

Chamber Connections



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www.cdcc.net

January 2020



**Making You Happy
Makes Us Happy**

..... Page 3

IN THIS ISSUE...

**Emerging Employee
Expo**

..... Page 3

**Member Listing
by Category**

..... Page 12-15

Ready in 6 Initiative

..... Page 18

A Military Affaire: A Celebration of Team Dover

Every community is comprised of certain trademark components that add to the richness of life in that region. One of our significant trademark components is the Dover Air Force Base. Our DAFB employs about 7,900 people – reservists, civilians, and active duty members. These are all folks who, to some extent, along with their families, shop in our stores, play in our parks, visit our museums and art galleries, read at our library, attend our schools, and whatever else it takes to live life in Kent County, Delaware, at least for a time. While many civilians and reservists make Central Delaware their permanent homes, our active duty folks call the area “home” for an average of three years at a time.

When the base community and the business leaders of our Dover community come

together, it is always an outstanding, rich experience. As our military friends and the members of our business community engage in conversation, ideas are exchanged, challenges are solved, and relationships are forged. People love to do business with people they know and trust. This fulfilled, conversational event could be the start of some brand-new partnerships for you and your business!

This year’s Military Affaire, brought to you by our signature sponsor, Dover Federal Credit Union, will be held on Wednesday, February 12th, at the Landings at Dover Air Force Base. This unique reception is free to attend! The event, from 5:30 – 7:30 pm, will offer delicious hors d’oeuvres provided by our Military Affaire sponsors, a cash bar, an opportunity to meet our mil-



See D.A.F.B. — Page 11 “Celebrating Team Dover!”

THE 2020 ECONOMIC FORECAST BREAKFAST

Brought to you by:
Connell, Carey & Associates



LAST CALL: Economic Forecast Breakfast

Part of success as a business leader is knowing where to go to find information. We can’t all be experts in everything! And when it comes to economic trends, market analysis, examining the rate of inflation and unemployment, most of us could use an expert to study it all, figure out what it means, and explain it to us in terms that we can understand.

That’s exactly what our Economic Forecast Breakfast – brought to you by Connell, Carey, and Associates – Merrill Lynch of Dover -- is all

about! This informational breakfast event will help to provide insight into the health of our economy on federal, state, and local levels as we enter 2020. Participants can expect to learn pertinent information about the impact current trends will have on their businesses. This event will be held on Thursday, January 16th, beginning at 7:30 am at Maple Dale Country Club.

Our three speakers for the morn-

See Forecast — Page 11

CDCC Kicks off 2020 with a Trifecta You Won’t Want to Miss!

As we ring in a new year, a new month, and a new decade, let’s do it with an event that promises to be filled with possibilities! Join your fellow business colleagues and CDCC members at our annual Showcase event, which will be held in conjunction with our Sunset Business Mixer and a Member 2 Member Expo. This three-in-one event, sponsored by Noble’s Pond and Affordable Business Systems, will be held at Nobles’ Pond on Wednesday, January 29, 2020, from 4 – 7 pm.

The annual Showcase event is designed to help members and prospective members fully understand the value that a CDCC membership brings. Information tables will feature our four pillars: Education, Legislation, Marketing, and Networking. The displays will help guests understand how the Chamber assists its members in each of these areas. Staff members, ambassadors, and other volunteers will be on hand to talk everyone through the benefits of chamber membership. Prospective members will leave with a good idea of how valuable a membership can be to their businesses – veteran members may discover benefits that they have previously overlooked or may learn new ways to incorporate the services pro-



Delaware’s Premier 55+ Community

vided by the CDCC into their everyday business lives. Do you have friends or business colleagues who might benefit from a chamber membership? Consider bringing them to this Showcase event to learn more about the high return they can

receive on their investment in a Chamber membership.

One of the essential aspects of belonging to the chamber is the opportunity to become familiar with other business leaders in Kent County. Our Member 2 Member (M2M) Expo is a prime example of that kind of networking. We will be happy to host several member businesses who will have the opportunity to create table-top displays that show off what they do and what they have to offer. Our semi-annual M2M event is a great way for our members to become familiar with what our Central Delaware business community has to offer. It will also be a terrific way to show any prospective members one way that we help to build bridges between our member businesses. Looking for a cost-effective way to promote your business? Purchase a vendor space and get ready to gain qualified leads while displaying your business’s products

See Trifecta — Page 11



Time for 2020 - Time to Grow

Happy New Year!!! Can you believe we are in the year 2020? For some of us, of a certain age, 2020 sounds a little "sci-fi" ...for others, it sounds a touch cliché'... and for those who love numbers, it is the perfect combination - 2020! On one thing we can all agree: a new year, regardless of the number, is a good time to take inventory of what we need to do both personally and professionally, to set new goals, and to start fresh. Your Chamber, the CDCC, is thrilled to be starting this new year with each and every one of you. We have decided this year - 2020 -- will be "The Year of GROWTH!" As you can see in the pages of this paper, we are offering a wide variety of events and programs to help you kick off your new year in grand style -- opportunities to help you GROW!!!

Opportunities are key components that lead to business growth -- we have one that may be of interest to many of you. Join us for our January Coffee Coaching Session to find out how you can do business with our State Government - Connecting with Procurement Officers. This hour-long workshop will be held on January 8th at 8 a.m. at Kent County Levy Court. You will learn how to navigate the bidding process, build relationships, and make and retain new, big contracts! The State does a tremendous amount of business each year with area businesses - if you are not one of them - you need to be!

Just as opportunities are one component to growth, another is knowledge, so join us in starting off this new year equipped with information to help you strategically plan for the future of your business - attend the CDCC Economic Forecast Breakfast on Thursday, January 16th starting at 7:30 a.m. at Maple Dale Country Club. Come and discover what the economic outlook is expected to be for 2020. We are pleased to present three speakers who will share their perspective on what is facing the business community at the national, state and local level in the new year.

A third component of growth is building an

effective team -- to do that, you need to be able to hire good employees. It has become widely known that finding good people is one of the biggest challenges we currently face here in Central Delaware. To help address that issue, we are happy to announce a new event: The Emerging Employee Expo (e3). Beginning on January 22nd and running through February 5th, this traveling job fair promises to be "The Effective and Efficient Way for Employers and Potential Employees to Connect!" This unique expo-style event will place 20 of our employers in front of the brightest, young, talent we have in Kent County - our college students (and potentially some high school students). In this setting, our employers will talk with the students directly about job opportunities, internships and job shadowing. This program is a win-win: The students will learn about the businesses that are located in Kent County, what positions they have to offer, and the requirements for application -- Our member businesses will begin relationships with these talented, young individuals internships and job shadowing, as well as potential employment.

A final component to growth is recognition: being known for who you are, what you do, and what you have to offer. To assist you in gaining exposure for your business, as well as name recognition (introducing you to new leads and refreshing relationships with previous contacts), we will kick off 2020 with a Member 2 Member Expo, which will be hosted in conjunction with our Sunset Business Mixer and CDCC Showcase Event on Wednesday, January 29th, starting at 4 p.m. at Noble's Pond. This is your chance to make connections with 150+ attendees, showcase your business, tell your story and re-affirm your place in Central Delaware's business community.

So, join us in 2020 as together we make 2020 "The Year of GROWTH!!!"

(You can find detailed information on all the events above in this issue of the Chamber Connections.)

Calendar of Events

| January 2020 | February 2020 |
|---|--|
| Wednesday, January 8th Coffee Coaching 8 - 10 am, Kent County Levy Court | Thursday, February 6th Kent County is Open For Business 8:30am-10am, Kent County Levy Court |
| Thursday, January 9th Kent County Is Open For Business 8:30am-10am, Kent County Levy Court | Thursday, February 6th Leadership Central Delaware 8am-5pm, Gov't and Politics Day |
| Thursday, January 9th Leadership Central Delaware 8am-5pm, Communications and Media Day | Tuesday, February 11th CDCC Board Meeting 7:30am, Chesapeake Utilities Corp |
| Thursday, January 9th Member Orientation 8:30 am, CDCC Board Room | Tuesday, February 11th Marketing Committee Meeting 9am, CDCC Board Room |
| Tuesday, January 14th CDCC Board Meeting, 7:30am, Chesapeake Utilities | Wednesday, February 12th Coffee Coaching 8 - 9am, CDCC Board Room |
| Tuesday, January 14th Marketing Committee Meeting 9am, CDCC Board Room | Wednesday, February 12th Military Affairs 5:30pm-7:30pm, The Landings, DAFB |
| Tuesday, January 14th Young Professionals Social 11:45am-1:00pm, The Boulevard and Live Entertainment Restaurant | Thursday, February 13th Member Orientation 12:00pm-2:00pm, CDCC Board Room |
| Tuesday, January 21st LCD Steering Committee Meeting 12 Noon, CDCC Board Room | Monday, February 17th President's Day Office Closed |
| Thursday, January 16th Economic Forecast Breakfast 8:00-9:30am, Maple Dale Country Club | Tuesday, February 18th LCD Steering Committee Meeting 12:00 pm, CDCC Board Room |
| Wednesday, January 29th Ambassador Committee Meeting 3:30pm, Noble's Pond | Friday, February 21st Home & Garden Expo 12:00pm-8:00pm Harrington Raceway & Casino |
| Wednesday, January 29th Sunset Business Mixer, CDCC Showcase, & Member to Member Expo 4 - 7 pm, Noble's Pond | Saturday, February 22nd Home & Garden Expo 10:00am-6:00pm, Harrington Raceway & Casino |
| | Wednesday, February 26th Ambassador Meeting 4:30pm, Keystone Funding |
| | Wednesday, February 26th Sunset Business Mixer 5pm-7pm, Keystone Funding |

Thank you to the CDCC Cornerstone Members!

An Industry Exclusive CDCC Marketing Package!

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www.cdcc.net

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

ACCREDITED

Chamber Connections

Published monthly by the Central Delaware Chamber of Commerce, the first accredited Chamber of Commerce in Delaware. We represent the interests of the small business community. Over 800 businesses support CDCC.

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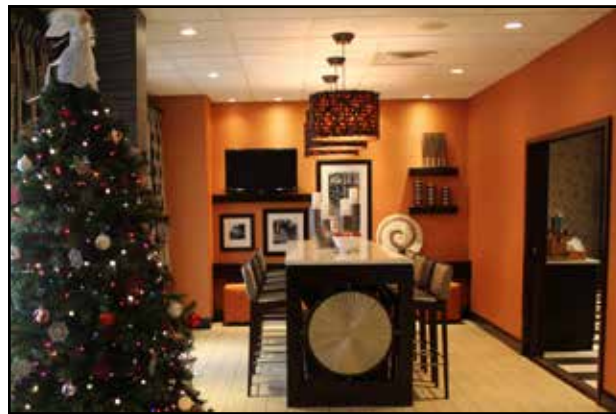
Member Chamber of Commerce of the United States
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Additional mailings are available for a \$20 subscription fee. In many cases, more than one individual in a member business would like to receive information from the Chamber. By forwarding the subscription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

Cornerstone Member - Axia Management – Hampton Inn, Dover



The Hampton Inn Dover is ready to serve you!



A beautiful place to gather or have breakfast.



The Hampton Inn Dover features a state-of-the-art fitness center as well as a business center.

Making You Happy Makes Us Happy

With its well-appointed rooms and its famous breakfast featuring waffles and oatmeal, The Hampton Inn Dover is a favorite place to stay for many loyal return visitors. The hotel is home-for-a-night to many government agencies including the military, corporate representatives in town to visit local companies, and a number of travelling “snow birds” on their way from points north to places in the south to spend the winter – just to name a few. The Hampton hosts sports teams competing at the DE Turf Sports Complex, as well as sports enthusiasts and music lovers in town to watch a NASCAR race or enjoy a long weekend of concerts at Firefly.

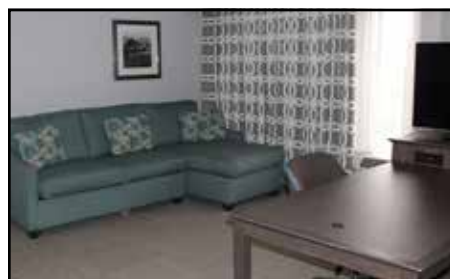
Located off North DuPont Highway in Dover, The Hampton is just three short miles from the downtown historic and shopping district. Only four minutes from Delaware State University and the Dover Mall, a visit is well within reach. If guests would rather take in a show or try their luck in a casino setting, Dover Downs is just a mile from the Hampton’s front door... Or if wild-life and the great outdoors are more their style, they can be at Bombay Hook National Wildlife Refuge in about 15 minutes.

Overseen by their parent company, Hilton, the hotel lives up to some very high standards. One of the features that keeps people coming back is that they always know what they can expect at any Hampton Inn – because all Hampton Inns

follow the same set of Hilton quality standards. Clean, spacious rooms, WiFi, fitness equipment, business centers, coin operated laundry, dry cleaning pick-up and delivery – these amenities have become known as a regular part of the stay at any Hampton Inn.

While the general standards of service are set by Hampton, Dover’s staff does their best to add local touches to the hotel’s décor to set it apart. When asked what makes Dover’s Hampton Inn special, Meaghann Shaw, general manager, said, “The staff is amazingly friendly and helpful. The hotel’s atmosphere is somewhat informal with its family-oriented environment. People feel like they belong here and that’s what keeps them coming back.”

The building that houses The Hampton Inn Dover was built in 1996. The Hampton Inn has occupied the space for about the last 20 years. A renovation of the rooms, hallways, and outside of the building was completed in 2017.



The Junior Suite offers a comfortable, spacious sitting area with a pull out sofa that sleeps two.

The Hampton Inn Dover employs 25 – 30 workers. Some of the workforce is seasonal because of the ebb and flow of occupancy depending on the time of the year. Many of the “regular” employees have been part of the company for 15 – 30 years. That is a testimony to the way they are cared for by their managing company, Axia Management. Axia is very much a family run operation and, according to the hotel’s general manager, “...that makes a big difference. It makes the business much more personal.”

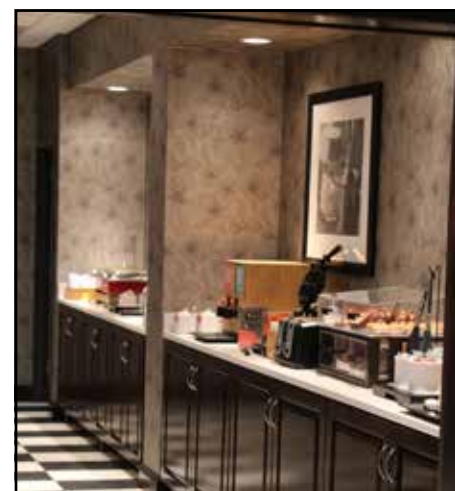
Ms. Shaw has worked for Axia Management for 15 years and has served the Hampton for the last four. When asked what she enjoys most about the hotel business, she commented that she gets “to meet new people from all over the place and learn from them.” She loves interacting with the guests. “I love it that every single day is different from the one before.” She enjoys providing quality service to the people staying at the facility. In short,

she believes in and lives Hampton’s company slogan “making you happy makes us happy.”

For more information about the Hampton Inn Dover or to book a reservation, call (302) 736-3500 or visit https://www.hilton.com/en/hotels/dovdehx-hampton-dover/?SEO_id=GMB-HP-DOVDEHX.



The Junior Suite is a great option for a longer stay or for a family.



Hampton’s hot breakfast is known for waffles and oatmeal.

The Emerging Employee Expo: Finding Employees with Ease (e’s!)

Does the search for good workers make you say, “EEK?!” Do your efforts to hire effective, eligible employees leave you feeling exasperated? Well, don’t exit the process without engaging the enthusiasm that our eager, young workers exhibit! The Emerging Employee Expo is eager to exceed your elevated expectations and help you employ excellence!!

The Emerging Employee Expo (e3), the CDCC’s newest event, brought to you in partnership with Delaware State University, Wesley College, and Wilmington University, is a traveling/rotating job fair that will travel to each of these college campuses connecting employers with the bright, young talent of our college students. This expo style event will also feature mini-seminars on topics that have been suggested by our business community: landing the job, dressing the part, soft skills, and business etiquette. Students



will be invited to meet with employers to learn about opportunities for internships, job shadowing, and employment. At the end of the event, students who meet the prescribed requirements will receive a “Certifi-

cate of Employability” that can be added to their portfolios.

There are at least two things business leaders can agree on: One - finding good employees is getting more difficult; and Two - we need to find a way to keep the young talent we have in our colleges here in Delaware. What we have found is that the student population is not aware of who our local companies are, let alone what opportunities these businesses have to offer them. Let’s come together and help them make these much-needed connections.

The dates and locations for e3 are: Wilmington University – Wednesday, January 22nd, 2020 -- 11 a.m. to 2 p.m.

Wesley College – Wednesday, January 29th, 2020 – 11 a.m. to 2 p.m.

Delaware State University – Wednesday, February 5th, 2020 – 11 a.m. to 2 p.m.

We are currently looking for mem-

ber businesses to participate in this event. For this first year of e3, we will be limiting our number of participating businesses to 20. Business representatives will be expected to come to the event prepared to talk with students about employment opportunities, internships, and job shadowing.

The cost to participate in this event is \$275 to attend all three, \$200.00 to attend 2, and \$100 to attend one. A table and two chairs will be provided. Participating businesses will be asked to bring materials for distribution and any items needed to create an exciting, engaging display.

If you are interested in having your business participate in this debut event, please call the CDCC Office at (302) 734-7513. Remember, only 20 businesses can participate... call us TODAY!

Tourism in Central Delaware... at Your Own Pace

The leisure and hospitality industries are noted as major economic drivers in Kent County. Visitors continue to come to visit the middle of our state from all over the country. Central Delaware offers small town life, history, culture, the arts, protected land and wildlife, outdoor recreation, and much more. In addition to the many entertaining and educational attractions, our county offers wonderful restaurants, eateries, wineries, distilleries, and craft breweries. Tourism Day offered our Leadership Central Delaware Class of 2020 a look inside this incredible industry in order to see how it works and why it is such a strong part of the area's economy.

This adventure-packed day began with a welcome and some insights from Kent County Tourism's president, Pete Bradley. Mr. Bradley spoke about the changing brand of tourism from an events-driven economic driver to a destination marketing organization (DMO). Instead of attracting visitors through annual events that draw a crowd, the tourism industry has turned its attention to hotels, restaurants, and the like who are ready to welcome guests who come to Central Delaware simply to experience life here.

Offering tourists an authentic experience in the villages that make up Kent County tends to earn their trust and appreciation. Mr. Bradley explained that earned trust is of vital importance when working in the people business. And when emerging as a leader, trust is something that needs to be fostered. "Trust is earned, not given... you can't fool the folks," commented Mr. Bradley. Mr. Bradley's approach easily lent itself to the highlighted leadership traits assigned for this day: integrity, influence, initiative, and the ability to listen. Mr. Bradley shared his thoughts about working with people by sharing experiences from his job with Kent County Tourism, as well as his previous years of experience at Dover Downs Hotel & Casino.

The remainder of the day was spent experiencing a variety of the area's tourist attractions. The class took a walk back in time as they toured The Green and The Old State House, hearing stories and seeing landmarks that brought the history of our town to life. Their pace quickened as they got an up-close, behind-the-scenes look at Dover International Speedway, walking in the same areas as many of the great racers over the years. After lunch at Grotto Pizza, a local hot spot, they experienced the wild and wonderful outdoors at Bombay Hook National Wildlife Refuge. The day wrapped up with guided tours at the John Dickenson Plantation and the Air Mobility Command Museum, both somewhat hidden gems in our community.

In addition to learning about leadership traits and unique places to visit in Kent County, our class members left the experience with some new-found knowledge about the role that tourism plays in the economy of our state and a renewed sense of hometown pride as they re-discovered what Central Delaware has to offer. It was evident to everyone that Central Del-



A program of the Central Delaware Chamber of Commerce

aware offers a certain unique charm to which visitors are drawn. It was also obvious to our class members that tourism has a very strong impact on the economy of our state -- effective leadership in guiding this industry is imperative.



"Binoculars ready! Aim! LOOK!"



The Class enjoyed the beautiful wild-ness of Bombay Hook.



"Miles" became an honorary member of the Class of 2020.



The Class of 2020 worked hard to stay "on track!"



Our class members took a walk back in time with a local guide from First State Heritage Park



A stop where it all began – the original Golden Fleece Tavern.



The class enjoyed a bird's eye view from DAFB's former air traffic control tower at the AMC museum.

Lead the Way into Christmas!



Merry Christmas from the Mastery Gang!



Mary Lois Barna and Robert Ware enjoy some goodies and a laugh.

One of the long-standing traditions of the Leadership Mastery graduates is to gather each year for a Christmas Party. It is always so much fun to get back together with colleagues who share Mastery experiences and simply spend time together laughing, telling stories, and catching up. Everyone brings a delightful snack to share and it's a blast to sample everyone's contri-



Karen Kaufman and Mandy Talley enjoying the snack feast!

buton. "Community" has been defined as "a feeling of fellowship with others, as a result of sharing common attitudes, interests, and goals." Another idea often shared about "community" is "a group of people who come together to know and be known, serve and be served, love and be loved, celebrate and be celebrated." As participants have worked together to hone their leadership skills, graduate, and become members of Mastery's alumni, the



Judy Diogo and Dee Dee Carson enjoy a smile and a chat.

Leadership Mastery program has become its own small community within the larger community of business colleagues in Central Delaware – a gift worth celebrating!

For more information about Leadership Central Delaware or the Leadership Mastery program, contact Heather McTheny at lcd@cdcc.net or call the CDCC office at (302)734-7513. From Leadership Central Delaware and the Leadership Mastery program, we wish you a very Happy Holiday season!



Connie Wertz can sure tell a story!



A Christmas smile from Kathy Jordan!

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A Capital Holiday Celebration

Central Delaware kicked off the holiday season in fine fashion at the Capital Holiday Celebration held in downtown Dover on Thursday evening, December 5th. The event featured crafts for kids, a food drive for local pantries, Christmas caroling, the lighting of the beautiful city Christmas tree, and the arrival of Santa Claus. Hundreds of people gathered in front of City Hall for this annual festive occasion.

This familiar start to the holiday season is the result of a collaboration of efforts from the City of Dover, the Downtown Dover Partnership, and the Central Delaware Chamber of Commerce. Volunteers from all over the area come out to lend a hand as the Christmas season is ushered in. This effort of so many coming together to create a memorable event is a testimony to the true meaning of "community."

We would like to extend our heartfelt gratitude to the Sponsors, Businesses, Organizations and volunteers who worked together to coordinate this marvelous celebration of the holiday season in downtown Dover:

Actor's Attic
Central Delaware Chamber of Commerce
Chesapeake Utilities Corp.
City of Dover
City of Dover Parks & Recreation
City of Dover Police
City of Dover Public Works
DART Touch-A-Bus
Delaware State News
Dover Macaroni Kid
Dover Place Senior Living Community
Dover Public Library
Dover Tents and Events
Downtown Dover Merchants
Downtown Dover Partnership
Edgewell Personal Care

First State Heritage Park
First State Manufactured Housing Assoc.
Councilman Bill Hare
Imagine
Kent County Levy Court
Kidz Delight
Kiwanis Club of Dover
Main Street Dover
Restoring Central Dover
Robbins Hose Co. No. 1
SERVPRO of Dover/Middletown
St. Thomas More Academy
Tom 92.9 FM
UNITED Church
WBOC 16 / FOX 21
Wesley United Methodist Church
Brad Whiteknight
Gigi Windley

We would also like to thank those who added voices and dancing to our event:

Dance Groups:
Dance Conservatory Ballet Theatre of Dover
Delaware Ballet
The Dance Factory of Dover
Unbranded Dance

Singing Groups:
CDCC Board of Directors
City of Dover's Mayor & City Council
Delaware State News
Dover Air Force Base
Dover High School Select Ensemble
Friends & Alumni of St. John's School
Kent County Levy Court
Kent County Legislators
The Little School at Kids Cottage
Wesley Preschool & Playcare

And thank you, First State Manufactured Housing Association, for your generous donation to the food drive!



With one pull on the candy cane, the tree was lit!



City Hall was definitely dressed up for the occasion.



Wesley Preschool & Playcare shared some happy singing!



Delaware State News was on hand to Rock around the Christmas Tree.



Dover High School's Select Ensemble filled the night with a beautiful melody.



Dover's City Council members began the carol singing with "O Christmas Tree".



The Little School shared some enthusiastic singing!



The City Hall Holly Tree lit up the night!



The CDCC Board of Directors and Col. Safranek from DAFB.



Our CDCC Board Chairman, Shane Breakie.



Kent County Levy Court shared their Christmas spirit with the crowd.



Volunteers worked together to distribute the food donations to the places where they were most needed.



It takes a team to sort all the food donations before they are distributed.



Rudolph the Reindeer never sounded so good!



Wesley United Methodist presented a live nativity as part of the evening's activities.



Friends & Alumni of St. John's School officially ushered in Jolly Ol' St. Nick.



Thank you First State Manufactured Housing for your generosity!



We all waited for Santa with eager anticipation.



The crowd was happy to welcome Santa to the festivities!

The CDCC Christmas Party: A Happening Holiday Good Time

Many smiles... delicious food... jazzy holiday music... a warm, welcoming atmosphere... all components that contributed to the festive, holiday feel of this year's Christmas party. Hugs and laughs, handshakes and photos, conversation and re-connecting all signaled high spirits as Central Delaware's business community gathered to celebrate the holiday season.

Joe & Kristin Garronmone and their team at Roma Italian Ristorante truly turned our annual Christmas party into a Festa di Natale delizioso (a delicious Italian Christmas Fest)! Beautiful authentic Italian foods marked the occasion – meatballs, antipasto platters, pasta, and a variety of other delectable treats. In addition, guests enjoyed a sampling of wines and beers. The staff worked hard to ensure that everyone was well taken care of and felt very much at home.

Jazzy renditions of classic Christmas carols added to the ambiance of the evening. The Joe Baione Trio wowed the crowd with their talent and skill as they performed tune after tune of holiday favorites. Guests were singing along and tapping their toes as the trio entertained everyone.

Networking and door prizes found their place in the celebration, as well as a 50/50 drawing. With 145 people in attendance, it was easy to connect and re-connect with colleagues and exchange holiday greetings.

A special thank you to all of you who were able to attend this year's Christmas party. We would also like to share our gratitude with the folks at Roma Italian Ristorante and to our generous sponsors and contributors for making this evening of celebration possible:

- Bayhealth
- Artisans' Bank
- Hilton Garden Inn
- Mid Atlantic Scientific Services
- Pratt Insurance, Inc.
- State Janitorial Co.
- Weiner Benefits Group
- Excel Business Systems
- Horty & Horty, P.A.
- Paul Edwards Carpet
- Secure Data Computer Solutions
- Westside Car Wash/Clean Car, Inc.

The team at the Central Delaware Chamber of Commerce wishes all of you a Buon Natale and a Felice Anno Nuovo (that's Italian for a Merry Christmas and a Happy New Year)!



A very full room of very happy people.



The trio's renditions of our favorite holiday tunes were marvelous.



Guests enjoyed the stylings of the Joe Baione Trio.



The CDCC Staff wishes you a very Merry Christmas!



There were lots of smiles at the door!



Hardly recognized you guys without your red suits!



Some members danced their way in!



Christmas smiles from the Nolans.



Our 50/50 Helper shared her Holiday Cheer.



Many guests wore their best holiday gear.



Many thanks to our gracious hostess and the team at Roma.



The party was a "Rich" celebration.



Let the festivities begin!



Chesapeake Utilities in the house!



A great opportunity to network and catch up with Chamber friends.



LCD Class of 2019 was well represented.



Cannoli always bring joy!



A couple of gems share a smile.



Prizes, Prizes!



A very merry evening!



Diane Laird wins a beautiful 30th Anniversary Book from DASEF.

Member News

Wisdom Begins with Wonder: Making a Positive Impact Over 30 years!

Nestled in northern, rural Kent County on 39 acres of Big Oak Park, is a place where curiosity is welcomed, discovery is encouraged, and wonder is applauded. In this place, the science and technology of Earth and space are linked with the youth, educators, and the public through programs, lessons, visits, events, and experiences. One of the characteristics used to classify stars is their level of brightness. DASEF (also known as the Delaware Aerospace Education Foundation) is most certainly a bright, bright star one that has been shining in Central Delaware – and statewide – for 30 years!

Begun in 1989, DASEF's mission has remained clear: to inspire and educate the people of Delaware in Science, Technology, Engineering, and Mathematics (STEM), using the fundamental connection between Earth Systems and technology to understand our planet and its place in the universe. DASEF carries out this mission through a variety of opportunities and partnerships. DASEF is a serious destination for school field trips that are engaging, informative, and fun. Learning at DASEF is exploratory and experiential. The Outpost is home to some serious high-tech equipment, but that really isn't what draws people. "High-tech is important," remarks Dr. Stephanie Wright, founder and CEO of DASEF, "but it isn't always necessary. Kids can learn and experience through anything – designing, building, working together, co-operating, respecting one another's ideas."

Training and working as a public-school teacher, Dr. Wright understands the constraints of time on our schools' curricula. Math and Language Arts get top priority. "Other subjects, like science, have to take somewhat of a back seat. Kids sometimes miss out on experimentation and cooperative learning experiences," Dr. Wright, her staff, and her board are happy to provide students and teachers alike with a hands-on approach to understanding the connections between Earth and space and, in particular, our planet and how to care for it. Dr. Wright and her team of instructors, mostly retired teachers, bring the lessons to life for their visitors to the Outpost in 2-hour class sessions on the site. "How can one not be involved in this when you see their joy

and enthusiasm? Kids want to see... and to understand!" Dr. Wright commented.

In addition to visiting the Outpost for educational events, the teachers there also do outreach for schools and libraries. Family events are also scheduled, as well as birthday parties, where everyone can have a wonderful time working together and making learning a priority. Explorations and Evening Eyes on the Sky events draw a crowd interested in astronomy and learning about what they see in the sky at night. Each summer, DASEF presents several opportunities for a camp experience known as the Delaware Aerospace Academy. Overall, DASEF touches more than 25,000 individuals each year with experiences that widen their eyes, pique their curiosity, and expand their knowledge!

In addition to all the amazing programs and opportunities offered by DASEF, they are also in the business of building leaders. The CD-CC's Leadership Central Delaware (LCD) program has enjoyed a long relationship with the Outpost over the years. This relationship has been forged around community service. Each year, non-profit organizations submit proposals for projects that are chosen and implemented by our LCD classes. DASEF has faithfully submitted proposals over the years and our emerging leaders have embarked on projects like clearing walkways, planting gardens, and building benches. Through these projects, DASEF has been able to increase what they offer – and our leadership students have learned about time management, team-building, communication, planning, and the like. It's been a remarkable journey!

A visit to the Outpost is the best way to showcase so many of its incredible features. The Mountjoy Observatory portion of the Outpost building is home to the 16" Meade telescope. This remarkable piece of equipment allows guests a glimpse into space – real space – as they dabble in planetary and constellation studies, and serious star gazing. The Outpost is home to a classroom filled with amazing manipulatives for learning about life on earth and exploration in space. The signa-

ture butterfly patio out back is a great spot for observation or simply to relax and enjoy all that the surrounding nature has to offer. The unique Planetary Walk begins just outside of the Outpost with a granite marker for the sun and progresses across the property to Pluto's granite marker demonstrating the placement of the planets to scale. DASEF is careful to help people understand that the study of space is about more than just the exploration of other planets. "NASA isn't just about space exploration," commented Dr. Wright, "It's about going into space in order to look back at our planet and learn how to care for it!"

Along the Planetary Walk visitors can enjoy the magnificent beauty of DASEF's Galaxy Garden, even in the off season. This garden is a botanical representation of the Milky Way Galaxy. Every plant, leaf, and speck mirrors a portion of the Milky Way. Jon Lomberg, astronomical artist and founder of the Galaxy Garden idea, explains it this way: "It's taking the Milky Way Galaxy and scaling it down for people to understand." The ½ acre spiral is created to scale with plants representing stars, planets, asteroids, and anything else found in the galaxy. For example, gold dust plants, with gold specks on each leaf, were used to represent the stars and to show the vastness of the Milky Way. Based on current astronomical data, each speck represents roughly 100,000 stars! Mr. Lomberg's original garden is in Hawaii – DASEF boasts the second of three Galaxy Gardens in the entire world – the third is in Spain. As a final touch to the garden, Dr. Wright went in search of something sparkly for its pathways. She found that crushed coal has a very shiny, twinkly quality to it and used it to achieve the space-like effect. A working weather station has been installed near the garden, as well as a Sun Tower whose shadow illustrates the rapid rotation of the Earth.

Further along the Planetary Walk,

stands a stunning, one-of-a-kind piece of artwork created specifically for DASEF. The "Wisdom Begins With Wonder" statue was started by artist Charles Parks, and, upon his death, was complete by his student and colleague, Brad Vanneman. Mr. Parks, many of whose statues are concerned with the preservation of the Earth, once noted, "The point is to create symbols that fill a spiritual need in one's own time." The 20-foot sculpture, constructed of bronze and stainless steel, depicts a small group of children, representing a variety of ethnicities, walking or dancing on the Earth and reaching in wonder to space. The globe itself shows animals in danger of extinction. Dr. Wright commented that the artwork is "a significant tribute to a man with so much talent, grace, and humility."

The "Wisdom Begins with Wonder" sculpture serves to welcome guests to the Innovation Technology Exploration Center (ITEC), which is still under construction. Currently a completed shell, this 40,500 square foot facility will one day house 17 classrooms, amazing changeable displays, and overnight accommodations all constructed for the purpose of giving students of all ages experiences in which they can learn how Earth's systems interact

See Wisdom — Page 11



Wisdom Begins with Wonder



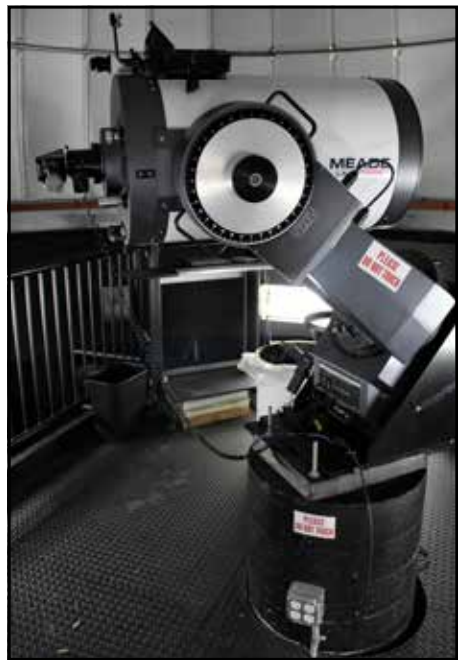
The Galaxy Garden – be sure and notice the beautiful bench, one of many built by our LCD program!



Innovation Technology Exploration Center



The Outpost's Amazing Classroom



The 16" Meade



Dr. Stephanie Wright, President & CEO



The Outpost and Observatory



The sun marker begins the Planetary Walk

Wisdom

Continued From Page 10

with technology, while protecting the Earth. According to Dr. Wright, the building is "NOT to be treated as a museum, but rather a place where students are immersed in experiences 'old school style' using hands on strategies – because they work!"

The hurdle standing between the current ITEC shell and completion is funding. To date, DASEF has no debt. "Everything is paid for," said Dr. Wright. "There's no debt. We save our money until we can afford to cover the cost of the next construction package or until we get grants to cover the price." Funded by grants from NASA, the State of Delaware, businesses, non-profits, a 99-year leased land donation from Kent County Levy Court and individual donors, DASEF has invested millions in its facilities and programs. There is talk of a Wisdom Begins with Wonder Initiative starting soon to help raise the needed \$7,250,000 to complete the project. Once completed, Dr. Wright and the board have a definite plan for the interior décor – and she has saved items over the years that will help to create the atmosphere the team has always envisioned.

Dr. Stephanie Wright is the quintessential teacher. Starting her career as a music teacher, she has always loved to tap into the creativity of kids and help them explore and discover. She has a passion for learning. In 1985, Stephanie won one of two Delaware slots and was a semi-finalist in President Reagan's National Teacher-in-Space program. She wanted to compete

for a seat on the Space Shuttle. After witnessing the tragedy of the Challenger disaster in 1986, she resolved to help children understand that good can come from any situation. She began her quest to inspire them to create a link between the science and technologies of Earth and space. From that point on, she "never looked back." She worked for a time as Delaware's Aerospace Resource Educator. She eventually made the transition to put all her time and energy into DASEF and, for 30 years, she has served as its President and CEO.

According to Dr. Wright, DASEF's biggest challenge is that "People don't know we're here. We would like them to understand what we have and what we do. We are an innovative and progressive organization. We're always on the move... and we simply don't have time to toot our horn!" Dr. Wright and her team do not want to be Kent County's "best kept secret." They are intent on touching as many as possible with their message and the experiences they offer. They need people to spread the amazing word about what they're doing! The incredible work that is being done by the folks at DASEF is imperative. Stephanie explained it this way: "We all have a stake in preparing our youth of today for a bright competitive tomorrow."

Please join the Central Delaware Chamber of Commerce as we wish Dr. Stephanie Wright, her 12-person board, her 9-person staff, and all the lives they've touched a heartfelt thank you, a very Happy 30th Anniversary and best wishes for a bright, bright future! For more information about DASEF, to schedule a visit, or to make a donation, please call (302) 659-5003 or visit www.dasef.org.

Forecast

Continued From Page 1

ing come to us with a great deal of expertise and insight. Jason Castelluccio, Sr. Vice President at Nuveen will address the current state of the economy at the national level. Edward Ratledge, Associate Professor and Director of the Center for Applied Demography & Survey Research at the University of Delaware will share his perspective. On a local level, Linda Parkowski, Executive Director at Kent Economic Partnership will share her knowledge on the financial health

of Kent County, while also giving an update on her progress with bringing new businesses into the area. These seasoned technicians in the field will not only share facts, but they will also discuss the implications they have for impacting our business community. While economic forecasts are just predictions, knowing the direction of an ever-moving economy can certainly have an impact on plans for the new year.

It's not too late to register for this event – the registration deadline is Thursday, January 9th. For more information or to register TODAY, call the CDCC Office at (302) 734-7513 or email us at adminassistant@cdcc.net. We hope to see you in January as, together, we learn more about the state of the economy!

Trifecta

Continued From Page 1

and services to 125+ CDCC members!

January's event will also be marked with all the standard components of our monthly Sunset Business Mixers. Mixers are a great opportunity for CDCC members and their guests to meet other business owners and collect qualified leads in a casual setting. Complimentary refreshments will be provided. Don't forget your business cards – you can share them with other attendees and enter the business card drawing to be the next CDCC Member of the Month or win door prizes!

For more information on our Trifecta event or to register, please call the CDCC Office today at (302) 734-7513 or visit us at www.cdcc.net and sign up through our Events Calendar. We hope to see you in January for this unique way to kick off a new year!

D.A.F.B.

Continued From Page 1

itary personnel, and the perfect chance to express our support and gratitude for their mission at Dover Air Force Base.

For security reasons, reservations are REQUIRED. Contact the CDCC Office at (302) 734-7513 or adminassistant@cdcc.net to RSVP by January 28th. When making your reservation you will be asked to provide the full name, date of birth, and driver's license number & state of issue for each attendee that does not already have base access. On the evening of the event, have your photo ID available when you enter Dover Air Force Base at the Main Gate. You will be directed from there to The Landings where the Military Affaire is being held.

****No Federal endorsement either expressed or implied.**

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www.DelBiz.com
Delaware
DIVISION OF SMALL BUSINESS



CDCC Member List by Business Category

*indicates a 5 Star Member

55+ Adult Communities

Noble's Pond*
Benchmark Builders
Champions' Club at Jonathan's Landing
Ingleside Homes Inc.
Luther Towers of Dover
Westminster Village

Accountants

Faw Casson*
Wattay Accounting - Smyrna*
Raymond F. Book & Associates, PA, CPA's
First State CPAs
H & R Block Company
Horty & Horty, PA- Douglas R. Phillips
Jefferson, Urian, Doane & Sterner, PA
Liberty Tax Service
Luff & Associates, PA
Mitten & Winters, CPA
S&G Accounting & Tax Services
Sandra S. Gulledge, CPA, PA
Wattay Accounting - Milford

Advertising

Delaware Indoor Advertising Network, LLC
DelawareOnline/LOCALiQ
Effectv
GOAT Ads Marketing

Advertising Specialties

Instant Imprints of Delaware

Aircraft

Boeing

All Natural Products

EUPHORIC HERBALS
Hempworx/MDC - Surowiec
Wallflower Farm

Animal Shelters

Brandywine Valley SPCA

Apartments, Condominiums & Townhomes

Blue Hen Apts LLC
Colonial Investment
& Management Co., Inc.
Westover Companies - Lake Club Apts

Architects & Planners

Becker Morgan Group, Inc.*

Assisted Living Communities

Dover Place Senior Living
State Street Assisted Living

Attorneys

Delaware State Attorney General's Office
Barros,McNamara,Malkiewicz & Taylor, P.A.
Hudson, Jones, Jaywork & Fisher
Law Offices of Bonnie M. Benson
Parkowski, Guerke & Swayze, P.A.
The Malmberg Firm, LLC

Auction Services

Spence's Bazaar & Flea Market, Inc.
Stephen R. Harrell Auctioneer, LLC

Automobile Dealers & Service

Detailing by WENDELL*
i.g. Burton & Co., Inc.*
APW International
Felton Holly Kia
Hertrich's Capitol Lincoln Mercury
Holden Dodge, Inc.
Kent County Motor Sales Co.
C.F. Schwartz Motor Co., Inc.
Willis Chevrolet, Inc.

Automobile Repairs & Body Service

Meineke Car Care Center #607
Patriot Auto & Truck Care LLC
Pugh's Service

Background Searches

John H. Brothers

Bakery

Bavarian Bakery & Deli
Dolce Bakery and Coffee Shop
Sweets & Treats

Members Listing



Banks

Artisans' Bank
Citizens Bank
Dover Federal Credit Union-Smyrna
Fort Sill National Bank
M&T Bank - Commercial
M&T Bank - Dover Main
MidCoast Community Bank
PNC Bank
PNC Bank Delaware - Greentree Branch
Provident State Bank
Shore United Bank - Camden
Shore United Bank - Dover
TD Bank - Dover
TD Bank - Limestone
WSFS Bank - Camden Branch
WSFS Bank - West Dover Banking Office

Banquet Facilities

Dover Elks Lodge #1903
Heritage Shores
The Great Hall at St. Andrew's
The Outlook at the Duncan Center

Beverages

Pepsi Bottling Ventures of Delmarva
The Golden Fleece Tavern

Brewery

Fordham & Dominion Brewing Co.
Mispillion River Brewing

Brick Supply

Delaware Brick Co.

Builders-Developers-Management

Lessard Builders, Inc.*
D.R. Horton
Green Diamond Builders, Inc.
Lenape Builders, Inc.

Building Supplies

ABC Supply Co.
Pole Building Supplies

Business & Economic Development

Delaware Dept. of Labor
- Employment and Training*

Business & Executive Coaching

Fore Insight Group, Inc.
iDIMENSIONS
Jonathan L. Parker & Associates, LLC
Shape Up Sales Coaching

Business Counseling

SCORE

Business Loans

True Access Capital

Business Services

Angle Financial and Business Services*
BBSI
Better Business Bureau Serving DE
IncorpNation LLC
Laura Blaze Virtual Assistant LLC
U.S. Small Business Administration
Small Business Development Center

Car Wash

Coastal Car Wash
Westside Car Wash/Clean Car, Inc

Carpet Cleaning

Cleaning by Rafael
Hampton Enterprises of Delaware Inc.

Carpet, Tile & Flooring

Paul Edwards Carpet

Catering

Pizzadili's Deli and Catering/ Winery
Salad Works

Cellular Services

Verizon Wireless
(Fieldstone Shopping Center)*

Cement, Concrete, Sand,Gravel & Stone

Atlantic Concrete Co., Inc.
Porter's Sand & Gravel, Inc.

Chambers Of Commerce
Delaware State Chamber of Commerce
Middletown Area Chamber of Commerce
Chamber of Commerce for Greater Milford, Inc.

Child Development

Boy Scouts of America - Del-Mar-Va Council
Boys and Girls Club of Delaware
Children's Beach House, Inc.
Precious Moments Preschool & Childcare Center

Chiropractors

C-Schell Chiropractic
Delaware Intergrated Health Care
Delmarva Chiropractic and Wellness Center
Dover Family Chiropractic

Churches

The Salvation Army
Wesley United Methodist Church

Cleaning - Industrial & Commercial

Freedom Cleaning, LLC
Office Pride Commercial Cleaning

Cleaning- Residential

Merry Maids

Coffee - Gourmet

Starbucks Capitol Station
The House of Coffi

Collection Agencies

Kearns Brinen & Monaghan, Inc.
SCJ Commercial Financial Services

Commercial Leasing

Carroll Properties ,LLC
JBA Greentree Properties LLC
KRM Development Corporation

Communication Services

Magnum Electronics, Inc.

Community Program

Delaware Crime Stoppers

Computer Repair & Services

Bob Johnsons Computer Stuff, Inc
Fix Ur Crack
Secure Data Computer Solutions, Inc.
Techno Goober

Computer Sales, Service & Training

Delaware Micro-Computer, LLC

Computer Services

BDK Inc., I.T. Services
DelmarvaVoIP.com

Construction

George & Lynch, Inc.*
Apex Builders
BNC REALTORS 1000 L.L.C
Delaware Contractors Association
Delmarva Pole Buildings
Emlyn Construction Company
Jones Construction Group
Kent Construction Company, Inc.
Lighthouse Construction, Inc.
Richard Y. Johnson & Son, Inc.
Teal Construction, Inc.

Construction Equipment

Burke Equipment
Iron Source

Construction Management

EDiS Company

Consultants

Compliance Management International
Environmental Alliance Inc.
Goeins Williams Associates Inc.
Ocean Marine Nav Inc.
Red Sapphire Consulting
RGP Consulting LLC

Contractors-General

Brooks Machines
Capricorn Construction, LLC
Moore Seal, Inc.
W.D. Pressley, Inc.
Sunnyfield Contractors, Inc.
Yencer Builders, Inc.

Copiers & Copy Services

Affordable Business Systems
Delmarva Printing Inc
Excel Business Systems
Staples Copy & Print

Cosmetics

Merle Norman Cosmetics

Counseling

Kent Sussex Community Services

Country Club

Maple Dale Country Club
Wild Quail Golf & Country Club

Credit Card Processing & Equipment

Clearent Merchant Processing

Credit Unions

Del-One Federal Credit Union*
Dover Federal Credit Union
- Headquarters*
American Spirit Federal Credit Union
Cooperative Credit Union Association, Inc.
Tidemark Federal Credit Union
- Milford Branch

Culinary Arts

La Baguette Bakery & Catering*

Dental Care

All Smiles Family & Cosmetic Dentistry
Alpine & Rafetto Orthodontics
Care First Dental Team
- Robert R. Coope, DDS
Family Dental Associates
Lawrence A. Louie, DMD

Dermatology

Burke Dermatology

Disability Services

Choices for Community Living - Delaware
DHSS-DVI
True Mobility, Inc.

Dry Cleaners/Laundry

Capitol Cleaners & Launderers, Inc.

Economic Development

Delaware Division of Small Business
Delaware Prosperity Partnership
Downtown Dover Partnership
Kent Economic Partnership
World Trade Center Delaware

Education & Training

Aurora Academy of Hair Design*
Elevations Unlimited*
Children & Families First
Delaware Division of Libraries
Energy Leadership, LLC
Everyday Hero CPR & First Aid
Junior Achievement of Delaware
Leadership Delaware, Inc.
Leadership Techniques, LLC
POLYTECH Adult Education
Smyrna School District

Educational Services

Delaware Aero Space Education Founda-
tion
Grand Canyon University

Elder care

Caring Hearts Home Care, LLC*

Electricians & Electrical Supplies

ShureLine Electrical*
Dover Electric Supply Co., Inc.
Towles Electric Inc.

Embroidery

Creative Logo Apparel

Employee Benefits

Delmarva Benefit Group

Employment Agencies

Community Integrated Services
Easterseals of DE & MD's Eastern Shore
Affinity Energy Management
Lawson Home Services, LLC

Engineers

Century Engineering, Inc.
Duran Engineering Logistic and Trade Inc.
i3a LLC Consulting Engineers-Constuc-
tion Managers
KCI Technologies, Inc.
Landmark Science and Engineering
Luriware Consulting Agricultural Engineers
LLC
Mountain Consulting Inc.

Entertainment & Recreation

Harrington Raceway & Casino, Inc.
Best Bet 302
The Delaware State Fair, Inc.
Dover International Speedway
First State Improv LLC
Mobile Cloud Video Game Party
Smyrna Opera House

Entertainment Production

Affinity Entertainment DE LLC
First Track Entertainment LLC

Environmental Services

Miller Environmental Services Inc

Event Planning

Creative Vision
Gritton Productions, Inc.
TAG EVENTS
TEDxDover (Maverick Class LLC)
The Bold Companies
TriSports Events Management

Farm Equipment

Taylor & Messick, Inc.

Farm Market

Fifer Orchards, Inc.

Financial Planning/Investments

Diamond State Financial Group*
Jewell Robinson Insurance and Financial
Services*
Merrill Lynch*
Primerica - Erlene George*
Wealth Management Group, LLC*
BIG Investment Services
Black Diamond Financial Solutions, Inc.
Compass Investment Advisors, LLC
Edward Jones - Daneman
Edward Jones Investments - Christopher
Smith, CFP®
Edward Jones - Wearden
J.A. Hill Associates
Key Advisors Group, LLC

Fire Protection Services

BFPE INTERNATIONAL, Fire, Safety &
Security
Forever Fit Foundation
Orange Theory Fitness
Snap Fitness

Florists

Jen-Mor Florist*
Plant, Flower & Garden Shops
- Dover Florist*

Food Service

Five Star Home Foods
HAASS' Family Butcher Shop

Food Vendor

Charlie's Dirty Water Hot Dogs & More

Fuel, Oil & Gas

Kent Oil & Propane Company LLC
Service Energy / Poore's Propane
Suburban Propane, LP

Funeral Services

Bennie Smith Funeral
& Limousine Services
The House of Wright Mortuary
& Cremation Services, Inc.
Torbert Funeral Chapel
Trader Funeral Home, Inc.

Furniture

Johnny Janosik, Inc.
Magnolia Furniture, Inc.
Urban Furniture Outlet

Glass & Mirror

Go Glass*

Golf & Tennis Clubs

Jonathan's Landing Public Golf, Inc.

Government

Representative Andria L. Bennett
U.S. Congresswoman
Lisa Blunt Rochester
Senator Colin Bonini
Representative William Bush
Town of Camden
Governor John Carney
U.S. Senator Thomas R. Carper
Representative William J. Carson
U.S. Senator Chris A. Coons
Delaware Department of Insurance
Delaware Department of State
Delaware National Guard
Delaware State Auditor Kathy McGuiness
Office of the State Treasurer
City of Dover
Senator Bruce C. Ennis
Delaware Employer Support
of the Guard & Reserve
Lt. Governor Bethany Hall-Long
City of Harrington
Kent County Levy Court
Kent County Sheriff
Senator David G. Lawson
Representative Sean M. Lynn
Representative W. Shannon Morris
Senator W. Charles Paradee
Representative Charles S. Postles, Jr.
Representative Bryan W. Shupe
Town of Smyrna
Representative Jeffrey N. Spiegelman
United States America
Federation Enterprise
Representative Jesse R. Vanderwende
Senator David L. Wilson
Representative Lyndon D. Yearick

Graphic Design

Splash! Designworks*
Blue Dogg Design
NST Enterprises
WEEKFISH

Gymnastics

Fly High Cheer and Tumble*
Stick It! Gymnastics

Hair Salon

ARTT Studio 4 Hair
My Salon Suite
Shears 13 Salon

Health & Diet Food Products - Retail

Hempworx - Williams
Your CBD Store

Health Services

Eden Hill Medical Center*
Post Acute Medical
Advanced Medical Physicians
Affinity Home Care Services
Alternative Solutions
Bayhealth Medical Center
ClearCaptions

Community Midwifery Services Inc.
Delaware Health Information Network
Delaware Hospice, Inc.
Delaware Prostate Cancer Coalition
Dover Behavioral Health System
Dover Family Physicians, P.A.
Express Care Walk In
Medical Centers
Genexe
GenRx Testing Solutions, LLC
Gracious Heart Nursing Services, LLC
Nephrology Associates, PA
NorthNode Group Counseling
Nurse Next Door
Westside Family Healthcare
New Day Women's Medical
Wellness Center

Health/Fitness

CNU Fit, LLC*
Jazzercise at the Capital Grange
The ICE House Wellness & Community

Hearing Aids

Beltone Hearing Center

Heating & Air Conditioning

Atlantic Refrigeration
& Air Conditioning, Inc.
Barkley Heating & Air, LLC
Johnstone Supply
Midstate Fuel & Services
Schlosser & Associates
Mechanical Contractors
Service Unlimited, Inc.

Home Health Care

Americare Home Solutions*
Home Instead Senior Care*
Bayada Home Health Care at Bayhealth
Christiana Care
Visiting Nurses Association
Compassionate Care Hospice
Seasons Hospice
& Palliative Care of Delaware

Home Improvements

Bright Side Exteriors*
1st State Accessibility, LLC
All Around Maintenance, LLC
Bath Saver, Inc.
Builders Integrity, Inc.
Ferris Home Improvements
Herl's Bath & Tile Solutions
LeafFilter North of Maryland, LLC
Renewal by Andersen
Sir + Frederich and Son Handy Services
Ken Stockslager & Son, Inc.
Weaver's Construction, Inc.

Homeless Shelter

Central Delaware Housing Collaborative
Dover Interfaith Mission for Housing

Hotels & Motels

Dover Downs Hotel & Casino*
HOME 2 Suites / Axia Management
Atlantic Sands Hotel & Conference Center
Best Western Galaxy Inn
Brighton Suites Hotel
Capital Inn of Dover
Comfort Inn - Rehoboth
Comfort Inn & Suites Dover
Comfort Suites - Dover
Fairfield Inn & Suites
Hampton Inn - Milford
Hampton Inn-Dover
Hilton Garden Inn
Holiday Inn
Holiday Inn Express
Holiday Inn Express- Harrington
Eagle Hospitality Group, LLC
- MainStay Suites
Residence Inn, Dover
Sleep Inn and Suites

Ice Cream

Ry's Chilly Creations
- RCC Interprises, LLC
TRE SORELLE DOLCE ICE CREAM &
MINI GOLF

Incorporating Service

A Registered Agent Inc.
Corp1, Inc.
Incorporating Services, Ltd.
PARASEC - PARACORP Inc.

Individuals

Janie Libby*
Ken Abraham
Bailey
Robert M. Berglund
Alex Contant
Sandy Dale
Downes
Albert Evans
Jim Flood Sr.
Tyler Foresta
Al Hause
Dan Houghtaling
Nina Jenkins
Mary F. Kaltreider
Aurora King
Larence Kirby
Dan Mikkelson
Peter A. Oldziey & Associates, PA
Ronald B. Outten
TS Miller
Rena Tucker
MGeneral Frank Vavala
Steve Welde

Industrial Maintenance Supplier

Fastenal Company
Mid Atlantic Industrial Sales Inc.

Industrial Parks

Veeco Park, Inc.

Information Technology

GoodBetterBest Technologies, LLC*
Progressive Software
Computing Inc - PSCI
Wagamon Technology Group, LLC.

Insulation - Commercial & Industrial

County Group Companies

Insurance

Aflac Mid Atlantic Region Team - Sack*
L & W Insurance Agency
A to Z Insurance
Aetna Medicare Solutions - PA
Allstate Parris Patten Insurance Inc.
Avery Hall Insurance Group
Conner Strong & Buckelew
Danny Schanne State Farm Insurance
Harrington Insurance Agency, Inc.
Humana
Liberty Mutual Insurance
Pfister Insurance, Inc.
Pratt Insurance, Inc.
Regulatory Insurance Services, Inc.
State Farm Insurance
- Bennett Ins. Agency Inc.
Bob Simmons State Farm
Insurance Agency
Steele & Co Consulting
DFG Inc., DBA Still Insurance Agency
Transamerica Agency Network
Weiner Benefits Group

Insurance - Commercial

Williams Insurance Agency Inc.

Insurance-Health

Allen Ins. Assoc Inc. t/a Allen Ins. Group
Highmark Blue Cross Blue Shield Dela-
ware
Humana - Kimberly Hopper
Humana - Lisa Parker

Interior Decorators & Designers

Partners in Design, LLC

International Shipping

InXpress Tristate

Internet Consulting/Web Design

Delmarva Digital
Internet Solutions
Bloosurf
Telepathy Networks, LLC

Investments/Securities

Janney Montgomery Scott LLC

Janitorial Supplies

State Janitorial Supply Co.

Jewelry

Sayers Jewelers & Gemologists Inc.*
Knights Fine Jewelry Ltd.
Touchstone Crystal by Dawne

| 14 | | Chamber Connections, December 2019 | |
|---|---|---|--|
| Junk Removal JDog Junk Removal* | Mortgage Companies Caliber Home Loans - Newark CMG Financial Embrace Home Loans Fairway Independent Mortgage Corporation First Home Mortgage Guaranteed Rate Mortgage Keystone Funding Supreme Lending Union Home Mortgage | Kent County Republican Committee Kent-Sussex Industries, Inc. The Leukemia & Lymphoma Society Meals On Wheels Delaware Miss Utility of Delmarva NCALL Research, Inc. People's Place Pressley Ridge Read Aloud Delaware Ronald McDonald House of Delaware United Cerebral Palsy of Delaware United Way of Delaware USO Delaware Women in Leadership Development & Empowerment Inc | Professional Services Bannerseason* Frontline Inspections HearingLife Heartland |
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CDCC joins Steppin in Style for a Ribbon Cutting Ceremony

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Steppin in Style on Monday, December 9, 2019 at 1 pm. The ceremony was held at their location at 2131 S. DuPont Highway in Dover. Chamber staff, ambassadors, and friends joined Marsha Guy as she celebrated the opening of her new business, Steppin in Style. Marsha is excited to have this ribbon cutting serve as her announcement to the members of the Dover community that Steppin in Style is here and is ready to serve them!

Steppin in Style is a fully functioning Boutique that specializes in providing service to plus size women in a beautiful, exquisitely chic atmosphere. While smaller sizes are also available, the target audience for Steppin in Style is plus size ladies who are seeking fashionable, comfortable clothing in what have now become the average sizes for

American women (16 – 18). Steppin in Style offers a large inventory of special event attire, business attire, clergy attire, date night and everyday wear, including shoes, handbags, etc. Steppin in Style embraces curvy plus size women and gives them a place to shop that takes the stress out of finding well-fitting fashions for any occasion. Marsha has worked hard to create a place that is friendly and affordable so that, when her clients “step out,” they are Steppin in Style.

Steppin in Style’s owner, Marsha Guy, feels that plus sized women often have very few clothing choices in mainline stores. She believes that women of any size deserve the opportunity to find clothes that fit properly and fashionably without experiencing the frustration of tugging and pulling on clothes that are clearly designed without their body type in mind. Marsha chooses to see the beauty in women – all women. This foundational sentiment was the motivation for her shop’s slogan



“the place where beauty and fashion meet.”

A proud member of the Central Delaware community, Marsha is anxious to find ways to give back to the Dover community. With a clear understanding that children are our future, Marsha is committed to providing scholarships to help young people as they pursue a college or trade school education. This effort began after the death of Marsha’s mother in 2015 after a full life of 96 years. These scholarships are fund-

ed in a variety of ways including fund raisers and other donations and are given in memory of Marsha’s mom. Marsha loves to see the community come together to provide funding or offer experiences that will enhance and enrich the education of our next generation of leaders.

To learn more about Steppin in Style, please call (302) 538-8525. Please join the Central Delaware Chamber of Commerce in congratulating Marsha and her boutique, Steppin in Style.

CDCC joins Wallflower Farm Country Store and Creamery for a Ribbon Cutting Ceremony

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Caring Wallflower Farm Country Store and Creamery at 9 am on Saturday, November 30, 2019. The ceremony was held at their location at 4977 Kenton Road in Dover. Chamber staff and friends joined the folks at Wallflower Farm as they recognized the hard work and dedication of their family members and friends who helped make the dream of this business become a reality – and as they celebrated the official opening of Wallflower Farm Country Store and Creamery.

Wallflower Farm is a small, working farm that raises organically fed, free range chickens for eggs, as well as goats and horses. The mission of Wallflower Farm is to provide the community with a farm friendly market where local artisans and those in the agricultural industry can sell their goods. Tracie Reinhardt and her family have owned Wallflower Farm for more than twelve years and for much of that time they have dreamed of opening a Country Store and Creamery, where they can sell their eggs and goat milk soap made right on the farm, in addition to products made by Hopkins Creamery. They know that, as the community purchases products produced by these local farmers,



beekeepers, and other artisans, they, too, have an opportunity to support local industry. Born and raised in Delaware, Tracie’s family could think of no better way to start a business than through their own farm.

A proud member of the Central Delaware community, Wallflower Farm strives to support local artisans and the agriculture industry in general. This is their way of giving back to the local community. They are eager to promote products that are grown and crafted right here in the middle of our state.

In addition, they also wish to support our local military personnel and first responders by offering a year-round 10% discount to them as a thank you for what they do.

To learn more about Wallflower Farm Country Store and Creamery, please call (302) 753-0676 or visit their Facebook page at <https://www.facebook.com/wallflower-farm-213192659595535>. Please join the Central Delaware Chamber of Commerce in congratulating the folks at Wallflower Farm!

CDCC joins Trini Quizeen Restaurant for a Ribbon Cutting Ceremony

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Trini Quizeen Restaurant on Friday, December 6, 2019 at 3 pm. The ceremony was held at their new location at 1855 S. DuPont Highway in Dover. Chamber staff, ambassadors, and friends joined the folks at Trini Quizeen as they celebrated the official grand opening of their business!

Nicole Ali, owner, and her husband and chef, Darryl, are excited to bring authentic Caribbean foods from Trinidad and Tobago to Central Delaware. Both hailing from these islands, the couples’ inspiration to begin their restaurant began with encouragement from their friends – and long-time guests at their dinner table! After three years of tent events, African American Festivals, Family Reunions, and Trinidad & Tobago

picnics, they decided that the time for their lives as restauranteurs had arrived. They are thrilled to bring something entirely new to their customers taste buds and they promise that “once you try it, you won’t be able to resist!”

The Ali’s are thrilled to be proud members of the Dover community and are already finding ways to give back. They worked with Code Purple to help feed a beautiful Thanksgiving dinner to people in need. They plan to maintain their strong connection with Code Purple and with friend and mentor, Charles Boyer. They are interested in making sure that all their food is used and never wasted. To that end, they will be donating any overages in product to those in need.

To learn more about Trini Quizeen Restaurant, please call (302) 608-5320 or visit their Facebook page at <https://www.facebook.com/trini.quizeen/timeline?l=10000024103025%3A100016126083116%3A1575469756> Please join the



CDCC in congratulating the Ali’s as they celebrate the grand opening of Trini Quizeen!



CDCC joins Westminster Village for a Ribbon Cutting Ceremony

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Westminster Village's Transitional Care Unit at 4:30 pm on Wednesday, December 4, 2019. The ceremony was held at their location at 1175 McKee Road in Dover. Chamber staff, ambassadors, and friends joined the folks at Westminster as they celebrated a relaunch of their 14-bed transitional care hospital to home program, Your Path to Possible.

In 2017, Westminster Village Dover completed a \$10 million renovation which included a transitional care unit featuring 14 private rooms each with private walk in showers. Since that time, they have had great success stories and want the public to understand the great service that is available for the Dover community. Their Transitional Care Services team views caring as a calling; how they treat patients as individuals is just as important as the health care they provide. Patients will benefit from their not-for-profit distinction that gives them the freedom to get to know each patient individually and concentrate on their needs.

Guided by the life and teachings of Jesus, the mission of Presbyterian Senior Living is to provide compassionate, vibrant and supportive communities and services to promote wholeness of body, mind and spirit. Many people need additional therapy and care as they leave the hospital, but are not quite ready to go home. Transitional Care Services at Westminster Village is their path

to the possible. Your Path to Possible provides patients with Transitional Care, including short term rehabilitation, Long Term Care, Assisted Living, Memory Support and Independent Living. The caring team at Westminster is on hand to help patients meet their personal wellness, activity goals and get them back to their lives and homes.

Westminster Village is Kent County's ONLY continuing care retirement community, providing a vibrant and engaging environment for seniors to thrive and grow. Volunteerism is a key component to this initiative. Over 75% of the residents at Westminster Village volunteer in the community, which is well above the state's average of 20% for seniors. Westminster Village supports Toys for Tots, Lions Club, Ronald McDonald House, Flags for Heroes and Be A Santa to a Senior amongst others. Westminster Village also strives to host various intergenerational events involving local schools and youth groups including Caesar Rodney Silent Helpers, FSMA Leo Club and Girls on the Run. We are continuously seeking community involvement opportunities.

To learn more about Westminster Village, please call (302) 734-3600 or visit www.wmvdover.org. Please join the Central Delaware Chamber of Commerce in congratulating Westminster Village on the relaunch of their Transitional Care Unit and their program, Your Path to Possible!

CDCC joins Caring Hearts Home Care for a Ribbon Cutting Ceremony



DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Caring Hearts Home Care, LLC, at 12 pm on Wednesday, December 11, 2019. The ceremony was held at their location at 838 Walker Road, Ste 22-3 in Dover. Chamber staff, ambassadors, and friends joined the folks at Caring Hearts Home Care as they celebrate their five years of service to the Dover community.

Caring Hearts Home Care, LLC was founded by Dawn Sbriglia in 2014 with one goal in mind: providing quality care for seniors in their homes, while maintaining independent living that seemed so vital for their physical and mental health. When starting Caring Hearts, she made the decision to write her own company's policies and procedures, in order to gain a better understanding of the governing laws that are in place to protect clients, and to ensure their high quality.

Prior to Caring Hearts, Sbriglia spent more than 20 years in the medical field. Beginning with her time spent as an EMT, Dawn knew that she had a passion for helping others. This passion continued to grow through her nursing career where she worked in a hospital setting, long term care, and senior living facilities. This experience

inspired her to find a way to use her skills, passion, and innate desire to help seniors, by opening an in-home care agency. She opened her business in 2014 and found a way to help seniors maintain independent living. She now has a management team and an amazing group of caregivers who share this passion and goal.

Caring Hearts Home Care provides an affordable and compassionate option that provides care for aging family members. The talented staff there becomes an extension of family that can assist with the challenges of aging, while preserving the dignity of the client. This support combined with the opportunity to maintain the consistency of staying at home – especially during a time when it may feel like the client's whole world is changing -- can make all the difference. With ever-changing needs, Caring Hearts makes it a priority to support the client and his/her family every step of the way while staying true to what's most important -- quality care.

For more information about Caring Hearts Home Care, please call (302) 734-9000 or visit their website at www.caringheartshc.com. Please join the CDCC in wishing Dawn and her team at Caring Hearts Home Care a very Happy 5th Anniversary!

CDCC joins Bayhealth for a Ribbon Cutting Ceremony

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Bayhealth Primary Care, Dover, West on Wednesday, December 18, 2019 at 3 pm. The ceremony was held at their new location at 720 S. Queen Street in Dover. Chamber staff, ambassadors, and friends joined the folks at Bayhealth as they relocated and renamed one of their Bayhealth Medical Group practices. Formerly known as Bayhealth Primary Care, Bayhealth Primary Care, Dover, West has expanded and relocated to its new location!

Bayhealth's mission is to strengthen the health of the community, one life at a time. As central and southern Delaware's largest healthcare system, Bayhealth is comprised of Bayhealth Hospital, Kent Campus and Bayhealth Hospital, Sussex Campus, the freestanding Emergency Department in Smyrna as well as numerous satellite facilities and employed physician practices encompassing a variety of specialties. Bayhealth Primary Care, Dover, West has expanded its team of highly trained physicians, clinical staff,



and administrative support team in order to serve more patients and enhance the care and patient experience they provide.

The Bayhealth Primary Care, Dover, West team offers exceptional care for patients of all ages and their families. Three family medicine doctors are trained to provide comprehensive care to all family members, including pregnant women, newborns and children. Two internal medicine doctors specialize in care for adults, ages 18 and older, as

well as the prevention, diagnosis and management of disease and chronic conditions. Four of these doctors are now accepting new patients. The practice includes:

- Patience Ankomah, MD, Family Medicine
- Zulehuma Rather, MD, Internal Medicine
- Shailly Saini, MD, Family Medicine
- Amita Jain, MD, Internal Medicine
- Brintha Vasagar, MD, Family

Medicine

A proud member of the Central Delaware community since its beginning in 1927, Bayhealth supports and sponsors community events throughout central and southern Delaware that align with their mission. They also offer community members the tools and support they need to live their healthiest lives and provided more than \$118 million in community benefits in FY17. Bayhealth has been a strong and active member of the Central Delaware Chamber of Commerce for many years and has played a large part in supporting the Leadership Central Delaware program throughout the years.

To learn more about Bayhealth Primary Care, Dover, West, please call (302) 744-7013 or visit www.bayhealth.org. Please join the CDCC in congratulating Bayhealth as they celebrate the re-naming and relocation of Bayhealth Primary Care, Dover, West.

CDCC joins Orange Theory Fitness for a Ribbon Cutting Ceremony

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Orange Theory Fitness on Friday, December 6, 2019 at 12:30 pm. The ceremony was held at their location at 50 N. DuPont Highway, Suite 12, in Dover. Chamber staff, ambassadors, and friends joined the folks at Orange Theory as they celebrated the opening of the company's newest location. After seven months of pre-sales, ten months of construction, over 250 founding members, the help of an amazing staff, and the support of the local community, the team at Orange Theory are ready to celebrate what they are bringing to Central Delaware!

The team at Orange Theory Fitness has one goal: to assist all members in achieving their personal fitness goals and live healthier lives. To that end, they offer a science-backed, technology-tracked,



coach-inspired group workout designed to produce results from the inside out. The Orange Theory workout, designed to metabolically charge the body, is effective for all fitness levels. The folks at Orange Theory pride themselves on making it simple for clients to push themselves and be their personal best. They firmly believe that people shouldn't "live to exercise" – instead, people should "exercise to live."

Orange Theory offers fitness plans that can fit any lifestyle. They provide three different memberships ranging from 4 classes per month to unlimited classes per month. In addition, packages for people on the go are also available. Orange Theory also offers two products designed to track clients' fitness progress: the OTBeat Core and the OTBeat Burn. The fitness center will also have a fully stocked merchandise store.

A proud member of the Central Delaware community, Orange Theory Fitness has worked hard to spread their message by attending many local events, including the Delaware State Fair and festivals at Fifer Orchards. They are excited to continue their involvement with local businesses and events. As a way of giving back to the community, Orange Theory plans to sponsor healthy food drives, coat drives, and the like. They are excited to partner with the Dover community and are grateful for the support they've received as they've worked to open their new location.

To learn more about Orange Theory Fitness, please call (302) 469-3572 or visit their website page at <https://www.orangetheoryfitness.com/>. Please join the Central Delaware Chamber of Commerce in congratulating the folks at Orange Theory Fitness!

Analysis: Delaware's Permitting Process Makes State Less Competitive, Inhibits Economic Development

Fast Track Approvals, Streamlined Communication, and Greater Transparency and Predictability Needed to Strengthen State's Business Environment

Wilmington, Delaware (December 10, 2020) – A new independent analysis of Delaware's permitting process finds that other states in the region, including Maryland and Pennsylvania, are able to achieve substantially faster permit approvals for businesses wishing to locate or expand in the state. As a result, Delaware is missing significant economic development opportunities in the competition for jobs, talent and investment.

The analysis, conducted by professional services firm KPMG, concludes that Delaware has an opportunity to be more competitive if its permitting processes were strengthened through streamlined communication between state agencies, greater transparency and cost predictability, and a fast-track approval program for high-priority projects, among other recommendations.

"Coupled with low taxes, a prime location and a high-quality workforce, a more favorable permitting environment would make it significantly more likely that Delaware would be more competitive as we work to grow, retain and attract businesses to our state," said Rod Ward, Chairman, Delaware Business Roundtable and co-chair of the Delaware Prosperity Partnership. "These recommendations should serve as a roadmap for policymakers to develop a more predictable permitting process and a more competitive Delaware."

The analysis was commissioned by the Ready In 6 Coalition, comprised of Delaware Business Roundtable, Delaware State Chamber, Kent Economic Partnership, Greater Kent Committee, Sussex County Economic Development Action Team, ACEC Delaware, the Committee of 100, the Central Delaware Chamber, the New Castle County Chamber, Delaware Contractors Association, the Delaware Chapter of Associated Builders and Contractors, and the Home Builders Association of Delaware.

The analysis finds, "With significant competition between states for jobs, talent and investment, an efficient permit process is critical to demonstrate a favorable business climate and provide a predictable outcome for businesses seeking to locate or expand in Delaware. Because prospective businesses target locations which can achieve permitting in as few as six months, those states with longer permit timeframes experience reduced interest and missed economic development opportunities."

Delaware's permitting process can stretch up to 24 months, placing the state at a distinct economic development disadvantage when it comes to attracting and growing businesses. "In the region, Delaware's competitors, Maryland and Pennsylvania, are able to achieve substantially faster permit

approvals. As a result, Delaware is missing significant economic development opportunities," the analysis concludes.

The Roundtable and its partners have launched a "Ready in 6" initiative, designed to cut the permitting timeline from 24 months to six months to make Delaware more competitive with other states.

The report recommends state and county leaders improve in three key areas to streamline the permitting process in Delaware: Enhance communication, increase efficiency and reduce paperwork, and track and use data more effectively.

Enhanced Communication

- Create a state project concierge to help streamline communication among state agencies. This office would coordinate efforts among agencies to identify opportunities to improve the process and performance of the permitting process.

- Create a permitting action committee to assist with the implementation of permit improvements, made up of key state and county stakeholders.

- Evaluate the integration of statewide information technology solutions to better integrate the permitting process between agencies and allow visibility to counties, improving communication among government agencies, counties and cities.

- Implement permit-focused economic development training for state and county permit stakeholders. This is designed to educate stakeholders on processes and to help them work together seamlessly.

Increase Efficiency & Reduce Paperwork

- Create a prioritization program for significant economic development projects to fast track approvals.

- Streamline and strengthen the Department of Transportation's review process to ensure all departments review and provide comments on construction plans during the initial review cycle, providing investors with predictability on issues and costs for proposed projects.

- Implement Transportation Improvement Districts (TIDs) in areas experiencing or targeted for significant development to provide investors with greater visibility into the process and cost predictability. The state should expand on existing TIDs and expedite permit review and approval in these districts.

- Implement an initiative to pre-package approvals for targeted investment sites, reducing the permitting timeline as issues are known and solved prior to investors making project decisions.

Track and Use Data

- State and county agencies should generate data that measures permit process timelines, allowing regulators to develop key performance indicators once historical data is available. Data currently is inconsistently collected by state and

county agencies. By collecting and publishing metrics, it would drive increased transparency and accountability among permitting agencies.

- Delaware needs to capture more and better economic development data to better understand new, missed and lost opportunities. Historical data needs to be generated to better understand out the state's permitting process is impacting economic development.

"Taken together, these recommendations will provide efficiency, clarity, transparency and predictability to the permitting process in Delaware – all of which are crucial to helping the state attract and grow businesses," Ward said. "We look forward to working with state and county officials to make these ideas a reality as quickly as possible."

About the Delaware Business Roundtable

The Delaware Business Roundtable is a non-partisan, volunteer consortium of CEOs whose companies collectively employ over 75,000 people in Delaware. Since its inception in 1981, the Roundtable's broad mission is to enhance the quality of life in Delaware by promoting commerce, job creation and select public policy issues. In recent years, the Roundtable has been a leading supporter of public education transformation and entrepreneurs in Delaware.

Announcing...

Central Delaware Chamber of Commerce
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Friday, February 21 • 12 – 8 p.m.
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Harrington Raceway & Casino - Gold Room

This first-year event will offer attendees from all over Delmarva the chance to meet a variety of home and garden vendors and enjoy informative demonstrations to help them with their next home project. For businesses, this will be a great, new opportunity for you to target customers with a specific interest in your business and a "ready-to-buy" mindset.

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Member News

An Engineering Team that Decks the Halls

Have you ever wondered what might happen if a group of engineers were put in charge of the holiday decorations? Well, the folks at Century Engineering can tell you all about it! In keeping with a long-standing tradition begun at their headquarters in Hunt Valley, MD, decorating for Christmas has become part of their history. During the first week of December, an invitation was issued to all employees to participate in a grand decorating contest.

Members of Century's staff could join the fun individually or as a department, they had to be careful not to damage anything in the new building, and they had to agree to work on their displays after hours and on the weekends. As soon as the contest was announced, the wheels of imagination began turning. Displays based on movies, holiday specials, songs, and other Christmas fun were planned.

When the imaginations of the participants were sprinkled with immense creativity and boosted by a fierce sense of friendly competition, the results were astounding! Wrapping paper, blow up decorations, pictures, tinsel, and lights



were combined in inventive and ingenious ways to create an amazing, spirit-lifting effect. The beautiful new facility that houses the engineering firm was transformed into a total Holiday Wonderland!

The firm's Executive Vice President, Scott Rathfon, explained that the activity created a way for employees to interact on a different level as they worked to create the best display. It was an exercise in team building and camaraderie, it also provided a way to help maintain the amazing morale of the company's workers. At the end of the contest the employees voted on the best display. There were some prizes, but those were not nearly as important as the bragging rights received by the champion decorator(s).

Century Engineering has been a driving force in the Dover area for 32 years. Century is a multi-discipline consulting engineering firm offering professional planning, engineering,



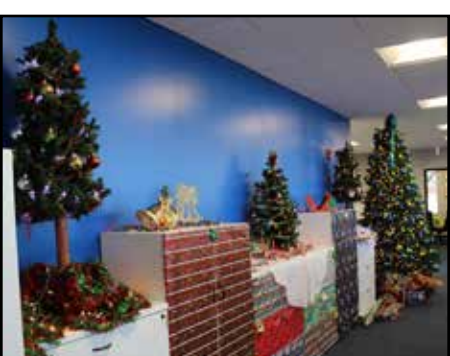
surveying, and construction management services throughout the Mid-Atlantic Region. The firm's mission is "to set the standard for what it means to be a responsible partner to clients, stakeholders and employees and to the communities in which we live and work."

Century offers services in the following disciplines: Civil/Site Planning and Design, Transportation Planning and Design, Traffic Engineering, Water and Environmental Resources, Surveying, Utility Locates and Coordination, Structural Engineering, Mechanical/Electrical/Plumbing, Water and Wastewater, and Construction Administration



and Inspection. Steady growth over the years motivated their expansion and relocation to their new 25,000 square foot facility on Bay Road, moving their team of over 130 professionals. The company's leadership chose the location because it is centrally located and convenient for travel to their clients, the largest of which is Delaware's Department of Transportation.

For more information about Century Engineering, tips on decorating for the holidays, or to challenge Century Engineering's staff in a company-to-company contest next year, call (302) 674-1985 or visit <https://www.centuryeng.com/>.



Over 13,200 individuals read the award-winning Dover Air Force Base

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Dover Air Force Base is home to the 436th Airlift Wing (Eagle Wing) and the reserve 512th Airlift Wing (Liberty Wing), and hosts both the C-5M and C-17 Globemaster III cargo planes. Economic impact is estimated to be \$466 million, which includes salaries, retiree pay, local contracts, and local area expenditures within a 50-mile radius of the base. The DAFB workforce consists of 3,900 active duty, 1,500 reservists and 1,000 civilians and supports 5,100 family members.

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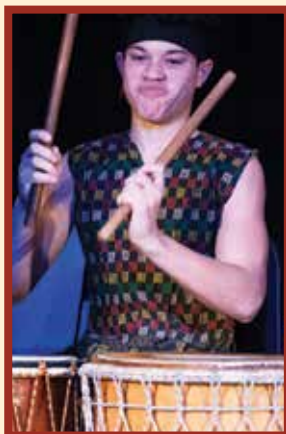
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 (Maryland, Delaware, District of Columbia) Press Association news page design first-place prize winner.

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Inner City Cultural League

For more event details, dates and times visit www.DelmarvaEvents.net
or www.Facebook.com/DelawareStateNews/events

Member News

Rachel Settle



Hi, my name is Rachel Settle, and I'm the Bold Co. Girl! I have lived in Delaware for about 12 years now, and truly consider it my home. Before living here, I had never lived anywhere longer than 6 years, and while I do love to travel, it's great to finally feel like I belong.

My business began as an event planning company in 2016 under the name "Senner of Attention" because Senner is my maiden name. Fast forward three years, and now my business is so much more than event planning (although, I do still offer planning services) and is called "The Bold Co. Girl"! My passion is creating tools for and helping bold women achieve their dreams. I offer a range of products such as journals, stickers, art, and apparel featuring my original motivational and inspirational designs. In the new year, I'll also be offering sessions that will help "kickstart" any female entrepreneur looking for how to achieve the next steps in her business. For more information about who I am, what I do, and to shop or book, visit www.theboldcogirl.com and follow me @theboldcogirl on Instagram, you can also find me on Facebook.

I got married in June. My husband and I love to watch anime, eat sushi with our friends, beat escape rooms, watch movies, and go to amusement parks! Some of our huge goals include traveling all over the world, buying a house, and getting all the tattoos. Collectively we have 10 tattoos already! I love the

show "Friends," coffee, all pretty things, and I love creating new stuff. I am also a sucker for a good book and have many favorites.

I became a chamber member because my friend, Meghan Santana of Chicka & Co., encouraged me to! I am so excited to be a part of the chamber simply for the sense of community and ability to meet new like-minded people in Delaware. I cannot wait to meet more fellow members and work together!

Dave Chambers



You may recognize me. Every day, for 10 years, I was out and about in Kent County, sporting my signature backwards cap, often chewing on a pen, and carrying a Nikon camera like it was a baby. I could be found at most public events around town doing whatever I could to get the perfect photo that would almost tell a story all by itself...

That's right. I'm Dave Chambers, former photographer for the Delaware State News. Chances are pretty good that I've taken your photo in the past. It makes me happy to think that, perhaps, you have some of my work taped to your refrigerator or in a family scrapbook.



Dave before... Remember this guy?? The friendly face behind the camera!

Dave today... Dave Chambers can help you share your company's story.

I've lived in Smyrna for most of my life, and I graduated from the University of Delaware with a bachelor of arts degree in art - my concentration was actually painting. After graduation, I worked for 10 years as a graphic designer for Bell Atlantic - which eventually became Verizon - in Wilmington. Later, the company moved to Chadd's Ford, Pennsylvania, which presented quite a long commute! In 2006, I started working as your favorite photojournalist in Dover.

These days I'm a Marketing Specialist with Hook PR & Marketing in Milton. Hook PR & Marketing offers brand storytelling, web design and powerful marketing campaigns to help you and your business explain why you matter - and how you improve lives - in print, digital and multiple languages. As a visual storyteller myself, Hook

and I are a perfect match.

During my time at the Delaware State News, I attended many CDCC events and saw firsthand how the chamber helps small businesses grow. The entire Hook team is very excited to belong to the Central Delaware Chamber of Commerce, and we'll look forward to seeing you all at future events. Who knows? Maybe I'll bring my camera and take your photo -- for old time's sake! -- as we look forward to a successful future together.

For more information about Hook PR & Marketing, visit www.hookpr.com, or contact us at (302) 858-5055. We are eager to get to know you and to help you effectively tell your story!

Member of the Month



Name: Shawna Kirlin
 Title: Realtor®
 Business:
 The Moving Experience
 Address: 27 W. Loockerman Street,
 Dover, DE 19904
 Hours: By appointment
 Phone: 302-399-0155
 Website:
www.themovingexperiencede.com
 Email: Shawna@themovingexperiencede.com

Tell us a little about your business/organization: how did it begin; what are your services/products, etc.

Greetings!! Thank you for the opportunity to be a part of the Chamber and to have been selected as the Member of the Month!! I've been serving the Delaware real estate market since 2014 and have recently expanded my reach into Maryland this year. I specialize in sellers, buyers, investors, acquisitions and property management. Although Kent County is my hub, my extensive knowledge of the state and large network will be sure to make your experience noteworthy!

Tell us about your role in the business/organization.

Located in the heart of downtown Dover, I make every effort to stay up to date on the local trends as well as statewide happenings. One of the main cornerstones of my business is helping others. Making connections for clients within my spheres of influence, encouraging partnerships between businesses, and mentoring other professionals – these are some of the perks that make this career so rewarding.

Tell us something that makes your business/organization unique.

Anyone can blindly push you through a transaction. I believe you deserve more than that. I

ease tension and frustrations while educating others during some of the most stressful times of their lives. I do this with a sense of urgency, commitment, honesty and grit.

What do you see for the future of your business/organization?

My goal for the future is to continue to be a trusted household name and top of mind for all your real estate needs. With multiple state licenses and extensive reach, I plan on continuing the pursuit of higher morale and integrity within the real estate industry and remain a prominent mentor to others in the industry.

How has the Chamber helped your business/organization grow?

The Chamber has helped me by providing endless opportunities to meet other business owners, connect with individuals who need my services, and stay up to date in the local economic arena.

What is your best advice to other businesses/organizations?

My best advice to other business professionals is to just be yourself. We live in a society where we are "sold to" every second of the day. If you want to be successful, you must bring value -- lead with your heart and do the right thing. Oh, and of course call me with any real estate questions! Happy New Year 2020!!!

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Coffee On Us!

You may have noticed that we are trying something new with the look of our paper's front page. We will be changing the photograph on our front-page header each month, in order to feature images of picturesque and unique places in Central Delaware.

In addition, we thought it might be fun to host a little monthly contest. If you recognize the location of the header picture on our front page, be the first to CALL the CDCC office at (302)734-7513 and you'll win a \$5 Starbucks Gift Card!

Congratulations to our December winner, Anita Bezy of La Baguette Bakery and Catering, who correctly named the header location: Downtown Dover on Loockerman Street at Christmas time!" Thanks for playing our game!

Delaware State News

The State Capital Daily



Ambassador's Corner

Leah Gray

Heartland

I work a lot. I really enjoy meeting and getting to know independent business owners, what makes them tick, what their personal aspirations are... and how I can make connections for them that help move them faster toward their goals and gaining more enjoyment from their lives. I am almost always available for my clients, unless I am fly fishing on a river where there is a limited cell signal (this usually happens a couple of times during Spring for Steelhead and Fall for Trout and Salmon).

Because I have owned a successful small business in the past, I understand the demands and challenges of growing a business, and because an independently owned business will continue to be where job growth is generated, I am an advocate for small and independent business owners. I am active in the Chamber and local trade associations on legislative committees – I want to know which issues are important to my business owner clients, and I am eager to share that information with local legislators.

I find that life is an ever-evolving adventure - so, it's a good thing that I love to learn! I enjoy reading. I also enjoy learning from business owners about how they are finding solutions to challenges, often by creating new products or services. I enjoy sharing ideas and new information with people.

I find the Central Delaware Chamber of Commerce to be a



great venue for business owners to share ideas and support local business. The CDCC is unique in this state as the only 5-star chamber. Part of the reason they have been awarded this 5-star ranking (only 2% of chambers in the nation have attained this ranking) is the value the chamber offers in promoting its members' businesses. Because there are so many marketing and connection opportunities for members, I promote the Chamber all the time! It's only natural that I would want to be an Ambassador and welcome new members by helping them be aware and take advantage of the benefits that await them.

New Members

October 2019 New Members

American Kidney Care of Dover
Ms. Nicki Ketkar
107 Mont Blanc Blvd, Suite 100
Dover, DE 19904
302-674-2074

Arrow Sanitary Service
Ms. Monica Hamill-Sammons
1772 Pulaski Highway
Bear, DE 19701
302-834-4546

Brighton Suites Hotel
Mr. Chad Crawford
34 Wilmington Ave
Rehoboth Beach, DE 19971
302-227-5780

C&N Services, LLC.
Mr. Carl Rifino
Dover, DE 19904
302-883-1046

Courtside Pickleball & Tennis Club
Mr. Joel Halpern
2117 Kenton Road, Dover, DE 19904
302-470-0478

Dolce Bakery and Coffee Shop
Ms. Stephenie Tatman
36 N Walnut St, Milford, DE 19963
302-422-5760

Everyday Hero CPR & First Aid
Ms. Stacey Sizemore
Harrington, DE 19952
302-270-3288

Hook PR & Marketing
Ms. Patricia Rivera
16394 Samuel Paynter Blvd., Suite 203
Milton, DE 19968
302-858-5055

Jenkins
Ms. Nina Jenkins
Camden, DE 19934
302-465-0977

Aurora King
Ms. Aurora King
Dover, DE 19901
302-531-7382

Leadership Techniques, LLC
Ms. Lisa Hammer
P.O. Box 3315, Frederick, MD 21705
301-667-3915

Mohawk Electrical Systems, Inc.
Mr. Scott Welch
251 S. Rehoboth Blvd
Milford, DE 19963
302-422-2500

NST Enterprises
Mr. Robert Green
Dover, DE 19901
302-526-0693

Smyrna School District
Mr. Jay Davis
500 Duck Creek Parkway
Smyrna, DE 19977
302-653-8581

St. Thomas More Academy
Ms. Kayleigh Karnbach
133 Thomas More Dr.
Magnolia, DE 19962
302-697-8100

TAG EVENTS

Mrs. Stephanie Green
Dover, DE 19903
347-674-1844

Tasty Crab House
Ms. Jacqueline Chan
705 North DuPont Hwy
Dover, DE 19901
302-883-2206

Wallflower Farm
Mrs. Tracie Reinhart
4977 Kenton Road
Dover, DE 19904
302-753-0676

November 2019 New Members

Akumin
Mr. William Crockett
1030 Forrest Ave, Suite 105A
Dover, DE 19904
302-734-5800

Atlantic Home Loans
Robin Miller
146 South State St.
Dover, DE 19901
302-744-1502

BNC REALTORS 1000 L.L.C.
Mr. Charles Robinson
564 Brookfield Dr
Dover, DE 19901
410-921-5510

Creative Vision
Ms. Evetta Blont-Jackson
146 South Governors Ave
Dover, DE 19904
302-480-2747

Growing Bones Pediatrics +
Neuromuscular Orthopaedic In
Dr. Felicia Connor
1057 South Bradford St
Dover, DE 19904
302-231-1245

Master Networks Delaware Region
Robert Jones
302-538-8797

Northpointe Bank
Cecilia Davidson
800 N State St. #202
Dover, DE 19901
302-584-5023

Sherwin-Williams - Smyrna
Mr. Corbit Norman
300 Jimmy Dr Suite 120
Smyrna, DE 19977
302-388-7413

Steppin' In Style
Mrs. Marsha Guy
2131 South DuPont Hwy, Suite 1
Dover, DE 19901
302-538-8525

TRE SORELLE DOLCE
ICE CREAM & MINI GOLF
Mike Marasco
27 S. Railroad Street
Wyoming, DE 19934
302-363-1909

Trini Quizeen
Nicole Ali
1855 South DuPont Hwy
Dover, DE 19901
302-608-5320



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Throughout Dover, DE

The Delaware State News presents a series of events highlighting African American history, culture, art, music, literature and theater. The theme of this year's Citywide Black History Celebration is "Beyond Segregation" which will be explored with programs at the Biggs Museum of American Art, the Dover Public Library, the Sankofa Cultural Arts Center and Delaware State University.

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COUNTYWIDE BLACK HISTORY CELEBRATION



Throughout Dorchester County, MD

The Dorchester Banner presents a series of events highlighting African American history, culture, art, music, literature and theater. The theme of this year's event is "Honoring the Past • Celebrating the Future." The numerous programs throughout the County are supported by the Dorchester Center for the Arts, Dorchester Chamber of Commerce, Alpha Genesis Community Development Corporation, Eastern Shore Network for Change, and Harvesting Hope Youth and Family Wellness.

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Your link to events presented by the Delaware State News, Salisbury Independent, Dorchester Banner and County Times

SAVE THE DATE

18th Annual

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**Thursday, March 26th
11:30 am - 1:30 pm**

Dover Downs Hotel & Casino



Thank You for Your Renewal!

| October 2019 Renewals | |
|---|----|
| All Smiles Family & Cosmetic Dentistry | 7 |
| APG Media of Chesapeake (Adam's Publications Group) | 15 |
| Aurora Academy of Hair Design..... | 4 |
| Bayard Pharmacy | 7 |
| Blue Hen Apts LLC..... | 9 |
| The Brick-Wood Fired Eats | 1 |
| Capitol Cleaners & Launderers, Inc. | 47 |
| Central DE Habitat for Humanity ReStore | 11 |
| Century Engineering, Inc. | 1 |
| Chaiyo Sushi & Thai Cuisines - Camden..... | 1 |
| Chick's Saddlery | 18 |
| CNU Fit, LLC | 7 |
| Community Integrated Serives | 9 |
| Delaware Community Foundation | 7 |
| Delaware Division of Libraries..... | 6 |
| Delaware Public Archives | 6 |
| Delaware Solid Waste Authority | 29 |
| Delaware State University..... | 42 |
| Dover Air Force Base | 44 |
| The Emory Hill Companies | 12 |
| Friends of Delaware Veterans Inc. | 5 |
| HandyTube..... | 11 |
| Highmark Blue Cross Blue Shied Delaware | 40 |
| Dan Houghtaling..... | 8 |
| i3a LLC Consulting Engineers-Construction Managers..... | 5 |
| InXpress Tristate..... | 1 |
| Jen-Mor Florist..... | 47 |
| Jobs for Delaware Gradutes..... | 4 |
| Kearns Brinen & Monaghan, Inc. | 2 |
| Key Advisors Group, LLC | 7 |
| Larence Kirby | 2 |
| M&T Bank -Dover Main..... | 12 |
| Maxed Out Vape..... | 1 |
| Meridian Bank Mortgage Center | 2 |
| Miller Environmental Services Inc..... | 12 |
| On The Move Realty Group | 2 |
| Parkowski, Guerke & Swayze, PA..... | 21 |
| Quality Builders, Inc. | 25 |
| Restaurant 55 / DDEGE Investments, LLC | 8 |
| Ronald McDonald House of Delaware..... | 16 |
| S&G Accounting & Tax Services..... | 5 |
| SCORE..... | 13 |
| SERVPRO of Dover/Middletown | 15 |
| Sheryl Smith Massage | 22 |
| Stick It! Gymnastics | 11 |
| Suds and Company | 1 |

| November 2019 Renewals | |
|---|----|
| Aflac Mid Atlantic Region Team - Sack | 7 |
| Atlantic Concrete Co., Inc. | 24 |
| Beltone Hearing Center | 17 |
| Robert M. Berglund | 12 |
| Bright Side Exteriors..... | 5 |
| Burke Equipement | 1 |
| Cadia Rehabilitation Capitol | 17 |
| Citizens Bank..... | 48 |
| Colonial Investment & Management Co., Inc..... | 35 |
| Compass Investment Advisors, LLC..... | 10 |
| Delaware Transit Corp/DART First State | 3 |
| Delaware Brick Co. | 24 |
| Delaware Property Partnership..... | 1 |
| Delaware State Chamber of Commerce..... | 18 |
| Dover Downtown Rotary | 2 |
| Dover International Speedway..... | 5 |
| Dover Tents & Events | 10 |
| Edward Jones Investments - Christopher Smith, CFP®..... | 8 |
| Effectv | 21 |
| Fort Sill National Bank..... | 5 |
| George's Taxi-Limo and Courier Service | 12 |
| Gracious Heart Nursing Services, LLC..... | 1 |
| Hudson, Jones,Jaywork & Fisher | 7 |
| Infusion Solutions of Delaware, LLC | 1 |
| J.A. Hill Associates | 21 |
| John H. Brothers..... | 15 |
| KCI Technologies, Inc..... | 7 |
| Keystone Funding..... | 8 |
| My Roots..... | 2 |
| My Salon Suite | 2 |
| New Burton Mini Storage, Inc..... | 20 |
| Peter A. Oldziej & Associates, PA..... | 28 |
| Ronald B. Outten..... | 33 |
| Progressive Software Computing Inc - PSCI | 6 |
| The Salvation Army | 4 |
| Sandra S. Gulledge, CPA, PA..... | 15 |
| Texas Roadhouse..... | 14 |
| The Golden Fleece Tavern..... | 2 |
| The Loocke..... | 2 |
| The Willis Group, LLC..... | 3 |
| Transamerica Agency Network | 5 |
| Veeco Park, Inc..... | 26 |
| Weaver's Contruaction, Inc..... | 2 |

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