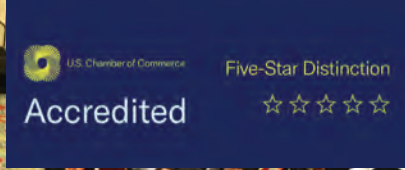




Chamber Connections



Vol. 47 // No. 3

cdcc.net

March 2024

CORNERSTONE MEMBERS



Chesapeake Utilities PAGE 3

IN THIS ISSUE...

Calling All Future Leaders – LCD Invitational PAGE 6

Home & Garden Expo Recap PAGE 9

KSI Welcomes New CEO PAGE 11

Trifecta 3in1 Recap PAGE 12

Law of Our Land: Legislative Luncheon this March 21

As the calendar flips to March, the Central Delaware Chamber of Commerce (CDCC) gears up for one of its most constructive events of the year: The 22nd Annual Legislative Luncheon, brought to you by B.I.G. Investment Services. Scheduled for March 21st from 11am-1:30pm at Bally's Dover Casino Resort (1131

N. Dupont Hwy.), this gathering serves as a vital platform for business leaders, community stakeholders, and legislators to engage in constructive dialogue aimed at advancing the economic interests of the region. Non-members are also welcome to attend.



The CDCC, serving as a unifying force for businesses across Central Delaware, understands the importance of fostering strong

Continued on Page 16



Guiding the Golden Years: 23rd Annual 55+ Expo, April 11th

The Golden Years are certainly still golden, especially when you feel prepared, supported, and connected. Are you ready to enjoy an event of discovery, connection, and empowerment? Mark your calendars for April 11th, as the Central Delaware Chamber of Commerce (CDCC) proudly presents its 23rd Annual 55+ Expo! This eagerly awaited event promises a day filled with invaluable resources, engaging activities, and

enriching experiences, all tailored to enhance the lives of our vibrant 55+ community members, their caregivers, families, and the next gracefully aging generation to come.

Hosted in the spaciouly ornate Bally's Dover Casino Resort - Rollins Center (1131 N. Dupont Hwy., Dover) from 9am-3pm, the CDCC will bring the region a FREE event full of vendors and exhibitors to support the 55+ community, local

businesses, and the communities that support them. At the heart of this event is the mission of a commitment to fostering a sense of belonging, well-being, and fulfillment among individuals aged 55 and above in Central Delaware. The CDCC is excited to continue this legacy for its 23rd year this April with our beloved community. The CDCC's Annual 55+ Expo stands

Continued on Page 16

March Mixer at Holiday Inn Express



The Central Delaware Chamber of Commerce (CDCC) is excited to meet with its members and potential members at our monthly Sunset Business Mixer on Wednesday,

March 27th, from 5-7pm. This mixer is hosted by Weiner Benefits Group. Clear your schedule to attend this session for connections, libations, and illuminations of your awesome community around you here in Central Delaware. This mixer will be held at the Holiday Inn Express (1780 N. Dupont Highway, Dover).

By attending our Sunset Business Mixer, you're not just investing in your own professional growth,

you're also supporting the vibrant business community here in Central Delaware. By coming together to share ideas, resources, and experiences, we strengthen the fabric of our local economy and create opportunities for success. Your presence at this event demonstrates your commitment to the growth and prosperity of our shared region.

Continued on Page 8

cdcc.net

Dina's Digest



PRESIDENT
Dina Vendetti

What's Your Story?

The membership of the Central Delaware Chamber of Commerce is knit together into a remarkably unique community. Through our shared experiences, we have gotten to know each other. We have had the pleasure of serving each other through business relationships, partnerships, and collaborations. We are tied together in such a way that when one member undergoes a challenge, we all experience it – and likewise, when one member celebrates a win, we all feel the victory. Together, we share an amazing story.

One of the greatest joys experienced by the CDCC staff members is the opportunity to tell the stories of our business members. We love sharing the distinctive tales of what's happening in your businesses! We are so proud of the work that you do, both individually and collectively, and we want everyone to know all about you and what you bring to Central Delaware.

We know that stories are central to how we understand and communicate – they often bring us together because they make it easy for us to relate to each other. Sometimes we even see ourselves in the stories of others – and that works at an even deeper level to unify us. Human beings love to tell their own stories and rightly so, because they are the experts of those narratives. No one knows your story better than you!

Some of the most valuable benefits offered by the CDCC are exposure, brand recognition, the opportunity to grow your network, and a chance to expand your customer base. Those perks of membership are facilitated in a number of ways, but one of the most effective techniques is when members allow us to tell their stories. When we (your CDCC staff members) can share with others the story of who you are and what you do, incredible things can happen. We've seen businesses grow, partnerships evolve, and collaborations excel just because

their stories collided in a way that breeds success.

We want more than anything to be able to tell your story, but here's the complication: we can only tell your story if we know it. Once we know what's happening with you, spreading the word is easy! We often see newsworthy items on social media or in the newspaper about our members – and when we do, we do our best to include them in our publications and in our narrative. But when we see those things, our first response is often "why didn't anyone tell us?!"

The CDCC's vision is to be THE essential resource for the development of businesses in Central Delaware. That means that, for our members, we want to be top of mind. Part of serving as that essential resource is letting others know when good things are happening in your company. Of course, we stand ready to help when challenges come, but we are also eager to hear from you when you experience a victory or a milestone, or when you receive some kind of recognition! Did you reach a significant benchmark? Are you winning an award? Are you celebrating an anniversary or expanding your business with a new product or service? Be sure to let us know because we want to spread that news far and wide!

The power of your story can have a significant impact on those who hear it. Your CDCC counts it a great privilege to be able to share your story. We are excited to walk alongside you in your business's journey. Please help us by letting us know what's happening in your company. Share your good news with us so that we can include everyone in your celebrations!

An Industry Exclusive CDCC Marketing Package!

CORNERSTONE MEMBERSHIP Est. 2013

 Banking	 Casino/Entertainment	 Energy/Utility
 Engineering	 Investments	 Insurance
 Manufacturing	 News	 Roofing & Siding
 Medical Rehabilitation	 Real Estate	

Thank you to the CDCC Cornerstone Members!



435 N. DuPont Highway, Dover, DE 19901

P: 302.734.7513 E: info@cdcc.net

www.cdcc.net

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

Calendar of Events

MARCH

Monday, March 4th
CDCC Executive Committee Meeting
8:00am - 10:00am, CDCC Conference Room

Thursday, March 7th
Leadership Central Delaware
8:00am - 5:00pm, Public Safety Day

Thursday, March 7th
Kent County Open for Business
8:30am - 10:00am, Kent County Levy Court

Tuesday, March 12th
CDCC Board Meeting
7:30am - 8:30am, Faw Casson

Tuesday, March 12th
Professional Power-Up LIVE!
12:00pm - 1:00pm, Grotto Pizza - Dover

Wednesday, March 13th
Coffee Coaching
8:00am - 9:00am, via Zoom

Wednesday, March 13th
Marketing Committee Meeting
10:00am - 11:00am, via Zoom

Thursday, March 21st
Legislative Luncheon
11:00am - 1:30pm, Bally's Dover Casino Resort

Thursday, March 14th
Member Orientation
12:00pm - 1:30pm, via Zoom

Tuesday, March 19th
LCD Steering Committee Meeting
12:00pm - 1:00pm, CDCC Conference Room

Wednesday, March 27th
Ambassador Committee Meeting
4:30pm, Holiday Inn Express - Dover

Wednesday, March 27th
Sunset Business Mixer
5:00pm - 7:00pm, Holiday Inn Express - Dover

Friday, March 29th
Good Friday
Office Closed

APRIL

Thursday, April 4th
Leadership Central Delaware
8:00am - 5:00pm, Health and Human Services Day

Thursday, April 4th
Kent County Open for Business
8:30am - 10:00am, Kent County Levy Court

Tuesday, April 9th
CDCC Board Meeting
7:30am - 8:30am, Faw Casson

Tuesday, April 9th
Professional Power-Up Online
12:00pm - 1:00pm, via Zoom

Wednesday, April 10th
Coffee Coaching
8:00am - 9:00am, via Zoom

Wednesday, April 10th
Marketing Committee Meeting
10:00am - 11:00am, via Zoom

Thursday, April 11th
23rd Annual 55+ Expo
9:00am - 3:00pm, Bally's Dover Casino Resort

Friday, April 12th
Member Orientation
8:30am - 10:00am, via Zoom

Tuesday, April 16th
LCD Steering Committee Meeting
12:00pm - 1:00pm, CDCC Conference Room

Thursday, April 18th
LCD Class of 2025 Invitational
5:00pm - 7:00pm, Burwood Estates (home of the Lessard family)

Wednesday, April 24th
Ambassador Committee Meeting
3:30pm, Tre Sorelle Dolce Ice Cream & Mini Golf

Wednesday, April 24th
The Chamber Mini Masters / Sunset Business Mixer
4:00pm - 7:00pm, Tre Sorelle Dolce Ice Cream & Mini Golf

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

OFFICERS & BOARD OF DIRECTORS

Board Chairperson Dana F. Wattay, Wattay Accounting
First Vice Chairperson Konrad LaPrade, Delaware State News
Vice Chair, Economic Development Javier Santana, High Ground Creative, LLC
Vice Chair, Organizational Development Jesse C. Keleher, Harrington Raceway & Casino
Vice Chair, Community Affairs Dr. Cornelia Johnson, Delaware Technical Community College
Vice Chair, Legislative Affairs C. Scott Kidner, C.S. Kidner Associates/Capitol Strategies
Vice Chair, Military Affairs Evans Armantrading, Jr., CNU Fit, LLC
Treasurer Richard A. Mohnk, Bayhealth Medical Center- Kent Campus
Vice Chair Smyrna/Clayton Lincoln D. Willis, The Willis Group, LLC
Past Chairperson Brian J. Stetina, Faw Casson

(USPS 462-490)

Central Delaware Chamber of Commerce
435 N. DuPont Highway
Dover, Delaware 19901
302-734-7513

POSTMASTER:

Send address changes to
Chamber News,
435 N. DuPont Highway,
Dover, DE 19901

Subscription Price:
\$20.00 per year

(included in membership dues)

Periodical Postage Paid at
Dover, DE 19901

BOARD OF DIRECTORS

Kim I. Adams, Mountain Consulting, Inc.
H. Scott Connell, Merrill Lynch/Bank of America
Denée Crumrine, Highmark Blue Cross Blue Shield Delaware
Travis Frey, Dover Federal Credit Union
Laura Garofoli, Lean on Me Caregiving
Dean Holden, Chesapeake Utilities
Timothy R. Horne, Dover Motor Speedway
Kevin Mills, Kraft Heinz
Nick Polcino, Bally's Dover Casino Resort
Charmaine A. Whyte, Delaware State University

HONORARY BOARD MEMBERS AND GUESTS

Robin R. Christiansen, Mayor, City of Dover
Col. William C. McDonald, Commander, 436th Airlift Wing
Hon. G. Jody Sweeney, Commissioner, Kent County Levy Court

ADMINISTRATIVE STAFF

Dina C. Vendetti, President
Cristal R. Brennehan, Executive Assistant & Director of Special Events
Cindy A. Friese, Assistant for Special Events and Sponsorships
Cleo D. Bell, Director of Marketing, Communications, and LCD
Jennifer L. Sutter, Director of Membership Sales and Retention
Martha L. Lehman, Administrative Assistant

MEMBER CHAMBER OF COMMERCE OF THE UNITED STATES.
CHAMBER CONNECTIONS PRODUCTION AND LAYOUT BY: DELAWARE STATE NEWS

Chesapeake Utilities Corporation is an Anchor Partner of the Mid-Atlantic Clean Hydrogen Hub

Chesapeake Utilities continues to advance the lower-carbon economy transition as an industry anchor partner with the Mid-Atlantic Clean Hydrogen Hub (MACH2™). The Department of Energy (DOE) announced last October that the MACH2™ was one of seven regional hydrogen hubs selected to receive an allocated share of the \$7 billion in Bipartisan Infrastructure Law funding to accelerate the market for hydrogen in the United States. The Company's history and strong performance prove that solid corporate citizenship and environmental responsibility work together as fundamentals of good business.

MACH2™, which is a collaborative effort comprised of industrial, governmental and educational institutions representing Delaware, southern New Jersey and southeastern Pennsylvania, was selected to receive up to \$750 million in funding from the DOE's Office of Clean Energy Demonstrations. Approximately \$250 million of the funds have been allocated to Delaware. The hub's focus will encompass the hydrogen value stream from production to end use through four main areas: training, infrastructure, reducing emissions and job creation.

"We are honored to be an active member of the MACH2™ partnership, which will channel substantial resources into our region for advancing hydrogen projects. Being an active and engaged partner in MACH2™ underscores our unwavering dedication to the local communities and customers that we serve, as we actively work to advance affordable and realistic environmentally responsible solutions that further reduce carbon emissions," said Shane Breakie, vice president, sustainability and organic growth, Chesapeake Utilities.

On Dec. 18, MACH2™ hosted an event with over 300 attendees including state senators and rep-

resentatives, as well as Governor John Carney and U.S. Dept of Energy Department Secretary David Turk. At the event, Breakie joined other MACH2™ partners in a panel presentation entitled, "Clean Hydrogen for the Mid-Atlantic: What MACH2™ Means for Delaware." The presentation provided an overview of the hub and detailed the economic opportunities and community benefits that it brings to the region.

Chesapeake Utilities' role within MACH2™ touches all four areas of investment and growth. As a hydrogen innovator, Chesapeake Utilities has proposed to potentially produce hydrogen and deliver it to the transportation sector, further advancing the Company's commitment to continuing to help our customers to reduce emissions by providing lower-carbon alternative fuel options, such as compressed natural gas/renewable natural gas, propane autogas and now hydrogen. With its Safety Town facility in Dover, the Company will provide regional safety training, workforce development and community engagement for hydrogen utilization.

"Chesapeake Utilities is an essential partner of the Mid-Atlantic Clean Hydrogen Hub," said Collin O'Mara, board chair of the MACH2™. "We look forward to working collaboratively with our partners on projects to produce and deploy green hydrogen that will advance both our environmental and economic goals and further position our region as a national leader in the clean energy economy."



MACH2™ plans to unlock hydrogen-driven decarbonization in the Mid-Atlantic while repurposing historic oil infrastructure and using existing rights-of-way. Current plans include developing renewable hydrogen production facilities from renewable and nuclear electricity using both established and innovative electrolyzer technologies, reducing costs and driving further technology adoption. This hydrogen hub anticipates creating 20,800 direct jobs — 14,400 in construction jobs and 6,400 permanent jobs. For more information, visit <https://mach-2.com/>.

The abundance of existing infrastructure and ready access to feedstock resources in the Mid-Atlantic region will reduce overall hydrogen delivery costs, giving MACH2™ a clear advantage and an opportunity to further attract investments in new demand segments and hub regions. Furthermore, given the high concentration of hard-to-decarbonize industries within the region, MACH2™ envisions growth potential for hydrogen, both in supply and demand.

LCD Leaders Take on Laws & Legislation

On a crisp February morning in Downtown Dover, the heart of Delaware's political arena, the members of the Leadership Central Delaware (LCD) Class of 2024 embarked on a journey of civic engagement and enlightenment. Hosted by the Central Delaware Chamber of Commerce (CDCC), Government & Politics Day offered the 28 participants a unique opportunity to delve into the inner workings of the legislative process at both the state and local levels.

The day kicked off at Legislative Hall, home of Delaware's General Assembly, home of the Senate, and House of Representatives, with a continental breakfast prepared by La Baguette Bakery and Catering. As the participants entered the hallowed halls, they were greeted by the buzz of democracy in action. They had the opportunity to witness lawmakers in deliberation, gain firsthand insight into the intricacies of policymaking and governance. Engaging discussions with state legislators provided valuable perspectives on the challenges and opportunities facing Delawareans and their businesses right now.

At Legislative Hall, the first guest speakers of the day were Rep. Danny Short (39th district) and Scott Kidner, a Contract Lobbyist with C.S. Kidner and Associates, who dug deeper into how a bill becomes a law during session on the floor below where they were sitting. They highlighted the importance of knowing the senators and representatives of one's district, how they value the community's input, and how their influence and role impacts the state legislature. They discussed current bills like the recent Permit to Purchase Bill, as well as legislative advantages specific to Delaware.

Three degrees of separation is how the connection of Delaware's population is described, which is especially true for other industries

of Delaware. A common theme from both Short & Kidner was communication and relationships as keys to government affairs in the First State. They emphasized the impact relationships have made on their careers and how they've translated far outside the walls of Legislative Hall. They illuminated that, contrary to public belief, government affairs and legislative processes can move very fast, especially on the House floor. It is not unusual for a person to only have 2 minutes to respectively explain their viewpoint in the hopes of bringing their perspective to the conversation.

Next, the LCD Class took a guided tour of Legislative Hall led by Steve from First State Heritage Park. Legislative Hall is majestic on the inside as its exterior is currently under renovation. When you enter the building, the House chamber is in one wing and the Senate chamber is in the opposite wing. The building's two floors are connected by a center staircase. The first floor gives access to the chambers and offices while the second floor gives access to the balconies overlooking the chambers, as well as more offices. The class viewed portraits of famous Delawareans, as well as important moments in Delaware history painted by a local Delaware teacher.

The LCD Class then returned the House Hearing Room for a lively round table discussion of the most recent hot topic from the Delaware Department of Natural Resources and Environmental

Control (DNREC), the Advanced Clean Car II program, commonly referred to as the Electric Vehicle Mandate. The discussion, led by Representative Jeffrey Spiegelman (District 11), shared the facts, concerns, timelines, and his personal interpretation of the State mandating that all new cars sold in the state be electric by 2035 in order to cut air pollution. The class was left with much to analyze about this new mandate that will dispo-



portionately affect poor and working classes. Breaking into small groups, they each discussed and presented their thoughts on the issue and its impact on Delaware.

The Class broke for lunch catered by Capriotti's Sandwich Shop of Dover and mingled with a few legislators who took time out of their busy day to stop in and share a warm, personal welcome. The room resettled and the group turned their attention to Kelly Pitts, Kent County Levy Court Public Information Officer, fellow LCD Class of 2022 alum. She shared a brief glimpse of the role of local county government covering 586 square miles and 186,000+ population of Kent County. This was important for the class to grasp because the responsibility and jurisdiction of Kent County Levy Court can often be misunderstood. Her presentation and handout gave clarity to the class regarding federal and county legislative affairs that help our city and community run overall.

Later in the afternoon, the group welcomed Brian Stetina, Director of

Operations at Faw Casson, and past CDCC Board Chair, and Janie Libby, retired Human Resources representative at Dover Downs, to delve into the Family Medical Leave Act. They both shared the background implications this approved act will have on small business owners. Libby and Stetina worked closely with the CDCC and legislators all throughout the process of this bill becoming law. They influenced changes that may have otherwise been overlooked and which ultimately helped the bill be more small business inclusive. Through this discussion, the class was able to gain new insights and perspectives about what happens behind the scenes when it comes to local business legislation.

Speaking of the CDCC and legislative affairs, Dina Vendetti, CDCC President and Judy Diogo, past president, shared the floor to give the class the inside scoop of the CDCC's role in Legislation. Vendetti shared the CDCC's role in legislation and the process of affecting a bill for the better before it is officially passed. The CDCC has two lobbyists to represent and protect the needs



Thank you to our Sponsors!
Confirmed as of 10/3/23

LCD Leadership Central Delaware
A program of the Central Delaware Chamber of Commerce

Bally's DOVER

FAW CASSON
OPERATIONS MANAGEMENT

DEC
DELAWARE ELECTRIC CORPORATION

HIGH GROUND Creative

FIRST CLASS PROJECTS

Bayhealth

DELAWARE'S QUANT VILLAGES

PARKVIEW RV CENTER
"Where Roughing It, Is Not An Option"

Del-One
POWER & LIGHTING

DEMEC
DELAWARE MUNICIPAL ELECTRIC CORPORATION

DSWA
DELAWARE SOLID WASTE AUTHORITY

PMA
Payroll Management Assistance
Your Local Payroll Company
www.pmapayroll.com
302-456-6816

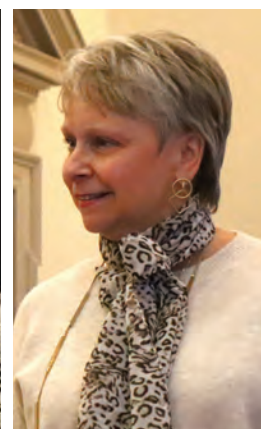
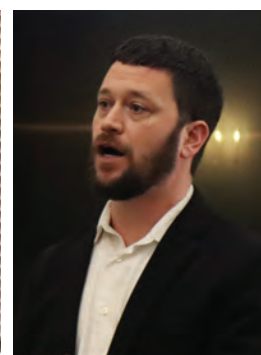
WILMINGTON UNIVERSITY

DELAWARE TECHNICAL COMMUNITY COLLEGE

of small businesses. Members are encouraged to share their concerns with the CDCC about legislation that will affect them and the CDCC will work on their behalf. This is a very important resource for not only CDCC members, but the community as a whole.

To round out the day, the class took a quick walk over the City Hall to meet with none other than Mayor Robin Christiansen in the Council Chambers. The class role-played the hypothetical annexation of Schimp Farms with grace and stifled laughter as they really stepped into their characters to act out a Mock City Council hearing. Although hypothetical, the issue at hand was very similar to a real-life example of issues the City Council faces, debates, and finally decides upon. It was entertaining to watch but just as informational. The CDCC commends the LCD class of 2024 for successfully doing their homework and immersing themselves in the process.

Government and Politics Day for the LCD Class of 2024 was a success! They class asked great questions, shared ideas, and forged connections with figures in legislative affairs. They gained a deeper appreciation for the complexities of public service and the importance of civic engagement in fostering positive change. The experience left a lasting impression, inspiring the future leaders of Central Delaware to actively contribute to the betterment of their communities. The strongest theme of the day for the Class of 2024 is an important theme for all of us: Your Voice Matters!



Calling All Future Leaders: Be the Next Class!

What makes someone a great leader? What characteristics do they hold? What behaviors do they exhibit? Are you curious on how to emulate a leader like that? The Central Delaware Chamber of Commerce (CDCC) has an opportunity for you – Leadership Central Delaware (LCD)! The CDCC invites you to learn more about this awesome program at the LCD Invitational Reception – coming Thursday, April 18th from 5-7pm, at Burwood Estates (near Camden Walmart).

Brought to you by the family of Lessard Builders, this evening reception is a pleasure for the Lessard family, led by Brian & Christina, to host because of their deep relationship and passion for the LCD program. Their family has multiple graduates who appreciate hosting this event to give back to the community and inspire future classes.

Since its inception, Leadership Central Delaware (LCD), the diamond program of the CDCC, having graduated more than 500 individuals, has had a significant positive impact here in Central Delaware. LCD is designed to create, empower, and connect effective, dynamic, knowledgeable leaders. This program brings together emerging leaders through diverse networks, while enhancing leadership skills and community knowledge, resulting in increased value, individually and professionally.

Participants in LCD gain an opportunity to develop resources and

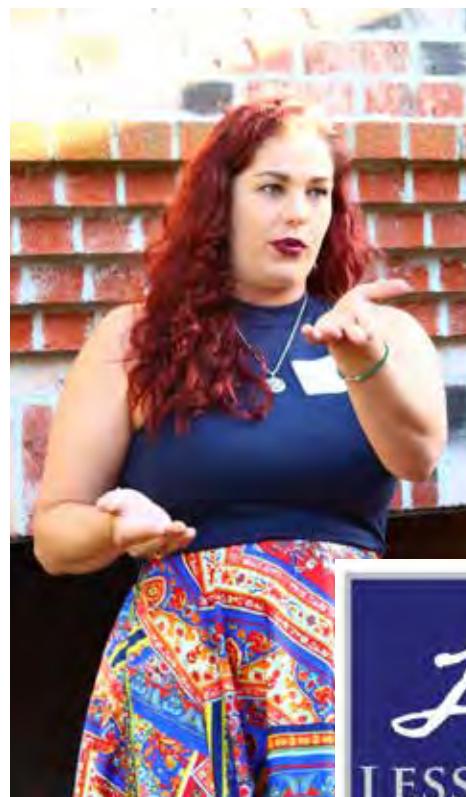
partnerships, an understanding of the role of leaders in the community, connections with people of influence, and an understanding of the importance of collaboration among businesses all while developing and enhancing their own leadership skills.

The CDCC thanks the past sponsoring companies of this program. They receive ten months of advertising to 1,000+ people through numerous CDCC avenues and recognition as a company dedicated to making Central Delaware THE place to live, work, and play, by investing in local professionals.

LCD's 10-month program is comprised of 9 day-long learning sessions (one per month, beginning in October), an opening and a closing retreat, and graduation. Each day-long session (8 am – 5 pm) is focused on a different economic driver of Kent County. Each day is spent hearing from the leaders of various industries, enjoying presentations and tours, and engaging in hands-on learning experiences.

Start planning now to be a part of Leadership Central Delaware and get the info you need about this amazing program at this year's invitational. Class sizes are limited – participants are chosen through an interview process. RSVP is required to attend this event. To learn more about Leadership Central Delaware, visit www.cdcc.net/education/lcd/.

For more information, please contact the CDCC Office (302)734-7513, or email lcd@cdcc.net. YOU could be in the LCD Class of 2025!





LCD Leadership Central Delaware

**CLASS OF 2025
INVITATIONAL**

Join us for a networking social to learn about the LCD program and how you can evolve into the next generation of leaders in Central DE.

**Thursday, April 18th
5:00-7:00pm**

**Burwood Estates
3367 Upper King Rd
Dover, DE 19904**

**Limited Attendance of 50
REGISTER TODAY!**

Thanks to our Sponsor:



To RSVP:
Call 302.734.7513 or
Email: adminassistant@cdcc.net

Leadership Deep Dive: "It's Your Ship"

The Leadership Central Delaware Class of 2024 is in full swing and more than halfway through their 10-month program together! A requirement of the program is to collectively read: "It's Your Ship: Management Techniques from the Best Damn Ship in the Navy," a leadership book written by Captain D. Michael Abrashoff, a former Navy commander who took command

of the USS Benfold, one of the worst-performing ships in the U.S. Navy's Pacific Fleet. The book outlines Abrashoff's leadership principles and how he transformed the Benfold into one of the best ships in the Navy.

This is such a fitting story for this group of 28 leaders because the key themes tie directly to leader-

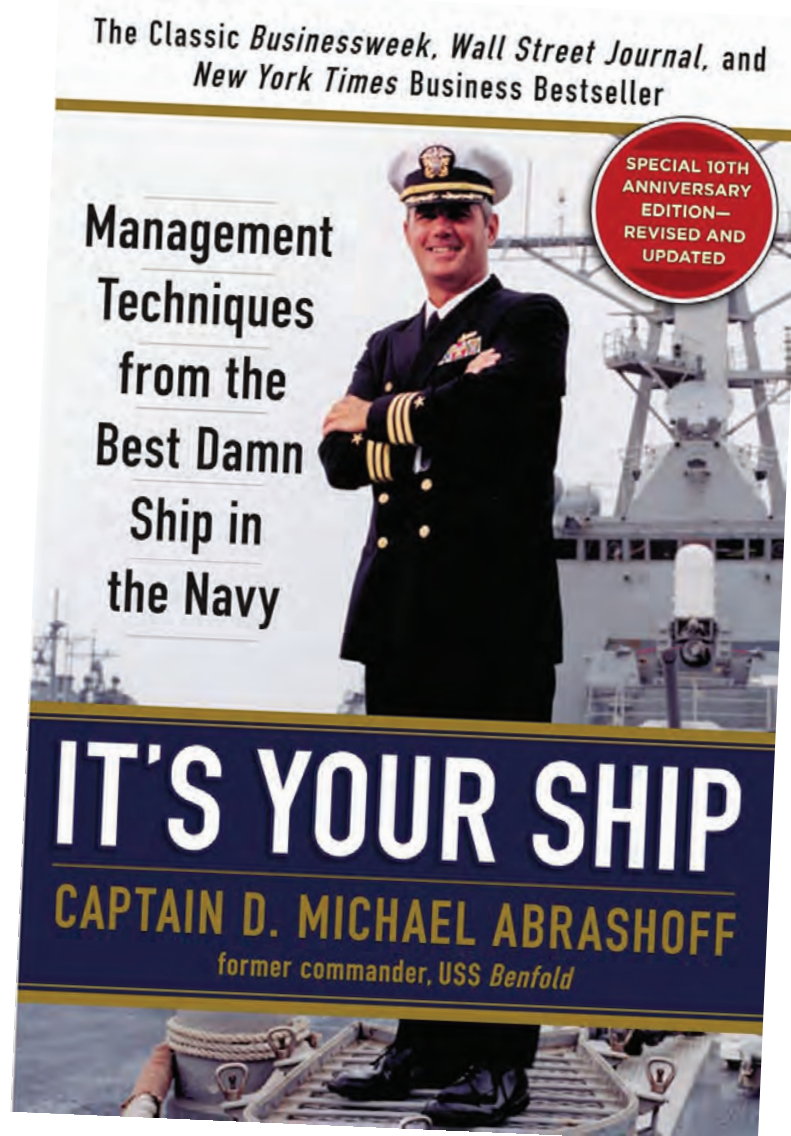
ship, empowerment, teamwork, and fostering a positive work culture. Abrashoff upholds the action of top-down change that can be applicable to business and work-related teams. "The best ship in any fleet is the one whose crew works together as a team," Abrashoff wrote. He emphasizes the importance of giving control to the people doing the work, trusting them to make decisions, and holding them accountable for the results. He believes that by giving his crew ownership of their jobs and fostering a culture of trust and accountability, they were able to achieve extraordinary results. "If you take care of your people, they will take care of the mission," he continued.

During each meeting, classmates are appointed to take turns leading the discussion on the two chapters assigned. This encourages classmates to share in constructive dialogue to incorpo-

rate their personal takeaways and perspectives. Undoubtedly, there is something very unifying about reading a book together in the likes of a book club and the LCD Class of 2024 is doing it with ease!

For more information about "It's Your Ship: Management Techniques from the Best Damn Ship in the Navy," visit <https://www.amazon.com/Its-Your-Ship-Management-Techniques/dp/0446529117>. Happy Reading, LCD Class of 2024 – You're doing an awesome job thus far, Keep up the great work!

The CDCC shares this info with you in the hopes you may want to read along and start your own leadership journey from within. You are sure to run into members of the current class and this would be a great conversation starter. Happy Reading!



7-Day E-newspaper NOW AVAILABLE!

\$5 per month // \$55 per year

Subscribe to the Daily State News 7-Day E-newspaper and get unlimited digital access to BayToBayNews.com including regional news from Delmarva.

Subscribe at
BayToBayNews.com/subscribe-today

Already a print subscriber? The 7-day E-newspaper is included with your print subscription. Just sign up at BayToBayNews.com/LogIn.html, then click on "need an Account."

DAILY STATE NEWS
at BayToBayNews.com
Part of the Independent NewsMedia Network

Have questions about your subscription or need help? Call us at 302-741-8298.





The CDCC: Your 5-Star Chamber

So, What Does That Mean? (Part 2 of 3)

This article is the second in a series of three written in an effort to bring insight and understanding into the details of what accreditation really means, why it's important, and the feedback the CDCC received from the U. S. Chamber of Commerce at the end of the process.

In our first article of this series, we spent time talking about the nine basic sections of the accreditation self-study and the feedback received from the U. S. Chamber of Commerce. In this second article, we will delve into the section entitled "Special Recognition and Areas of Note." In part, the items in this section are what propelled your CDCC into the category of "5 Star Chamber."

Beyond regular accreditation, chambers are encouraged to "level up" to star designations by demonstrating extra programs and services they offer that will have a positive impact on their communities. Chambers can be awarded 3, 4, or 5 stars by undergoing an exhaustive comparison to

the chambers in our country that have been deemed the best. This chamber was awarded 3 stars in 2008 and then 5 stars in 2013, 2018, and now 2023.

In addition to meeting all requirements in the nine sections of the regular accreditation process, this Chamber has been given special recognition for several programs and services that impact its community in a profoundly positive way.

The CDCC was commended for its comprehensive process to develop its annual public policy agenda and was recognized for fostering an excellent working relationship with elected officials through frequent trips to meet lawmakers at the General Assembly to discuss priority issues for the

Central Delaware business community. It was also noted for its commitment to having someone on staff

whose role, in part, is to spearhead this kind of activity and focus on growing its grassroots network. The Chamber's Legislative Luncheon,



of many successful businesses, and our Sunset Business Mixers provide the perfect opportunity to connect with fellow chamber members, local business owners, and community leaders.

Beyond networking opportunities, our Sunset Business Mixer is a great, relaxed, opportunity to practice your elevator pitch, public speaking skills, and stay informed about business matters that could affect you. Word of mouth and individual encounters from a trusted source, like our members, is one

as well as its Capital Reception and Candidate interviews were acknowledged.

The Chamber's diamond program, Leadership Central Delaware, was recognized, as well as the Chamber's many partnerships with other like-minded organizations in the area including Dover Air Force Base. The chamber's State of the Base Briefing and Military Affairs Reception were also mentioned as impactful.

The robust Communications and Marketing Plan of the CDCC which includes a variety of channels and tactics to reach its members like broadcast emails, the widely read Chamber Connections newspaper highlighting member news, two Facebook Live broadcasts each week, and more was commended, along with the CDCC's excellent relationship with the Daily State News. The Chamber's Technology Committee, which has worked tirelessly to make several improvements that assist members, increase staff efficiency, and streamline processes was lifted up in the final report.

Internally, the CDCC was noted for its comprehensive Leadership Guide and Committee Handbook used to train and guide members of its Board of Directors, and its Board

Orientation program. The way that the CDCC recognizes volunteers was seen as excellent, as was its Employee Evaluation process. And finally, the Chamber's member retention efforts, including its 5-Star Journey Map to Engagement, were deemed noteworthy.

According to this group of independent, unbiased evaluators from the U. S. Chamber's Accreditation Commission, who have visited and studied countless chambers all across America, these

items that fell into the category of "Special Recognition and Areas of Note" are items that the CDCC does better than most Chambers in the country. These are items that not only assist members in growing their businesses, but also pack a powerful punch when it comes to business-life here in Central Delaware.

Next month, we'll end our series by sharing the U. S. Chamber's Final comments and more information about our goals for the next five years.

Thank you, as always, for the privilege of serving you, our members, and for all that you do every day as "our village" that helps to continuously move the needle forward here in Central Delaware!

SUNSET MIXER

Continued from Page 1

In today's business environment, the importance of building strong relationships cannot be overstated, especially in Central Delaware, where people do business with people they know. Networking is the backbone



of many successful businesses, and our Sunset Business Mixers provide the perfect opportunity to connect with fellow chamber members, local business owners, and community leaders.

the most valuable marketing tools. Whether you're a seasoned entrepreneur or a newcomer to the business world, there's always something new to learn and discover at our monthly mixers. Show to fellow attendees that you are supportive of the community, that you are accessible, and open to receiving others for the betterment of business in Central Delaware.

Whether you're looking for new clients, seeking advice from industry peers, or simply hoping to expand your professional network, this event provides the perfect setting to achieve your goals. Attend this Sunset Business Mixer to learn about Weiner Benefits Group and all they have to offer Central Delaware. Since 1938, Weiner Benefits Group and George J. Weiner Associates,

Inc. has been providing unparalleled support and service to their clients.

Have a guest that is interested in attending as well? Good news-potential members can attend up to two of our Mixers before requiring membership! Invite your colleagues to share the magic of the CDCC's business professional community at our mixers.

For more information or to register, please visit www.cdcc.net or call (302) 734-7513. We are excited to see you there. Mark your calendar and plan to attend to learn more about Weiner Benefits Group and what they do for the community on March 27th from 5-7pm at the Holiday Inn Express in Dover.



Home & Garden Show 2024 Success!

The Central Delaware Chamber of Commerce's (CDCC) Home & Garden Expo was a successful two days (Feb. 23 & 24) of networking, vendors, food trucks, and more. This event was open to the public and invited residents from all over the region to experience vendors in the Home & Garden Industry. Held at the spacious Delaware State Fairgrounds- Exhibit Hall, the expo showcased the latest trends and innovations in home improvement and landscaping.

Attendees had the opportunity to explore a wide array of exhibits, featuring everything from kitchen and bathroom renovations to roofing and siding, and supportive governmental agencies. Expert vendors and professionals were on

hand to provide valuable insights and advice, making it a one-stop-shop for all attendees.

Interactive workshops and demonstrations were also a highlight of the expo, allowing attendees to learn new skills and techniques directly from industry experts. Topics ranged from Water Mitigation, Nutrition, and all about cutting edge Solar Shingles. People enjoyed face-to-face interactions that informed them of what to look out for. People enjoyed making personal relationships with experts who have their best interest in mind.

Overall, the Central Delaware Chamber of Commerce's Home & Garden Expo 2024 was a successful event that

brought together the community and showcased the best of what the region has to offer in terms of home and garden innovation.

The CDCC thanks Show Sponsor: Bright Side Roofing for their generous support in making this event a success.

The CDCC also thanks Supporting Sponsors: Coastal Bath Co., Daily State News, Delaware Health & Social Services, G. Fedale Roofing & Siding, Pierce Fence, and Pirana of Delaware.

Thank you to Woody's on Wheels and The Missing Piece Food Trailer, LLC, for providing delicious food for our vendors and attendees to enjoy.

Thank you to the staff at the Delaware State Fairgrounds for providing a space for this event to showcase all the amazing vendors present.

Stay tuned for more information on next year's Home & Garden Expo for 2025. The CDCC wishes you the best of luck on your Spring and Summer projects!



Edward Jones



Christopher Smith
Financial Advisor
CFP®, AAMS®

302.735.8770

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

Complimentary Portfolio Review
Personalized Financial Strategies
Strategic Planning



Networking & All That Jazz at Dover Jazzercise!

The Central Delaware Chamber of Commerce (CDCC) recently had a vibrant sunset business mixer at Dover Jazzercise Fitness Center, attracting a diverse group of local business owners, professionals, and community members. The event, held on Thursday, February 29th, from 6-8pm celebrated the month's extra day and provided attendees with an excellent opportunity to network, collaborate, and experience the wonderful facility of Jazzercise. It was a fun time to be had by all!

It's only fitting at the CDCC's premier networking event to allow ample time for members and potential members to network the night away. The evening was accompanied by a warm welcome from owner and lead instructor, Glenenise Parks, to share Jazzercise's significance, their rentable event space, and benefits of taking a class. Although our guests weren't in a live Jazzercise class, the upbeat music energy of all attending created a lively atmosphere, setting the stage for a memorable evening of networking and camaraderie.

The CDCC loves seeing new and seasoned members alike mingling, connecting, and sharing their worlds to strengthen our sense of community. This event serves a critical need in supporting our shared sense of pride in Central Delaware and helps unlock the potential of great change. From local retailers and restaurants to professional services and healthcare providers, the mixer showcased the rich tapestry of businesses that contribute to the Central Delaware community. The CDCC is very proud of our variety of members from many industries who are contributing to our society, at the local, state, and federal levels.

The CDCC thanks everyone in attendance this month. We hope you met someone new, caught up

with someone you hadn't seen in a while, and shared your expertise, goals, visions, and how your day went with others. We are excited to see how your conversations will transcend the inspiring walls of Jazzercise Fitness Center and blossom later down the road.

A big thank you to Glenenise Parks and the Dover Jazzercise Fitness Center team for welcoming everyone to experience their lovely facility where a lot of happiness and endorphins are created. Thank you providing the means for a great Mixer to create lasting connections!

In addition to networking, we pride ourselves on our mixers being fun and promoting a relaxed atmosphere, and that's because of amazing members like you. Contributing to the fun, the mixer featured a 50/50 raffle drawing, and door prizes generously donated by members. This always adds a fun and exciting element to the event, with winners walking away with an assortment of prizes. Congratulations to all the lucky winners that stayed till the end – enjoy! Remember, for future events, this is a great and personal way to get your item into someone else's hands for a positive, lasting impression.

Overall, the Central Delaware Chamber of Commerce Business Mixer at Jazzercise Dover was a resounding success, bringing together local businesses and community members in a dynamic and engaging setting. The event exemplified the Chamber's commitment to supporting and promoting local businesses and served as a reminder of the strength and vitality of the Central Delaware business community. We can't wait to see you at the next mixer, returning to the last Wednesday of the Month, on March 27th at Holiday Inn Express from 5-7pm.



Member News

KSI Welcomes New CEO, Heath Chasanov

The grassroots movement founded in 1962, Kent Sussex Industries, Inc. (KSI) has been a pioneer in providing vocational training, employment opportunities, and support services for individuals with disabilities. Their mission to empower individuals, enhance their quality of life, and promote their inclusion in the community has been the driving force behind everything their staff does. Kent Sussex Industries, Inc. (KSI) has long been a beacon of hope and opportunity for individuals with disabilities. To carry the torch today, KSI and the community welcomes Heath Chasanov, newly appointed Chief Executive Officer (CEO).

With a wealth of experience and a passion for empowering the next generation, Chasanov is equipped to lead KSI into a strong era of growth and innovation. With a few months settled into his new position, he is delighted in finding the crossovers and similarities reflected from his 32 years in education and the services and responsibilities needed at KSI. "My first two months home really been about trying to figure out the key people here internally at KSI and what they do, and then who are our key external partners and where are the opportunities to expand," shared Chasanov.

Overseeing the strategic direction of an organization and implementing changes and plans, monitoring company performance, and engaging in media relations are just some of the universally acknowledged responsibilities of a CEO. Allocating capital is a very important responsibility as well. "I'm the kind of person that likes to understand the money. I like to understand the revenue behind an organization. And so, I spent a lot of time with that," Chasanov stated in preparation for this position. "Just trying to understand the funding structure, you can learn a lot about the parts of an organization by looking at their budget and where they're putting their money."

Heath has served as an Administrative Assistant, Admissions/Federal Programs Director, and

Business Education teacher for Polytech School District. Some of the titles contributing to Chasanov's experience of serving students include Business Manager for the Laurel School District, Woodbridge School District Superintendent, President of the Delaware Association of State Personnel Directors, the Delaware Chief School Officers Association, and the Delaware Association of School Administrators. "I think leadership is leadership. No matter what field you're in. I think you build relationships, and you treat people with respect."

Although KSI is a smaller organization in comparison to a school district, the fundamentals of leadership are the same in Chasanov's eyes. "It's a matter of just making sure folks understand, what is the shared vision," reflects Chasanov on transferring his servant leadership style to KSI.

"I really do believe that I've always been that way; that my job as a superintendent was to try to take away as many barriers as possible to make our teachers, who are the most important part of our system, focus on their classrooms. So, it's the same here as you find out where the resources are, what our folks need, and then get out of the way and let them do their jobs. I don't have to have all the answers. I have to be smart enough to know who has them."

After 32 years in education, Chasanov knew he wasn't going for 42; he was ready for a new challenge and kept his ears open for the past year or two. Being affiliated and familiar with KSI's initiative throughout the years, he admired that the people who work at KSI are here because they want to make their participants lives better, and they do. "I wanted to do something else. But I wanted it to be meaningful," he stated.

KSI's facility, staff, and programs cover a variety of needs for their participants. To some, KSI is a place to go to enjoy life, have an art class, or work on computers. To some it is a place to develop valuable vocational skills that lead to greater inde-



pendence and employment. KSI is very similar to how schools run their special needs departments. At KSI, it comes down to the individual's unique needs.

"That's the beauty of an organization like KSI - to bring a group of individuals together with similar needs and be able to leverage that and go to a company and go, 'hey, here's what we can do for you. We've got a workforce here that can do these things for you, potentially at a lesser cost, but also, look at the purpose that you're fulfilling for these folks.' To watch our participants get their paychecks is a pretty special thing," Chasanov reflected.

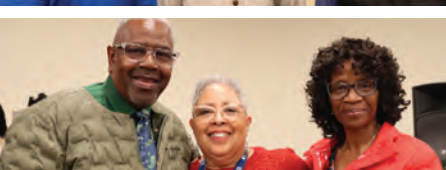
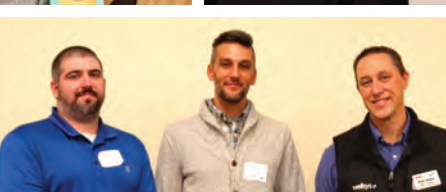
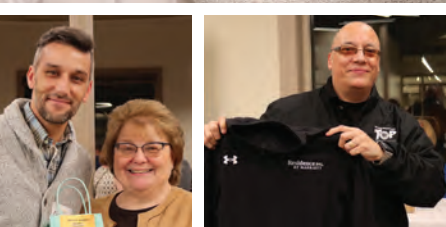
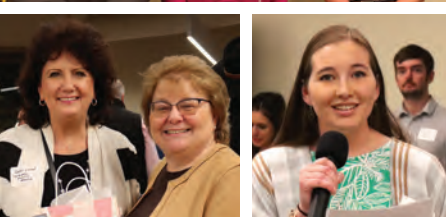
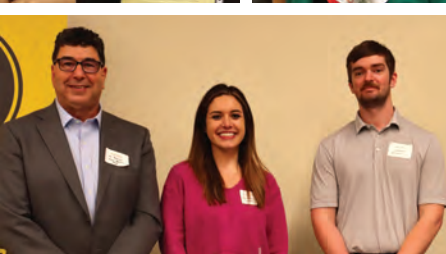
Getting his feet under him as new CEO, Chasanov has one foot in the present operations and another in the future as they undergo strategic planning sessions for the next couple of years. Ideals of getting back to pre-pandemic results are of importance. Top three goals on the horizon are "to get our state-of-the-art facility for our participants, increase the amount of business partnerships that we have and opportunities for our clients to continue to work, and to have the organization continue to be recognized as a leader in providing services for adults with disabilities," Chasanov disclosed. Of course, funding is always a challenge to overcome, and he anticipates this still being true.

With challenges come opportunities and Heath is excited to delve into those as well. He is looking forward to having conversations with local businesses that hopefully lead to additional programs like the ones they have with Proctor & Gamble. "I am really excited about this opportunity and in leading this organization forward. We're an organization that's committed to our participants. We're 100 percent committed to the opportunities that present themselves in the future and that we are looking to grow," he concluded.

As a proud Delaware native and University of Delaware graduate, Heath Chasanov can be found on the quiet shoreline of Bethany Beach or traveling to neighboring cities with his family in his free time.

To get in touch with Heath Chasanov or for more information about Kent Sussex Industries, Inc., please contact Alicia Hollis, Director of Community Relations at hollisa@ksiinc.org, visit www.ksiinc.org, or call (302) 422-4014. Please join the Central Delaware Chamber of Commerce in welcoming KSI's new CEO, Heath Chasanov!





A Great Way to Start the New Year!

The CDCC's Trifecta Event

January 31st was a special night for the Central Delaware Chamber of Commerce's (CDCC) friends, community, and newcomers alike! Our beloved Central Delaware community gathered at the beautiful Delaware Agricultural Museum and Village in Dover for a supportive evening of CDCC information, connections, and cheer. Over 190 people attended!

This three-in-one event orchestrated by YOUR CDCC combined our monthly Sunset Business Mixer, Member 2 Member Expo, and CDCC Showcase. This CDCC event was open to the public to encourage the community to come by and learn about the many different programs, benefits, and events the CDCC organizes throughout the year. In addition to learning about the CDCC, we couldn't pass up the opportunity to allow our amazing members to display their goods and services with tabletop displays all around the room. Over 40 vendor tables with friendly representatives were present to share all they had to offer!

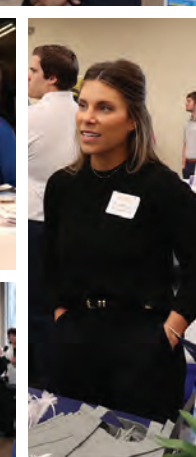
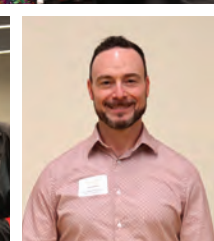
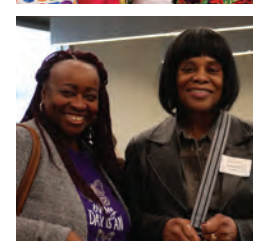
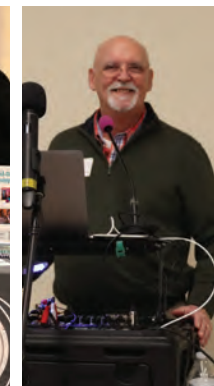
The CDCC would like to thank everyone who took time out of their busy lives to spend the evening with us. We hope you made connections and relationships that will enhance the growth of your business. Thank you to our event vendors for being present, engaged, cheerful, and

trusting the CDCC in sharing your story. Thank you for bringing this event to life. The CDCC is grateful and proud to facilitate the growth of your business and presence here in Central Delaware! We couldn't do it without you!

A special congratulations to the following members for receiving their 5-Star Journey Pins, marking their dedication to being involved with the CDCC: Clyde & Wanda Floyd, authors; Joe Garner of Garner Group Financial, LLC; and Michael & Renate Sheinbaum of Kris & Holly Family Entertainment. Congratulations on obtaining this prestigious status exemplifying your hard work and engagement with YOUR CDCC!

The CDCC extends a special thank you to the accommodating staff at the Delaware Agricultural Museum & Village for opening their venue space to us to make this event possible! Contact Tracey Sell, Executive Director, at (302) 734-1618 for more information about tours, events, and more. Be on the lookout for their upcoming events this spring!

The CDCC will see you soon at our next Sunset Business Mixer and Member to member Expo coming back in August 2024. For more information, call the CDCC office at (302)734-7513 or register online at cdcc.net.





Swing into Spring: Mini-Masters & Mixer!

Get ready to tee off and network at the Central Delaware Chamber of Commerce's (CDCC) highly anticipated Mini-Masters Golf Tournament and Mixer coming next month on Wednesday, April 24th, 2023, from 4-7pm at Tre Sorelle Dolce Ice Cream & Mini Golf in Wyoming, Delaware – the perfect location for this fun-filled event!

Begin thinking who you want to have on your team of four to take home the coveted BLUE jacket and winning prize and, of course, bragging rights for the year! Also begin thinking about your coordinated costumes/t-shirts to represent your team and/or business in the best way. This is a great event for team bonding between family, friends, colleagues, and coworkers. You won't want to miss out on the fun with your local community over a highly competitive round of mini golf. Be sure to bring your competitive A-game.

Don't delay in registering your team for the Mini Masters – slots fill up fast! Thankfully the CDCC has added a 2nd round of play which will allow for more teams to participate (by popular demand)! The CDCC is excited to welcome you back to the whimsical mini-golf course at Tre Sorelle Dolce Ice Cream & Mini Golf – a real hometown and tourist treat.

Whether you're a seasoned golfer or new to the game, mini golf is a fun and inclusive activity for everyone of any ability. Compete for a chance to win exciting prizes and giveaways throughout the event. From best-

dressed awards to hole-in-one challenges, there are opportunities to walk away with fun prizes – not to mention wonderful connections, stronger work team, and gentle exercise.

In addition to the competition, this event is also a Sunset Business Mixer which means that you do not have to play golf to enjoy the evening. The Sunset Business Mixer is FREE to attend, and we highly encourage our guests to bring their guests. The CDCC will have food trucks, a cornhole competition, yard games, and of course prizes, prizes, prizes! Alex Vaughn will be keeping the energy up with music and announcements as he provides stellar sound support. Of course, Tre Sorelle's sweet treats will be available for purchase because it's never a bad time for ice cream. There will be fun to be had for everyone!

Thank you to owners Mike & Becky Marasco for welcoming the community into their facility for memories to be made and relationships to be built. Thank you for creating a family-friendly venue for all to enjoy!

Thank you to Hole Sponsor (as of 2/29/24): Delaware Electric Cooperative.

Don't miss this opportunity to mix, mingle, and putt-putt your way to victory at the Mini-Masters Golf Tournament and Mixer! Join us for a day of fun, networking, and competitive camaraderie. We hope you will save the date: April 24th, 2024, for

the CDCC's Mini Masters Golf Tournament and Sunset Business Mixer.

To register a team, or to be placed on a team, please contact the CDCC below. For more information about sponsorship opportunities for this event or to register, please do not hesitate to call the CDCC at (302)734-7513 or visit our website

at cdcc.net. The CDCC is still offering sponsorship opportunities. This evening will be a blast with your presence and participation! The CDCC is so excited to see your competitive faces and A-game on the green or cheering on the sidelines at Tre Sorelle Dolce Ice Cream & Mini Golf on April 24th, from 4-7pm.

Check out our CALENDAR OF EVENTS

featuring a variety of events from
throughout Downstate Delaware and
Maryland's Eastern Shore!

Find it at BayToBayNews.com/calendar

 **BayToBayNews.com**

Professional Power-Up Addresses Corporate Transparency Act with Corp1

Have you heard of the Corporate Transparency Act (CTA)? Enacted into effect this year, this filing is critical and mandatory to the success of all small businesses – So why isn't anyone talking about it?

The Central Delaware Chamber of Commerce (CDCC) was concerned to hear of this Act that calls for all small businesses to act – and act fast. The CDCC thanks Kelly Manchester, President of Corp1, Inc., for sharing this information with us and the Professional Power-Up virtual audience this past February 13th. The CDCC knew we needed to get this in front of our members as soon as possible.

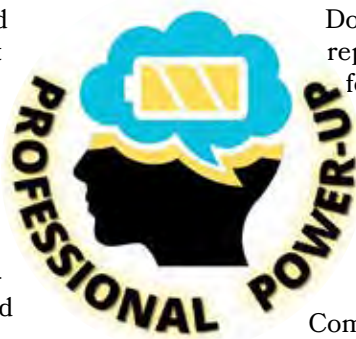
"It's our job in this industry to help get the word out to all small business owners that they have one year to file, and if they don't there are significant penalties. There is an uphill battle for FinCEN to get this notice out to all small business owners. They're discussing using commercials, public service announcements, lawyers, accountants, and registered agents like us. If small business owners are not talking to their registered agent or CPA, they're not going to know about it. Yes, most Secretaries of State have links on their websites, but what small business owner routinely peruses that website looking for information; not many," shared Manchester.

Taken from Corp1's succinct "Corporate Transparency Act: What You Need To Know" document, the primary action of CTA is as follows:

Beginning January 1, 2024, all new entities ("reporting company") will need to file a Beneficial Ownership Information Report (BOIR) with the US Dept. of Treasury, Financial Crimes Enforcement Network (FinCEN). This BOIR must identify the beneficial owners and anyone with "substantial control" of the reporting company. They also must identify two of the "company applicants" involved in the process of forming the entity, within 90 days from the date of receiving



actual or public notice of their creation or registration becoming effective to file their annual reports.



Domestic or foreign reporting companies formed or registered before January 1, 2024, will have one year (until January 1, 2025) to file their initial reports.

Reporting Companies have 90 days to report any changes to the information in their previously filed FinCEN reports and must correct inaccurate information in previously filed reports within 30 days of when the reporting company becomes aware or has reason to know of the inaccuracy of information in earlier reports.

So, what is the point of this Act? Good news, it's not just more busy paperwork for already occupied businesses. The CTA aims to combat money laundering, terrorism financing, and other illicit activities by requiring certain companies to report their beneficial ownership information to the Financial Crimes Enforcement Network (FinCEN).

The CTA targets shell companies, which are often used to disguise the true ownership of assets and facilitate criminal activities. These entities, while legal, have been exploited by individuals seeking to evade taxes, launder money, and finance terrorism. By requiring companies to disclose their beneficial owners, the CTA seeks to create a more transparent business environment and prevent illicit financial activities.

Protecting the interests of CDCC Members is our top priority, but all small businesses need to know this information and file as soon as possible to avoid hefty fines. Companies that fail to comply with the reporting requirements may face fines of up to \$500 per day of non-compliance, as well as potential criminal penalties, including fines of up to \$10,000 and imprisonment for up to two years. This is nothing to gloss over. It will be the "Mom & Pop" businesses who will really feel these effects if not filed in time.

This is important news for the CDCC as it is important news to you and your business. We don't share this information to scare you into compliance, but we want you, our members, to have all the necessary information to avoid legal penalties that will impede your ability to operate.

This is just a brief overview of the Corporate Transparency Act. Members are highly advised to visit: <https://corp1.com/client-resources/#Corporate-Transparency-Act>, or www.corp1.com for a more detailed document of this Act.

This is one of Corp1's areas of expertise and they would be happy to help you navigate this filing with ease. The CDCC

thanks Kelly Manchester and her Corp1 team for being part of February's virtual Professional Power-Up and for sharing this pertinent information on the CTA and its potential effect on all small businesses.

Corp1



Military Affaire Welcomes TEAM Dover!

Military service men and women mingled with business professionals of the Central Delaware Chamber of Commerce for our Military Affaire held February 13th, 2024, from 5:30p- 7:30p at King Cole Farm in Dover, Delaware. It was an evening of smiles, kudos, good food catered by The Catering Company, and an address from Col. William C. McDonald. The event was very well attended and proved to be a great time for “touching base,” maintaining, and building relationships to impact Central Delaware for the better.

This was a night focused on the Central Delaware community’s invaluable relationship with our service men and women here at our cherished Dover Air Force Base (DAFB). This event allows two thriving pillars of Dover’s economy

to connect and engage with each other in a way that is helpful to the city of Dover as a whole – TEAM Dover. This event serves as a much-needed bridge over the gap between civilian and military service men and women. The CDCC wants the DAFB to know that they are supported by their community, TEAM Dover, every day.

DAFB leadership took to the mic to personally address the audience and share their gratitude for an event such as this. The crowd met and heard from Col. McDonald, Col. Stouffer, Military Affairs Committee Chair, Evans Armanstrading, and more. The CDCC wishes a sincere thank you and farewell to Col. Stouffer, as he shared that this would be his last Central Delaware event before transferring to western Pennsylvania.

The CDCC would like to thank everyone in attendance for bringing this beautiful facility at King Cole Farm to life, representing notable Central Delaware leadership. Thank you for taking the time out of your busy schedules to join the CDCC at our 2024 Military Affaire. The CDCC appreciates the chance to organize an impactful event like this. TEAM Dover is an indispensable element of not only the DAFB and the Dover community, but to our nation as a whole.

The CDCC would like to extend a sincere thank you to our premier sponsor, Dover Federal Credit Union.

Thank you also to 5-Star sponsors: Always Advertising - Veteran Owned, Bavarian Bakery & Deli, Chesapeake Utilities Corp.,

City of Dover, CNU Fit, LLC, Daily State News, Dowding Resource Group, First Command, High Ground Creative, Military Officers Association of American Dover Chapter, OnPoint Therapy Services & Wellness, The Moving Experience and Wilmington University. Thank you for supporting your local servicemen and women at the Dover Air Force Base with the CDCC! Thank you to N.K.S. Distributors for providing beverages for all to enjoy.

Thank you as well to 4 Star Sponsor, Air & Space Force Association Galaxy Chapter.

The CDCC can't wait to see you at the Military Affaire next year. Until then, stay well TEAM Dover!

LEGISLATIVE LUNCHEON

Continued from Page 1

relationships between the public and private sectors. The Legislative Luncheon exemplifies this commitment by bringing together elected officials and business representatives to discuss key issues facing the local economy. At the heart of this event is the opportunity for direct interaction between policymakers and the business community.

Our Legislative Luncheon serves as a platform for legislators to gain valuable insights into the challenges and opportunities facing local businesses. By listening to firsthand accounts and engaging in discussions with stakeholders, policymakers can better understand the real-world impact of their decisions and craft more effective policies that promote growth and innovation. This open forum is crucial to building an inclusive and collaborative business environment in the heart of the First State.



In addition to open dialogue, this event also provides strong networking opportunities for attendees. Business leaders have the chance to connect with elected officials, government agencies, and fellow entrepreneurs, forging relationships that can lead to future partnerships and collaborations. These connections strengthen the fabric of the local business community, creating a supportive ecosystem where businesses can flourish. Rather than one party over the other, this is truly what the CDCC stands for.

Legislators will construct a panel to engage in discussion about pertinent business matters. Panelists are ready to provide clarity, guidance, and their personal stances on relevant issues that concern us all. Don't miss this chance to join this influential gathering to help shape the future of Central Delaware.

**Thank you, Signature Sponsor,
B.I.G. Investment Services.**

55+ EXPO

Continued from Page 1

as a testament to this dedication, offering a platform where attendees can explore a multitude of opportunities designed to support their physical, mental, and social vitality.

Take advantage of FREE health screenings, FREE parking, giveaways, and a designated Wellness section. The 55+ Expo is not just for people over the age of 55; it is also for the ecosystem of families and businesses that help support Delaware's fastest growing demographic. Join us to forge meaningful connections with fellow community members and local organizations committed to supporting the 55+ population. Join us to enjoy live performances and interactive exhibits and raffle prizes in a lively atmosphere. Join us to take charge of your health and well-being by participating in informative workshops, fitness demonstrations, and wellness screenings. Join us to gain access to a diverse array of exhibitors, ranging from healthcare providers and financial advisors to leisure and recreational organizations.

Potential Exhibitors & Sponsors – there are so many benefits to choosing to be in this show: increase brand exposure, reach a target audience, make valuable leads, network with neighboring businesses in the room, direct market research/feedback, showcase your products and services, and walk away knowing you are being of service to people who need your work, which is invaluable.

The CDCC's 55+ Expo is not just an event—it's a celebration of life, learning, and the limitless resources that await you in your golden years. Whether you're a returning attendee or experiencing the Expo for the first time, we invite you to join us on April 11th for connections and information that can help you live your best life. Admission to this extraordinary event is free, but the experiences and opportunities you'll encounter are priceless. Don't miss out on this chance to enrich your life today and the golden years to come.

The CDCC would like to thank our 2024 55+ Expo Sponsors from (as of 2.27.24).

Wellness Center Gold Level:
Bayhealth Medical Center



The CDCC thanks General Assembly Sponsors (as of 2/26/24): Allen Insurance, BBSI, C.S. Kidner Associates/Capitol Strategies, Delaware Crime Stoppers, Delaware Electric Municipal Corporation, Delmarva Power, Dover Motor Speedway, Dowding Resource Group, George & Lynch, Highmark Blue Cross Blue Shield Delaware, Pepsi Bottling Ventures, Shore United Bank, The Malmberg Firm, LLC, The Willis Group, LLC, and Wilmington University.

The CDCC thanks our Platinum Sponsors: B.I.G. Investment Services, Century Engineering, Chesapeake Utilities Corporation, The Daily State News, Dover Federal Credit Union, G. Fedale, Harrington Raceway & Casino, Kraft Heinz, PAM Health Rehabilitation

Hospital of Dover, Pratt Insurance and R&R Commercial Realty.

This event would not be possible without all our sponsors' generous support!

By working together, businesses and policymakers can overcome challenges, seize opportunities, and build a brighter future for Central Delaware. Help us further this truth by engaging in the discussion and by being present. Tickets are available for purchase at www.cdcc.net or by calling (302) 734-7513. Rates are as follows: \$60/person for Chamber Members, \$80 per person for Non-members. To purchase and reserve your seat at the table, please visit cdcc.net and go to the Calendar of Events or call the office at (302) 734-7513.

Gold Level: AARP Delaware, Delaware Health & Social Services, and United Healthcare.

Silver Level: Aetna Medicare Solutions, Delaware Department of Insurance – Delaware Medicare Assistance Bureau, Highmark Blue Cross Blue Shield Delaware

Media Sponsor: The Dover Post.

Thank you to Bally's Dover Casino Resort for hosting this event.

For more information or to be an exhibitor at the show, please visit www.cdcc.net/55plus or call (302)



23rd Annual
55+ PLUS EXPO

FREE April 11th: 9 am – 3 pm Bally's Dover Casino Resort
to Attend Wellness Section * Caregiver's Support Resources * Exhibitors and much more!

Thank you to our sponsors!
(as of 2/12/24)



Member News



The Return of a Community Friend: Dawne Nickerson!

Back in 2021, the Central Delaware Chamber of Commerce (CDCC), friends, and community bid a bittersweet farewell to the one and only, Delaware-native, Dawne Nickerson. The community may most notably know her as the Chief of Community Engagement for 436th Airlift Wing Public Affairs at the Dover Air Force Base (DAFB) from 2016-2021 before transferring to the 628th Air Base Wing, Joint Base in Charleston, S.C. If you've known her, or even heard of her name, you could infer that this wasn't an easy goodbye to an influential and kind-hearted community figure. However, the CDCC is excited to share the news that Dawne Nickerson has returned, and Central Delaware is better for it!

Nickerson's relationship with the CDCC spans years across her career. "I felt like I never left the CDCC, they have always been just super supportive. I can't even tell you how long I've been involved with the Chamber. I attended mixers when I worked for Kent Sussex Industries, Citizens Bank, when I owned my bakery (Frankfurt Bakery), and since I've been at the DAFB," Nickerson stated.

Presently as of January 2024, Nickerson is now the Chief of Public

Affairs for the Armed Forces Medical Examiner System (AFMES) located on DAFB. AFMES is a mission partner for the DAFB that provides the Department of Defense and other federal agencies comprehensive forensic investigative services. Their mission is to investigate deaths, identify the fallen, and improve readiness and survivability. As you can tell, Nickerson is no longer on the Air Force side of the mission and her duties look a bit different, although just as critical.

"I now work for the Defense Health Agency which is an Army-run agency that reports directly to the Secretary of Defense. It's very different but it's a very unique mission set, and I have two amazing Airmen that work for me. It's going to be great and, who knows, this could be my last hurrah. I'm really happy to be back home and around my family," stated Nickerson. Her new position entails communicating to the public and other stakeholders how AFMES is not only a good steward of tax dollars, but they also provide honor, dignity, and respect for the families of the fallen. She has a duty to protect the privacy of the fallen and their loved ones.

Unlike the constant push of news and information to the public in

her 436th Airlift Wing position, in contrast, her responsibilities are to support the mission of AFMES through sharing the great things their DNA lab is doing. "My focus now is on pushing out and sharing the great people that pull off these missions and the great things that they're doing every day to take themselves above and beyond the norm."

"These folks are identifying DNA of returned members even if it's from a past conflict. They're finding people from World War II, Korea, and Vietnam and they're able, through emerging technologies, to repatriate these folks. The family that never thought they were going to see their loved one ever again are now given closure and I just I love that piece of it," explained Nickerson. She further explained the breaking news of the Forensic Pathology Investigations division receiving accreditation from the National Association of Medical Examiners this past February 2024, making them the first in the Department of Defense to obtain this status.

As you can tell, AFMES plays a crucial role in supporting the military and other government agencies by providing accurate, timely, and reliable forensic services

that contribute to national security, public health, and the administration of justice. Nickerson's role in the operation is to take care of her Airmen, fostering a family work environment with thorough communication, researching policy, rules, and regulations, and providing family member updates. "In March, I'm going to a family member update with our lead doctor. That will include a family member update and a chance to collect DNA samples of any family members that still have service members missing and are willing to offer their DNA for potential matches," she explained.

Dawne is undoubtedly a go-getter and a problem-solver who is guided by the famous motto "Just Do it." She believes in cultivating a happy workplace where everyone looks out for each other. She is inspired and by the potential impact her work has on others. "I just like having an impact and I think that's what keeps me going. Everything I've done in my career has had an impact on somebody at some point. To be able to leave that mark on that territory, piece of the world, neighborhood or that population - that's what keeps me going" she reflected.

Continued on Next Page

Member News

Continued from Previous Page

In addition to settling into the same house she left and enjoying the familiarities and comforts of home, Nickerson is very excited to pick up where she left off by connecting her airmen to the Dover community. "I think on a human level, these people live and work in our community, their kids go to our schools. Therefore, I think it's important for the civilian community to welcome & embrace them. They have a tough enough life as it is, bouncing around from location to location. It would be my complete desire for everybody that's stationed at Dover, that works and lives in the community, to be able to say, "You know what? My favorite duty station was Dover because the people there were just incredible."

"I mean Charleston's a great place to visit. I had a great group of friends and network down there in Charleston, but it was never really my network, not the network that I had taken 50 years to develop, and it was not the friends that I have cultivated

over the last 45 years. There's a lot to be said for just being comfortable, being home, and being around the people that you love and that love you," concluded Nickerson.

The Central Delaware Chamber of Commerce is proud and overjoyed to welcome Dawne Nickerson back to the community and looks forward to supporting her as she takes on this new role. Her passion for serving others and her commitment to building strong relationships between the military and the civilian community make her a valuable addition to the Central Delaware community. The CDCC appreciates all the work she has done for the community thus far, and we are excited to see what amazing impacts she will continue to bestow. Welcome back, Dawne!

To connect with Dawne Nickerson, Chief of Public Affairs for the Armed Forces Medical Examiner System at the DAFB, please email dawne.nickerson.civ@health.mil.



Ribbon Cuttings

CDCC joins T-Mobile Dover for a Ribbon Cutting!

DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for T-Mobile Dover, on Thursday, February 15th, at 12pm. The event was held at 1572 N. Dupont Hwy in Dover, inside Sam's Club. Chamber members and friends joined manager, Tonya Portis, and his team to celebrate the Grand Opening of their new kiosk as new members of the CDCC!

T-Mobile Dover offers a wide range of products and services to meet the needs of its customers. T-Mobile Dover provides various wireless plans for individuals, families, and businesses. These plans often include unlimited talk, text, and data, as well as options for international calling and data roaming. T-Mobile Dover offers home internet, prepaid phone services, business services, the latest phones and accessories. T-Mobile Dover offers a selection of the latest smartphones and devices, including iPhones, Samsung Galaxy phones,

and others. Customers can choose to purchase devices outright or through installment plans. T-Mobile Dover also sells a variety of accessories for smartphones and devices, including cases, screen protectors, chargers, and headphones. Overall, T-Mobile Dover aims to provide its customers with reliable wireless services, innovative products, and excellent customer service.

This new kiosk location inside Sam's Club in Dover will be a great addition to their 1141 N. Dupont Hwy. location. This kiosk increases accessibility and ease of use to T-Mobile customers and brings awareness to their variety of services to potential customers. The kiosk will allow the T-Mobile Dover branch to support the Central Delaware community better with less wait times, convenient shopping for Sam's Club customers, making for a simplified experience.

T-Mobile Dover has a plan guaranteed to fit whatever your lifestyle needs are. From unlimited phone

plans for 55+, military, veterans, first responders, to steaming services, home internet and travel discounts, T-Mobile has so much to offer customers to keep them connected, at competitive rates. Explore their deals and solutions for small businesses, enterprises, state, local, and federal government needs.

"We have the most knowledgeable and professional Mobile experts who cater to your needs. We have team members from diverse backgrounds. We are the un-carrier and customer obsessed!" shared Roma Ronna, Mobile Expert.

The Staff at T-Mobile Dover is excited to branch out with this new kiosk inside Sam's Club to better reach the community directly. The CDCC is happy to warmly welcome their team into membership to help further their goal of providing customers with reliable wireless



services, innovative products, and excellent customer service. They are excited to connect with fellow CDCC members as they expand their local reach and give back to the community by supporting events and staying engaged.

For further information about T-Mobile Dover, please visit www.t-mobile.com or call (302) 736-1980. Please join the Central Delaware Chamber of Commerce in congratulating the T-Mobile Dover team on the Grand Opening of their new location as new members of the CDCC!

New Member Spotlights

Introducing Breakthrough Personal Coaching & Wellness

Are you looking for a breakthrough? You're in the right place. On the topic of making 2024 your best and healthiest year yet, Breakthrough Personal Coaching & Wellness is here to get you on the right path. Breakthrough is not your average coaching service. It's a transformative journey designed to help individuals break through barriers, unlock their true potential, and achieve their personal fitness and wellness goals. Located in Dover (1255 S. State Street, Suite 10), this coaching practice offers personalized coaching programs tailored to meet the unique needs of each client.

Led by owner, Chris Gray, and his 25 years of experience in fitness and nutrition, Breakthrough's expert team of coaches are fully capable of fitting any training style or preference for all their clients. Breakthrough offers personal, small group, and large group training. Nutrition, life coaching, and stretch therapy are also available. Breakthrough aims to

be a one-stop transformation center. Whether you are a beginner or also advanced, no workout is generic and can be customized for each individual's needs and abilities.

Since 2008, Breakthrough Personal Coaching led by CEO and owner, Chris Gray, has been providing clients with personal coaching programs to help them succeed with a culture second to none. "My journey in fitness started in 1993 playing football, which led to the body building stage, power lifting competitions, and becoming a personal trainer to help others do the same. In 1998, Breakthrough Personal Coaching & Wellness was born when I had the opportunity to purchase the business that I was working for as a Personal Trainer," Gray shared. He is married with two daughters and very involved in his church. When not working, he can be seen camping, fishing, hiking, playing with Remote Control (RC) cars, and conducting magic.

The CDCC is excited to welcome Gray and his team at Breakthrough. "What motivated me to join the Chamber is strength in numbers. I believe when we work together, unified as one, we can do anything. As small business owners, especially today more than ever, I believe we must come together and support each other's success," concluded Gray. The CDCC completely agrees and looks forward to being a bridge to unify like-minded businesses.

Ready to embark on a journey of personal growth? For more information or to get started with a Free 7-day trial, visit www.breakthrough-personalcoaching.com or call (302) 730-1600 for a Discovery Call. Chris can also be reached by emailing chris@breakthroughpersonalcoaching.com. Drop by during their hours of operation: Monday-Thursday 9am-7pm, Friday 9am-3pm, and Saturday 9am-12pm. Please join us in welcoming Chris Gray and the Breakthrough Personal Coaching & Wellness team into membership!



Introducing Transformations Center for Weight Loss

Did you know that over 93 million Americans are affected by obesity? Unfortunately, that number continues to grow. The Central Delaware Chamber of Commerce (CDCC) hopes your 2024 New Year Resolutions are proving to be successful and helping you live a better, happier, and healthier life. A popular resolution across the world is weight loss. Wherever you find yourself in your journey, the CDCC is happy to welcome Transformations Center for Weight Loss (TCWL) into membership to support you!

Transformations Center for Weight Loss (TCWL) has locations in Dover, DE (9 E. Loockerman St. Suite 204), Smyrna (1000 Smyrna Clayton Blvd Unit #5), Laurel, Edgewood, and Aberdeen Maryland to assist people with their personal journey of weight loss. At their locations, TCWL offers tools for weight loss management like FDA-approved appetite suppressants, weight loss supplements, fat burning and vitamin b-12 injections. They also incorporate psychotherapy into

client's personally-tailored weight management programs. No matter your weight-loss goals or desires, the TCWL Dover and Smyrna teams will work with you to help you safely lose weight with medically-approved programs with a plan that is best for you and your future. TCWL stands out for its compassionate, holistic approach, with evidence-based practices by a medically trained staff.

Meet the owner and CEO, Dr. Eugenia Caternor, Family Nurse Practitioner (FNP-BC), Psychiatric Mental Health Nurse Practitioner (PMHNP-C), Weight Management Specialist, and Certified Advanced Grief Counseling Specialist (CAGCS). Originally from Ghana, West Africa, she has now lived here in Delaware with her three beautiful daughters for almost 30 years. With over 20 years of clinical experience in the health and wellness industry, Dr. Caternor, declares, "The patient's success in their weight loss journey is our utmost priority." Additionally, she has experience working with

patients of all ages from children to adolescents and adults.

Backed by an amazing team of providers and administrative staff, Dr. Eugenia's approach to patient care is described as treating the whole person. She works closely with all her patients to ensure that their physical, psychological, spiritual, and emotional needs are addressed. She believes in supporting her patients in reaching their optimal health through education, advocacy, mentoring, and medical intervention to achieve a higher quality of life. She has persevered through many life challenges and incorporates her knowledge, life experience, and expertise into developing a holistic treatment plan for her patients. Ultimately, her priority is ensuring that her patients are living life to the fullest and accomplishing their God-given purpose on this earth.

The CDCC is excited to witness TCWL's journey here in Central Delaware. "I see the Chamber of Commerce like a big pot of soup with many different types of fish inside it. I am motivated by all the



services they offer to help small businesses grow. I am excited to be a part of what the CDCC is doing in the community. I am looking forward to collaborating and networking with other businesses," she shared as her motivation to join our membership.

For more information about Transformations Center for Weight Loss, or Dr. Eugenia Caternor and her team, please visit www.tcwlmnd.com or call (443) 356-0007 to get started on your journey to the healthiest version of yourself. Please join us in welcoming Dr. Caternor and Transformations Center for Weight Loss into membership!



New Member Spotlights

Introducing Convention of States Action Delaware



**CONVENTION of STATES ACTION
DELAWARE**

Convention of States Action (COSA) is a non-profit, non-partisan national organization whose mission is “to build an engaged army of self-governing grassroots activists” and to “inspire a political and spiritual awakening in America.” This organization wants to bring power back to the 50 individual states of America and their people. They believe that unelected bureaucrats in Washington, D.C., shouldn’t be allowed to make sweeping decisions that impact millions of Americans. Their mission is to restore self-governance to America by empowering state legislators to propose and ratify amendments that address abuses of power in Washington, D.C.



By advocating for these reforms, the Convention of States Delaware aims to ensure that government is accountable to the people and operates within its constitutional limits. Convention of

States Delaware demonstrates its commitment to fostering a prosperous business environment that thrives on principles of limited government and individual liberty.

Since 2013, this organization has made great strides toward their mission. They have millions of supporters nationwide and people who have signed their Title V petition in every state house district across America. Maintaining their grassroots founding, the organization “is funded by thousands of everyday patriots who have committed their lives, fortunes, and sacred honor to protecting liberty for future generations. Article V of the U.S. Constitution gives states the power to call a convention for proposing amendments. It takes 34 states to call the convention and 38 to ratify any amendments that are proposed,” according to their website.

Meet the State Director for the Delaware Convention of States

team, Ginny Watkins. “I have lived in Delaware most of my life, raised and home schooled six children here, and now enjoy my role as ‘Tutu’ to my 15 grandchildren. I also worked as a nurse at Christiana Care for almost 20 years,” she shared. Watkins has been affiliated with this movement for almost four and half years.

“We are currently involved in a project to use a provision in Article V of the U. S. Constitution that gives state legislatures the right and responsibility to call a meeting of the states to propose amendments that would impose fiscal restraints on the federal government, limit its power, and jurisdiction, and impose term limits on its officials and members of Congress,” shared

The primary ways that this organization grows is through word of mouth and networking. Watkins was motivated to join the CDCC to increase the local reach of the organization, meet other members, and share their work. “When I learned about the CDCC, it was a no-brainer to get involved. We have already enjoyed meeting other members at the Sunset Business Mixer at the

Delaware Agricultural Museum and look forward to other upcoming events,” concluded Watkins. The CDCC believes their efforts in accomplishing this will be very successful upon their increasing engagement.

The Central Delaware Chamber of Commerce (CDCC) is pleased to welcome Convention of States Delaware as one of its newest members. Convention of States Action Delaware joins a diverse and dynamic group of businesses and organizations dedicated to promoting economic growth and community development in Central Delaware.

For more information about the Convention of States Action Delaware, please visit www.conventionofstates.com or call Ginny Watkins at (302) 740-5421. Please join us in welcoming Ginny Watkins of the Convention of States Action Delaware into membership!



Introducing Air Temp Solutions



Undoubtedly, heating, cooling, and plumbing are key factors in the comfort and safety of your home. What flows through the pipes and vents of your home impacts your daily life and the quality of it. Although, hidden in the framework of the home, you are sure to notice when your heating, cooling, or plumbing systems don’t work as they should. That’s when you need to call the professionals, which have the solutions to these daunting problems. The Central Delaware Chamber of Commerce (CDCC) is happy to welcome problem solvers – Air Temp Solutions - to your rescue.

Air-Temp Solutions is a local, family-owned business offering residential service, maintenance, installation, and repair of indoor air quality products since 2011. They service all types of AC and heating units, even boilers, geothermal and oil. Their plumbing services include sump pump repair and installation, water heaters, gas line repair, tankless systems and more. Air Temp Solitons can also assist with air duct cleaning, UV light filtration systems, humidifier, and dehumid-

ifier systems. Their services cover most problems that arise in your home regarding plumbing and air quality.

Air Temp Solutions is headquartered in Newark, DE, with offices in Dover and Milford. Their reach of service covers all three counties of Delaware, Chester County, PA, and multiple counties in MD. Being a small, local business, relationships with their customers are cherished. “We know that our business is not here to only service our customers, but to provide world class customer service and create long lasting relationships with our customers. We not only look forward to servicing our customers and helping them to stay comfortable in their own homes, but we enjoy being able to have a platform through our business to serve the community around us,” shared Hannah Close, Project Lead Coordinator.

The Air Temp Solutions team loves to put employee appreciation first and foremost. The company loves celebrating the personal wins of their employees like their new car, house, or baby. In addition to strong employee-customer relations, employee-to-employee culture is equally as important to the company. They also hold lots of events where staff

can enjoy time together and unwind from work. “We think it’s important to create a great culture where our employees love being part of the Air Temp Solutions family,” continued Close.

This company is dedicated to giving back to the community whenever possible. “After the owner and his family experienced not only his liver transplant, but also a cancer journey with their own 7-year-old son, we decided we wanted to create a program called ‘Action Jackson’ to not only spread awareness, but to bring happiness and help those around us. Action Jackson picks at least one volunteer event monthly to participate in where Air Temp Solutions employees get involved and roll up their sleeve to provide service. You’ll catch us participating in lots of events from cooking meals at the Ronald McDonald House to collecting toy donations for local kids and volunteering at the local Food Bank,” explained Close.

When this family-oriented company is not busy bringing a

much-needed service to the region they can be found enjoying each other’s company, at their 4 children’s football and baseball games, trying new foods/restaurants (they’re big foodies!), a good TV show to binge on the winter rainy days and competitive games of Monopoly around the dinner table.

“We were motivated to become a member of the chamber because we are excited to interact with other members and learn more about other local businesses located right around us. We think the Chamber provides a gateway of opportunities for businesses like ours and we are excited to get more involved,” concluded Close.

The CDCC is excited to be a part of Air Temp Solutions’ business journey supporting this industry for Central Delawareans. For more information about Air Temp Solutions, please visit www.airtempandplumbing.com or call (302) 750-4168. Please join us in welcoming the Air Temp Solutions Team into membership!



New Member Spotlights

Introducing Universal Assembling Enterprise, LLC

Couldn't we all use a hand from time to time? Sometimes you just need help with tasks out of your range to accomplish your goals. If you don't have a go-to handy person to assist you in various projects, you're in good hands with Universal Assembling Enterprise, LLC. The Central Delaware Chamber of Commerce (CDCC) is pleased to welcome Universal Assembling as one of its newest members. Based in Dover, Delaware, Universal Assembling is a dynamic company specializing in local professional in handyman services and installations.

Covering a wide range of needs including appliances, wall-mounted TVs, gym equipment, closet systems, garage door openers, ceiling storage racks, and much more, Universal Assembling Enterprise, LLC tailors to meet the needs of their clients. From simple product assembly to complex packaging solutions, their team of experienced professionals is dedicated to ensuring that every project is

completed efficiently and accurately. Their priority is to ensure customer satisfaction and guarantee top-quality workmanship.

Universal Assembling Enterprise, LLC is a family-owned business founded by immigrants from the Dominican Republic who relocated to the United States in 2013. Coming from entrepreneurial backgrounds, they embarked on their journey with a vision of establishing their own business, although unsure of the industry initially. After gaining experience at companies such as Amazon and Walmart, they identified a prevalent need within communities for assistance with household tasks and small projects, particularly in assembling furniture. Their team can help handle the entire process of installing a new appliance, including disposal. Also available for hourly rates are smaller jobs like curtain rod & blind installations, picture & mirror hanging, shelf and cabinet installations, and rearrangement of furniture.



The company was established on July 17th, 2020, amidst the challenges of the Covid-19 pandemic. Despite initial apprehensions due to the uncertainties surrounding the pandemic, they persevered. Once safety protocols were established by the relevant authorities, they seized the opportunity to proceed with their plans, ensuring strict adherence to health guidelines mandated by both governmental and health organizations. Thus, in the face of adversity, this burgeoning enterprise opened its doors to serve the public to this day.

"We are thrilled to embark on this new chapter as members of the Chamber of Commerce. Recognizing that many prominent institutions have their roots in this esteemed organization, we are confident that our membership will open doors to invaluable opportunities. We eagerly anticipate the chance to engage with a broader network of individuals and

businesses, fostering meaningful connections that will undoubtedly contribute to our company's growth and success," shared Yamel Cepeda, CEO, on his motivation for joining the CDCC.

For more information about Universal Assembling, LLC, please call 302-543-3639 or 302-433-3885, or visit their office at 738 N. Dupont Hwy. Dover. You can also access their services conveniently through their free app, Universal Assembling, or connect with them via Instagram at Universal Assembling Enterprise. Please join the CDCC in welcoming Yamel Cepeda, and his team into membership!



MEET THE BOARD MEMBERS!



Konrad LaPrade

First Vice Chair, Daily State News

- 1. Talk to me to learn more about...** advertising and media trends soaked in strong black coffee with the fragrance of Nicaraguan tobacco.
- 2. My favorite quote is...** There is no pancake so thin that it doesn't have another side.
- 3. If I could live in any sitcom, it would be?** Happy Days. I'm a lock for the Fonz
- 4. If I had one extra hour of free time a day, I would...** Learn to play these newfangled video game systems with my kids.

5. In one word I am... A connector

6. Working with the CDCC, I've learned... Everywhere I've ever been, people do business with people they know. In Delaware this has been taken to another level. In a state this small you know almost everyone, and so you do business with your friends. The chamber has provided me with so many opportunities to make new friends and deepen business relationships. I'm incredibly grateful for these opportunities and am excited for what's ahead.



Member of the Month



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

Bally's Dover Casino Resort is a premiere horseracing, gaming, dining and hotel experience in Delaware, starting over 50 years ago for racing and over 20 years ago with Slots coming to Delaware. One stop destination for a fun filled adventure. In addition to our beautiful hotel rooms, we have Jerry Longo's Meatballs and Martinis and the Sugar Factory restaurants you don't want to miss. Harness racing runs from October – April. We have exciting entertainment throughout the year –always something fun and exciting at Bally's!

NAME: Johnathan Flamer
TITLE: Food And Beverage Operations Manager
BUSINESS: Ballys
ADDRESS: 1131 N. Dupont Highway

PHONE: 302-674-4600
WEBSITE: ballysdoover.com
EMAIL: jflamer@ballysdoover.com

Tell us about your role in the business/organization.

As a F&B Manager my role is to ensure all outlets in this department have all the support and resources need to perform excellent service to our Guest.

Tell us something that makes your business/organization unique.

There are only 3 casinos in the State of Delaware, so we are often held to a higher standard than regular entertainment venues. That keeps us on our toes and helps us to provide the best service and experience to our customers. As one of the larger employers in the county, we know that it is our responsibility to give back to the community and help where we can. I feel that having resources to help, also makes us unique, and Bally's Corporation encourages all our properties to do the same.

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

Bally's Corporation will continue to grow throughout the country, which will help all our properties with setting standards of the brand throughout our network. Which is great for our customer experience. At our property level here in Dover, we will continue doing our best to keep the property up to date and "fresh" with our gaming, retail and hotel areas.

How has the Chamber helped your business/organization grow?

Networking and being around other companies throughout the CDCC have helped not only on the business side, but also with our Community Outreach efforts. For example, it is nice to be able to pull up the CDCC business directory and choose one of the member businesses to assist with catering for one of our outreach programs. Nick Polcino is also

on the Board, and I believe that helps him keep in touch with all the latest news in and around Central Delaware to be able to disseminate to our team.

What is your best advice to other businesses/organizations?

Personally for me, it will be to help within the community when you can, there will always be some way you can make a difference to those in need (even though staff and time are stressed for many businesses – its important). Participate in the Chamber activities when you are able to do so. You will not only meet some great people, again, the networking between companies is invaluable. If you can send a team member to the Leadership Development Class, we suggest doing that as well – which we have done this for years now, often sending 2 people each session. What they learn will stay with them throughout their career.

Ambassador's Corner

Renee Thompson



As a member of the Central Delaware Chamber for the past nine years, Renee' Thompson is honored to be acknowledged and nominated as a 2024 Ambassador. Reflecting on her journey with the Chamber evokes many cherished memories, from the modest beginnings at the ribbon-cutting ceremony in 2014 to receiving assistance with Trade Show setups, sponsorship opportunities, and notable business promotions and recognitions. LakeView Realty has experienced significant growth over the years, expanding from two agents to fifteen, and Renee's connections with the Chamber played a pivotal role in facilitating opportunities to engage

with local businesses, fostering invaluable partnerships and friendships.

As an independent boutique real estate office Owner and Broker, Renee's primary focus lies in delivering success through client satisfaction and recognizing the fundamental importance of trust in every client interaction. Cultivating enduring connections that evolve into long-term relationships is essential, driving not only business growth but also fostering genuine and meaningful associations. Renee' is a member of the Dover Lions Club and previously served as Secretary and 2nd VP. She also holds her BA in Legal Studies and several professional

certifications including Short Sale/Foreclosure Resource, Resort and 2nd Home, Luxury Homes, Commitment to Excellence, and Real Estate Negotiations.

She and her LakeView team are located in Treadway Towers at 9 E. Loockerman St, Dover. Servicing Delaware and Maryland, they specialize in assisting first-time and repeat home buyers, sellers, investors, new construction, foreclosures, land and farm acquisitions, 55+ communities, and those relocating. Prospective clients are encouraged to reach out today to explore how LakeView Realty can help turn their dreams of homeownership into reality.

Congratulations - You're a 10!

The Central Delaware Chamber of Commerce of Commerce is excited to introduce a monthly feature for 2022-2023 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.



RENEWALS FOR JANUARY 2024 - THANK YOU FOR YOUR RENEWAL!

Company Name	YRS	Company Name	YRS
BBSI- Dover	52	Independent Resources, Inc.	9
POLYTECH School District	38	Read Aloud Delaware	9
Ronald B. Outten	37	Shore United Bank - Camden	9
512th Airlift Wing	34	Two Men And A Truck	9
Becker Morgan Group, Inc.	31	BDK, Inc.	8
Patterson Schwartz	30	Delaware Choral Society	7
Harrington Raceway & Casino	28	The Willis Group, LLC	7
R & R Commercial Realty, Inc	28	Wesley United Methodist Church	7
Town of Smyrna	28	Alpine and Rafetto Orthodontics	6
Luther Towers of Dover	27	DE TURF Sports Complex	6
The Delaware State Fair, Inc.	26	Ingleside Homes Inc.	6
Lessard Builders, Inc.	26	NextHome Preferred	5
Artesian Water Company, Inc.	24	American Kidney Care of Dover	4
Pepsi Bottling Ventures of Delmarva	22	G. Fedale - Wilmington	4
A & H Uniforms	21	Dr. Wilma Mishoe	4
Cadia Capitol	21	Mt. Zion A.M.E. Church -Dover	4
Bob Johnsons Computer Stuff, Inc	20	Pike Creek Mortgage Services, Inc.	4
Sandra S. Gulledge, CPA, PA	19	Xpress Computer Systems	4
HandyTube	15	Skyline Catering LLC	3
PARASEC - PARACORP Inc.	15	ClearCaptions	2
Decorating Den Interiors-Deanna Kovach & Janice Hinzman	14	Delaware Imaging Network	2
First State CPAs	14	Roberts Insurance, Inc.	2
Best Western Galaxy Inn	13	SUMURI LLC	2
Delaware Farm Bureau	13	NEW DAY Pregnancy Care Center	1
Pinnacle Rehabilitation & Health Center	13	Snow's Painting Service, LLC	1
Auntie Anne's Soft Pretzels	12	The Divine Zone LLC	1
CNU Fit, LLC	11	Top Spin Productions DJ and Photobooth Services	1
Dowding Resource Group	9	UNITED Church	1

NEW MEMBERS

Air Temp Solutions	Hannah Close	211 Lake Drive Unit J	Newark	DE	19702	302-750-4168
Angel's Touch	Angel Green	768 Townsend Blvd.	Dover	DE	19901	302-363-2548
Basement Waterproofing Specialists	Linda Mullin	127 Second Ave	Collegeville	PA	19426	610-409-2600
Breakthrough Personal Coaching & Wellness	Chris Gray	1255 South State St. Suite 10	Dover	DE	19901	302-730-1600
Cape May County Dept. of Tourism	John McNair	4 Moore Road DN 135	Cape May Court House	NJ	08210	609-463-6415
Coastal Medical Center	Amy Diem	16479 S. Dupont Hwy,	Harrington	DE	19952	302-587-5017
Convention of States Delaware	Ginny Watkins	812 Athea Way	Bear	DE	19701	302-740-5421
Delaware Department of Health and Social Services	Joe Bryant	240 Continental Drive, Suite 101	Newark	DE	19713	302-255-9635
Delaware State Police Museum	David Lawson	1425 N. Dupont Highway	Dover	DE	19901	302-739-7700
Harbor Healthcare & Rehabilitation	Drewcilla Long	301 Ocean View Blvd	Lewes	DE	19958	302-645-4664
Master Networks	Bobby Jones	615 Otis Drive	Dover	DE	19901	302-538-8797
Project SEARCH at Bayhealth	Kathy Ege	18045 Sawhill Drive	Lewes	DE	19958	443-834-8500
Rail Haus	Donny Legans	92 N. West St.	Dover	DE	19904	302-450-3525
RTB ADVISORS	Michael Greene	3 Yarmouth way	Dover	DE	19904	302-387-3223
Transformations Center for Weight Loss, LLC	Eugenia Caternor	1000 Smyrna Clayton Blvd. Unit #5	Smyrna	DE	19977	443-356-0007
Two Bay Twists, LLC	Patricia Isherwood	34 Grain Ct	Magnolia	DE	19962	302-927-1115
Universal Assembling Enterprise LLC	Yamel Cepeda	738 North Dupont Hwy	Dover	DE	19901	302-543-3629

Coffee On Us!

SPONSORED BY
Tre Sorelle Dolce

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 FIRST PERSON to CALL the CDCC Office (302-734-7513) with the correct answer and you will win a \$10 gift card to:



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 last “Coffee On Us” Contest was **Kim Connell of Merrill Lynch Wealth Management – Connell & Associates & Dover Jazzercise Fitness Center Member for correctly Identifying Smyrna High School Entrance. Congratulations, Kim – 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.



WANT to *Start* or *Grow* YOUR
Small Business? *Talk to us FIRST!*



BUSINESS.DELAWARE.GOV

We are **YOUR**
Chamber



cdcc.net

Vendor Space & Sponsorships Available!



Presented by



Fashions by



Saturday, March 23, 2024

10 a.m. - 3 p.m.

Wild Quail Golf & Country Club • Wyoming, DE

Delaware's most popular woman-centric event is hosted in a relaxed, fun-filled atmosphere and includes a fashion show, shopping, light refreshments, signature cocktail, door prizes, giveaways and a VIP experience.

Vendor space is limited. Don't miss this opportunity.

Sponsored by:



Vendor hospitality area sponsored by:



To be a part of the fun, contact us at adsupport@iniusa.org or 302-741-8200.