

Chamber Connections

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February 2022



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Plan to Attend the CDCC's Home & Garden Show



Have you spent some of this winter dreaming up spring projects? Does your living space need some refreshing? Are you looking for inspiration, ideas and solutions for your home improvement needs? The CDCC has some terrific news for you!

Imagine a room filled with experts on home improvement, renovations and construction ... as well as aficionados in landscaping, pool construction, patios and decks ... accompanied by professionals in home security, painting, mortgages and more.

On Feb. 25 (at 12 – 6 p.m.) and Feb. 26 (10 a.m. – 4 p.m.), the CDCC's Home & Garden Show is coming to Harrington Raceway & Casino. This event is FREE to attend and is open to the public. Guests will be able

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A Military Affaire: Celebrating TEAM Dover on March 10

Every community includes certain trademark components that add to the richness of life in that region. One of Central Delaware's significant trademark components is Dover Air Force Base (DAFB). This military site employs thousands of people — reservists, civilians and active-duty members. These are all folks who, along with their families, shop in stores with us, play in parks with us, visit museums and art galleries, read at the library,

attend schools with our kids and whatever else it takes to live life in Kent County, Del., 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 two to three years at a time. They don't live apart from us — they share life WITH us, and we share life with them!

DAFB is home to the 436th Airlift Wing, known as the "Eagle Wing," and the 512th Airlift Wing, the



Reserve associate known as the "Liberty Wing." The term TEAM Dover, originally designated as a reference to both wings, has come to mean both wings and their community partners. That

makes your CDCC a strong and vibrant part of TEAM Dover — a designation that makes us very proud. The CDCC's Annual Military

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Bally's Dover Casino Resort to Host February Sunset Business Mixer



It's time once again to re-connect with fellow business leaders, engage in conversations over delicious refreshments and share your business story with

other business owners in our area. That's right — it's time to mark your calendar for February's Sunset Business Mixer! This popular event will be held on Wednesday, Feb. 23, from 5 – 7 p.m., at Jerry Longo's Meatballs & Martinis at Bally's Dover Casino Resort (formerly Dover Downs Hotel & Casino)

at 1131 N. DuPont Highway in Dover.

Bally's is a hotel, casino and racetrack complex here in Dover. They offer luxurious accommodations, amenities and activities: headline entertainers, state-of-the-art gaming, live harness racing, poker and a luxurious,



South Pacific-inspired full-service spa — not to mention The Colonnade

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Dina's Digest



PRESIDENT
DINA VENDETTI

At the Heart of it All

I'm not sure how it already got to be February, but here we are! Because of the celebration of Valentine's Day, February is often associated with love. It seems like the perfect time to talk about how your Chamber LOVES being at the HEART of it all when it comes to helping you do business in Central Delaware!

Your Chamber stands ready to assist you by providing educational events like the Economic Forecast Breakfast, scheduled for Thursday, Feb. 10, from 7:30 to 9:30 a.m. at Maple Dale Country Club. This event, brought to you by BIG Investment Services, will be filled to the brim with information about the health of the economy as we enter 2022, information that is sure to impact the plans you make for your business.

As the General Assembly goes back to work for in its 151st session, your Chamber is here to monitor evolving legislation to ensure that the bills that pass are business friendly and make it easier for you to do what you do. Watch for legislative alerts and announcements inviting you to express your opinions and concerns.

This month begins one of the busiest times of the year for your Chamber in terms of events and activities that provide members with opportunities to market their businesses and network with business colleagues. The February Sunset Business Mixer is scheduled for Wednesday, Feb. 23, from 5 to 7 p.m. at Jerry Longo's Meatballs

& Martinis, Bally's Dover. The Home & Garden Show will be held at Harrington Raceway & Casino on Friday and Saturday, Feb. 25 and 26.

You will notice that we have called this issue of the Chamber Connections "The Showcase Issue." It follows our annual CDCC Showcase Event that was part of the January Sunset Business Mixer. In this publication, we have gathered as much information as we could fit about the benefits of membership in the CDCC. That makes it the perfect place to remind yourself of all that is available to you. It also makes this the perfect issue to share with business colleagues and friends who are not yet members of the Chamber. This edition of the Chamber Connections certainly shows how your Chamber is at the heart of it all!

Some people say that "love is blind" — loving someone sometimes means overlooking or not seeing their faults. I tend to disagree with that sentiment. I believe that love actually improves our eyesight quite a bit. Love helps us see the good in things... the gifts that surround us... and the endless possibilities that await us. That's what we see when we look at our members. We stand in awe at your ingenuity, your creativity, and your persistence. We love finding ways to serve you and helping you as you grow your businesses... because, for us, YOU are at the heart of it all!

Calendar of Events

FEBRUARY

Thursday, Feb. 3
Leadership Central Delaware
8 a.m. – 5 p.m.
Government and Politics Day

Thursday, Feb. 3
Kent County Open for Business
8:30 – 10 a.m.
Kent County Levy Court

Tuesday, Feb. 8
CDCC Board Meeting
7:30 – 8:30 a.m.
Faw Casson

Wednesday, Feb. 9
Coffee Coaching
8 – 9 a.m.
via Zoom

Wednesday, Feb. 9
Marketing Committee Meeting
10 – 11 a.m.
CDCC Conference Room & via Zoom

Thursday, Feb. 10
Economic Forecast Breakfast
7:30 – 9:30 a.m.
Maple Dale Country Club

Thursday, Feb. 10
Member Orientation
12 – 1:30 p.m.
via Zoom

Tuesday, Feb. 15
LCD Steering Committee Meeting
12:30 – 1:30 p.m.
CDCC Conference Room & via Zoom

Monday, Feb. 21
Presidents' Day
Office Closed

Wednesday, Feb. 23
Ambassador Committee Meeting
4:30 p.m.
Bally's Dover at Jerry Longo's Meatballs & Martinis

Wednesday, Feb. 23
Sunset Business Mixer
5 – 7 p.m.
Bally's Dover at Jerry Longo's Meatballs & Martinis

Monday, Feb. 28
CDCC Executive Committee Meeting
8 – 10 a.m.
CDCC Conference Room

TBA
Capital Reception
Roma Italian Ristorante
5 – 7 p.m.

MARCH

Thursday, March 3
Leadership Central Delaware
8 a.m. – 5 p.m.
Education Day

Thursday, March 3
Kent County Open for Business
8:30 – 10 a.m.
Kent County Levy Court

Tuesday, March 8
CDCC Board Meeting
7:30 – 8:30 a.m.
Faw Casson

Tuesday, March 8
Young Professionals Social
12 – 1 p.m.
TBA

Wednesday, March 9
Coffee Coaching
8 – 9 a.m.
via Zoom

Wednesday, March 9
Marketing Committee Meeting
10 – 11 a.m.
CDCC Conference Room & via Zoom

Thursday, March 10
Member Orientation
12 – 1:30 p.m.
via Zoom

Thursday, March 10
Military Affaire
5:30 – 7:30 p.m.
Location TBD

Tuesday, March 15
LCD Steering Committee Meeting
12:30 – 1:30 p.m.
CDCC Conference Room & via Zoom

Thursday, March 17
Legislative Luncheon
11 a.m. – 1:30 p.m.
St. Andrew's Lutheran Church in the Great Hall

Wednesday, March 30
Ambassador Committee Meeting
4:30 p.m.
La Baguette Bakery

Wednesday, March 30
Sunset Business Mixer
5 – 7 p.m.
La Baguette Bakery

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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The CDCC is THE essential resource for the
development of businesses in Central Delaware.

Cornerstone Members

PAM: What Do Our Neighbors Need?



Since its beginning here in Dover just a few years ago, the Post Acute Medical Rehabilitation Hospital of Dover (PAM) has always been a place of growth. They have added programs, equipment, services and staffing each year to meet the needs of the Central Delaware community. The team at PAM is eager to be a support for others in their industry, finding ways to pick up the pieces that are not being addressed. The exponential growth that PAM is experiencing is in response to real needs in the community.

PAM's leadership has always made it a priority to involve themselves in the community by sitting on boards and serving on committees of organizations in their field. As they interact, they listen – and as they listen, they learn. CEO Ted Werner is not interested in leading his team to duplicate services that are already offered in the area. The question that is always top-of-mind for him is simple: "What do our neighbors need?"

PAM is moving forward on expanding its footprint here in Delaware. PAM and Bayheath recently announced that they will be partnering to expand rehabilitation services across central and southern Delaware. At Bayheath's Sussex Campus, the 40 beds designated for rehabilitation

services will be managed by PAM and administered by PAM staff, except for the nursing staff, which will be comprised of Bayhealth nurses. In addition, PAM's new Georgetown hospital is scheduled to open sometime this Spring.

PAM is excited to currently be bringing additional navigators to their team. These navigators are clinicians who are sent to meet people in the field to evaluate them for services. These are often people who have been discharged from the hospital, but who are still having significant pain or difficulties with mobility. Sending a navigator in to evaluate them and recommend services may save them a trip to the Emergency Room or an additional hospital stay. Five of the six new navigators are registered nurses, and the other is a physical therapist, clinicians who are well-equipped to recommend services (inpatient or outpatient) to assist in the recovery of the patients.

"We are excited to help take some of the burden off area hospitals by streamlining our processes and expediting the ability of our patients to get the services they need," remarked Erin DelFarno, PAM's director of strategic initiatives.

Another area of significant growth for PAM is in their Outpatient Center with approximately 300 visits per week. Patients come to the Center for physical, occupational, and speech therapy, but also as part of the facility's

specialty clinics and support groups. "The growth in this area is bigger and happening faster than anticipated," commented DelFarno.

"At the rate that we are growing, we could easily reach capacity in the near future," added Tiffani Taylor, director of outpatient services.

In response to this growth, PAM is undergoing an internal renovation to assist them in maximizing their space. They are creating space by reconfiguring the location of the Center's entrance and by transforming some areas that were originally designated for storage and office space into usable space for patient care.

In addition to population growth, the Outpatient Center has expanded their services as well in the areas of neuropsychology and pulmonary respiration. Both surfaced as areas of need and work well within the scope of PAM's existing programs and therapies.

In another area, PAM's ability to transport patients has been doubled with the addition of a new van. Transportation has long been a challenge. Often, family members do not have a vehicle that will accommodate a wheelchair and struggle with safely getting their loved one into a car. Even with the current COVID accommodation in place of transporting only one patient at a time, PAM is still able to service 9 or 10 patients per day in each van. Patients within a radius of 10 miles from the



hospital qualify for this service. This allows patients to get the care they need in a timely manner and enables them to maintain consistency in their therapy regimen.

As the rehabilitation hospital continue to expand, team members are added. PAM is constantly on the lookout for new workers. "We are hiring, hiring, hiring," mentioned DelFarno. The team at PAM is always recruiting. To date, the hospital's good reputation and opportunities for employee advancement have worked to attract just the right people.

The team at PAM is happy to be part of the Central Delaware community. They are eager to help people achieve their healthiest life. As the area needs surface, PAM is committed to growing to answer the demands. "We hope you don't need us," remarked Ted Werner, "but we want you to know we're here as a resource for you."

To learn more about PAM and all they have to offer or to inquire about employment, feel free to call (302) 672-5800 or visit them online at www.postacutemedical.com.

R&R Manages Commercial Assets, So You Don't Have To

While R&R Commercial Realty provides top-shelf service to buyers and sellers on Delmarva, one of their lesser-known services is property management.

As anyone who owns a commercial property knows, it's management intensive. To produce the maximum return on investment this asset class needs constant attention. Responding to emergencies and staying on top of routine maintenance are bare minimums. But, deep market analysis, innovative tenant acquisition/retention strategies and shrewd capital improvement projects are all needed to take these investments to the next level.

R&R Commercial Realty has been a market leader in these services since 1996. Since then, they've established long-standing contracts in all three counties of Delaware and built a network of nationwide industry contacts.

No commercial property is too big or small and no task is outside our expertise. We offer an à la carte-suite of services depending on how much or little the property owner needs. From just relying on a trusted local

firm to collect rents to comprehensive, top-to-bottom administration; R&R Commercial Realty is your solution.

Our management services include retail, office and industrial properties. This firm is capable of overseeing the daily details of the management and operations of your property without losing sight of the owner's overall objectives. They understand the delicate balance between controlling operating expenses and providing a level of service that ensures value.

R&R's list of services include, but is not limited to:

- Common area enhancement services
- Janitorial services
- Landscape maintenance and enhancement
- Lighting repairs, maintenance, and improvements
- HVAC maintenance
- Tenant relations/negotiations
- Collections and evictions

- Lease renewals
- 24/7 emergency response
- Vacancy management
- Marketing
- Capital improvement management
- Vendor contract services
- Financial reporting and record keeping

It's important to note that not all management companies are created equal. With R&R Commercial Realty, clients get more than just a steady hand at the wheel. With a thick rolodex of satisfied customers, this firm has been built on the bedrock of proven performance. In a small market like the Delmarva peninsula, reputation counts. Theirs is one of competence, reliability, conscientiousness, determination and professionalism. "It's our job to know this market, and we've developed an understanding of it that only comes with decades of experience."

By putting R&R Commercial Realty to work as your property manager, you get a strong team, reputation and the institutional knowledge that's been



painstakingly acquired through years of hard work. That's a superior product available nowhere else in Delmarva.

About R&R Commercial Realty:

Established in 1996, R&R Commercial Realty is a highly successful real estate firm located in the center of the Delmarva Peninsula. With a focus on commercial real estate, R&R is one of the most visible and well-respected local firms. Services include commercial & industrial sales and leasing, land sales and development as well as property management. For additional information about R&R Commercial Realty and its extensive inventory of commercial property, visit our website at randrcommercialrealty.com or contact our offices at (302) 674-3400 or info@randrcommercialrealty.com.

Central Delaware: The Perfect Place for Businesses

There is no doubt that the well-being of any community greatly depends on the state of its economy. The economy is crucial in determining many aspects of our personal and societal livelihoods. A healthy economy cannot flourish with one person, family, business or organization alone, it requires the ebb and flow of an entire community working together for the betterment of all. Some of the economy's effects are more noticeable in our everyday lives, such as the overall cost of living. Other aspects, however, happen behind the scenes, but that doesn't lessen their impact. This is where true leadership is needed to step up to the plate — leaders who will survey the present problems and push to create long-lasting solutions for their beloved community.

Leadership Central Delaware Class of 2022 is so grateful to be a part of these much-needed solutions, as they complete another full day of learning about Economic Development in Central Delaware!

The LCD Economic Development Day began with the lovely team at Faw Casson Certified Public Accounting. With their warm welcome and energizing hospitality, the class was able to start the day off on the right foot! The LCD class was so excited to see each other face-to-face again after a long holiday season. They caught up, exchanged greetings and congratulations before settling in for the day's first insightful presentation by Kurt Foreman, president & CEO of Delaware Prosperity Partnership. He defined the scope of his business this way: "Delaware Prosperity Partnership (DPP) is the nonprofit state economic development agency that leads Delaware's economic development efforts to attract, grow and retain businesses; builds a stronger entrepreneurial and innovation ecosystem; and supports private employers in identifying, recruiting, and developing talent in Delaware."

Foreman explained the scope of his organization's work, then shared some insider knowledge on upcoming expansions. He concluded his session by answering questions from our eager learners. Key points that he addressed were how his organizations help attract and retain not only Fortune 500 companies, but small companies as well, to conduct business here in Delaware. He continued to touch on the importance of reaching multiple counties throughout the state of Delaware, and how collaborating with chambers of commerce, such as ourselves here at the CDCC, is imperative in accomplishing our like-minded goals of ensuring employers that "there is no better place to be than Delaware." From arranging tours of potential building sites, to advising meetings with elected professionals, to ensure that the community of Delaware is the upmost priority, the class gained valuable information on the 'behind-the-scenes

actions' of economic growth going on in our state.

This made for the perfect segue into our next speaker for the day, Linda Parkowski, executive director of Kent Economic Partnership. Her presentation on future economic growth revealed much-needed hopeful and encouraging information for the class. She delved into discussion about multiple plans currently in the works, those that are close to completion, as well as one that, unfortunately, didn't come to fruition and why that happened. She explained how Kent's economic development office targets sectors of warehousing, healthcare and manufacturing, as they are the leading forces for Delaware's economy.

Additionally, Parkowski emphasized the importance of Delaware's rail line to the businesses already here, but also in enticing new businesses to move to the area. This important factor in economic planning can easily get overlooked by the average eye, however, made it known that transportation via railroad is still so vital to businesses simply because effective accessibility is a big obstacle to overcome. With Delaware's rail line, proximity to many cities, and low land costs, this is not a problem for the State! The class was thankful to hear from advocates, like Linda Parkowski, in whose work speaks volumes about all the wonderful economic development opportunities available here in Delaware.

Next, everyone loaded onto the bus for our first tour of the day. The first stop was at Bally's Dover (formerly Dover Downs Hotel & Casino) where Tony Rohrer, vice president and general manager, walked the class around the facility and shared information with the group about all



A trip to the Sugar Factory isn't complete without a birthday dance by Chip and his team!



2nd Lt. Mallory Ambrose led the group on a virtual tour of the base and gave them an overview of its various missions.



Tammy Ordway, partner at Faw Casson and LCD Alum, welcomed the group.



Tony Rohrer, vice president and general manager at Bally's Dover, shared his take on leadership in a powerful way.



Shane Breakie, assistant vice president at Chesapeake Utilities, explained the company's role in the community and his role as leader.



Col. Matthew Huseman, commander of the 436th Airlift Wing, briefed class members on the impact of DAFB on the economy.



Faw Casson was a wonderful host for the morning panels.



Tony Rohrer surprised the group with the Sugar Factory's signature King Kong Sundae!



Judy Diogo, CDCC consultant and former president, explained the state of the economy in Kent County and the impact left by the pandemic.



The Class of 2022 had the opportunity to think about the base interns of how it fits into the economy of the county and the state.



Chris and LuAnne led the class on a behind the scenes tour at Fordham & Dominion Brewing Company before sharing sample with them.

his company has to offer. This was an incredible and honest experience for the class as Tony guided us through the banquet halls, executive private suites, and the new Royal Prime Steakhouse soon to be completed!

Rohrer shared honestly about economic struggles that the resort is working through due to the pandemic. He explained that Bally's Dover is in a period of great economic shift as he and his team are learning everyday to push past the financial obstacles that they, like many businesses, are currently facing. The class clearly saw that Bally's Dover is an integral part of our Central Delaware community, and he is leading passionate, like-minded individuals on this journey with him.

After a generous and extravagant lunch by the wonderful team at the Sugar Factory, the class received a personal discussion from Judy Diogo, our former CDCC president, and Shane Breakie of Chesapeake Utilities, on what makes not only a great leader, but also a great servant leader. Both explained how to navigate through unprecedented financial challenges with one's team, and how utilizing all available resources, like the CDCC, in times of uncertainty can make all the difference.

Next, the class found themselves at Dover's Air Mobility Command Museum (AMC) for a presentation with Col. Matthew Husemann, commander of the 436th Airlift Wing, and a

virtual tour of the base by Lt. Mallory Ambrose. Together, the class learned about the direct economic impact DAFB has on the community and why it is so treasured to both Central Delaware and the nation. This was an insightful presentation that the class really appreciated because it let them see another piece of the bigger picture that creates a successful community founded on service, leadership and economic development.

To complete the day, the class boarded the bus once more for a tour of a well-loved local brewery, the Fordham & Dominion Brewing Company. As class members were led through the facility, they had the chance to ask questions about the process of making the product before tour guides discussed how they are leading and learning through the pandemic.

Overall, this day was not one to miss! The LCD class of 2022 learned so much real and critical information about economic development in Central Delaware, with exclusive behind-the-scenes perspectives on what moving through a global pandemic looks like on a local scale. This day brought a greater sense of appreciation for the cornerstones of our beloved community and what we all can do as leaders to ensure economic prosperity, especially in trying times!



The Class of 2022 enjoyed a chilly moment in the brewery's giant walk-in refrigerator!



A program of the Central Delaware Chamber of Commerce

Thank you to our Sponsors!

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Starting the Day with the Class of 2022

The LCD Class of 2022 clearly knows the best way to start their day: by reading the Chamber Connections newspaper! Be like the Class of 2022!



HOME & GARDEN SHOW

Continued from Page 1

to consult with specialists who will be able to provide advice, ideas, and services that can transform living spaces – inside and out!

The Home & Garden Show is the perfect place for busy people! Where else could one find all these experts from different companies under one roof at the same time? For “do-it-yourselfers,” this is a great

place to receive some quick tips on a variety of techniques. A visit to this expo-style event is sure to be a time saver for anyone interested in home improvements. Home & Garden Shows are also famous for providing discounts or cost-effective deals that shoppers won't see in stores or even online. In addition to saving time, the Home & Garden Show may also save you money!

Homeowners will be amazed by the latest innovations and trends in the

construction industry. Shoppers may find items that they've been searching for to add to their home's décor or hard-to-find accessories. Often, customers may have an opportunity to actually touch or even try out products before they make their purchases.

The Home & Garden Show will be great fun! This will be an opportunity to put the imagination to work and dream about how to make creative improvements to the place you call “home.” It sounds like a great way to

spend a February Friday or Saturday!

This remarkable event, hosted by Harrington Raceway & Casino, is also sponsored by the Delaware State News, G. Fedale Roofing & Siding, and Homeside Financial. Thank you, sponsors, for your support!

For more information about the Home & Garden Show, please call the CDCC Office at (302) 734-7513 or visit us at www.cdcc.net. We look forward to seeing you at the CDCC's Home &



THE CDCC TRIFECTA

A Celebration of “All Things Chamber”

On Jan. 26, Chamber members and guests gathered at The Great Hall at St. Andrew’s Lutheran Church to learn about the Central Delaware Chamber of Commerce, hear first-hand from about 20 business members and network with fellow chamber members. Our January Sunset Business Mixer included both our CDCC Showcase Event and a Member 2 Member Expo. Current and prospective members alike came together in a beautiful, casual setting to hear about the work of the Chamber and to see in action what we do. The evening proved to be a wonderful celebration of “all things Chamber!”

We would like to extend a big thank you to the folks at St. Andrew’s for their generous hospitality in allowing us to gather in their beautiful Great Hall. Thank you also to our caterer Andrew Chupp of The Catering Company. Thank you also to Alex Vaughan and his assistant, Alex Cannon, for sound support. Thank you to our volunteers for the evening — and a great big thank you to our exhibitors and all of you who attended!

Mark your calendars now for our next Sunset Business Mixer which will be held on Feb. 23 from 5 to 7 p.m. at Jerry Longo’s Meatballs & Martinis at Bally’s Dover Casino Resort. Enjoy an evening of networking, gaining qualified leads, delicious refreshments and an opportunity to hear the Jerry Longo story and experience all they have to offer. Don’t forget your business cards! It’s not too early to register for this FREE event! To register or for more information, call the CDCC Office at (302) 734-7513 or register online through our events calendar at www.cdcc.net. We look forward to seeing you there!





Nominations Open for Excellence in Business Awards

The Central Delaware Chamber of Commerce is composed of about 800 businesses who all strive to achieve their very best and who excel in a variety of ways. Each year, the Chamber recognizes those who, according to their peers, have truly achieved excellence. That degree of excellence is measured by positive interactions with the public, a demonstration of growth, a prevailing response to adversity and a passion for service to the community.

It is once again time for Chamber members to nominate those businesses that have risen to the top in the past year.

Each year, nominations are gathered for three prestigious awards: Large Employer of the Year (for companies of more than 50), Small Business of the Year (for companies of up to 50), and Young Professional of the Year (for individuals between 21 and 35 years of age). The 2022 nominations will be reviewed by a committee of previous award winners who select three nominees in each category. This is followed by a vote of the Chamber members that determines the winner. Finally, the awards are presented in June at the Awards for Excellence Dinner that concludes the Chamber's year of events.

As you, our members, consider nominating businesses for the Excellence in Business Awards, know that it matters. Every nomination is

valuable, and because they come from business colleagues and peers who understand what it takes to operate a successful business, each nomination has the potential to encourage the nominees in deep and meaningful ways. Considering the events of these past two years, which motivated a high level of creativity and demanded innovation, these awards promise to mean more than ever!

"Bayhealth remains deeply honored to be a member of the Central Delaware Chamber of Commerce and to have been among last year's winners," said Terry M. Murphy, president and CEO of Bayhealth, and Large Employer of the Year award winner. "Central Delaware is home to so many outstanding companies and nonprofit organizations. The Chamber's annual awards are a wonderful way for community members to pay tribute to our outstanding business community and its leaders."

Jesse Sapp, of Chesapeake Utilities and the 2021 recipient of the Young Professional of the Year Award, shared his thoughts on the award: "Being awarded the Young Professional of the Year in 2021 was extremely meaningful to me. It was an affirmation that the time and effort I had invested into my career, my network and the community was noticed and appreciated." He continued, "Receiving the Young Professional of the Year is an award I share proudly. I am thankful every

day to be recognized as the Young Professional of the Year by my peers and colleagues in the community."

"Receiving the Small Business of the Year Award was such an honor for me and my team," commented Kristin Stonesifer, owner at The House of Coffi. "Being named for that award by a group of business peers forces that person to reflect back on their days, months and years of business and remember once again, even though there are many challenging times, why we do what we do every single day."

It is imperative that the members of the Central Delaware business community support each other's successes. It has been said many times by many people that "when one wins, we all win!" There is so much good happening in Kent County that it is hard to choose a "best." But by recognizing a "best," we all are motivated to improve, to excel, to grow — and ultimately to contribute to the greater good of Central Delaware.

Nomination forms can be found in this month's CDCC mailer and will be available online. For more information about making nominations, please call the CDCC Office at (302) 734-7513 and check our website at www.cdcc.net. Let's keep our eyes open for the outstanding, the magnificent and the awesome. Let's encourage the work of our fellow member businesses and notice their exceptional work — it's time to award excellence!



Kristin Stonesifer, The House of Coffi, Small Business of the Year



Terry Murphy, Bayhealth Medical Center, Large Employer of the Year



Jesse Sapp, Chesapeake Utilities, Young Professional of the Year

Military Affaire

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Affaire is truly a celebration of TEAM Dover!

The Military Affaire provides a forum where our Central Delaware business community and the base community can come together as TEAM Dover — this event 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 fun-filled, 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 signature sponsor Dover Federal Credit Union, will be held on Thursday, March 10, from 5:30 to 7:30 p.m. (Location to be determined). This unique reception is free to attend! This popular event will offer delicious hors d'oeuvres provided by our sponsors, a cash bar, an opportunity to meet our military personnel and the perfect

chance to express our support and gratitude for those who carry out the mission at Dover Air Force Base.

A highly significant award will be part of this year's event. Shaun Martin and other guests from Abilene will be on hand to present the coveted and prestigious Abilene Award to the members of TEAM Dover. This recognition is given annually to a civilian community for outstanding support to a nearby Air Mobility Command (AMC) base. The winner is determined by a selection group comprised of the Abilene Chamber of Commerce's Military Affairs Committee in Texas. Final approval is given by the Air Mobility Command.

Earlier this year, the Central Delaware Chamber of Commerce submitted a nomination package that highlighted events and programs such as Leadership Central Delaware, Bluesuiters Golf Tournaments, The State of the Base Briefing, The Military Affaire, the Honorary Commander Program and much more. It is especially noteworthy that the Central Delaware Chamber of Commerce worked diligently to continue its

support of the base with these events and activities during the most critical months of the global COVID-19 pandemic.

In addition to our Premiere Sponsor, Dover Federal Credit Union, our event is also brought to you by our Five Star Sponsors: Air Force Association Galaxy Chapter, Always Advertising, Inc., Bavarian Bakery & Deli, Ceil Jones - Realtor, Delaware Wing of the Civil Air Patrol, Chesapeake Utilities Corporation, CNU Fit, LLC, Delaware State News, Dowding Resource Group, Fairfield Inn & Suites, RPJ Waste Services, Inc., The Moving Experience; and our Silver Sponsors: Century Engineering, Inc.

For security reasons, reservations are REQUIRED. Contact the CDCC at (302) 734-7513 or adminassistant@cdcc.net to RSVP by Feb. 28. When making your reservation you will be asked to provide the full name, date of birth and driver 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 Military Affaire venue.

We look forward to seeing you in March to celebrate TEAM Dover with you!



Note: No Federal endorsement is either expressed or implied.

Member News

Save the Date for the 20th Annual Legislative Luncheon

One of the most intriguing phenomena here in Delaware is the process by which the First State is governed. The way that the business of government is accomplished in Delaware is so unique that the process is often called "The Delaware Way." In this little corner of the mid-Atlantic, the people who represent the state's citizens are the same people that live in our neighborhoods, shop at our grocery stores, send their kids to our schools and understand why Delaware is such an amazing place to live, work and play. Delaware's legislators work diligently to know and understand the priorities of the citizenry. Legislators welcome the participation of the state's residents and invite every person to be part of the conversation. The CDCC is pleased to present the perfect opportunity for one of those conversations!

Be sure to SAVE THE DATE for the 2022 Legislative Luncheon (brought to you by BIG Investment Services) which promises to be a great opportunity to hear about all the latest in terms of what is happening at the 151st session

of the General Assembly. Attendees can meet Central Delaware's senators and representatives and learn about current pieces of legislation that are under consideration. The event will be held on Thursday, March 17, from 11 a.m. to 1:30 p.m. in the Great Hall at St. Andrew's Lutheran Church.

During the event, members of the Legislative Affairs Committee will pose pertinent questions to the gathered lawmakers regarding the issues that make up the CDCC's legislative agenda such as minimum wage, the legalization of recreational marijuana, paid family leave, renewable energy, and the training and re-development of the area's workforce. In addition, COVID-19 related issues will likely be discussed. This event will give our business community a chance to hear from each legislator and learn more about their stance on these issues. For legislators, this event will give them the opportunity to understand which issues are most important to their business constituents. The discussion will be kept to the issues that promise to have the most impact

on business in Central Delaware. This event traditionally leads to subsequent conversations in which lawmakers could hear firsthand about the impact legislation will have on their business constituents.

We would like to thank our sponsors who have helped to make this event possible (as of Jan. 26): our Signature Sponsor: BIG Investment Services; our Platinum Sponsors & Cornerstone Members: Century Engineering, Chesapeake Utilities, Dover Federal Credit Union, Harrington Raceway & Casino, KraftHeinz Company, L&W

Insurance, PAM Rehabilitation Hospital of Dover and R&R Commercial Realty. There are plenty of General Assembly sponsorships available for this event, call or email Cindy Frieese to sign up!

For more information or to register for this informative event, please call the CDCC Office at (302) 734-7513 or email adminassistant@cdcc.net. We look forward to seeing you on March 17, as together we tackle the important legislative issues facing businesses in Central Delaware - The Delaware Way!



The House of Coffi Welcomes Lewes Photographer JuneRose Futcher

A quaint, hip coffee shop nestled in the historic district of downtown Dover, The House of Coffi has become quite the hub for local artists and artisans. This locally owned coffee shop brews some of the area's finest coffee and serves delicious treats in a setting that invites conversation, camaraderie and fellowship — but that's not all! With its warm and cozy, yet edgy ambiance, it is a place where local artists are encouraged to share their work. Paintings, drawings, photographs and more adorn the walls of every available space in the shop's interior.

Owner and operator, Kristin Stonesifer, is an art enthusiast and loves to give local artists a chance to be appreciated and learn how to hone what they have to offer. Kristin believes that this kind of experience can motivate them to keep moving forward

and to continue to follow their passion, wherever it leads. Kristin is happy to give the artists a platform to show their work, free of charge. Any proceeds from the sale of artwork go directly to the artists.

As a teaching artist, Delaware native and Delaware Director of Teaching Artists of the Mid-Atlantic, JuneRose Futcher is preparing a unique display of photographs to be displayed at The House of Coffi. She is a returning artist, having exhibited work there and partnered with café on a project in 2019. That incredible experience, entitled "Through the Eyes of a Child," brought law enforcement personnel and schoolchildren together to learn more about each other. The students were given fundamental lessons in portraiture and photojournalism and encouraged to take photographs

for a contest that would show their impressions of the life and activities of people in law enforcement.

Futcher's latest exhibit, slated to begin in March and coincide with the beginning of Women's History Month, is designed to be a story in photographs that will raise preservation awareness in the greater community of Delaware. The exhibit will bring attention to the plight of extreme destruction and development at the expense of heritage, sense of connection and belonging. In the face of what Futcher sees as many threats to the state's natural lands, coastal habitats, and historic preservation, she has made a photographic study of many elements that showcase Delaware's significant and diverse heritage and glorious open space. The artist's hope is that her photographs will illustrate the

abundance of earthly beauty, majesty and heritage. In a showcase exhibit of 10 framed pieces (just a few of a much greater collection), a simple story will be told and will bring a valuable message to protect all that is ours in our natural world.

For more information about the exhibit, contact The House of Coffi at (302) 672-0059. Plan to stop in during the month of March for a delicious coffee and to view this powerful exhibit!



House of Coffi owner Kristin Stonesifer, left, and artist JuneRose Futcher.

Sunset Mixer

Continued from Page 1

filled with exquisite boutique shops, in addition to award-winning restaurants, bars and lounges.

For this month's event, the folks at Bally's will welcome CDCC members to Jerry Longo's Meatballs & Martinis. Longo's originated in the Historic Federal Hill area in Providence, R.I., where owner Jerry Longo created a unique menu of authentic Italian

cuisine. Menu items are reminiscent of those commonly prepared in an Italian American household. Using only the finest imported and the freshest local ingredients, Longo's menus are designed to inspire exploration and sharing.

As the leading networking opportunity offered by the Chamber, the Sunset Business Mixer is one of the many benefits that accompany your membership. Mixers provide a great opportunity for CDCC members and

their guests to spend time together at the end of a workday in a casual setting, while meeting other business owners, collecting qualified leads and making business partnerships and connections. The Mixers occur 10 times during the year. Be sure to bring 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!

To register for this event, contact the CDCC office at (302) 734-7513 or email



adminassistant@cdcc.net. You can also sign up through the website, www.cdcc.net (click the Events Calendar). We hope to see you on Wednesday, Feb. 23, at Bally's Dover Casino Resort in Dover for the Sunset Business Mixer!

Your Town. Your Voice.
Your News.



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**WE ARE
LOCAL
AND WE ARE
HERE FOR YOU**

Complimentary Portfolio Review
Personalized Financial Strategies
Strategic Planning

CDCC SHOWCASE

Economic Development: Bringing Opportunities to Your Door



A CDCC groundbreaking ceremony for the Duck Creek Business Campus, a KRM Development Corporation project.

Businesses are a vital component of our communities. They are the very foundation on which our economic wellbeing is built. Businesses provide goods, services, jobs and opportunities to the people who purchase from them, work with them and connect to them.

The general role of chambers of commerce in economic development is not necessarily to attract businesses to come to the area, but rather to create an atmosphere where businesses want to locate and grow. It is chambers who provide the product that economic developers sell. A place where businesses can access the information they need, where they can have representation on public advocacy issues, and where they can network and connect with other businesses and community members who will support them and serve as their workforce.

The Central Delaware Chamber of Commerce (CDCC) plays numerous roles in the economic development arena with our businesses. We provide information, education, representation, marketing opportunities and connections. It is our responsibility to strengthen businesses by ensuring they have support, opportunities, and networks to help them succeed.

In our informational role, it is our responsibility to provide up to date information to businesses that will help them maneuver through the obstacles and challenges that

face them on a regular basis for them to make sound decisions for their businesses. One of the most tangible examples of our informational role has been our recent addition of email publications that have provided critical information to businesses as they go through the COVID Pandemic. Our Bulletin has provided and continues to provide links to funding resources, to needed materials and products and to regulations and mandates being made that will impact their business operations.

Education certainly ties into the informational role, however, in addition to just providing written materials, we also provide venues for experts in various areas to share their knowledge with members to assist them with growing and expanding their businesses. These opportunities are known to our members as Coffee Coaching Sessions. When speaking of education, we also must understand the importance of educating individuals to serve as leaders in our businesses, organizations, and in our communities. The CDCC is the only Chamber in the State to host and operate an extensive 10-month leadership training and development program – Leadership Central Delaware. Leadership is pivotal to the continuation and growth of any and every community.

Representation is also a service we provide to businesses. We serve as the voice of the business-

es when it comes to regulations and legislation. We have a Legislative Affairs Committee that is made up of a variety of businesses that will review and track legislation that will impact and effect businesses at all levels, federal, state, county, and municipal. We monitor all this legislation to help businesses by lowering their risks and having the opportunity to succeed.

If you are in business, you know that networking and connections are critical to your business not just surviving, but also thriving. The CDCC offers over 74 events and programs each year, and each one has a built-in component of networking which allows businesses to make connections that help them fill needs and create pathways for their business development and growth. You never know where one conversation can lead. You never know what opportunities one conversation can bring to your door.

Economic Development in every community takes a village and we at the CDCC are proud to be a member of that village. With all of us working together, we have seen measurable growth in the new businesses coming to Central Delaware and the progress of our current businesses. Partnerships make economic development happen!

CDCC SHOWCASE

Make Your CDCC Membership Work for You



Member Orientation

THURSDAY, FEBRUARY 10TH: 12 - 1:30 PM
THURSDAY, MARCH 10TH: 8:30 - 10 AM
THURSDAY, APRIL 14TH: 12 - 1:30 PM

This event will be ALL Virtual via ZOOM!

MEETING ID: 821 4951 4243
PASSWORD: 858438

New Member? Been a Member? Join us for Orientation where we discuss all of the benefits and opportunities that you receive as a Valued Member!

Questions or to register email adminassistant@cdcc.net

Educational opportunities designed to help you grow your business... a voice at the General Assembly speaking on your behalf about decisions that impact the business community... advertising and sponsorship opportunities that bring name recognition and help tell your story... a strong framework of business relationships... 75+ events per year created to help you meet people, exchange information and gain qualified leads... these are all benefits that come with your Central Delaware Chamber of Commerce membership.

Are you taking advantage of all that our Chamber offers? Are you participating in all the opportunities available to help your business succeed and grow? The CDCC's Member Orientation sessions are design to help you, our members, get the most out of your membership. We want you to get everything you can from the services, events and activities we have to offer, but that can only happen if you know what they are, and which ones will most benefit you.

Each month, on the second Thursday of the month, members gather via ZOOM to hear about the ways your Chamber works for you. These virtual sessions are not just for new members, they are also for longtime members

as well. We want you to stay current on all that is happening at your Chamber, and we especially want you to be aware of new opportunities that come along and new services as they are added. (For example, did you know that by logging in to your member portal on our website you can begin saving money at Staples? This "for members only" promotion will provide you with discounts on supplies as well as printing services!)

Often attendance at these sessions is followed by the creation or the review of members' journey maps. We long for the opportunity to meet with each of you to create a journey map that will assist you in making the most of your membership. We want to be your most essential resource for the development of your business – but that will only happen if you become familiar with what we can do for you, and if we become familiar with the goals you have in place for the growth and expansion of your business.

The next Member Orientation session will be held on Feb. 10, from 12 to 1:30 p.m. To register for this FREE session, contact the CDCC Office at (302) 734-7513. We look forward to helping you make your membership work for you!

CDCC Board of Directors Connects with the Community and Chamber Members

The CDCC Board of Directors is a volunteer organization comprising representatives from 20 member businesses. The Board oversees the work of the CDCC and serves as the policy-forming branch of the Chamber. Board members gather monthly to offer guidance and support for the work of the Chamber.

In order to be completely informed, the Board of Directors must find ways to be tied to the community. To that end, several community leaders regularly attend the board meetings to provide updates and information on various efforts and projects. This way everyone is on the same page and all efforts are more successful in supporting the local businesses. Representatives from Kent County Levy Court, Kent Economic Partnership and Kent County Tourism report on their work in the community. In addition, the Wing Commander of the 436th at Dover Air Force Base and the Mayor of the City of Dover also attend the meetings.

In addition to the work the board members engage in at meetings, they also work diligently to stay in touch with CDCC members. They attend events and programs, and they spend time talking with members about how the CDCC can best be of service to them. They are interested in connecting with the membership to see how businesses are doing, to discover anything additional that the CDCC can do for you and to make sure that you are receiving all the benefits you can from your membership. When you receive a call or email from any of our Board members, please take the time to respond and share your thoughts and ideas.

If you wish to connect with one of our Board members, you will find them listed on our website www.cdcc.net (click "Our Team") with a photo, name and a link to their company. We value you, and we want to do everything we can to ensure that we are your essential resource for the development of your business here in Central

Delaware!



While the board members are the ones who ultimately vote on policies and make decisions affecting the future of the CDCC, this collaborative effort, including the community's leaders, creates a certain synergy that spawns cre-

ativity and camaraderie. While the work of the board is often done "behind the scenes," the fruit of their labor is seen in the vibrant work of the CDCC as it continues to serve as THE essential resource for the development of businesses in Kent County.



CDCC SHOWCASE

Networking with Young Professionals

Young Professionals Social


Join other young professionals (ages 21-35) for a bi-monthly networking and educational experience. Each session will focus on a different topic related to workplace development and overcoming challenges young professionals face.

Tuesday, March 8th

This month, join a discussion led by Jessica Moyer, owner of the Icehouse Wellness & Community, certified Ziglar legacy coach, speaker, and author.

12 - 1 pm
\$5 members/\$15 nonmembers

This month's Social will take place at:
The Icehouse Wellness & Community
200 Southern Boulevard in Wyoming



Call 302-734-7513 or visit cdcc.net to register or email adminassistant@cdcc.net for more info.

The CDCC is pleased to offer a networking opportunity for Young Professionals, ages 21 to 35. This group is specifically designed for those who are just starting out in their careers to meet with others in similar stages. This Young Professionals Social provides a time and place for these emerging business professionals to work through challenges, share ideas, brainstorm and set goals. Time is provided to explore and refine workplace skills like time management, public speaking, planning and goal setting, teamwork and more!

For each gathering of the Young Professionals, speakers are invited to come and share a presentation with the group. These presentations are timely, relevant and immediately applicable. Each session offers networking, education, time for questions and answers, plus lunch. These events are tailored to the lunch hour and organizers work hard to keep them to one hour. The Young Professionals Social is scheduled bi-monthly throughout the year on the second Tuesday of the month from 12 – 1 p.m. The cost for members to attend is only \$5, and this also covers lunch.

The next Young Professionals Social will be held on Tuesday, March 8, at the IceHouse Wellness & Community and will feature the owner, Jessica Moyer. Jessica is in the business of helping women achieve a happier, healthier life by taking care of their mental, spiritual and emotional health, as well as their physical wellbeing. In addition, Jessica is author of "Triumph Through the Tears: Finding Hope and Purpose Through Loss and The 5 G's to a Stronger Mindset." As a certified Ziglar Legacy Coach, John Maxwell coach/trainer and ACE personal trainer, she has helped thousands of women transform their lives over the past 12 years. Jessica's presentation promises to be immensely helpful and pertinent to our Young Professionals!

To learn more about the Young Professionals' Social, visit the CDCC Website at www.cdcc.net (click on the "Networking pillar"). To register for March's Young Professionals Social and learn from Jessica Moyer, please call the Chamber office at (302) 734-7513 or email adminassistant@cdcc.net. We look forward to seeing you in March!

Monitoring Legislation – A Member Benefit

Through the years, we have found that one of our biggest benefits of membership is one that many members often do not even know about. This benefit is the CDCC's legislative advocacy.

Our advocacy starts with the CDCC's Legislative Affairs Committee, which is in place to monitor legislation at the federal, state, county and municipal levels. This committee also helps to represent the Chamber's position on various legislative issues that will impact our member businesses. They also help with improving communications with our elected officials, which is critical to the Chamber's proactive legislative strategy. The Chamber also has two lobbyists who represent the organization and its members on actions that will impact the business community.

In addition to the continuously monitoring current legislation, the Chamber also works closely with the House Small Business Caucus to provide input on business-related bills and works to increase the awareness of Chamber members on proposed legislation at all levels by providing information through "Legislative Alerts" and "Calls to Action" emails. The Legislative Affairs Committee also continues to take whatever measures necessary to protect the business community from the enactment of specific impact fees and taxes; works closely with the City and County to revise comprehensive plans; and meets with Congressional Delegates to discuss Federal Legislation and Regulations that impact our member businesses.

The Legislative Affairs Committee

also hosts elected candidate interviews focused on business issues which are published in the Chamber Connections newspaper and on the website. These interviews are done to help our members know where those running for office stand on the issues that will affect their businesses.

This Committee hosts the Legislative Luncheon event where elected officials are asked questions, again focused on the needs of our businesses, and are asked to share their views and information on issues while enjoying open communication with CDCC Members.

Each year, members of this committee, as well as members of the CDCC Board of Directors, are on hand for the annual Capital



Reception. This event gives the Chamber the chance to thank our legislators for their support and to present them with a preview of the Chamber's Legislative Agenda for the up-coming session.

As Chamber members continue to go about the day-to-day running of their businesses, be sure that the Legislative Affairs Committee is working behind the scenes to keep you informed, let your voice be heard, and lobby on your behalf.

CDCC SHOWCASE

Cornerstone Membership: The Blocks on Which We Build



The cornerstone is a key component in construction because it is part of the foundation. The foundation of any structure is what provides the strong support on which it is built. With the shifting of the ground, the impact of inclement weather and the weight of the entire structure, any building built without the bedrock of a foundation is likely to lean, collapse or crumble over time. A great example of such a tragedy is the famous Leaning Tower of Pisa — which was built on sandy soil without a foundation. Clearly, cornerstones are necessary to ensure the long life of any building or institution.

The Central Delaware Chamber of Commerce is pleased to provide

members with the opportunity to showcase their businesses through Cornerstone Membership. A Cornerstone Membership not only provides outstanding exposure, visibility and name recognition, but helps to ensure a long, quality life of service for your CDCC. Cornerstone Membership is a partnership that goes a long way in helping businesses grow, by helping the CDCC continue to serve as the essential resource for the development of businesses in Central Delaware.

Member businesses who are part of the Cornerstone program will receive, for one full year, an exclusive homepage rotating banner ad — complete with a hyperlink to your business — on our website. Also for one full year, your company logo will appear in an advertisement in the Chamber Connections Newspaper (12 months) identifying you as a Cornerstone Member. In addition, you will receive three featured articles in the Chamber Connections newspaper and four broadcast emails per year

sent to nearly 1,500+ recipients. Cornerstone Members are invited to provide brochures/flyers/swag to be included bags that are distributed to each new member.

This exclusive membership will entitle you to a listing as a Platinum Sponsor for the State of the Base Briefing Breakfast (attendance 220+), the annual CDCC Legislative Luncheon (attendance 300+), and the Awards for Excellence Dinner (attendance 300+). You will also receive one exhibitor table at each of the semi-annual CDCC Member 2 Member Expos, admittance for eight at the Chairman's Circle event (Awards for Excellence Dinner), a quarter page/full color advertisement in the CDCC Holiday Gift Auction Program, and \$200 towards the purchase of an advertisement in the CDCC's annual Resource Guide.

A recent addition to the benefits of Cornerstone Membership is that all Cornerstone Member's logos have been added to the bottom of the CDCC's email signature. That means that every email that

leaves the CDCC Office has your logo attached, providing a huge opportunity for exposure and name recognition.

The value of the Cornerstone package is \$19,700, but as a Cornerstone member, you will receive all these amazing opportunities for just \$6,000. Our Cornerstone Memberships are industry exclusive. As a Cornerstone Member, you will be given the first right of refusal each year.

As you can see, Cornerstone Membership (established in 2013) is a marvelous engaging way to showcase your business. It is also an incredible way to be known as part of the foundation on which your Chamber is built.

For more information regarding Cornerstone Membership, please contact the CDCC Office at (302) 734-7513 or visit our website at www.cdcc.net. As always, thank you for your continued support and encouragement as we work to help businesses grow and be recognized!

The CDCC Resource Guide: The 4-1-1 on Central Delaware

The CDCC is pleased to offer a publication that includes all the information readers need to know about Kent County: the Central Delaware Resource Guide is the premiere reference book for our area. On full-color glossy pages, this 96-page reference guide will include all the details you need about taxes, Delaware industries, local and state government, tourist attractions, housing, accommodations, restaurants, medical/health care, education and more.

A perfect go-to-guide for newcomers to Central Delaware as well as life-long residents, our Resource Guide is the perfect place for people to learn about you and your business! The Resource Guide always tells the remarkable story of Central Delaware in a way that is interesting, engaging and useful — and by advertising in the publication, you will become known as an important part of that story.

Each year, 8,000 copies are distributed to new and current residents of Kent County, as well as Kent County businesses, colleges, universities, hotels, the Dover Air Force Base, DE visitors' centers/rest areas and other prominent, high traffic areas. Many of our larger member businesses, as well as Dover Air Force Base, distribute these books to their newest employees to help familiarize them with the area. In addition, the Resource Guide is available on our website. What a marvelous opportunity to get your name out to many prospective customers!

Advertising spaces are now available in the upcoming publication. Our goal is to have the CDCC 2022-23 Resource Guide available for distribution by July 1, 2022. We are happy to announce that there is NO PRICE INCREASE this year for advertisers — we are happy to honor prices from last year! Again, we are offering

a special package to the first 35 half or full-page advertisers — those businesses will receive an ad on our Dover/Kent County map (10,000 copy distribution) for free! All full-page or half-page advertisers will receive a hyperlink from our online version of the Resource Guide to your website, driving traffic directly to you.

Central Delaware's business community is a vibrant and essential part of the Central Delaware story, please consider helping us share that story with everyone ... for a whole year! For more information, pricing or to reserve a spot in our Resource Guide, contact Dina Vendetti at the CDCC office (302) 734-7513 or marketing@cdcc.net.



CDCC SHOWCASE

Military Affairs Committee – TEAM Dover Proud!

The Military Affairs Committee is designed to protect, maintain and strengthen the relationship between Dover Air Force Base (DAFB) and the Central Delaware Chamber of Commerce (CDCC). This committee provides a mechanism for the need of DAFB to be communicated to the CDCC so that community support can be provided to the base and its personnel.

This committee meets 4 to 6 times per year and is responsible for the planning and execution of three annual events which provide networking opportunities for CDCC members and military personnel to maintain and strengthen the positive and supportive relationship between the CDCC and DAFB, otherwise known as TEAM Dover.

The Military Affairs, usually a winter event, provides an opportunity for community members to meet with the leadership of the Base and other military divisions in a casual setting. The Spring Bluesuiters Golf Tournament brings together community leaders and men and women of DAFB for a fun afternoon of golf and camaraderie. The State of the Base Briefing Breakfast, usually held in the fall, is typically attended by Delaware's Congressional delegates, Delaware's governor, military commanders, state elected officials, and members of the Central Delaware business community. It is DAFB's opportunity to brief the community on the State of the Base and on the missions and activities taking place there.

In addition, the Military Affairs Committee has also coordinated a number of community efforts with military personnel to work toward having the Defense Department make awards to Dover Air Force Base. For example, in 2008, the DAFB received the Commander in Chief's installation Excellence Award. This was the first time in history that an Air Mobility Command Base has received this honor. In 2015, members of the Military Affairs Committee participated in the public-private partnership to help increase community partnerships with DAFB. The goal of the Air Force Community Partnership (P4 Initiative) was to enhance and create off-base partnerships to help trim operating costs.

The Central Delaware Chamber



of Commerce and Dover Air Force Base were awarded the coveted, prestigious Abilene Community Support Trophy for 2020. The Abilene Award was established in January 1999 and recognizes the community that shows outstanding support to a nearby Air Mobility Command base. The CDCC also received the Abilene Trophy in 1999, 2008 and 2015.

For more information about the Military Affairs Committee or TEAM Dover, please call the CDCC Office at (302) 734-7513.

Leadership Central Delaware: Developing the Leaders of Tomorrow

Now in its 21st year, Leadership Central Delaware (LCD), the CDCC's "Diamond Program," is a 10-month leadership development adventure that creates effective, dynamic and knowledgeable leaders. LCD prepares the leaders of tomorrow with the information, knowledge and resources they need to make Kent County a better place to live and work.

The class comprises about 28 participants representing a diverse community in every way. Selection is based on a sincere concern about the future of Kent County and a personal commitment to help shape that future; a desire to learn about leadership techniques and strategies; an ability and willingness to commit the time and energy necessary to complete the program; and an organization/business that fully supports its employees.

The program begins each year in September with an overnight opening retreat focusing on team building and leadership skills. Following that, the group meets on the first Thursday of each month for a full day exploring the area's industries who are the most impactful economic drivers, such as Agriculture & Agri-Tourism; Energy & the Environment; Healthcare; Government & Politics; Criminal Justice & Public Safety; Media & Communications; Economic Development; and Education. The year ends with a one-day closing retreat where participants talk about and plan the practical application of what the year taught them.

LCD connects emerging leaders through diverse networks, while enhancing leadership skills and community knowledge, resulting in increased value, individually and

professionally. Participants in the program can expect to develop the following skills: team building, delegation, goal setting, innovative thinking, creative marketing, problem solving, decision making, ethical and moral discernment, assessment, evaluation and more. Class members will gain an opportunity to develop resources and partnerships, an understanding of the role of leaders in the community, connections with people of influence and an understanding of the importance of collaboration among businesses.

The Leadership Central Delaware experience is supported by a large number of community sponsors. Sponsors of the CDCC's "Diamond Program" receive 10 months of advertising to over 1,300 people through numerous CDCC activities, engaged and



connected employees ready to make a positive difference, and recognition as a company dedicated to making Central Delaware THE place to live, work and play.

To learn more about the Leadership Central Delaware program, visit our website at www.cdcc.net or call (302) 734-7513.



With a variety of discounts offered by Chamber members, this card goes right on your key fob, so you'll always have it with you.

It features discounts on everything from automotive to retail to personal services and more. As a business member, offer a discount and increase your foot traffic with fellow Chamber members! Discounts are updated as needed.

CDCC Coffee Coaching: Virtually Just What You Need!

A new day... a cup of coffee... business colleagues... and great ideas... what a way to start a day, right? Your CDCC's Coffee Coaching sessions provide a time and place for thoughtful collegial conversations about new trends in business, important success-building skills, strategies for growth and the sharing of great ideas.

Your CDCC is working diligently to schedule speakers and presenters who will share topics that are timely, relevant, and immediately applicable. Our one-hour Coffee Coaching sessions typically consist of a 30 to 40-minute presentation with time afterwards for questions, idea sharing and brainstorming. To make this program more accessible and convenient, these information packed sessions will be totally virtual this year via ZOOM. That way, participants can enjoy an hour of learning and then

jump right into their workday!

February's session, presented by Lisa Hammer and David Newman of Leadership Techniques, LLC, will focus on "servant leadership." The concepts of servant leadership are as ancient as written history and have been proactively integrated into modern leadership practices. It is beneficial to understand what is meant by this seemingly self-contradictory term. This presentation will touch on the skills need to lead by serving without being taken advantage of and how to get results through service to others. To "innovate, lead positive change and create sustainable value" with a team, one must consider the



benefits of servant leadership. This is the style that works and organizations that recognize and adopt this transformational style are most successful, have happier employees, which leads to increased productivity.

At the end of the session, participants will understand the values and advantages of Servant Leadership, able to apply the principles of Servant Leadership in the workplace and differentiate between a Servant Leader vs. a leader who serves.

Customer service will be the focus of March's Coffee Coaching event. This discussion will be led by Kristin Garramone of Roma Italian Restaurant/Sul Tempo Cocktail Lounge. Kristin has

enjoyed a long career of serving the public in the hospitality industry and understands the elements and skills that make for excellent customer service. She will be with us to share her experiences and talk about several components and practices that make for world-class service the public. If your business has anything to do with dealing with the public, you won't want to miss this incredible conversation!

These hour-long sessions will be presented by CDCC members and panels comprised of members. These virtual educational sessions will be held virtually, via ZOOM, the second Wednesday of each month and on ZOOM. These sessions are a FREE benefit for members. To register, contact Cindy Frieese at cfrieese@cdcc.net. We look forward to learning with you as we work together to make the Central Delaware Business Community stronger and better than ever!

Advertising with the CDCC

Your CDCC loves to help you find ways to tell your story! We are so proud of the accomplishments of our members, and we specialize in creating ways to brag about them. Some of the advertising opportunities given to our members are free with a membership, while others are paid. Your news is important to us, so whenever our members have something to share, we are ready to help find the best way to make the most impact.

Advertising through the CDCC's email broadcast system is a member benefit. There are two broadcast publications each week designed to share member information. "Catchin' Up with the Community" is broadcast every Wednesday morning (submission deadline: Tuesday at noon). This email publication is dedicated to sharing information about member's events and happenings (i.e. conferences, seminars, fundraisers, etc.) that are open to the public. "Business News & Company Kudos" is sent out every Friday morning (submission deadline: Thursday at noon). This publication lifts up news about member businesses (i.e. new

location, expansion of product line or services, alerts, etc.) and also congratulates members who have been recognized for something remarkable (i.e. won an award, celebrating an anniversary, engaged in a community service project, got a promotion, etc.).

To contribute to either the Wednesday or the Friday publication, simply send a graphic (.pdf, .jpg, .png) along with pertinent information or a link to marketing@cdcc.net. Items normally run for at least two weeks at a time, depending on space. These emails are distributed to over 1,300 members, and the price is FREE.

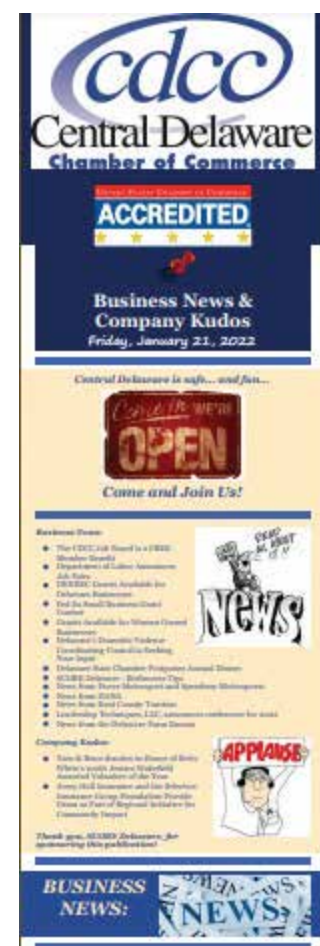
Your CDCC also offers a single company email broadcast that can be scheduled any time during the week. This is a strong advertising tool for promoting your business and experiences above average open and click rates. These broadcasts cost only \$100 per send – which averages out to about 7 cents per recipient. They can be used for any kind of news, announcement, or advertisement. Simply send your flyer or graphic (.pdf, .jpg, .png) along with any

pertinent information or links to marketing@cdcc.net and we will help you create your broadcast in a way that is sure to get everyone's attention!

Each month, the CDCC does a mailing comprised of flyers that highlight events and other happenings at the Chamber. Members are invited to contribute their own flyers to this effort in a program called “CDCC Direct.” Members must contact the CDCC office by calling (302) 734-7513 or emailing adminassistant@cdcc.net to schedule a time to include their flyers. If you want to promote your business, advertise a product or service, or invite members to an exclusive event, CDCC Direct is a great way to reach 1,300+ members. The standard rate for this program is just \$190 – members are responsible for providing the flyers (1,300).

These are just some of the ways that your Chamber uses to share your news. In addition, we are happy to include every member in our online Business Directory, celebrate your business with a ribbon cutting, include your business in our monthly Chamber

Connections newspaper, and more. Please contact us today to learn more about how to tell your company's story through the Central Delaware Chamber of Commerce.



Member News

Development of Master Plan Set to Begin



The Downtown Dover Partnership is preparing to launch development of a master plan for downtown Dover. The process will begin by engaging the community to learn about Dover and to hear their ideas for its future; to consider residential, business and workforce opportunities; to look at trends in the economy and how people are living and working; and to guide investment and re-development strategies to transform the Capital City over the next eight years. Target completion of the plan is September.

Representatives of the DDP met with Mosaic Development Partners in early 2021 to discuss the firm's potential interest in redevelopment of the DDP-owned parcel at the former Acme site at 120 S. Governor's Avenue. While currently occupied by Auto Plus Auto Parts and a day care facility, the site is currently underutilized. More than ten years ago, the DDP conceptualized redevelopment of the site into a mixed-use facility of first-floor retail and upper-floor(s) of residential apartments and included a parking component. At the end of the meeting between Mosaic and DDP, it was clear that DDP's focus on one property was simply too narrow and that a more encompassing approach to redevelopment of numerous vacant or underutilized parcels was necessary and would best be considered by developing a master plan for the commercial district.

Strategically redeveloping key parcels is critical for the success of the downtown. For instance, the DDP's concept for the space at 120 S. Governors Ave. would not only provide new commercial/retail space but would also bring more downtown residents to support businesses. This similar model — and opportunity — could apply to several currently vacant or underutilized sites downtown and would stand to reinvigorate the district. Dover Interim City Manager Dave Hugg noted that "New construction can be compelling for potential tenants because the spaces are already wheelchair accessible, and they're 'clean vanilla shells' that will require only minor fit-out to be ready for a business to move in. Many of Dover's older historic buildings are beautiful, but they often need to be retrofitted and brought up to code when changing hands. This can be time-consuming, and sometimes costly. The process

can also be intimidating to a business owner."

The target area for the plan includes Loockerman Street and adjacent neighborhoods within the city and will take into consideration development nodes within the 250-acre Downtown Development District. This area is also designated as a Qualified Opportunity Zone, indicating that it is a high priority target area for redevelopment and reinvestment. Delaware State University and DDP representatives have begun meeting regularly to ensure coordination of planning efforts, considering the recent acquisition of the Wesley College campus by DSU and opportunities for a stronger college presence downtown.

Dover City Councilman Fred Neil is one of 11 panelists that were integrally involved in the selection of Mosaic Development Partners to guide the process and bring together the team that will develop the plan. "As part of the review panel of the seven organizations that were considered, Mosaic was by far the best equipped to mesh the history of Dover with our immediate need and the evolving world of the future. Their experience with diverse communities and their impressive ability with existing projects, which includes pulling together a broad variety of funding sources, are a few of the examples that indicate they will be a perfect fit."

Mosaic Development Partners co-founders and Principals, Leslie Smallwood and Greg Reaves, are extremely excited to get started in Dover. "The DDP will be included in all phases of the development of the master plan," Mr. Reaves commented. "Mosaic will lead and coordinate the first-class team we've put together to bring all key stakeholders through the phases we've outlined in our RFP: 'Listen, Discover, Ideate and Present.' This work includes stakeholder and community outreach, evaluation of the existing infrastructure, zoning, market and financial analysis, transportation, development of the strategy and documentation of the plan."

Done correctly, a master plan requires a range of professional skill sets to make it a living document that is executable. That's why Mosaic assembled a highly capable team of professional firms who have significant prior experience in the master planning process. Key team members include the firms of Econsult Solutions Inc. (ESI), a nationally recognized economic impact consulting firm; Bernardon, who ranks among the region's leading architecture firms,

with significant past experience in Dover; Connect the Dots, a Philadelphia based community engagement firm; and Kimley Horn, a nationally renowned transportation and planning firm. The team will work closely with the DDP to conduct a deep analysis of Dover's existing infrastructure and will hold community engagement sessions and charrettes to discover together the best projects and locations for optimal impact going forward.

Connect the Dots, an impact-driven firm that specializes in civic and community engagement, will take the lead early in 2022. Director Marisa Denker said she is looking forward to collaborating with the team and Downtown Dover partnership to develop an inclusive engagement process that ensures locals have a meaningful say throughout the planning process. "We will work to develop creative online and offline strategies to meet people where they are." Connect the Dots focuses on meaningfully engaging with stakeholders to move projects forward and drive positive outcomes. Additional team members will be highlighted as the project progresses.

Mosaic Development Partners and its joint venture partner, Ensemble Investments, are currently leading the redevelopment of the final phase of the Philadelphia Navy Yard, a 109-acre, \$2.5 billion mixed use development. Mosaic is also leading, in partnership with Cheyney University, a 200-acre multi-phase master development and investment plan for the Historically Black College/University located in Cheyney, PA; as well as leading the financial analysis and programming for Wilberforce University, a 200-acre campus redevelopment project in Ohio.

The Downtown Dover Partnership is committed to driving an improved quality of life for the residents and visitors of Dover, Delaware, through collective collaboration, economic development and promotion of downtown Dover's unique historic properties. Call 302-678-2940 or visit: www.DowntownDover.com

Documents relating to the Downtown Dover Strategic Master Plan RFP, vendor selection process and timeline for the process, including a kick-off meeting within the next several weeks, can be found online at tinyurl.com/DoverPlan and on the home page of the DDP website: www.DowntownDover.com

Article written by
Diane Laird of DDP



Marisa Denker, co-director and co-founder of Connect the Dots, will lead the community engagement process.



Leslie Smallwood and Greg Reaves, co-founders and principals of Mosaic Development Partners



Leslie Smallwood, principal at Mosaic Development Partners



Greg Reaves, principal at Mosaic Development Partners



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Member News

Levy Court Helping Businesses with Grant; Application Period Now Open

*Kent County Levy Court, Kent County Tourism,
and the Central Delaware Chamber of Commerce
are pleased to announce...*

The Kent County Small Business and Hospitality Grants

Kent County Levy Court officially voted to help small businesses and the hospitality businesses in the county on Tuesday, Nov. 9. The vote was unanimous to provide \$2M for grants to be given to those in the hospitality industry for hoteliers and those with banquet facilities. In addition, a \$3M grant program will be provided to small businesses within the county. Proceeds from the American Rescue Plan Act of 2021 which were allocated for Kent County will be used to fund these new grant programs.

Kent County Tourism Corporation and the Central Delaware Chamber of Commerce presented proposals to the Commissioners of Kent County Levy Court in October and went back on Nov. 9 with details for a direct path forward with both grant programs.

"As we all know the hospitality industry was particularly hard hit during the Covid Pandemic," commented Pete Bradley, the director for tourism commission (KCTC). "This \$2M grant program will definitely help some of our hoteliers and banquet facilities get back on their feet."

"We are so grateful to the Commissioners in Kent County for stepping up to help our businesses," added Judy Diogo, then-president of the CDCC. "These grants are going to be a welcomed gift for our businesses that are struggling to keep their businesses viable."

"The American Rescue Plan Act funding provide by Congress to local governments like Kent County is intended to offset the genitive financial impacts created by the COVID-19 pandemic," stated Levy Court President Terry Pepper. "Helping our small businesses and the tourism industry here in Kent County cope with the economic ravages of the pandemic is a high priority for Levy Court."

The portal for the grants is NOW OPEN, and will remain open until March 31, 2022, or until the funds for the program have been exhausted. Once an application with all the necessary downloads have been submitted, no one should expect to receive any notifications for at least 4 weeks.

Information and links for the grants will be made available by going to this link: www.kentcountysbg.com. You can also find a link to the applications on the Kent County Levy Court website (www.co.kent.de.us); the Kent County Tourism Commission website (www.visitdelaware.com); and the Central Delaware Chamber website (www.cdcc.net).



Member News



A Big Year for Leadership Techniques, LLC

2022 is proving to be a significant year for Leadership Techniques, LLC, and its owners, Lisa Hammer and David Newman. This year marks the 12th anniversary of the company and the beginning of its first year in Delaware! Leadership Techniques was originally based in Frederick, Md., but has now moved to Millsboro, Del., where Lisa and David are continuing to follow their passion for helping people to be happier and more productive on the job as they “teach from the beach.”

Leadership Techniques is an Authorized Training Partner (ATP) with the Project Management Institute (PMI), specializing in leadership and project management training and consulting. While often asked to

intervene in challenging scenarios, they always strive to inject positivity and happiness into the environment and look to reduce stress for employees while driving results for all stakeholders. Leadership Techniques focuses on where the “rubber hits the road.” Whether customizing an internal training regimen for a client, teaching project management and leadership skills at public seminars, or consulting on specific issues, they help teams achieve their goals. Their greatest reward is the success of a client’s team!

The material used by Leadership Techniques, LLC, is continuously refreshed to keep pace with changes within the industry as well as within



the PMI community of practice. Lisa and David align their approach with the adult learning styles as described by the VARK model (visual, aural, read/write and kinesthetic) and work to incorporate in every workshop a blend of instructional techniques to accommodate all learning styles, whether in person or online. The training they provide is learner centric and includes group exercises as well as hands-on activities appropriate to and supportive of the content and learning objectives. They typically co-present sessions and include interactive discussions and a wide use of audience engagement techniques.

This year, Leadership Techniques is adding a new aspect to their portfolio of services. The company, whose core has always centered on project development, will be jumping into “people development” through a personal development learning experience called Everything DiSC. Lisa and David have successfully completed Everything DiSC Workplace Certification and are ready to assist clients as they improve employee performance and improve stakeholder engagement. Everything DiSC measures preferences and tendencies based on the DiSC model. Participants gain personal insights that help them to better understand themselves and others, making their interactions at work more enjoyable and effective. Whether working in person or remotely, workers become more engaged and part of a more collaborative workforce that improves the culture of the whole organization.

While DiSC assessments are not new (they’ve been around since the 1920’s), Everything DiSC is a new and improved version of the original. Combining years of research in a data driven environment, appropriate testing, and the support of artificial intelligence to recreate this learning experience has resulted in the best tool available in unlocking the potential of a company’s people and the power of its culture.

The Everything DiSC experience begins with an assessment resulting in an individual’s workplace profile. The assessment measures reactions, responses, and preferences and offers insight into what makes a particular employee tick. The experience that Leadership Techniques can offer clients includes extensive follow up to explore the intrapersonal relationships of an office, company, or workplace and the implications of individuals’ tendencies for their performance.

Lisa Hammer offered that “individuals will first complete the assessment online and receive their feedback. Then, we will work with them, see how they play off each other, and help them to grow as a cohesive, high functioning team.”

“This is a bit of a shift for our company,” commented David Newman, principal and co-founder. “Typically, we have taught to a cross section of workers from many companies in a variety of industries. Now, we will be working with the team of one company at a time, helping them discover how to capitalize on their strengths and compensate for each other’s areas of challenge.”

If you and your company are looking for ways to help employees better understand themselves and others, a path to employee engagement, efficacy, and retention, and improved relationships, strengthened management skills, an enhanced leadership impact, or new ways to handle conflict, Everything DiSC® may be something worth exploring!

For more information about Everything DiSC or other training and consulting services provided by Leadership Techniques, LLC, feel free to contact Lisa Hammer and David Newman online at leadershiptechniquesllc.com or give them a call at (301) 667-3915.

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Member News

A New Date for the Economic Forecast Breakfast

THE 2022 ECONOMIC FORECAST BREAKFAST

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Are you thinking of adding a new product or service to your business? Are you formulating a change in the way you do things? Are you contemplating the best way to fund your company? Are you wondering if you're thinking "big" enough? These are all excellent questions as you plan for growth and position your business for success!

The health of the economy will have a significant impact on the answers to your questions. To make the best decisions, you'll need to know what the financial landscape looks like from a national, state and local level — and YOUR Central Delaware Chamber of Commerce is here to help!

On Thursday, Feb. 10, business members and guests will gather at Maple Dale Country Club for a delicious breakfast and some critical information! The 8th Annual Economic Forecast Breakfast, sponsored by BIG Investment Services, will run from 7:30 to 9:30 a.m. and will feature several speakers, experts in the field of finance on a variety of levels, who will help you to understand the State of the Economy and its implications on your business. This will be especially helpful as we find ourselves at the beginning of a new calendar year filled with possibilities.

This year, as we begin to recover from the global health crisis of the last two years, an economic forecast, or snapshot of how the economy is anticipated to behave, will be more important than ever! Business owners are dealing with a plethora of challenges: hiring and retaining a dependable workforce, obtaining goods that are detained in the supply chain, rising operational costs, planning for a future filled with new hurdles that we've never seen before. Customers are keenly aware of where and how they are spending their money. The implications of the state of the economy will impact the way that decisions are made, and business is transacted. 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.

Tickets for this event are \$20 for members and \$25 for nonmembers. For more information or to register for this event, call the CDCC at (302) 734-7513 or visit our website at www.cdcc.net. We look forward to seeing you at this informational breakfast event as, together, we learn more about the State of the Economy for 2022 and its impact on the Central Delaware Business Community!



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DELAWARE STATE NEWS

The Capital Daily

New Members' Spotlight

Meet Andrew Chupp and The Catering Company

Founded on the principle that food brings people together, The Catering Company offers a service that not only provides a meal for their clients, but also shares a story about who they are.

Andrew Chupp and his team work diligently to redefine food and event production. They pledge to work with clients to create a menu that fits their taste, budget and style. They ensure that the food is exceptional in taste by using locally sourced produce and the freshest ingredients possible. They strive to bring their signature style to each event by providing exceptional food, exceptional coordination and gracious service.

Whether a customer is planning a wedding, a small family gathering, a large corporate event or gala or just a small social celebration, Andrew and his team take pride in providing a specialized menu that is unique and delicious. The Catering Company

wants to make every experience unforgettable!

Andrew grew up in Greenwood, Del., and was raised with an appreciation for good food. His Dover grandmother was Amish and worked for an Italian family. His mother grew up on a farm in Lancaster, Pa. His family valued homemade, local, and fresh food for every meal. Andrew remembers that while he was still very young, his mother assembled her children in the kitchen to show them the importance of feeding the family. He recalls his family gathering every night around the dinner table to count their blessings and enjoy a meal made from scratch. That is how his love for food and service began.

Andrew is excited to be a member of the Chamber! He loves the support system the CDCC provides and the resource it has already proven to be for him and his business. He feels that



joining the Chamber was one of the smartest business decisions he has made. He believes that the CDCC will help him bring his business to the next level.

To learn more about Andrew and The Catering Company, visit

www.thecateringcompany.info. Feel free to email Andrew at saels@thecateringcompany.info or give him a call at (302) 853-0503. Please join the Central Delaware Chamber of Commerce as we welcome Andrew Chupp and The Catering Company into our membership!

Meet Aaron and Jenn Lewis and Board & Brush Creative Studio



Board and Brush Creative Studio offers an instructor-led, DIY workshop that guides would-be artists through the steps of building and creating their own unique wooden sign home décor project to proudly display in a home or office. The studio offers a 2-1/2 to 3-hour instructor-led workshop where the instruction and all necessary materials are provided, along with complimentary beverages during the workshop. This experiential workshop is a fun-filled, step-by-step workshop that results in a rustic, vintage farmhouse finished product worthy of showcasing on the customers' walls upon completion.

Board and Brush Creative Studio is a national franchise based in Hartland, Wis., that has locations operating in 41 states. The studio was approved in early September for their grand opening, after meeting all their corporate obligations. In addition to one in northern Delaware, they are excited to be the only location in Central Delaware offering this unique Do-It-Yourself (DIY) workshop experience.

Aaron and Jenn Lewis have been

married for 21 years and have three teenagers, Tanner, Grayson and Sydney. Thanks to Aaron's military career, their family has had the privilege of living all around the US, as well as spending four years in Germany. Following Aaron's retirement in 2018, they decided to make the Dover area their home.

Jenn was a stay-at-home mom while their kids were young and now works part-time at their local church, but she has also always had a love of all things DIY and making old things look new again! After attending a Board & Brush workshop, she knew this was an experience she wanted to bring to their local community. Aaron and Jenn both agreed that this was the perfect time to dive into the fun atmosphere and excitement found at Board & Brush — and make lots of new friends along the way!

As new and first-time business owners in the Central Delaware area, the opportunity to become more connected and aware of the 'goings on' in the area was Aaron and Jenn's primary motivation for becoming part of the Central Delaware Chamber of Commerce. They are excited that their membership has already afforded the opportunity to become engaged with some local events. They look forward to connecting with fellow Chamber members and expanding their networking and promoting their brand!

Board & Brush is perfect for date nights, girls' nights out and private events including teambuilding, office outings, birthday parties and more!



To learn more about Board and Brush Creative Studio, visit www.boardandbrush.com/camden or call at (302) 337-6520. You can also follow them on Facebook and on Instagram

@boardandbrushcamdende. Please join the CDCC in welcoming Jenn and Aaron and their business, Board & Brush Creative Studio, into membership!

New Members' Spotlight

Meet the Dover Health Care Center



Imagine getting to live life however you wish? It is often said that the greatest wealth is health – and the team at the Dover Health Care Center could not agree more!

The mission of Dover Health Care Center (DHCC) is to improve the health and wellness of the community by providing the highest quality of drugless and non-surgical chiropractic care to every patient. The experts at DHCC believe each person's health and well-being begins at birth. Healthy children often turn into healthy adults. Health habits are developed at a young age, and it is much easier to keep an old habit than it is to develop a whole new one.

At DHCC, they focus on the health of the entire family. This includes

adjustments through pregnancy to help aid in a healthy birth that is empowering for both mama and baby. They provide gentle and safe care for infants, children and adults. The team at DHCC is focused on helping their patients reach their health goals and get results.

The doctors at Dover Health Care Center are specially trained to not only relieve pain and restore proper body function, but also identify the root cause and source of any discomfort and dysfunction in the body. Finding the source of dysfunction allows the doctors to take a holistic approach and address the cause, not just the symptoms — helping patients obtain their healthiest lifestyle. With effective and natural chiropractic care, patients

may be able to obtain the health they've always hoped for!

Dover Health Care Center is led by Delaware native, Dr. Megan Epps, and her fiancé, Dr. Frank Chi, from Seattle Washington. Dr. Epps has a passion for women's health that is focused on a holistic approach to personalized care. She has put an emphasis on her education in women and pediatric care. Dr. Epps is Webster Technique certified. She is so excited to return to her hometown to serve natural, safe chiropractic to women and children on the Delmarva Peninsula.

Dr. Chi found a passion in the human body and wellness after college and was highly influenced by his uncle, a practicing chiropractic in Washington. Dr. Chi regularly engages in a healthy lifestyle, including running, weightlifting, soccer and hiking. He has also enjoyed getting to know Delaware and its culture, being a part of Dover CrossFit and living on Loblolly Acres.

The newest member of the team is Dr. Abby VandeHei. She was born and raised in Wisconsin, where she saw a chiropractor as a child. As a student in chiropractic school, she began to see chiropractic not just as a way of treating pain, but also as a way to improve the function of the nervous system and restore connections physically, emotionally and with other people. Her passion is giving people hope, watching them grow, reach for their dreams and achieve all that they can.

All three doctors are passionate about bringing natural family health care to Kent County through Chiropractic Care. All three specialize and have additional training in pediatric and pregnancy specific chiropractic. All graduated from Palmer College of Chiropractic in Davenport, Iowa.

The folks at DHCC have spent much time building a beautiful community within their practice. Since the start of the pandemic, they have become more motivated to expand their efforts to the community that surrounds them. They want to share what they do with the people of Central Delaware. Their desire is that every person take positive steps to improve their health and the folks at DHCC would love to share what they know and be part of that journey. They are excited to connect with fellow Chamber members, networking in the community, and bring awareness to their practice.

For more information about Dover Health Care Center and all they have to offer, give them a call at (302) 736-0330 or visit www.doverhealthcarecenter.com. You can also follow them on Instagram @DHCC_chiropractic or email dhcc.chiropractic@gmail.com. Please join the Central Delaware Chamber of Commerce in welcoming the team at Dover Health Care Center into our membership!

Meet Lasandra Stamper and Essential Beginnings Behavior & Learning Services



The folks at Essential Beginnings want to be foundational in creating a world that can effectively communicate with young people by understanding their psychological abilities and supporting them as they navigate their socio-economic contexts.

The staff are experts in the utilization of Applied Behavior Analysis (ABA) to determine the causes of maladaptive behaviors and provide the skills and strategies needed to help clients engage in productive behaviors. Working with clients ages 2 to 21 who have been diagnosed or show signs of

autism, ADHD and other behavioral concerns, Essential Beginnings' team of certified behavior analysts offer ABA Therapy at their center or in their clients' homes. The professionals at Essential Beginnings work diligently to meet young people where they are and help them to realize their potential. Their goal is that their clients gain the ability to foster healthy relationships so that they can be successful in their schools and communities.

Board Certified Behavior Analyst, Lasandra Stamper, has more than 20 years of experience in primary and secondary schools in New Jersey and Virginia. Her passion for forming highly creative environments that grant the space for personal success, critical engagement and communal discovery led her to create Essential Beginnings Behavior & Learning Services. Lasandra is a graduate of Kean University, Seton Hall University and Penn State University — and she

is currently pursuing her doctorate at Capella University.

Lasandra and her husband, along with their four children, relocated to Delaware in 2014 from New Jersey. Their family enjoys spending time together, traveling, eating and trying new foods and restaurants. Lasandra is very active in her sorority, Delta Sigma Theta, whose focus is on service, scholarship and sisterhood.

Lasandra is exciting to be a member of the Central Delaware Chamber of Commerce. She loves that the Chamber and its members are excited about her business and what she is doing for Central Delaware. She has been able to attend some events and has received valuable and helpful advice. She looks forward to attending events and expanding her network!

For more information about Essential Beginnings Behavior & Learning Services, please visit them

online at essentialbeginnings.org or give them a call at (302) 278-0052. Please join the Central Delaware Chamber of Commerce in welcoming Lasandra Stamper and Essential Beginnings into our membership!



Ambassador's Corner

Brett Emmons, Peter A. Oldziew & Associates



Denzel Washington once said, “To get something you never had you have to do something you never did.” At summer’s end 2018, Brett Emmons was about to do something he had never done before. Though a world traveler and former professional dancer with renowned Broadway tours such as West Side Story and Movin’ Out, Brett was leaving behind his former nomadic life to settle his family and begin his career as a financial advisor in Dover, his native home.

Peter Oldziew, long-time CDCC member and founder of the local and independent financial planning firm, Peter A. Oldziew & Associates, opened the door for Brett to return to Dover to learn Peter’s business and eventually be its successor. Through Peter’s mentorship, Brett came to understand the unique approach of Values Based Financial Planning and the singular service that a holistic financial advisor can offer individuals and families, namely the peace of mind and sense of freedom that comes with

a well-organized financial household that is continuously in harmony with the family’s most important goals and aspirations.

By the latter months of 2019, with the mysteries of financial management and coherent living gradually becoming unraveled for Brett, the time came for him to reacquaint himself with the Dover community and discover the place and prominence of his professional services. No better portal existed than the open doors of the CDCC. Leadership Central Delaware, CDCC’s premiere educational program, perfectly fulfilled Brett’s wish to orient himself to the business, social and administrative dynamics of the area with a group of like-minded peers. In 2021, Brett graduated from the program, grateful for the once-in-a-lifetime experience and humbled by the spirit of the local community, where he observed countless members endeavoring to enrich Kent County with their own unique and vital talents, services, and leadership.

Having experienced this, how could Brett not find some avenue to express his gratitude and lend his energies to the success of the CDCC? Hence, he is one of its newest ambassadors and most eager to share with new members the respect and admiration he has for the Chamber as well as all those who benefit from its support. He looks forward to meeting you.



To connect with Brett, give him a call at (302) 736-5005 or email him at brett@peteroldziew.com. Brett Emmons is a Registered Representative of and offers securities through Cetera Advisor Networks LLC (doing insurance business in CA as CFGAN Insurance Agency), member FINRA/

SIPC. Advisory services and financial planning offered through Vicus Capital, Inc., a Federally Registered Investment Advisor. Cetera is under separate ownership from any other named entity.

Congratulations – You’re a 10!

The Central Delaware Chamber of Commerce is excited to introduce a monthly feature for 2022 in the Chamber Connections. “Congratulations – You’re a 10!” is designed to recognize, congratulate and highlight recently renewed members who are celebrating membership anniversaries in increments of 10.

Celebrating 10 years of CDCC Membership this month

Kaizen Academy

Shureline Electric



Thank You for Your Renewal!

Renewals for December 2021

NAME OF COMPANY.....	# OF YEARS
Holden Dodge	39
McGinnis Commercial Real Estate	32
Paul Edwards Carpet.....	31
R & R Commercial Realty, Inc.	26
APG Media of Chesapeake (Adams Publications Group)	17
Choices for Community Living – Delaware	16
Always Advertising, Inc.	13
Alzheimer's Association – Delaware Valley Chapter	13
All Restored Inc.	11
Kaizen Karate Academy	10
ShureLine Electrical	10
Atlantic Refrigeration & Air Conditioning Inc.	9
Affordable Business Systems	6
Richard Downes	4
OnQ Financial	4
Post Acute Medical	4
The Golden Fleece Tavern	4
Delaware Prosperity Partnership	3
Laura's Choice	2
Mishoe	2
Pike Creek Mortgage Services, Inc.	2
Delaware Shoppes	1
High Ground Creative LLC	1
Hunt Military Communities	1
Legal Shield – Jason King	1

New Members

Delaware Imaging Network

Mr. Joseph Wujcik
710 S. Queen Street
Dover DE 19904
(302) 388-0876

Personal Protective Products

Mr. Roger E. Holloper
125 N. Fairfield Drive
Dover DE 19901
(302) 242-9670

Dija's African Food Market

Mrs. Kadiatu Gibson
720 C Townsend Boulevard
Dover DE 19901
(302) 883-7133

Tidemark Construction

Mr. Cameron Llewellyn
117 W. Reed Street
Dover DE 19903
(302) 359-4646

Kimberly Willoughby - Patterson Schwartz

Ms. Kim Willoughby
327 Bohemia Avenue
Chesapeake City MD 21915
(302) 363-1852



Membership Referral Program

Did you know that members who refer prospective new members to the Chamber can receive a credit on their own membership dues? If a new member lists a current member as the person who referred them to the Chamber, the current member will receive a **\$50 credit towards their own membership dues**. Members can receive up to 4 of these credits per year for a total of \$200.

Coffee On Us!

Sponsored by The House of Coffi

The Central Delaware Chamber of Commerce would love to connect you with something delicious! The photograph on our front pageheader changes each month, depicting picturesque and unique locations right here in Central Delaware. These photos are the subject of our monthly "Coffee On Us" contest.

If you recognize the location of the header picture on our front page, be the **THIRD PERSON** to CALL the CDCC Office (302-734-7513) with the correct answer and you will win a \$10 gift card to:

The House of Coffi



You'll also see your picture and your company name on our Facebook page – and, of course, you'll win bragging rights for the month!

The winner of the January "Coffee on Us" Contest was Roger Holloper of Personal Protective Products, who correctly identified the new ice rink at Tre Sorelle Dolce Ice Cream & Mini Golf in Wyoming. Congratulations, Roger — and thank you for playing our game!

Please note that the same person is qualified to win the Coffee on Us Contest only twice per calendar year.

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