The next CDCC Sunset Business Mixer will take place on March 28th, from 5-7 pm at the Central Delaware Habitat for Humanity ReStore located at 544 Webbs Lane. This event is a great opportunity to meet other

CDCC members, build relationships and possibly win some great door prizes. While at the ReStore, you can also learn more about the mission of Central Delaware Habitat for Humanity, and how to donate gently used furniture that you may not need anymore. To add your name to the RSVP list, please contact the CDCC office at 302.734.7513 or email adminassistant@cdcc.net. We hope to see you there!

The CDCC is a P.A.C.

I would venture to say that all of you know we are a very **Politically Active Chamber** just due to the articles you read, but I wonder how many of you know exactly how active we are on your behalf? So, I am going to start at our foundation and build up your awareness from there.

Our first level of political activity starts with our Legislative Affairs Committee which is chaired by Scott Kidner of C.S. Kidner Associates. We have 21 Chamber Members who serve on this committee. Their purpose is to review and discuss drafted and proposed legislation that will affect the business community at all levels of our government entities which include: federal; state; county; and municipal. Not only do they review the legislation, but they also help us with our support or our opposition to various pieces of legislation by testifying at legislative hall and by speaking with our legislators.

Our second level of political action comes with our hosting of the CDCC Annual Legislative Luncheon which takes place on Thursday, March 1st starting at 11 a.m. at Dover Downs Hotel & Casino®. The purpose of this event is twofold: one it provides our members with an opportunity to communicate directly with their area

Judy's Journal



PRESIDENT - JUDY DIDED

legislators and to hear from them where they stand on issues that could affect their businesses; two, it allows our legislators with the opportunity to hear directly from their constituency on how certain pieces of legislation will really impact their day to day operations.

Our third level in our legislative structure happens during election years when we conduct candidate interviews. This year we have a rather large election cycle coming up and you will begin seeing more about candidate interviews during the summer months. The purpose of the interviews is much like the luncheon: the interviews provide our members with the opportunity to see where those running for office stand on the issues that will affect their business directly. We publish the interviews in our Chamber Connection newspaper and we post them on our website to provide quick and easy access for our members. We believe that when you go to the polls to vote you are better equipped if you have information to base your decision on.

In addition to these efforts we also send out Legislative Surveys, Legislative Alerts and Legislative Calls to Action. Again, our goal here is to gather useful informa-

tion to share with you, our members, that can help you protect and grow your business.

Your Chamber Board also carries a piece of the legislative puzzle for the CDCC by meeting each year with our Congressional Delegation to again talk about legislation at the federal level that will have an impact on our business community.

I would have to say our final level in our politically active structure is

where we, as a chamber, also speak on your behalf on issues not just at the federal and state levels, but at the county and municipal levels.

We believe that at the end of the day, we all want the same thing whether we are business people or legislators. We all want our businesses to grow. We all want more jobs and we all want our economy to be strong. In order to have all of those things, we have to work together and we, at the CDCC, see it as our responsibility to make it possible for all of us to come together so that we can find solutions!

As you can see, your CDCC has built a strong structure to serve you, our members, in the political arena. We are your Politically Active Chamber!!!!



Dover Federal
CREDIT UNION
LOCAL PEOPLE • LOCAL DECISIONS

We are Sorry!

In the last issue of our Chamber Connections Newspaper, Dover Federal Credit Union was not highlighted as a Cornerstone Member in our 2017 Program & Event Sponsor Listing. Dover Federal Credit Union has been a Cornerstone Member since the inception of the program in 2013. They were one of the very first to commit to the program.

We apologize to Dover Federal Credit Union for this error and we thank them for their consistent support of the CDCC!

Thank you to the CDCC Cornerstone Members!

An Industry Exclusive CDCC Marketing Package!

 Energy/Utility	 Banking	 Casino/Entertainment
 Manufacturing	 Insurance	 Real Estate

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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.

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

Cornerstone Member - KraftHeinz



Excellence in People, Products & Safety

(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.)

KraftHeinz is now the fifth-largest food and beverage company in the world. Kraft Heinz Dover, in our own backyard, contributes to this this endeavor all while doing amazing things for Kent County.

To set the stage it is important to understand that KraftHeinz Company has been producing quality products, safely, in Dover for over 50 years. The factory has seen many different products over that time and continues to be a major producer for the company.

Over those 50 years the Dover factory has produced powdered beverages, dry packaged desserts, coatings and stuffing, syrup, as well as, chocolate and coconut products. The brands associated with these products include Stove Top, Shake and Bake, Tang, Crystal Light, Kool Aid, Baker's, Jell-O, Knox, and Minute Tapioca.

Producing great quality products is second only to safety.

KraftHeinz prides itself on it's people-safety and food-safety programs, and the belief that being safety-perfect leads to higher productivity and a better cost structure.

The Dover factory is no exception and strives for a perfect people and food safety environment. As they improve their performance they open the door for new opportunities in increased volume for this site.

The Dover facility started operating a bakery section in January of 2017. It has been a tremendous addition to the facility and vertical integration to the iconic Stove Top and Shake-n-Bake products. This operation has added 30+ jobs to the plant and the team

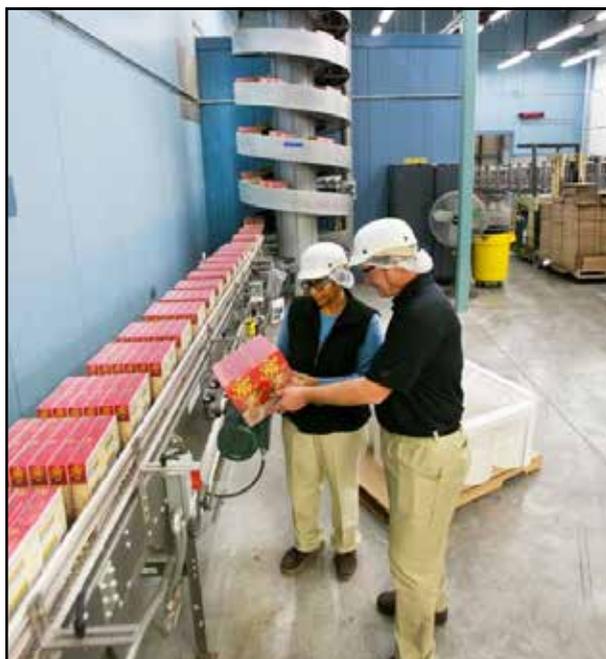


Photo by Eric Crossan Photography
Jennifer Thomas and Justin Cressler



Photo by Eric Crossan Photography
Left to Right: David Jenkins, Justin Cressler and Shawna Schwab



Photo by Eric Crossan Photography
Left to Right: Shawna Schwab, Josh Fank and Krystal Temple



Photo by Eric Crossan Photography
Justin Cressler

produces more than 100 loaves of bread per minute. The combination of excellent people and food safety performance coupled with the successful start-up of the bakery positions the KraftHeinz Company (KHC) Dover for the next opportunities that may come their way.

Additionally, more volume for the factory means more volume for their suppliers and transportation partners, helping those entities to succeed as well.

The KHC Dover factory is proud to be an

important part of the KraftHeinz Company and they look forward to continued growth and success as they provide great products for their customers and meaningful employment for the community.

The KraftHeinz Company in Dover continues to enrich the local community through their charitable work and their annual economic impact of \$50 million. The CDCC is proud that they are one of our valued Cornerstone members and allow us to help share their story.

Calendar of Events

March 2018

Thursday, March 1st

Leadership Central Delaware Day
8am-5pm,
Public Safety
& Criminal Justice Day

Thursday, March 1st

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

Thursday, March 8th

Member Orientation
8:30 am,
CDCC Board Room

Thursday, March 8th

LCD Steering Committee
12 pm,
CDCC Board Room

Tuesday, March 13th

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

Tuesday, March 13th

CDCC Marketing Meeting
9am,
CDCC Board Room

Wednesday, March 14th

Coffee Coaching
8am-9am,
CDCC Board Room

Wednesday, March 28th

Ambassador Meeting
4:30pm,
TBD

Wednesday, March 28th

Sunset Business Mixer
5pm-7pm,
TBD

April 2018

Thursday, 5th

Leadership Central Delaware Day
8am-5pm, Healthcare

Thursday, 5th

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

Tuesday, April 10th

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

Tuesday, April 10th

CDCC Marketing Meeting
9 am,
CDCC Board Room

Wednesday, April 11th

Coffee Coaching
8am-9am, CDCC Board Room

Thursday, April 12th

Member Orientation
12 pm, CDCC Board Room

Thursday, April 12th

LCD Class of 2019 Invitational
5-7 pm, Dover Downs Lobby Bar

Tuesday, April 17th

LCD Steering Committee
12 pm, CDCC Board Room

Wednesday, April 18th

17th Annual 55+ Expo
9 am – 3 pm, Dover Downs

Wednesday, April 25th

Ambassador Meeting
3:30 pm, Dover Downs

Wednesday, April 25th

Sunset Business Mixer
/Member to Member Expo
/Honorary Mayor Reveal
4 – 7 pm,
Dover Downs, Ball Room C

Member of the Month



Dover Federal
CREDIT UNION
LOCAL PEOPLE • LOCAL DECISIONS

Name: Tim O'Connor
Title: Business Relationship Manager
Business: Dover Federal Credit Union
Address: 1075 Silver Lake Blvd. Dover, DE 19904
Hours: M-T {9-5}; F {9-6}; S {9-12}
Phone: 302-678-8000
Website: www.doverfcu.com
Email: mbrsvc@doverfcu.com



needs. From your first car, to your first home, the expansion of your business to your retirement needs, Dover Federal is committed to making a positive difference in your financial life. It's not just about being in business, it's about being a part of something bigger than yourself. It's about helping fellow business owners and their employees with financial empowerment, providing access to products and services that reduce debt and increase savings, as well as contributing to a positive environment within the communities we serve.

We operate under the philosophy of "People Helping People" and give back to the LOCAL, COMMUNITY CHARITIES and INITIATIVES which directly IMPACT the well-being of our LOCAL COMMUNITY.

Dover Federal Credit Union, recently voted the First State Favorite Credit Union, for the second year in a row, places an extreme focus on developing personal relationship with its team members, credit union members and preferred business partners. We give back to the local community by supporting charities and initiatives that have a direct impact on our members and their families.

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

As Dover Federal Credit Union celebrates our 60th Anniversary, we

are excited about the future and the opportunities facing the banking world. As the financial world continues to change at a rapid pace, it's likely that the 'traditional' way of banking will change to a more virtual concept. We will see less use of 'paper money, coins and even plastic cards'. As consumers depend more on mobile, the way of 'doing business', such as applying for loans, opening accounts, etc. is likely to develop into an interactive, real-time, virtual experience that becomes a normal part of the financial industry landscape.

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

The CDCC has been instrumental in providing a venue for business growth and expansion. From their extensive networking program schedule, marketing opportunities to promote Dover Federal, in addition to their legislative efforts, they truly keep the needs of business owners in our community as the top priority. They have provided Dover Federal and myself many opportunities to develop a better understanding of the economic

environment, and what's affecting businesses, so that we can better meet the needs of the companies that we are in business to serve. Working hand in hand with small business owners, the Chamber's lobbying efforts have been valuable in helping to drive legislative decisions that ultimately affect their bottom line.

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

Some Chambers have started to incorporate blogging on local and regional issues through blogs on their website. Ask CDC members to write guest blog posts that show their expertise- similar to what you would have in your printed newsletter.

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

As profit-making enterprises, banks focus mostly on making large business loans. This leaves small businesses, which often need smaller amounts of capital, at a disadvantage. A 2014 survey by the Federal Reserve showed that more than 70 % of small business owners want loans of less than \$250K. Credit unions are much more likely to grant you a smaller business loan because they are focused on serving their members rather than on maximizing profits. According to the NCUA, the average size of a business loan from a credit union was \$212,000 in 2013.

Thank You for Your Renewal!

NAME OF COMPANY	# OF YEARS
A & H Uniforms	15
ADT Security Services, Inc.	5
All States Construction Company, Inc.	2
American Spirit Federal Credit Union	17
Artesian Water Company, Inc.	18
Auntie Anne's Soft Pretzels	6
Axia Management	2
Bright Future Pediatrics	6
Compliance Management International	3
Alex Contant	3
Horace Cook	57
Courtland Manor, Inc.	39
Dale Carnegia Training of Delaware	2
Delaware Breast Cancer Coalition, Inc.	15
Delaware Department of Insurance	2
Delaware Health Information Network	5
DelVideo Productions	4
Dover Federal Credit Union-Smyrna	2
Edward Jones Investments	
- Christopher Smith, CFP	7
FirstService Residential	1
Harvest Years Senior Center	5
Holden Dodge, Inc.	35
Incorporating Services, Ltd.	14

NAME OF COMPANY	# OF YEARS
Mary F. Kaltreider	8
The Kritter Sitter, LLC	8
Luther Towers of Dover	21
Noble's Pond	12
Patterson Schwartz	24
People Ready	2
Pfister Insurance, Inc.	47
POLYTECH School District	32
RE/MAX Avenues	18
Royal Pest Solutions	5
Service Unlimited, Inc.	8
Sherry T. Wilkins Hypnotherapy LLC	8
ShureLine Electrical	6
Sleep Number by Select Comfort	2
Town of Smyrna	22
Texas Roadhouse	13
TriSports Events Management	5
Two Men & A Truck	3
Wattay Accounting	4
Wesley United Methodist Church	1
Representative Lyndon D. Yearick	3
Yencer Builders, Inc.	12



Honorary Mayor 2017, Dr. Dina Vendetti, passing 'The Hat'

As I follow the news on our Chamber's Facebook page and see the announcement of the candidates for this year's Honorary Mayor campaign, I can't quite believe that my term will soon come to an end! It seems like just yesterday that I was plastering signs that read "Vote Vendetti!" everywhere and begging for votes. I am excited for the new campaign and the new candidates, but to be honest, I'm a little sad knowing that I will soon transition from being your Honorary Mayor to quickly becoming your "past" Honorary Mayor. It has been a complete joy and privilege to serve as Honorary Mayor of this incredible place I call home, Central Delaware.

Since gaining the distinction of Honorary Mayor, I have attended many ribbon cuttings, meetings, events, celebrations, parades, and a variety of community functions. This fun title has motivated me to really get out there and meet people. It has also given me a built in excuse to show up wherever the action is, so to speak! As I'm sure you know, my campaign hashtag - and subsequently term motto - has been #lovemyhometown. I really do love my hometown - living in Central Delaware is a tremendous blessing for which I am very thankful. This year has shown me even more what an awesome

place Central Delaware is to live and to work.

During my campaign last year, I thought that the best thing about being the Honorary Mayor would be to be able to wear that cool, blue sash... and that has been indeed very cool. However, the item that has really become the trademark of my time in office has been the HAT. At this writing, the hat has undergone 37 transitions!!! With about two months left to go, I am sure there are a few more hat changes in store... From the "racecar hat" to the "sparkler hat" to the "ribbon cutting hat" to the various versions of the "Christmas hat," this has been a really fun and unique way to draw attention to events, occasions, and activities that are worth celebrating here in Kent County.

Serving as your Honorary Mayor has been about a lot more than just hats and ribbon cuttings. Through this incredible program, the CDCC has provided me with a plethora of networking opportunities. The exposure for my business has been amazing - pictures in the newspaper, the Chamber Connections, and the Airlifter, being announced at events, being recognized by our local politicians at various events, etc. In my work at St. John's with children and families, my time as Honor-

ary Mayor has really instilled in them a new kind of pride - pride in our school and also pride in our community. As I grab my hat and sash and dash out to events, this experience has given me an opportunity to model for them what it means to make a commitment, believe in the community, and strike a balance. This experience has also allowed me to be a sort of "resource agent" who connects people to other people and services. Those conversations often start with the words, "Since you know a lot of people, let me ask you..." And I must say, it's really fun to run into people who start

a conversation by saying, "Hey - I voted for you!"

I am very thankful to the CDCC for sponsoring this amazing program. The Honorary Mayor program provides everyone with a huge win - it highlights the work of the CDCC, it raises important funds to support our Chamber's programs, and it shines a spotlight on people and businesses who are working hard to be a positive force in our community. I wish all of this year's candidates the best of luck as they run their campaigns and I will be anxiously awaiting the opportunity to say, "My hat's off to this year's winner!"



... the
CDCC
55+
Expo
will be held
on
April 18th?

For more information visit
www.cdcc.net/55plus/



THE CDCC IS THE ESSENTIAL RESOURCE FOR GROWTH OF THE ENGAGED BUSINESSES IN CENTRAL DELAWARE.

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Member News

Wesley Faculty Member Co-Authored Published Article

DOVER, DE --- Wesley College Chair and Director of Graduate Programs in Occupational Therapy Dr. Varleisha Gibbs co-authored an article published in *Health and Interprofessional Practice* on Jan. 23, 2018.

The journal is “ a peer-reviewed, open access journal dedicated to increasing the availability of high-quality evidence to inform patient care and practitioner education from an interprofessional perspective. HIP is aimed at academics, practitioners and student-practitioners who seek to become more knowledgeable and skilled at working with providers in other health disciplines for the purpose of providing compassionate, quality, integrated care to diverse patient populations.”

The article, “An Innovative Interprofessional Simulation: Preparing Students to Tackle the Challenge of Care Transitions” demonstrates the effectiveness of a one-day workshop to improve interprofessional skills in healthcare students, focusing mainly on the increases of verbal and written communication during the Transition of Care of a standardized patient. Improvements were noticed in 9 of 14 areas measured by the Attitudes Toward Healthcare Teams Scale.

Dr. Lora Packel of the University of the Sciences in Philadelphia was the principal author with Dr. Gibbs co-authoring the publication alongside Dr. Cathy Poon and Dr. Diana E. Hardley of the University of the Sciences in Philadelphia, Dr. Heather Klusaritz and Dr. Caroline Llyod Dougherty of the University of Pennsylvania, and Dr. Matthew Kearney.



New home for the Jeweler's Loupe



Left to right: Sue Lewkowitz, Mayor Robin Christiansen, and Dave Lewkowitz

Jeweler's Loupe hosted their ribbon cutting with the CDCC on February 8th to celebrate their grand opening at their new location in the Dover Town Center (in front of Sam's Club).

In addition to Jeweler's Loupe's vast selection of jewelry; they also specialize in custom designs and repair. With 20 years of experience, Dave and Sue Lewkowitz, owners, treat

each customer like family. They will make sure you have a wonderful experience either choosing a piece from their selection or working with a knowledgeable team member on designing a custom piece.

Jeweler's Loupe is located at 1574 N DuPont Highway, Suite 30 in Dover. Stop in and see them or for more information, please call 302-734-9244.



Save the Date... Bluesuiters Golf Tournament

A day of friendship & fun for golfers of every skill level.
Each team will be made of 2 members of the Dover Community & 2 Dover AFB Airmen

DATE: Thursday, May 17, 2018

**PLACE: Jonathan's Landing
Golf Course**

**TIME: 10:00am Registration
11:00am Shotgun Start
includes Lunch, Beverages, & Dinner**

Click on the May 17th date on the CDCC website calendar for golfer registration & sponsorship information!

For questions please contact the CDCC Office:

Cristal Brenneman, Director of Special Events
#302-734-7513

email: cbrenneman@cdcc.net



New Member Spotlight



In 2014, Yoga made its way into Ruby's life, and as she explains 'she could not be more grateful'. Ruby practiced yoga every day for 2 years. Then, an opportunity to take a yoga teacher training course was offered, and Ruby dove right in! Ruby received her yoga teaching certification from GoYoga in 2016. During this crazy, beautiful experience Ruby aligned with her life's purpose, teaching yoga. Ruby plans to complete her 300 Hour YTT by the end of 2018. Ruby has experience working with the everyday person, Ruby LOVES working with beginner students. No matter where you are in life, Ruby will meet you at your level. Ruby's own life experience has made her an empathic and understanding instructor. She knows that everybody is unique, and requires different nourishment.

Through daily Yoga and Meditation Practice Ruby has transformed her body and mind. At her heaviest, Ruby weighed 256 pounds. Today, Ruby weighs 155 pounds. She attributes her life transformation to her yoga practice! Ruby stated, "I didn't like what I saw in the mirror, I didn't like the way I felt, so I made a change! I stopped making excuses and started making reasons! I showed up to my mat 5-6 times a week for hot, power yoga. It may seem crazy to some people, but I knew what I was up against... myself, and I'm a tough cookie. It was like every time I hit my mat, it was a journey through my body, into my mind. It was not easy, but I continued to show up. I became stronger. I became more resilient. Now, I know I have the power. I can do anything I put my mind to. I learned that for me, movement is medicine." With this passion, and love for Yoga, she has made it her mission to build a tribe that inspires and uplifts each other.

Ruby is aware of the empowering effect yoga and meditation has on the human body and brain; "we live in a crazy time, every day is



stressful, it's nice to have a space to escape for a little while."

Ruby is over the moon excited about sharing her love and passion of Yoga and Meditation with the community. She has created a space for you to empower yourself and others through yoga, Meditation and community enrichment events. Your first session is always FREE! Ruby invites you to drop in for a class sometime, no pressure. See what all the hypes about! Your body and mind will thank you. Shakti Yoga LLC is set for Grand Opening on January 6, 2018 at 4:00pm. You are invited to join Ruby and the Shakti Tribe for a night of fun, family, live music, art, and a chance to win 6 Months Free Yoga!

Namaste
Ruby Zulkowski

Shakti Yoga

Ruby Zulkowski is the creator, owner, and operator of Shakti Yoga LLC, where Movement is Medicine! Ruby is a movement specialist, an energy worker, and community leader. Ruby's mission is to build a tribe of strong leaders; to empower the community through yoga, meditation, and other community enrichment events. Ruby is a Delaware native. Born in Christiana, raised in Smyrna-Clayton and currently resides in Dover. Ruby is a graduate of Smyrna High School, and an alumna of Wesley College. Ruby loves to travel, practice yoga, attend music festivals, create, inspire, meet new people, and share life experiences. Ruby invites you to be part of the Shakti Tribe!

5 Star Members



At January's Spotlight Showcase Mixer a number of CDCC members were pinned as 5 Star Members. For more information on this program and how you can get pinned, please contact the CDCC at 302.734.7513, and ask for Jeffrey Moore, Liaison for Membership Services & Special Events. Pictured from left to right are: Paul Jones Financial Adviser, Diamond State Financial Services; Ceil Jones, Realtor, Myers Realty; Pat Abel, Owner, Pat Abel Training; Judy Pflaumer, Wealth Management Group; Lisa Jennings, Partner, Faw Casson; Jeffrey Moore, Membership Services, CDCC.

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Meet the 2018 Honorary Mayor Candidates



Candidate: Anita Wheeler-Bezy

Company:

La Baguette Bakery & Catering,
323 South Governors Avenue, Dover
Website: <http://www.cdcc.net/2018candidate-wheelerbezy/>

What prompted you to run for Honorary Mayor?

I would like to make a difference in Dover & improve downtown.

Why Does Central Delaware need an Honorary Mayor?

The Honorary Mayor is the cheerleader for the Dover area and touts our amazing businesses, attractions, and cultural/historical awesomeness!

What is the first "official act" you'd like to do as the Honorary Mayor?

I would really like to get the Schwartz Center open again somehow.

Why should people vote for you?

I provide happiness to the Dover-ites.

How do you plan to promote your candidacy and what will your official hash-tag be for your campaign?

I plan on using social media and word of mouth
#SayOuiToMe

Any scandals you care to come clean on before Fox news finds out?

I am a dual national double agent, infiltrating the community with delicious French baked goods.

Is this your first foray into politics?

Kind of... I was a student council member in high school.

What is your campaign slogan? Song? Signature drink?

Slogan: Vive La Difference at la Baguette
Song: Hungry Like the Wolf - Duran Duran
Drink: Champagne

Do you think you'll become Central Delaware's next Honorary Mayor?

Yes!



Candidate: Arrianna Auguste



Company:

Americare Home Solutions,
32 Loockerman Street, Suite 104, Dover
Website: <http://www.cdcc.net/2018candidate-auguste/>

What prompted you to run for Honorary Mayor?

I'd like to represent the CDCC and show support for fellow small businesses in our area.

Why does Central Delaware need an Honorary Mayor?

An Honorary mayor can provide additional focus on our very important small business community.

What is the first "official act" you'd like to do as the Honorary Mayor?

A parade to celebrate the hard work and opportunities that the CDCC and hard-working individuals bring to our area.

Why should people vote for you?

I am a breath of fresh air. I'm not afraid to cheer loudly in support of the CDCC and our community.

How do you plan to promote your candidacy and what will your official hash-tag be for your campaign?

I plan on having fundraising nights at various businesses and reaching out to community supporters.

Any scandals you care to come clean on before Fox News finds out?

I'm not telling and when they find out I'll act as shocked as everyone else.

Is this your first foray into politics?

No, I was vice president of my Junior High School Art Club (so I'm use to a high pressure environment)

What is your campaign slogan? Song? Signature drink?

Slogan: No fuss, just vote for Auguste!
Song: Eye of the Tiger
Drink: Auguste Chaser

Do you think you'll become Central Delaware's next Honorary Mayor?

Of course!!!!

Candidate: Sam Hansen

Company:

Texas Roadhouse,
4568 South DuPont Highway, Camden
Website: <http://www.cdcc.net/2018candidate-hansen/>

What prompted you to run for Honorary Mayor?

I woke up to a text from my boss that said, "I signed you up for Honorary Mayor."

Why does Central Delaware need an Honorary Mayor?

They need someone to wear the hat and sash with pride!

What is the first "official act" you'd like to do as the Honorary Mayor?

Throw a parade in my honor and make my birthday a holiday.

Why should people vote for you?

Because I plan to serve with heart:

H - honesty E - Eagerness A - Attentiveness R - Responsibility T - Trustworthiness

How do you plan to promote your candidacy and what will your official hash-tag be for your campaign?

Using my roadies to promote me and continue to support my community. #Jamwith-Sam

Any scandals you care to come clean on before Fox News finds out?

Not without consulting my lawyer and publicist first.



Is this your first foray into politics?

Yes, but knowing nothing about politics never stopped anyone else.

What is your campaign slogan? Song? Signature drink?

Slogan: Never less than legendary
Song: I'd Be Jealous too, Dustin Lynch
Drink: Roadie Margarita

Do you think you'll become Central Delaware's next Honorary Mayor?

Absolutely! I've got the personality, the humor, the looks, and I'm obviously humble!

Candidate: Dee McCauley

Company:

Diamond State Pest Control & Termite Co., Inc.,
224 Morgan's Choice Road, Camden
Website: <http://www.cdcc.net/2018candidate-mccauley/>

What prompted you to run for Honorary Mayor?

What prompted me to run for Honorary Mayor was the chance to meet new people and have the ability to network with other business owners.

Why does Central Delaware need an Honorary Mayor?

Central Delaware needs an Honorary Mayor to raise awareness of the many opportunities and information available at Central Delaware Chamber of Commerce.

What is the first "official act" you'd like to do as the Honorary Mayor?

I would throw a HUGE Picnic in honor of our state bug the LadyBug!!!

Why should people vote for you?

People should vote for me because I am great at finding solutions to what is "Bugging" them.

How do you plan to promote your candidacy and what will your official hash-tag (#) be for your campaign?

I am going to use every Avenue there is in Central Delaware along with social media, blast emails, word of mouth and some minions.

Any scandals you care to come clean on before Fox News finds out?

I hide live bugs that I find from my future husband in the freezer to look at later. And I keep a sloth as a pet in my office for motivational purposes!!!

Is this your first foray into politics?

Yes, besides the every night "What is for dinner" debate

What is your campaign slogan? Song? Signature drink?

Slogan: "Dee is Always Busy as a Bee"

Song: Randy Newman: "Time of your life (A Bug's Life)"

Drink: The "Grasshopper"

Do you think you'll become Central Delaware's next Honorary Mayor?

Yes like an Ant I have plenty of determination, a lot of great peers I call friends, and the ability to keep moving onward. These things are a WIN in my book!!!



Candidate: LaShawne Pryor

Company:

Delaware State University,
1200 North DuPont Highway, Dover
Website: <http://www.cdcc.net/2018candidate-pryor/>

What prompted you to run for Honorary Mayor?

Let's just say I was recruited.

Why does Central Delaware need an Honorary Mayor?

There are a lot of great people doing even greater things in Central Delaware. The Honorary Mayor will help bring attention to many of these activities and recognize the wonderful people making a positive difference in the community.

What is the first "official act" you'd like to do as the Honorary Mayor?

I'll declare Happy Sips Friday on the first Friday of each month hosted by the Chamber. We could all use a wind up for the month ahead, right???

Why should people vote for you?

People want the best, they should vote for the best. I am the best!

How do you plan to promote your candidacy and what will your official hash-tag (#) be for your campaign?

I'm promoting publicly, privately, secretly and any other way that will help me win.... well almost any other way #VoteLaShawne

Any scandals you care to come clean on before Fox News finds out?

Absolutely not!! But I will have several by the end of this campaign.

Is this your first foray into politics?

Yes, beginners luck on my side right...

What is your campaign slogan? Song? Signature drink?

Slogan: Live, Love, Laugh with LaShawne

Song: All I Do is Win

Drink: Crown

Do you think you'll become Central Delaware's next Honorary Mayor?

Yes! Honorary Mayor will be a great experience, but ultimately my campaign represents the future of Delaware. A vote for me is a vote for a DSU student, a prepared and capable leader today and tomorrow. A win for LaShawne equals a win for Central Delaware.

Delaware's Noble's Pond Honored with Six Gold and Silver Awards By the National Association of Home Builders

DOVER, Delaware – The 55+ Council of the National Association of Home Builders (www.nahb.org) honored Noble's Pond (www.noblespondhomes.com), the premier active lifestyle community in Dover, Delaware, with two Gold and four Silver Awards at its annual 55+ Housing Awards Jan. 9, 2018. The Best of 55+ Housing Awards are the industry's only national awards program honoring excellence in building design, marketing and lifestyles in housing for the mature adult. The awards serve as a showcase for quality housing, innovation and emerging trends that appeal to the 55 and above demographic. The awards were presented at the International Builders Show in Orlando, Florida.

Noble's Pond features one and two-story single-family homes encompassing a wide variety of flexible floor plans with thoughtful design and craftsmanship, along with numerous recreational amenities, including a five-acre pond, outdoor pool, pickle ball, bocce and tennis courts, a putting green and an elegant clubhouse where a large variety of social events are held. The NAHB honored Noble's Pond with the following awards:

GOLD AWARDS:

- Best 55+ For Sale Community on the Boards

- Best 55+ Detached Home on the Boards for the Bradford one-story design. This single-story, three-bedroom, two-bathroom home includes customizable spaces and finely crafted designed. It can be expanded from 1,960 square feet, and additions can include a cozy fireplace and covered patio.

SILVER AWARDS:

- Best 55+ Lifestyle Director for Colleen Ostafy. The exuberant

Lifestyle Director for Noble's Pond joined the community's team in 2008 – before the first homes were completed. Ostafy's mission is to plan recreational activities, social events, trips, tours and holiday activities for the many residents who call Noble's Pond home. She makes sure there's always something fun happening at the 55+ active lifestyle community.

- Best 55+ For Sale Community on the Boards for the Bradford two-story design. This two-story home includes a vaulted family room with a floor to ceiling tiled fireplace and a spacious gourmet kitchen with a pantry and glass-walled wine room.

- Best 55+ Detached Home on the Boards for the Camden one-story design. This single story two or three-bedroom home features a bright, open-concept plan with ample space for dining and entertaining plus two covered patios. Options include a first floor room that could be a den, home office or guest bedroom.

- Best 55+ Detached Home on the Boards for the Camden two-story design. This two-story three or four-bedroom home features a bright, open-concept plan with ample space for dining and entertaining plus two covered patios. Special features include an outdoor fireplace and upstairs bonus room.

About Noble's Pond

Award-winning Noble's Pond is Delaware's premier 55+ active lifestyle community. Built and developed by Harry Miller III, a third-generation home builder and president of Regal Builders, Noble's Pond features beautiful new single-family homes with a variety of well-designed, customizable floor plans. The development is



Noble's Pond Lifestyle Director Colleen Ostafy

situated on 300 acres of bucolic farmland just outside Dover, the state's charming capital with fine restaurants, culture and history. The acclaimed master-planned community offers top amenities including a beautifully appointed clubhouse, a large outdoor pool, bocce courts, a putting green, tennis and pickle ball courts, a five-

acre pond with a pier and observation deck, natural walking trails and a community garden. The Welcome Center, Clubhouse and Model Homes are open to visitors Mondays-Saturdays from 10 a.m. – 5 p.m. and on Sundays from noon – 5 p.m. For more information, call 1-888-222-0030 or visit www.noblespondhomes.com.



New Member Spotlight



Acopia Home Loans is the retail division of Acopia LLC, which was founded in 2007. We are mortgage banking professionals committed to making our communities a better place to live and work. Acopia achieves this by providing superior customer service and innovative products and technology to those we serve. Through knowledgeable employees, prudent underwriting and experienced decision makers, Acopia has quickly developed a great reputation in the mortgage industry.

At Acopia Home Loans, we are proud to have served thousands of families across the United States. Since 2010, we have quickly grown to over 35 retail branches, spread across several states. With branches now in Newark, Dover, and Rehoboth Beach, Delaware, we are committed to providing homeownership in these communities with unique technology and programs including our new AcopiaGO app and Honoring our Heroes program.

With the AcopiaGO app, homebuyers can now apply for and manage their in-process home loan, scan documents securely from their mobile device and utilize helpful mortgage calculators – all while on-the-go. Additionally, AcopiaGO allows for instant communication so we

can continue serving our customers quickly and efficiently.

Are you a veteran, firefighter, EMS/medical worker or educator? Or are you currently serving in the military, or in law enforcement? If you answered yes to any of the above, then Acopia Home Loans wants to thank you with our Honoring our Heroes program by offering you the following:

- Lender credit up to .25% of your loan amount
- Home purchase or refinance (listed or FSBO)
- No origination points

At Acopia, we have fostered a culture we are proud of and we have created a team of hardworking mortgage professionals who enjoy serving homeowners with integrity and enthusiasm. We place our value in the high level of service we provide to borrowers, Realtors, builders and each other. Our team is committed to excellence and doing the right thing, every time. Experience the Acopia difference.

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 302-608-0800
www.acopiahomeloans.com/delaware-dover

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4000 Bay Road, Frederica, DE 19946 (302) 330-8873
- Amy Layfield DHSS-DVI
13 S.W. Front St, Milford, DE 19963 (302) 424-7262
- Mr. Rick W. Downes Downes
46 Eagle Drive, Rehoboth, DE19971 (302)670-9417
- Ms. Leah Gray Heartland
2207 Concord Pike, Unit 407, Wilmington, DE 19803 (302) 463-8989
- Ms. Katie Oldigs Keller Williams Realty - Katie Oldigs
1671 S State St, Dover, DE 19901 (302) 270-8853
- William Matt Landlord Solutions, LLC
10 Oak Ridge Dr, Milton, DE 19968 (302) 542-9117
- Ms. Patti O'Connor MAKE-A-WISH Delaware
100 W 10th St. Suite 106, Wilmington, DE 19801 (302) 518-2103
- Ted Werner Post Acute Medical
1240 McKee Rd, Dover, DE 19904.....
- Cathy Pettee Supreme Lending
490 N Dupont Highway, Dover, DE 19901..... (302)242-5421
- Anoma Newman Tula Yoga & Reiki Professionals
1325 S. State St., Dover, DE 19901 (302) 359-9790
- Robb Carter Union Home Mortgage
40A Reeds Way, New Castle, DE 19720 (302) 317-1362



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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Construction begins on PAM Rehabilitation Hospital of Dover

Dover, DE—Patients will benefit from individualized therapy that maximizes their recovery when PAM Rehabilitation Hospital of Dover opens late this year. The 34-bed medical rehabilitation hospital is under construction at 1240 McKee Road, Dover, and is expected to open in December.

An affiliate of Post Acute Medical, LLC, the freestanding medical rehabilitation hospital will feature a physician-led team of rehabilitation experts focused on a common goal of increasing patient strength and endurance and improving their quality of life.

“The higher level of hospital care provided in the acute rehabilitation setting cannot be found at other levels of care, such as nursing homes or skilled nursing facilities,” explains Ted Werner, CEO. “We provide one-on-one individualized therapy five to seven days a week, daily medical visits by a physician and a nurse patient ratio that contributes to the highest quality of care.”

A physician specifically trained in medical rehabilitation will direct the rehabilitation programs for patients who have experienced stroke, brain injury, neurological disease and deficits, amputations, pulmonary disease, orthopedic conditions, spinal cord injury and medically complex conditions. Features of the new comprehensive rehabilitation hospital will include:

• 34 private rooms with accessible private showers

• Inpatient and outpatient therapy gyms, as well as an offsite outpatient location

• Fully functioning training kitchen, bathroom and laundry suite

• Therapeutic outdoor walking and mobility garden

• Rooms specially equipped with lift track to assist with mobility

• In-house dialysis

• In-house pharmacy

About Post Acute Medical, LLC: Post Acute Medical, LLC, (PAM) based in Enola, Pa., provides post-acute healthcare services through 29 long-term acute care hospitals and medical rehabilitation hospitals, as well as over 15 outpatient physical therapy locations, in nine states. PAM is committed to providing high-quality patient care and outstanding customer service, coupled with loyalty and dedication of highly trained staff, to be the most trusted source for post-acute services in every community it serves. Our mission is to serve people by providing compassionate, expert care and to support recovery through education and research. Learn more at www.postacutemedical.com.

Shoveling towards Success!



Pictured here from left to right: Ted Werner, CEO Post Acute Medical Rehabilitation Hospital of Dover, Levy Court Court Commissioner James Hosfelt, Judy Diogo, President of the CDCC, Mayor Robin Christiansen - City of Dover, Wendie Stabler, Michael Petit De Manage, Kent County Administrator, and Anthony Misitano, Principal, President & CEO of Post Acute Medical.

Pictured here from left to right: Levy Court Commissioner James Hosfelt and Ted Werner, CEO Post Acute Medical Rehabilitation Hospital of Dover



Pictured here from left to right: Ted Werner, CEO Post Acute Medical Rehabilitation Hospital of Dover, Anthony Misitano, Principal, President and CEO of Post Acute, Lisa Maclean SVP@PAM corporate, Kristen Smith EVP@PAM corporate, Wendie Stabler, and Rebecca Kidner.

2018 CDCC Honorary Mayor

Guest Bartending Event

Thursday, March 15
5-7 pm
The Boulevard
1036 Lafferty Lane
Dover, Delaware

<http://www.cdcc.net/marketing/honorarymayor/>

Samantha Hansen
Texas Roadhouse

Arrianna Auguste
Americare Home Solutions

Dee McCauley
Diamond State Pest Control

Anita Wheeler-Bezy
La Baguette

LaShawne Pryor
Delaware State University

The Next Great Leader

is one LCD class away

LCD Class of 2019

Invitational Mixer

Come learn about the Leadership Central Delaware program and how you can evolve into the next generation of leaders in Central Delaware.

THURSDAY, APRIL 12TH
5-7 PM
LOBBY BAR | DOVER DOWNS

RSVP to Laura Wisler at lwisler@cdcc.net - Event is free to attend

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The Art of Conflict Resolution



Williams-Garcia & Associate

On Wednesday, February 14th, Reverend Ronald Williams-Garcia, of Williams-Garcia & Associates, gave great information on conflict resolutions at the CDCC's first Coffee Coaching session of the year. During the 60 minute session, Williams-Garcia covered how the practice of alternative dispute resolution is a way to address disagreements in a more timely and cost-effective manner in the workplace, citing that the litigation process can last years and fees accrued from those procedures can add p quickly. Instead of taking those tumultuous paths and not making the situation/work environment better, the process of alternative dispute resolution (ADR) was discussed. By using ADR, there are different avenues of opening up lines of communication between the disagreeing parties. Through this conversation, the root issues can be found, discussed and likely addressed, leaving both sides walking away from



the table feeling accomplished. Williams-Garcia went on to note that fostering a work environment that has a climate for open communication leads to happier employees and could ultimately lead to lower turnover rates. Employees often see these settings as a safe place to voice their opinions and ideas without negative ramifications. By using ADR, not only can you avoid conflicts in the workplace from getting out of control, but you can also nurture growth from within and positive change.

If you would like more information about Alternative Dispute Resolution, please contact Williams-Garcia & Associates at 302.235.3048 or visit them online at www.williamsgarcia.org.

Member News



Credit Union Recognizes Local Business Partner

On Wednesday, January 31, 2018, Del-One Federal Credit Union proudly recognized the Capital School District office as the Select Employer Group of the Month. This company was selected for this recognition as a result of their active partnership with Del-One Federal Credit Union, which includes a student-run Del-One branch at Dover High School. Del-One Business Development representatives were honored to present a plaque, cookies and cake, and credit union materials and giveaways to the Capital

School District office staff. The award was accepted by Superintendent Dr. Dan Shelton and Assistant Superintendent Dr. Sylvia Henderson, along with many other district employees. Del-One offers free benefits for employers and employees of Delaware businesses. For more information, please contact Del-One's Business Development team at marketingstaff@del-one.org or call 302-739-4496, ext 1494. For more information on the Capital School District please visit www.capital.k12.de.us.

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

LCD 2018 Class learns Legislative Awareness

Leadership Central Delaware experienced "Government and Politics Day" on February 1st in Dover. The day started out in the General Assembly meeting room of Legislative Hall with a welcome and panel discussion on "How Government Works" with Rep. Daniel B. Short (R -39th District), House Minority Leader and Scott Kidner, lobbyist from C. S. Kidner Associates.

After the informative conversation and question/answer time, Sarah Zimmerman (LCD Class of 2012) from First State Heritage Park led the class on a tour of Legislative Hall. She explained some of the history as well as various part in the building.

Following the tour, Rep. Trey Paradee (D

-29th District) and Curt Fifer (Fifer Orchards) provided an educational debate on Minimum Wage and the pros and cons of that hot topic which often finds its way to the legislature.

Following the Minimum Wage discussion, LCD18 had a delicious lunch catered by "Where Pigs Fly" who happens to be celebrating their 25th year in business! (Shout out to Kelly Devine and her team!).

After lunch, the hot topic discussion was "Legalization of Marijuana" and Rep. Jeff Spiegelman (R - 11th District) and Janie Libby debated both sides of this subject. The group truly learned a lot from this lively debate regarding medical issues, taxing laws, learning from other states, etc.

Judy Diogo, CDCC President, then presented on how the Chamber interacts with legislators on topics of interest on behalf of all CDCC members. The underlying message is that the legislators WANT to hear from their constituents - so everyone should be involved!

After a full day in Legislative Hall, the class walked to Dover City Hall where they were met by Mayor Robin Christiansen and Councilman Bill Hare. There they learned about city management and took part in a mock city council meeting - fortunately while being heavily coached from the pros!

The day was educational and fun and everyone learned a lot about what it takes to keep society functioning.





Pictured from left to right: Laura Wisler (LCD - CDCC), Angelica Thompson (Read Aloud), Nick Alexander (LCD - Merrill Lynch), Greg Springer (LCD - Bayhealth Medical Center), Fawna Shultie (LCD - Connor Strong & Buckelew), Elaine Nolan (LCD - Dream Vacations), Mike Henry (LCD - Becker Morgan Group, Inc.), Patrick Long (LCD - Dover Motorsports, Inc.), Matt Fortune (LCD - Delaware State University), Jessica Riehl (LCD - Auntie Anne's Soft Pretzels), Tony Williams (LCD - Dover Air Force Base, 512th AW), Doug Gallagher (LCD - On the Move Realty), Mary Randall (Read Aloud Delaware), John Buckley (LCD - Delaware Technical Community College).

The Central Delaware Chamber of Commerce's 2018 Leadership Central Delaware Class donates 4,726 books to Read Aloud Delaware

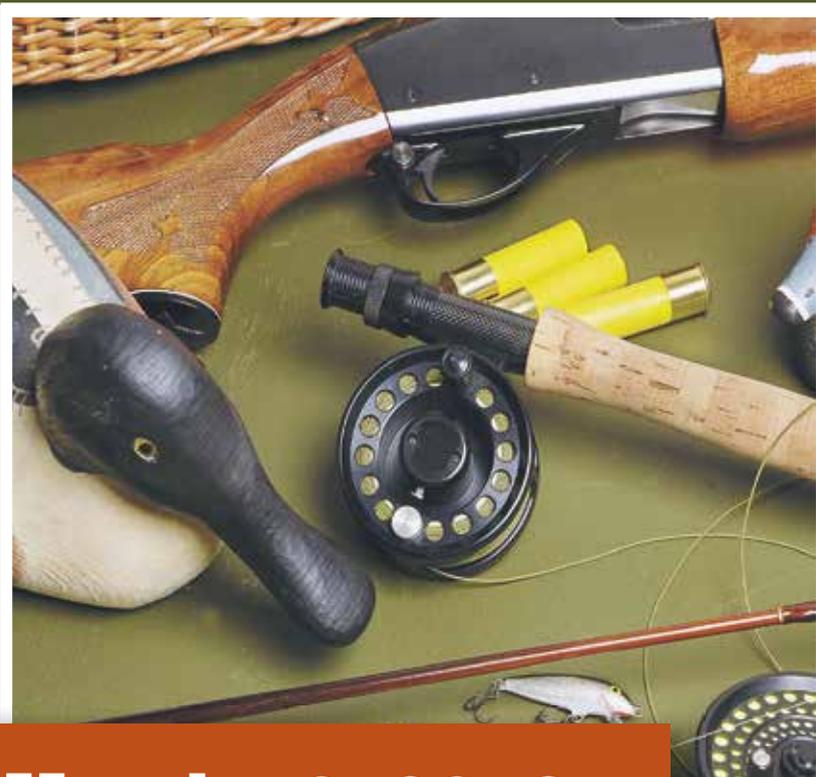
The 2018 Leadership Central Delaware (LCD) class has been working since October 2017 to gather donations for Read Aloud Delaware. In mid-February, members of the class came together to deliver 4,726 to Read Aloud's Kent County Coordinator, Mary Randall.

Read Aloud Delaware's mission is to ensure that each preschool child in Delaware is regularly read to one-on-one. On average, the organization gives away about 500 books each month to children in Central Delaware. With this donation Randall says that she will be equipped to help children for the next several months, but will still be accepting donations.

The Leadership Central Delaware program is a catalyst for taking mid-management employees to the next level in their organization. For the past 17 years, LCD has strengthened the workforce in Central Delaware by educating each participant on the inner-workings of their community and introducing them to esteemed leaders. After 10 months, each graduate leaves the program with more confidence in their communication, management style and leadership skills. They also have a network of colleagues that they can call on should they need advice or a favor and a solid relationship with key decision makers in the county that can be used as a resource. In fact, most classmates continue the tradition of meeting once a month to stay connected and bounce ideas off of each other once their program year is complete.

Read Aloud Delaware is located at 9 East Loockerman Street, Suite 203, Dover, Delaware. For more information on how you can help their initiative, please call 302.674.4423.

For more information on the Leadership Central Delaware Program, please contact Laura Wisler, Director of LCD & Program Development at the CDCC at 302.734.7513.



March 10, 2018

The Delaware Outdoor Expo is returning to Harrington Saturday, March 10th from 8:00 a.m. to 4:00 p.m. In its second year, the Delaware Outdoor Expo will highlight fishing, hunting, boating, camping and all other things outdoor! Admission is just \$5 and includes a variety of vendors, door prizes and giveaways, family friendly activities, product demonstrations and instructional speakers. Food vendors will also be on site.

Get more information & buy tickets online!
Visit DelawareOutdoorExpo.com or you can find the event on Facebook @[DelawareStateNews/Events](https://www.facebook.com/DelawareStateNews/Events)

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Visit DelawareOutdoorExpo.com, email dsnevents@newszap.com or call 302-741-8200 for details.

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