



Chamber Connections

Vol. 47 // No. 5

cdcc.net

May 2024

CORNERSTONE MEMBERS



B.I.G Investment Services PAGE 3

IN THIS ISSUE...

First State Webfooters Hosts Regional Conference PAGE 13

Stonesifer Received Governor Award PAGE 16

DASEF's 2024 AeroSpace Academy PAGE 17

55+ Recap & Photos PAGE 18



Bluesuiters Tee Off for a Good Cause May 9th

The Central Delaware Chamber of Commerce's (CDCC) Annual Bluesuiters Golf Tournament is approaching fast, and we are ready to have fun in the sun with the business community and Dover Air Force Base (DAFB) community!

On Thursday, May 9th, 2024, at Jonathan's Landing Golf Course in Magnolia, Delaware, attendees will enjoy 18 holes of competitive camaraderie with fellow CDCC members and Dover Air Force Base Airmen. Participants will swing for the big hole-in-one prize, pursue the position of 1st on the leaderboard, enjoy prizes, and appetizing food and drinks.

This is a day for golfers of all skill levels who want to have fun and make meaningful connections. Aside from the pleasure of the game, the Bluesuiters tournament is also about giving back to the community. The purpose of the CDCC's well-renowned Bluesuiters

Continued on Page 15

Calling All Members: Your Vote Counts in the Excellence in Business Awards!



As we enter the final quarter of the Central Delaware Chamber of Commerce's (CDCC) fiscal year, we are excited to celebrate all the success of 2023-2024. The Awards for Excellence Celebration, brought to you by Signature Sponsor, Merrill Lynch Wealth Management-Connell & Associates, our culminating event, is coming at the end of June, but before we get there, we need members' help to award the nominees in the Excellence in Business Awards! Join us in celebrating

Continued on Page 6

An Evening in the Hamptons – Milford Edition!



The Central Delaware Chamber of Commerce (CDCC) welcomes you to our monthly Sunset Business Mixer on Wednesday, May 29th, 2024, at Hampton Inn Milford (100 Lighthouse Estates Dr. Milford, DE

19963) from 5-7pm. The CDCC and Hampton Inn Milford team are set to host an evening of networking, camaraderie, refreshments, and business growth at this consistently well-attended event. Be sure to bring your business cards, friendly faces, and smiles as you mingle in the lovely hospitality of Hampton Inn Milford. You could win a cool door prize, enter the 50/50 cash raffle, witness the pinning of new

5-star members, and make and maintain connections to last a lifetime. By attending, you could also be the next member of the month and receive amazing FREE advertising by your CDCC!

Are you familiar with Hampton Inn Milford, their services, and staff? If not, take this opportunity to see and learn all they have to offer

Continued on Page 16



Dina's Digest



PRESIDENT
Dina Vendetti

Influence, Negotiation, and Compromise

At this writing, we find ourselves at the height of the 152nd legislative session here in the capital of the First State. From January to June, our lawmakers gather to create and consider bills that will support our citizens and ensure a good life for all Delawareans. Those whom we've elected discuss and craft important items such as the budget, bills that support a good economy, and fair and equitable business practices. It is an important time, and with about two months to go, one can feel the frenzy of deadlines as legislation is being considered at a rapid pace.

One of the most valuable aspects of your chamber membership is that Your Chamber serves as your voice amid this controlled chaos known as the legislative session. Our job is to advocate on your behalf for legislation that is business friendly and will support the ongoing development and growth of businesses in Central Delaware. We have worked hard to build strong relationships with our legislators, and we do our very best to practice the art of negotiation and influence their work.

This session we have been pleased to hear from so many of you and we are thrilled that you are willing to be involved in this process with us. It is true that, here in Delaware, our voices are heard. Politics and Policy here happen in a collegial, collaborative way marked by the give and take of ideas. Your opinions matter. Your thoughts from the front lines of doing business help to educate our legislators about the real-life impacts of their actions. Our lawmakers are elected to represent YOU – and it stands to reason that they will do a much better job of that when they know who you are and how your priorities stack up. By being present and involved when you can, you have tremendous power to influence decisions.

Of course, as with most things in life, we don't always get our way. Compromise is key to some of our discussions.

Please understand that "compromise" is not synonymous with "giving up." The art of compromise includes conversations that are often educational and bring a new level of understanding on both sides of an issue. Notice the word "promise" at the end of the word. Compromise means working together to create a situation that promises to benefit all. When we can't totally get our way, "compromise" is not a bad place to land!

As we move closer to the conclusion of the session, please keep an eye on the updates sent to you by Your Chamber. We will keep you as updated as possible through Legislative Updates and Alerts. We are usually able to tell when phone calls, emails, and letters will help to sway a decision – when we need your help, we will send a "Legislative Call to Action." When you see that in your inbox, please assist us by contacting your legislators and expressing your opinions. This kind of contact will help them know your wishes and will help them understand how certain laws will impact your company's bottom line.

As you, our members, go about the day-to-day running of your businesses and all that entails, we want to assure you that Your Chamber is working behind the scenes keeping you informed about legislation that is under consideration, making your voices heard, lobbying on your behalf, and influencing decisions.

For more information about Your Chamber's work in legislation, and to reference the Tracking List of the legislation currently being followed by your Chamber, please give us a call at the CDCC Office (302)734-7513 or visit our website at www.cdcc.net and click on "Legislative Pillar." We are honored to serve as the voice of the Central Delaware business community and happy to remain in the middle of it all for as long as is necessary to help you grow your businesses!

Calendar of Events

MAY

Thursday, May 2nd
Leadership Central Delaware
8:00am - 5:00pm,
Economic Development Day

Thursday, May 2nd
Kent County Open for Business
8:30am - 10:00am,
Kent County Levy Court

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

Wednesday, May 8th
Marketing Committee Meeting
10:00am - 11:00am,
via Zoom

Thursday, May 9th
Bluesuiters Golf Tournament
10:00am Reg.;
11:00am Start,
Jonathan's Landing

Friday, May 10th
Member Orientation
12:00pm - 1:30pm,
via Zoom

Tuesday, May 14th
CDCC Board Meeting
7:30am - 8:30am,
Faw Casson

Tuesday, May 14th
Professional Power-Up LIVE!
12:00pm - 1:00pm,
Delaware State Police Museum,
Dover

Monday, May 20th
CDCC Executive Committee Meeting
8:00am - 10:00am,
CDCC Conference Room

Tuesday, May 21st
LCD Steering Committee Meeting
12:00pm - 1:00pm,
CDCC Conference Room

Monday, May 27th
Memorial Day Office Closed

Wednesday, May 29th
Ambassador Committee Meeting
4:30pm, Hampton Inn - Milford

Wednesday, May 29th
Sunset Business Mixer
5:00pm - 7:00pm,
Hampton Inn - Milford

JUNE

Thursday, June 6th
Leadership Central Delaware
8:00am - 5:00pm,
Energy & Environment Day

Thursday, June 6th
Kent County Open for Business
8:30am - 10:00am,
Kent County Levy Court

Tuesday, June 11th
CDCC Board Retreat

9:00am - 4:00pm,
Bally's Dover Casino Resort

Wednesday, June 12th
Coffee Coaching
8:00am - 9:00am,
via Zoom

Wednesday, June 12th
Marketing Committee Meeting
10:00am - 11:00am,
via Zoom

Wednesday, June 12th
Professional Power-Up Online
12:00pm - 1:00pm,
via Zoom

Thursday, June 13th
Member Orientation
8:30am - 10:00am,
via Zoom

Friday, June 14th
LCD Closing Retreat
9:00am - 3:00pm,
Harvest Ridge Winery

Tuesday, June 18th
LCD Steering Committee Meeting
12:00pm - 1:00pm,
CDCC Conference Room

Thursday, June 20th
Awards for Excellence Celebration
5:30pm - 9:00pm,
Bally's Dover Casino Resort

Wednesday, June 26th
Ambassador Committee Meeting
4:30pm, Dover Federal Credit Union

Wednesday, June 26th
Sunset Business Mixer with the Chamber of Commerce for Greater Milford
5:00pm - 7:00pm,
Dover Federal Credit Union

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. Brenneman, 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

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.

INNOVATION

ENGAGEMENT



CORNERSTONE MEMBERSHIP

RESOURCEFULNESS

RELEVANCE

BIG

INVESTMENT SERVICES

As we close out one of the strongest first quarters for the market in history, the country is experiencing a lot of extra hype regarding the total solar eclipse. Many people don't realize that the sun and moon are at just the right sizes and distances to allow this to happen. The sun is about 400 times larger than the moon but, it just so happens to be about 400 times further away thus allowing for a total solar eclipse with the "Baily's bead" aka "diamond ring" effect to happen. The odds of those proportions being that exact for any planet is pretty amazing, but our planet just so happens to have human eyes to witness it. Statistically, we shouldn't even exist much less exist on a planet where we can witness a perfect solar eclipse and be intelligent enough to understand what we're seeing. It's never made much sense to me to fight or deny odds and probabilities, especially in extremes and that's why I practice the faith that I practice. And it's also why we manage money the way we do!

So with that said, the odds and probabilities suggesting the market is going to go down at some point, are extreme. It's statistically impossible for it not to and we are getting rather "overdue". The market had a fantastic 2023 and has had a parabolic move to the upside from October 2023 to March 2024. As such, we've been doing a lot of trimming in recent weeks, cutting back on the holdings that have had the highest gains and letting those profits add to cash. When a step back finally happens, it will be nice to have cash on hand to take advantage.

Speaking of odds and probabilities, there have only been 11 times since 1950 where the S&P 500 started the year off with a 10% first quarter gain not counting this year. In every instance, the market suffered a pullback during the remainder of the year with the average being a decline of -11% and the most muted of those drawdowns being -4%. As I write this article, the S&P has only had a 2% decline. The odds and probabilities are that we will see a bigger drawdown at some point this year and we're ready for it.

What then? Well, if history is a guide, the market is likely to end the year higher. In 10 out of 11 of these past instances, the market finished higher for the year despite the average decline of -11%. This is also a presidential circus year.... I mean election year. Historically, presidential election years tend to be a little sloppy from May to June and again right around the election itself but then have a tendency to finish the year very strong regardless of the winner.

The economy has also continued to show strength and resiliency in the face of higher interest rates and soft patches in manufacturing and other areas. The labor market continues to be very strong while wage increases have tamed. Corporate earnings also appear to be improving which can help support the market going higher. There's still work to be done on the corporate earnings front and this is an area we'll continue to pay close attention to as markets ultimately revolve around earnings.

Our biggest concern for the remainder of 2024 continues to be inflation and the Fed's reaction. The market seems to be absorbing the idea of fewer, if any, rate cuts by the Fed. Coming into 2024 the market was expecting 6 rate cuts beginning in March, which we did not find very probable. Now, with inflation staying rather sticky and commodity prices rising, Fed rate cuts look much less likely than the market was expecting.

This could put a bit of a cap on the upside potential of the market if corporate earnings don't rise strong enough and fast enough to justify higher stock prices. Any hot inflation data will likely send the market into a bit of a short-lived panic.

Geopolitical concerns also continue to weigh with recent threats against Israel from Iran. Energy has been responding with oil prices rising which is also inflationary. Gold is breaking out to historic highs and will likely stay strong given the worries of the world.

All in all, we expect a pullback in the coming weeks or months but not a derailing of the market. On a technical basis, the market has accomplished things that have opened the door for a much higher level in the S&P 500. Based on the technicals alone, we believe it reasonable for the market to work its way up toward the 6,100 level from the 5200 as of this writing. That would be an additional 17% gain from here. We don't expect to see this level in 2024 but it's quite possible to get there in 2025.

Speaking of 2025 we would be remiss not to bring up recession odds. There's a phenomenon that happens with interest rates when there's disagreement between the bond market and the Federal Reserve interest rate policy. This phenomenon is called an "inverted yield curve". A normal yield curve is one in which long term rates are higher than short term rates. You would expect to earn more interest on a 10 year bond for example than a 2 year bond. When the yield curve inverts, the opposite happens with short term rates paying higher levels of interest than long term rates. Every recession in the last 40 years was preceded by a yield curve inversion and only one inversion, in 1966, did not lead to a recession. The current yield curve inversion just became the longest in U.S. history. IN HISTORY. The second longest inversion was 1978 to 1980 and it ended badly with back

to back recessions in 1980 and 1981. America has experienced a recession every 6 ½ years on average since WWII and every 3 to 4 years if you count our entire history. Our last recession was the COVID recession in 2020. The clock is ticking and we feel it best to remain alert.

We mentioned in our 2024 outlook that we did not expect recession until 2025 or 2026. Given all we just outlined, this still seems a more probable time period for a recession to unfold. What I'm finding very interesting is that the recession narrative has all but vanished from the discussions within our industry. Many market pontificators are suggesting that we're going to have a "soft landing" for the economy. That might be true for another year or so but I think it's extremely premature to completely discount the probabilities of a recession. We don't want to be overly cautious and miss out on potential gains between now and its arrival but from this point forward, we feel it's important to maintain a measured approach. Recessions don't come when everyone is well prepared and expecting them. They sneak up on the economy, usually when least expected. And although we've obtained a mathematical solution to predict future solar and lunar eclipses, no one has figured out the market. The stock market is far more akin to the unsolvable, "general three body problem" that's been stumping mathematicians, scientists and super computers since Isaac Newton first drew attention to it in "Principia Mathematica" circa 1687. A book that I suggest you only try reading while wearing solar viewing glasses.... in a dimly lit room.

David F. Boothe
President, Financial Advisor



LCD Gets to the Heart of Health & Human Services!

The Leadership Central Delaware (LCD) Class of 2024 embarked on an immersive journey into the realm of health and human services during their recent visit to Bayhealth Medical Center - Kent Campus in Dover. This experience, held on April 4th, provided the class with a comprehensive overview and behind the scenes look at the vital role that healthcare and social services play in our community.

The day commenced with a warm welcome from Chair, Amanda Bowie, MSM, Interim Vice President, Marketing & Communications at Bayhealth, and LCD Class of 2019 Alum, who highlighted the hospital's commitment to serving the healthcare needs of Central Delaware. She shared Bayhealth's most current brand video which focused on the hospital's commitment to the community and its patients. The film did a masterful job of setting the tone for the day to come.

The class then delved into a deep dive tour of the belly of the beast – the underground and above ground facilities of the hospital. It was fascinating to see behind the scenes what it takes to run a High Reliability Organization (HRO) for patient care 24/7. The U.S. Department of Health and Human Services (HHS) Agency for Healthcare Research and Quality (AHRQ) defines HROs as organizations that “operate in complex, high-hazard domains for extended periods without serious accidents or catastrophic failures.” In the case of a personal or surrounding area emergency, Bayhealth will be the haven for the community. In order to ensure the facility is running at all times, amazing cutting-edge technol-

ogy is used and routinely updated, tested, and maintained to serve the needs created by a life-threatening disaster. It was interesting for the LCD Class to get to see and understand that. Tour guides also shared expansion plans for the coming years including the addition of more rooms and floor levels.

Next, the class returned to the PCOM (Philadelphia College of Osteopathic Medicine) Simulation Center Conference Room for a brief meeting with therapy dogs, Rosie & Finn, and their caretakers to hear about volunteer opportunities throughout the hospital, and the great benefit the dogs bring to patients going through tough treatments and recoveries. After a quick serotonin boost from therapy dogs Rosie & Finn, the class was ready to launch into leadership with Rick Mohnk, MSA, MT (ASCP), Bayhealth VP & Chief Information Officer, and CDCC Board Member.

Mohnk shared his well-known presentation titled “Culture in 7.” This thought-provoking presentation contains 7 crucial characteristics of a top-tier leadership team for any industry. It emphasizes fundamental humanistic values such as selflessness, service to others, taking care of each other, making a difference, and respect.

“I’ve been successful because of the great people I’ve worked with. It’s not about me, it’s about them (my team),” Mohnk declared. He explained his leadership style and how he schedules weekly meetings with the over 100 people on his team. He also spoke about two rules that inform his work: 1. Take care

of each other, 2. No Surprises. His open-door policy and these two rules guide his selfless leadership style and the class took a lot away from this.

After a quick break, the class resumed with a presentation with Bayhealth’s Senior Director of Patient Experience Dominic Kayatta, MS, CPXP, CPC, shared the elements of the patient experience at Bayhealth. He and his team take a proactive approach and urged the LCD class to do the same within their work environments.

Following lunch, the Population Health team helped the class understand the complexity of their roles and the impact they make in improving health outcomes for Bayhealth Medical Group patients. Presenters included Senior Director of Population Health Lara Hudson, MSM, BSN, RN; Senior Operations Manager of Population Health Ashely Istenes, MSN, RN; and Senior Manager of Clinical Integration and Health Equity Tasheema Heyliger, MSN, BSN, RN – also a

member of the LCD class of 2024. The team works together to address social determinant of health or barriers to improve health outcomes and promote greater equity and health for all.

The afternoon ended with a tour of the PCOM Simulation Center led by Graduate Medical Education Simulation Lab Program Manager Sarah Beebe, PhD, CNM, WHNPR, CHSE, and Lab Specialist Dan Wagner. The class then participated in a simulation called “Friday Night in the ER” in which they acted as hospital team members to navigate patient care, transport, bed utilization, discharges, and more. It was riveting to say the least, and motivated the class think outside of the box.

The CDCC wishes to express a special thanks to everyone who was involved in making the day a success and especially to Executive Assistant Pam Satterfield and Amanda Bowie for taking great care of us and coordinating the day!

LCD LEADERSHIP CENTRAL DELAWARE
The diamond program of the Central Delaware Chamber of Commerce

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

Bally's DOVER
Bayhealth
FAW CASSON
DFC DELAWARE ELECTRIC CO-OP
HIGH GROUND Creative
FIRST CLASS PROPERTIES
WILMINGTON UNIVERSITY
DELAWARE TECHNICAL COMMUNITY COLLEGE
PMA Payroll Management Assistance
DSWA DELAWARE SOLID WASTE AUTHORITY
DEMEC Delaware Municipal Electric Corporation

302-456-6816



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

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 News and Media Network

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



NOMINEES

Continued from Page 1

our vibrant business community and the remarkable achievements of our members. This prestigious event honors the outstanding achievements of our members and their dedication to excellence, service, and community in Central Delaware. The CDCC is proud to offer this CDCC member-led vote because it shows the amazing support within our membership and surrounding Central Delaware businesses.

ARE YOU READY? It's time to vote for Excellence within the

Central Delaware community! This is simultaneously an easy and very difficult task because there is so much excellence in Central Delaware that it's almost impossible to choose just one winner, one employer, or one business. Thankfully, the choice is up to you, CDCC members!

Every year, the CDCC is honored to facilitate awards that showcase the time, talents, and treasure that each nominee has shared. Voters, please take into consideration the growth of the individual/company, their response to challenges, and their involvement with their local

community. These are pillars of strong leadership skills that must be highlighted and considered.

We need your help in three categories: Large Employer of the Year (for companies of more than 50 employees), Small Business of the Year (for companies of up to 50 employees), and Young Professional of the Year (for individuals between the ages of 21 and 35). All nominations were carefully reviewed by the Excellence in Business Committee and three nominations were chosen for each category. The winners are determined by fellow Chamber members and will be presented at

the Awards for Excellence Celebration next month on June 20th, 2024.

Let your support and voice be heard! Voting is NOW officially open. Each CDCC member business is asked to cast ONE vote in each category for the nominee they think exemplifies excellence this year. We thought you'd like to know a little bit about our amazing nominees, so we connected with them to share their biographies for context. Without further ado... it is our honor to present our distinguished candidates to you.

Nominees for Small Business of the Year



Bright Side Roofing

615 Otis Drive Dover DE 19901
302-674-4642
trustbrightside.com
Bobby Jones, CEO

Describe the business:

Bright Side Roofing specializes in providing high-quality roofing services including replacements, repairs, solar roofing, rejuvenation, and maintenance for both residential and commercial properties in Dover, DE. Our commitment to excellence and customer satisfaction drives our operations, ensuring each project is completed to the highest standards.

Mission/Philosophy:

Bright Side Roofing's mission is to discover our community's roofing needs and through constant innovation guide our neighbors to tailored excellence. So that together we protect what matters most.

Primary good or service provided:

Roofing Replacement.

Number of years in business: 11

How did your business start?

Bright Side Roofing was born when Bobby, his cousin Brian, and Brian's stepfather, Don, chose to pivot from general contracting to

specialize in an area where central Delaware was deeply underserved: providing high-quality roofing replacement services.

Number of employees:

Full-time: 21 Part-time: 3

Describe the growth of your business:

In staffing increases: From an initial team of 3, we've grown to 21 employees, expanding our expertise and capacity to serve more customers.

In Sales:

We've consistently increased sales year over year by at least 15%, reflecting our growing reputation and customer base.

Describe the challenges facing your business:

Navigating the fluctuating costs of roofing materials and maintaining high standards of service in the face of rapid growth have been significant challenges.

Describe solutions developed to address those challenges:

We've developed strategic partnerships with suppliers to stabilize costs and implemented rigorous training programs to ensure our team embodies our standards of excellence.

Describe a creative, imaginative or innovative process you have developed that has helped your business grow:

Implementing a customer "Rooferral" program complete with a branded visa prepaid rewards card and a robust and uniquely creative digital marketing strategy has significantly expanded our reach and customer base, building community engagement and loyalty.

What are the goals for your business in the next three to five years?

To expand our services to the wider Delaware area, increase our focus on sustainable roofing solutions, and continue to build our team with the best talent in the industry.

What distinguishes your business from the others?

We are driven by a sense of moral obligation; serving our community transcends our own interests. It's about ensuring our neighbors receive elite service and the finest quality installations, countering

the subpar standards frequently observed from other contractors.

What contributions have you made in the community?

Serving on boards/committees: Served on the Board of Directors for Habitat for Humanity and CDHFH Restore Committee.

Serving as a volunteer:

Bobby visits our local detention centers and volunteers his time helping at risk youth. Bobby has done talks at Ferris School for Boys, Mowlds Cottage, and Stevenson House.

Providing in-kind services:

Bright Side Roofing has donated over 32 roofs to Central Delaware Habitat for Humanity and recently received The Legacy Award for over ten years of commitment to their mission.





High Ground Creative

401 Cassidy Dr., Suite F, Dover, DE 19901
302-505-1367

<https://highgroundcreative.com>

Javier Santana, Founder/Chief Creator

Describe the business:

Mission/Philosophy: High Ground Creative is a Full-Service Digital Marketing and Communications Firm Located in Dover, Delaware. We even the playing field for businesses, giving them the competitive High Ground and positioning them so they can compete, grow, succeed and meet their goals!

Our tagline is:

You run your business. We'll handle your marketing!

Primary good or service provided:

Marketing services, including Branding/Design, Websites, Social Media Management, Messaging, Content Creation, Video Production,

SEO, Lead Generation, Strategy and Planning

Number of years in business:

3 1/2

Number of employees:

Full-time: 5 Part-time: 2

Describe the growth of your business:

We have steadily grown from the beginning. Hiring key people is important and finding skilled and trustworthy workers is always a priority. We have a combination of W4 Full Time, W4 Part Time and 1099 workers on our team.

In Sales:

We have grown in sales and revenue every year since our inception.

Describe the challenges facing your business:

Our challenges are no different than most businesses. We need to focus on operations, sales, finance, and marketing. We're always working on getting better and constantly creating processes and systems to be more efficient, which makes us more profitable. As I mentioned in the section about staff

above, it's always a challenge to find the right person with the right skill set who is trustworthy and accountable. We feel we've done a good job at it. This is a constant challenge for us every day.

Another challenge is staying in front of trends and evolving technologies. We are constantly learning to continue using the right tools and methods to help our clients grow.

Describe a creative, imaginative or innovative process you have developed that has helped your business grow:

This answers the last two questions...The solutions I have developed are simple: being flexible and continuing to want to improve. I never want anybody within my team to say, "Well, that's the way we've always done it". That is a scarcity mindset. I always like to approach things with an open mind. I also empower my team to solve problems and collaborate to grow.

What are the goals for your business in the next three to five years?

To become a million-dollar agency!

What distinguishes your

business from the others?

At High Ground, we pride ourselves on crafting unique, tailored experiences for our clients. Our collaborative approach allows us to fit our expertise like a glove to our clients' needs, becoming an extension of their team. This is what distinguishes our boutique experience from the one-size-fits-all solutions found elsewhere.

What contributions have you made in the community?

Serving on boards/committees: Board of Directors at CDCC; Board of Advisors for the Visual Communications program at Delaware Tech; Board of Directors of Destination Downtown Dover

Serving as a volunteer:

I volunteer at all the above

Providing in-kind services:

Izzie's Legacy – Marketing Assistance and CDCC – Marketing Assistance



Lean On Me Caregiving

277 S Governors Ave Dover 19901

302-232-3113

leanonmecaregiving.com

Laura Garofoli, Owner

Describe the business:

Mission/Philosophy: Lean On Me Caregiving is dedicated to enriching the well-being, dignity, and wholeness of our community through our home care services. We prioritize building meaningful relationships with our clients through top-tier training, exceptional customer service, and collaborative care systems. Our commitment is to create positive experiences for our clients by addressing their individual needs and providing life-enhancing

home care services, all guided by our values of integrity, compassion, advocacy, resourcefulness, and excellence.

Primary good or service provided:

We offer compassionate in-home services tailored to individual needs, ensuring a comfortable aging experience. From personal care and assistance with wellness routines to companionship and homemaking, our services cover a wide range of support. Additionally, we provide meal preparation, medication reminders, restorative exercises, nutrition and hydration assistance, socialization, mental stimulation, errands, escort to appointments, pet care, and detailed change in status reports. Our goal is to promote independence, well-being, and fulfillment while aging in place.

Number of years in business: 3

How did your business start?

I decided to start my own in-home care agency after experiencing

firsthand the challenges of finding reliable and compassionate care for my mother, who became disabled after a massive stroke in 2008. It was much harder than I had anticipated, and I realized the importance of providing trustworthy care for families in similar situations. My goal is to alleviate the stress of family caregiving and empower older adults in our community to maintain their independence without fear. This mission is deeply personal to me. I care deeply about our community and I am passionate about helping other daughters and family members like myself live better lives, knowing their loved ones have top-notch care at home.

Number of employees:

Full-time: 19 Part-time: 18

Describe the growth of your business:

In staffing increases: We started as a one-person team, working out of a closet, driven by a passion to make a difference. Despite humble

beginnings, we've experienced tremendous growth. In 2023 alone, our revenue allowed us to pay our dedicated employees over half a million dollars, directly impacting our local community and economy. We are now providing job security to nearly 40 individuals.

In Sales:

Despite the challenges of launching during COVID-19, we've successfully cultivated a thriving business. Our growth has been remarkable; each year, we've doubled our revenue. We're grateful for the support of the Edge Grant and the CDCC, which have played a pivotal role in fueling our expansion. From our humble beginnings with one client, we've now grown to serve nearly 40 individuals. We're proud to be on the cusp of reaching our goal of providing 1,000 weekly care hours.

Describe the challenges facing your business:

Opening in 2020 amidst the uncertainty of a global pandemic, we

faced the challenge of standing out. Despite this, we remained resilient in our commitment to providing care to those in need. However, finding the right staff proved to be a nationwide challenge. We stand true to our values and continue to only hire individuals driven by genuine compassion and a desire to make a meaningful difference in our clients' lives. Despite rising costs in living with minimal changes in reimbursements, we stand true in our mission to provide top-notch care, navigating through uncertainties with resilience and determination.

Describe solutions developed to address those challenges:

We are actively engaged with the community by joining committees and boards, participating in events, and speaking at hearings. Our presence reflects our commitment to speaking up and advocating for change. Our passion is not just about providing care; it's also about empowering others by sharing our knowledge and experiences to drive positive change. Through continuous education, we reinforce our dedication to providing exceptional care despite obstacles.

Describe a creative, imaginative or innovative process you have developed that has helped your business grow:

Our standout feature, the skills lab, is a testament to our dedication to innovation. Secured through diligent grant efforts, it sets us apart

by surpassing legal training requirements. But it's not just about what we have; it's about what we do. We're deeply involved in our community, actively participating in initiatives for positive change. Leading by example, our leadership inspires our team to engage and enact change. Additionally, we prioritize our staff by regularly highlighting their achievements, speaking their "love language" of recognition and appreciation.

What are the goals for your business in the next three to five years?

Over the next three years, Lean On Me remains dedicated to mastering our current systems while ambitiously expanding to serve a goal of 100 clients. Our primary objective is to make a positive impact on as many seniors as possible, including becoming more known in sister counties. Recognizing the need for additional advocacy services, we plan to incorporate these into our offerings as well. Looking forward, we aim to expand into more skilled options, ensuring even greater support in the future.

What distinguishes your business from the others?

What makes us stand out is our active engagement in the community, including leadership roles in organizations like CDCC, DAHCC, and NFIB. Our leader Laura, invests in our team by becoming a Honorary Commander to enhance community

relations and regularly seeks grants to improve our business. Transparency and integrity are fundamental to us, evidenced by our skills lab and commitment to top-tier care. We hire based on shared values, carefully match clients with caregivers, and personalize each care plan. Our holistic approach and dedication to excellence make us a trusted home care agency, led by a boss who genuinely cares.

What contributions have you made in the community?

Despite the challenges posed by COVID-19, we've maintained a commitment to giving back through generous donations. In times of need, we've even sacrificed hours of care to ensure our caregivers and clients are supported. Actively participating in events and initiatives for change, we lend our voice and support to important causes. Additionally, we donate our time by teaching at local hospitals and facilities, sharing our expertise to benefit others. By attending conventions, we spread awareness and education, extending our reach and impact within the community.

Serving on boards/committees:

Laura, plays an active role on the board of CDCC, providing strategic insights and fostering collaborations within the local business community. She is active and attends as many events as possible.

Serving as a volunteer:

Laura dedicates her time to speaking at support groups, offering valuable expertise and guidance to those in need. This direct involvement allows us to make a meaningful impact on individuals facing challenges. She also supports her team in engaging at powerful events and programs such as LCD.

Providing in-kind services:

We demonstrate our commitment to the community by actively supporting organizations such as CDCC and DAHCC, where we are active members. Our team contributes by participating in caregiving workshops and offering free services to enhance community well-being. Additionally, we volunteer to share our experiences, encouraging others to become more involved. Furthermore, we prioritize making our team and clients feel special by celebrating the small things, such as their birthdays, ensuring a personal touch in our interactions.



Nominees for Large Business of the Year



Century Engineering, LLC, A Kleinfelder Company

550 South Bay Road, Dover, DE 19901
302-734-9188

www.kleinfelder.com

Scott Rathfon, PE, Executive Vice
President,

Area Manager - Delaware

Describe the business:

The Kleinfelder Group, Inc., a leading engineering, design, construction management, construction materials inspection and testing, and

environmental professional services firm, announced that it acquired Century Engineering, Inc. and all affiliates in November 2021. This reinforces Kleinfelder's commitment to improving U.S. infrastructure and strengthens its existing service offerings in the Mid-Atlantic region.

Mission/Philosophy:

Kleinfelder has been connecting great people to the best work since 1961. As an integrated, cross-disciplinary team of bright, curious, and innovative problem-solvers, we are dedicated to doing the right thing, every day, on every project from offices in the U.S., Canada, and Australia.

We are engineers, scientists, and construction professionals providing solutions that improve our clients' transportation, water, energy, and other private infrastructure.

Primary good or service provided:

Construction Materials, Engineering & Testing; Construction Management; Geotechnical Engineering; Design Services and Architecture; Environmental Engineering and Permitting, Power, Industrial, Transportation, and Water; And many other Additional Services

Number of years in business: 70 years

How did your business start?

Prior to its acquisition by Kleinfelder, Century Engineering was founded in 1954, with the first Delaware office established in Dover in 1987 and has been in continuous operation. The Delaware office was first established to provide planning and design management services to DelDOT for the SR1-US 13 Relief Route project. It all started with a staff of six in a townhouse in downtown Dover. Kleinfelder was founded in 1961 by James H. Kleinfelder in Stockton, California primarily as a geotechnical firm. One of his goals was to build a company that would last and thrive long past his time as its leader. He was later

joined by his brother Earl in 1963 who became the general office manager.

Number of employees in Delaware Offices: Full-time: 161 Part-time/Flex: 19

Describe the growth of your business:

In 2000, we added an office in Newark, and then in 2019 we closed the north Dover office and moved in to a newly constructed 25,000-square-foot office in Dover. Kleinfelder remains committed to making strategic acquisitions that provide benefits to our employees, clients, and market share. Since 2019, Kleinfelder has made six strategic acquisitions within our North American operations, each of which have fortified the business and established additional services and solutions for our clients.

In staffing increases:

In the Delaware area, we employ 180 staff.

Describe the challenges facing your business and the solutions developed to address those challenges:

Recruiting and Retention are a current challenge in the professional services market, affecting the architecture, engineering, and construction (AEC) professions. This issue is compounded by a lack of engineering students graduating to fill open positions, and the subsequent market demand creating issues with employee retention. Our response to this challenge has many facets. First, to create a welcoming and convenient environment for new engineers, our Newark office was moved to New Castle in late 2023 to be physically closer to the student candidate pool. This helps us to be more involved in the community, present career opportunities to students, and foster brand awareness. To bolster the talent pool and excite more students about the engineering field, we are also actively involved with local schools to promote the field and the many advantages of choosing a career in Delaware.

The overall economy also plays a role in challenges faced by the AEC industry. While it may seem like we have little control over federal policy and funding, we remain

ever-present in our communities to improve the lives of all residents where we live, work, and play. By being active, contributing members of our communities, we have a voice in infrastructure projects that affect our roads, buildings, water, and the environment. Using our skills as engineers, we take our involvement a step further by providing safe, efficient, and cost-effective solutions to our clients.

Describe a creative, imaginative or innovative process you have developed that has helped your business grow:

Part of our innovation strategy is tied to the local community. We listen to the needs of the community and develop new and emerging strategies based on those needs. We value responsiveness and putting the needs of our clients first by striving to provide a timely, quality product. We are committed to the local area by hiring people from the area and being involved in the local community and organizations. Areas of focus include Rapid Site Dev. Machine Learning, 3D Scanning and Digital Twins, Laboratory Automation.

What are the goals for your business in the next three to five years?

We will continue to grow in the Delaware area and be involved in improving the local community. We will continue to work with local school mentoring programs, care for the environment of the local area, and improve the quality of life for those that live and work in central Delaware. Kleinfelder remains committed to making strategic acquisitions that provide benefits to our employees, clients, and market share. Spectrum, Kleinfelder's internal diversity, equity, and inclusion program, facilitates collaboration and communication among Kleinfelder employees across the organization. The result is a truly diverse network that invites EVERYONE to be a part of the conversation on how Kleinfelder can improve diversity and inclusion and create equal opportunities for career success and advancement. Kleinfelder has a robust Corporate Social Responsibility (CSR) program, and diversity is one of the grounding

principles upon which the program is based.

What distinguishes your business from the others?

One thing we take great pride in is our effort and success to keep some of the best and brightest talent from Delaware in Delaware. We focus on local talent in the area that has the same dedication and commitment to improving the local economy and environment. Another thing that distinguishes our business is the dedication of our employees as can be supported by our high employee retention rates. As technical professionals in vital sectors like water, transportation, and energy, we understand the power of our work to shape a sustainable future. In addition to making progress in reducing our own environmental footprint, we also provide innovative solutions to our clients, minimizing environmental impacts and paving the way for a greener tomorrow. Our dedication to employee well-being is exemplified through our safety programs and diversity, equity & inclusion initiatives. Empowering our workforce through professional development and fostering an inclusive culture where everyone feels valued are cornerstones of our social responsibility, fueling both a strong community and a thriving company. As we grow organically and through acquisitions, we continually review and refine our operating policies, ensuring ethical conduct, integrity, and accountability across our organization. These principles guide our operating policies, fostering a culture of trust with clients, employees, and partners alike.

What contributions have you made in the community?

Kleinfelder-Century proudly accepted the Conceptor Award from the American Council of Engineering Companies (ACEC) Delaware for their outstanding work on the Julia Building Roof Replacement project. This recognition underscores Kleinfelder-Century's commitment to excellence in engineering and their dedication to delivering innovative solutions to their clients. Century-Kleinfelder was proud to be the sponsor of the first DelDOT DBE Networking and the Delaware offices held their annual golf outing. Other events Century Engineering will be participating in include Bike Delaware Everyone Gets Home Summit as a Supporting Sponsor and World Environment Day as an exhibitor.

Serving on boards/committees:

DAFB Honorary Commander Program, Kent Sussex Leadership Alliance, Kent Economic Partnership Board of Directors, Central Delaware, Delaware Tech Advisory Boards, DE Turf Board, Local Sport Organization Boards, Professional Organization Boards

Serving as a volunteer:

Local School Mentoring Programs, Go Red/STEM event participation, School Robotics Club, Delaware Bay Clean-up

Providing in-kind services:

Delmarva Miss Utility Board – Recognized Utility Locators for Damage Prevention

*Some information has been removed due to space availability.



Nominees for Large Business of the Year



Del-One Federal Credit Union

270 Beiser Boulevard, Dover, DE 19904
302-739-4496
www.del-one.org
Amy Resh, Director of Marketing

Describe the business:

Mission/Philosophy: Del-One exists to empower the financial wellness of our members and our communities. We are committed to an inclusive culture that provides innovative solutions and member service that exceeds expectations.

Primary good or service provided:

Financial Services

Number of years in business: 64 years

How did your business start?

It was established in 1960 as Delaware Highway Federal Credit Union with about 50 members and served Delaware State Highway Department members. We have since grown to service over \$1,000 members throughout the State of Delaware.

Number of employees:

Full-time: 180
Part-time: 3

Describe the growth of your business:

In staffing increases: We will continue to invest in our communities and all our operations for the near future will continue to occur in Delaware as we serve our neighbors.

Describe the challenges facing your business:

We strive to be the easiest place to do business in all areas. This can mean anything from improving our systems with loan decisions or increasing speed and efficiency for a frictionless member experience. We also want to have a stronger imprint in our community, especially with the underserved and underrepresented groups.

Describe solutions developed to address those challenges:

We have implemented innovative technologies that have increased loan funding speed and decreased the time it takes for a loan to go from applications to funded. We also now have an AI-powered virtual assistant that is available 24/7 to assist members both on the website and on the phone with common banking questions, helping decrease wait times at our Contact Center and

allowing our agents to work with the members who have more challenging questions. We are also investing in our teammates for service excellence to make sure we can proactively identify the skills needed to work directly with people. The whole essence of this being, we can meet people wherever they are whether online, AI (Artificial Intelligence), by phone or in person.

Describe a creative, imaginative or innovative process you have developed that has helped your business grow:

Community growth has always been our focus. We have the Del-One Foundation that raises funds throughout the year to assist local charitable organizations. We also hold an annual Community Day, where all teammates donate their time and skills to several organizations in need of assistance. In addition, Del-One has a strong focus on minority groups and continues to provide support and financial education to various organizations including the Delaware Black Chamber of Commerce, La Esperanza, the Latin American Community Center, and the Delaware Hispanic Chamber of Commerce, among others. Del-One was also approved as Delaware's first Juntos Avanzamos designat-

ed credit union. This honor was received for our commitment to serve and empower the members of our Hispanic community by providing safe, affordable, and relevant financial services, regardless of immigration status.

What are the goals for your business in the next three to five years?

We are currently the primary financial institution for one out of every ten residents, and our goal is to increase that number.

What distinguishes your business from the others?

See above.

What contributions have you made in the community?

See above.



George & Lynch, Inc.
150 Lafferty Ln, Dover, DE 19901
302-736-3031
www.geolyn.com
Len Brooks, Vice President

Describe the business:

Mission/Philosophy: Providing infrastructure that improves communities and economic opportunities is the core of our work. We also take pride in building a loyal and skilled workforce and achieving a nationally recognized safety record, both of which lead to high-quality construc-

tion projects, on time and at the lowest overall cost.

Primary good or service provided: Infrastructure contractor including airports & marine structures, highways & bridges, landfills, new construction sitework, underground utilities, and water & wastewater treatment.

Number of years in business: 101

How did your business start?

George & Lynch was founded by Hyland George and John Lynch. The Company began as a grading and sidewalk contractor and evolved into one of the area's largest road and utility contractors by the 1940's. Early projects included construction of the initial runway for Dover Air Field (now Dover Air Force Base),

roads and utilities for The Aberdeen Proving Ground, and artillery fire control structures at Fort Miles to protect shipping traffic on the Delaware Bay.

Number of employees:

Full-time: 185

Describe the growth of your business:

In staffing increases:

Our staffing has remained level over the last 3 years. (2021 – 165, 2022 – 163, 2023 – 167)

In Sales:

Our sales increased 12% during the fiscal year ending 2022 and 4% fiscal year ending 2023.

Describe the challenges facing your business:

Hiring skilled employees has been a challenge.

Describe solutions developed to address those challenges:

We have involved our employees by providing a bonus for every new employee recommended. We have also increased our presence on social media to try to attract new employees.

Describe a creative, imaginative or innovative process you have developed that has helped your business grow:

We established an ESOP in 2021 (employee stock ownership plan) so all employees now own 30% of the Company, a percentage that will hopefully grow in the future. We feel like when an employee retires from

G&L, they should benefit from all their hard work at G&L through the years.

What are the goals for your business in the next three to five years?

Our goal is to continue to grow, becoming more efficient while still providing the quality of work G&L is known for. We also would like to get our employees more involved in the community. We recently polled the employees to see what organizations they cared strongly about and hope to partner with them to help those causes.

What distinguishes your business from the others?

G&L provides quality that can be counted on with employees that find pride in their work. Now that we are an ESOP, our employees have a vested interest in making sure the Company has excellent customer service and products.



Nominees for Young Professional of the Year



Kianna Burgos

Director of Agent Experiences

Keller Williams Realty Central Delaware

1671 South State St Dover, DE 19901

302-677-0020

Centraldelaware.yourkwoffice.com

Number of Years at your current company/organization: 3 Years

Describe your current role with the company/organization:

I handle all things onboarding and agent experiences! I make sure every agent who joins our brokerage eases their way into their new career in real estate and that they have all the necessary tools to thrive. While my primary focus is on agents in their first 90 days with the company, I also pour into our more tenured agents as well. Whether it's a tech issue,

marketing help or a question about their business they know they can come to me for help.

What are your professional goals in the next three to five years?

Something I have been working on for the past year is growing the community surrounding the role I am in at Keller Williams. My ultimate goal would be to be the resource that can help train and grow others in the role and assure that they receive the training and support necessary to excel. Currently the role I am in does not have any brand wide recognition as far as training for the role, a job description etc. so I have made it my goal to give this community everything it is currently lacking. I am also pursuing a career in real estate as a licensed Realtor, come April as my 3 years in the industry will help me thrive and provide the best possible service to clients all across DE.

What distinguishes you from other young professionals?

(Give an example of your positive leadership or achievements.) I believe that something that distinguishes me from other young professionals is my dedication and passion for what I do. I started with this company fresh out of high

school, with only having ever worked in food service and have grown immensely over the past 3 years. I have won awards for the role (the first ever award), I run the regional community and have started a newsletter with over 370 leadership members who have joined internationally. All of which was done while simultaneously pursuing a degree in Business. Most of my agents are shocked when they find out my age, as I often never speak about how young I am and certainly don't carry myself that way.

What contributions have you made in the community?

Serving on boards/committees: I currently serve on the Greater PA Region's Keller Williams Young Professional board as our education chair, planning all educational events for the largest chapter in our company.

Serving as a volunteer:

Every year Keller Williams closes on the Second Thursday in May for an event called RED Day where we go out into the community doing volunteer work. We have gone to the Home of the Brave and refurbished their outdoor facilities and provided them with new sheets, pillows, clothing, etc. Last year we raised over \$12,000 for our local Habitat for Humanity, repainted the interior

of their Camden Re-Store, and worked on two of the houses they were building in Dover.

Additional personal information you would like to share: (Educational background, accomplishments, awards received, etc.)

During my tenure with Keller Williams, I was working diligently towards receiving my Business degree with Del-Tech. I graduated Magna Cum Laude and won the Del-Tech Outstanding Graduate award in May of 2023. Our office is among the top 100 of all 700+ KW offices for owner profit, we have grown to be the #1 office in market share in Kent County over the past 4+ years. I received the first ever Regional Director of Agent Experiences award out of the 45 offices in our region spanning across Delaware, Pennsylvania and Southern New Jersey. While Real Estate is my current passion, when I was in High School, I was on the #1 ProStart team in Delaware. We won our statewide championship and made it to DC for the nationals placing 15/50.



Johnathan Flamer

Food and Beverage Operations Manager

Bally's Dover Casino Resort

1131 N. DuPont Hwy, Dover, DE 19901

302-674-4600

www.ballysdover.com

Number of Years at your current company/organization: 12

Describe your current role with the company/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.

What are your professional goals in the next three to five years?

In the next three to five years, I would like the opportunity to

become F&B Director.

What distinguishes you from other young professionals? (Give an example of your positive leadership or achievements.)

I am a hard worker, not just for my company, but for the community. I started my career as a line cook and worked with all my leaders to develop into the position I am in

Nominees for Young Professional of the Year

now. At 25 I was appointed Room Chef for Michele's after years of training with Chef Ludovic Bezy. I became Executive Chef for Bally's Shreveport in 2021. I was promoted to operation manager in 2023 for Bally's Dover. Holidays, birthdays, & family gatherings were missed due to the demand of our industry. Blessings come from sacrifice; we all are masters of our fate moving forward in a challenging world. I've not only grown with the company, but I've also shown my peers and co workers the way as well. 90% of F&B management has worked side by side with me at some point. This creates the perfect morale when leading them.

What contributions have you made in the community? Serving on boards/committees: Currently I am seeking a role on the CDCC Legislative Affair Committee

Serving as a volunteer: I assist local restaurants and bars on start-up and bail outs.

Additional personal information you would like to share: (Educational background, accomplishments, awards received, etc.)

Dover High Grad

Took Culinary classes at D.T.C.C

Work with Miss Ivery at Middle School of Innovations teaching cooking classes.

Junior Achiever – DSU- organized by Dr Flechter

Top 100 destinations Restaurant – Michele's

Best Brunch in the State- Michele's

Chefs that need recognition for my success: Chef Tracey Dearing- Kitty Knight House/ Wilmington University; Chef Dennis Forbes- Cool Springs / Restaurant 55; Chef Ludovic Bezy – La Baguette French Bakery; Chef Mike Daniels- Bally's Dover; Chef Cade Johnson- Dover Downs Hotel and Casino; Chef Quinn McCord- Dover Downs Hotel and Casino; Chef Scott Kaiser- Bally's Biloxi; Chef Phillip Harris- Private Events; Chef

Ed Hennessey - D.T.C.C Culinary Director

Professional advisors that need recognition for my success: Paul Juliano- Senior VP of Operations Bally's; Phil Juliano- Bally's; Paul Avery- GM Bally's Shreveport; Dennis Mcglenn- Dover speedway and Motor Sports; Ed Sutor- Dover Downs Hotel and Casino; Nicholas Polcino- GM and VP Bally's Dover; Mark Starrett-Bally's Shreveport

Bally's
DOVER



Nominations are NOW OPEN!

STARS OF DELAWARE 2024

Has YOUR business been nominated!

You have to be nominated in order to win. Plus, only the businesses with the most nominations move onto the voting phase.

Nominate your business today! It's easy!

Tell your customers, family and friends to nominate you, too.

Nominate your favorites online at StarsofDelaware.com before Sunday, May 12!



Sponsored by:



Presented by:



Allan Timlin

Bar Manager/Mixologist

Roma Italian Restaurant/Sul Tempo Cocktail Lounge

3 President Drive, Dover, DE 19901

302- 678-1041

www.romadover.com

romarestaurant@comcast.net

Number of Years at your current company/ organization: 5

Describe your current role with the company/ organization: When I came to Roma in 2019,

I was looking for a place where I could feel at home, make a difference, and work with a team. I was hired as a server and worked hard to learn all the ins and outs of the restaurant. I enjoyed the opportunity to truly learn what teamwork was all

about as we did our best to provide great customer service and an excellent dining experience for our customers.

In 2020, when COVID-19 caused the restaurant to shut down, I stayed, along with just a few others. There was so much to be done! We worked to create carryout dinners and we even made a few deliveries. The restrictions and protocols were constantly changing and the team that remained at work really pulled together to keep things going. During that time, we also took meals to the hospital workers at Bayhealth and a few other places. That really made me feel good and like I was doing something to help.

I have now transitioned to working behind the bar. Learned bartending skills and strategies from other bartenders at our restaurant. I did (and continue to do) research on various libations, mixes, and sometimes, original beverages.

In my role as Bar Manager and Mixologist, I make and pour drinks, I help with parties and setting up bars for

banquets both at the restaurant and off-site, and I take care of ordering the beer, wine, and liquor we serve. I enjoy learning about the various wines and other cocktails and bringing new items to the bar that I think our guests will enjoy. When mixing and serving beverages, I love to make a good Old Fashioned or Manhattan, as well as my signature drink, the Tiramisu Martini.

What are your professional goals in the next three to five years?

In the next three to five years, I plan to work hard to master the craft of mixology and expand my knowledge of what's available. I'm always looking for new ways to do things and for ways to enhance what we already do so well. I'd love to create and offer some basic workshops on various kinds of wines, beers, and spirits to give our wait staff an opportunity to learn about the various drinks offered at our bar – this would help them when customers ask questions and look for guidance about what they

might enjoy.

What distinguishes you from other young professionals? (Give

an example of your positive leadership or achievements.) I believe that my biggest strength is in connecting with customers. I greet them when they come in, start a conversation, and gauge their energy. If it seems that they are happy and having a great day, I do what I can to prolong that feeling. If they seem down or are having a bad day, I do what I can to listen and help turn that around for them. I do my best to have an open and relaxed spirit with them so that they feel comfortable and at ease.

I also use my leadership skills to help new employees acclimate to the restaurant. I am part of the onboarding program and work hard to help them understand what they need to know and how to do things properly.

And finally, as a leader, I have the gift of "staying power." That's something I learned from my mother at an early age. As I watched our family struggle to make ends meet and to make bad situations better,

Nominees for Young Professional of the Year

I learned that grit and stick-to-it-ness were essential. When I commit to something, I do my best to see it through. I feel like I am a loyal worker and one who shows up no matter what.

What contributions have you made in the community?

While my contributions to the community have not been formal, as in serving on boards or committees or volunteering, my chances to do community service have helped to shape who I am. During the pandemic, when we took food to the hospital and helped people in many

other ways, I felt like I was contributing something important to the community.

The restaurant has hosted multiple fundraisers and charity events, and I am always on deck when it comes to the bar and beverages options. I believe that it is incredibly important to give back whenever we can to the community that so generously supports us.

At the moment, I have a new baby girl and am not able to get out into the community, but I hope to get back to that sometime in the future. For now, my community service

will be doing my best to serve the community members who frequent our establishment as our customers!

Additional personal information you would like to share: (Educational background, accomplishments, awards received, etc.)

I continue to learn new things every day and I like being a "work in progress." I love having the opportu-

nity to work with a group of people that really work as a team. I am passionate about giving our customers the best experience possible. I am very grateful to Joe and Kristin Garramone for welcoming me to the staff, giving me guidance, and helping me to grow in my skills and as a person. I am very grateful to have been nominated for this incredible award.



Members are invited to vote using this link www.surveymonkey.com/r/CDCCAwards2024. Remember: ONLY chamber members are eligible to vote and only ONE vote is allotted per member business. Consider this your civic calling. Together, we can make this year's Excellence in Business Awards a true testament to the spirit of entrepreneurship and innovation in Central Delaware.

Thank you for your continued support and participation in the CDCC. Let's make this year's awards the best one yet! The CDCC is so excited to celebrate this year's nominees, final winners, and the CDCC community at the Awards for Excellence Celebration at Bally's Dover Casino Resort- Rollins Center on June 20th, 2024, brought to you by Signature Sponsor, Merrill Lynch Wealth Management-Connell & Associates. Happy Voting!

VOTE ONLINE AT www.surveymonkey.com/r/CDCCAwards2024 BY THURSDAY, MAY 25 Remember, one vote per business!

First State Webfooters Welcomed the Region to Central Delaware!

The Central Delaware Chamber of Commerce is ecstatic that our member, The First State Webfooters, hosted a very successful 2024 Atlantic Regional Conference this past month, from April 5-7th, 2024. The First State Webfooters welcomed over 112 Volkspart participants from all over the region for a conference of communal scheduled walks with some interesting hometown stops along the way! Conducted every two years, the First State Webfooters had wonderful opportunity to share the charm, history, and community of Central Delaware with fellow members of the America Volkspart Association (AVA).

The First State Webfooters, established in 1981, is a charter member of the AVA that is stationed in Dover. This club fulfills their mission of promoting fellowship, physical fitness, and well-being by offering participants scheduled walking and biking events that reward the mind, body, and soul. The AVA has a nationwide, grassroots network

of about 300 active clubs, which collectively offer more than 3,000 volkssporting events each year, of which our friends at the First State Webfooters are active participants.

The Atlantic Regional Conference was a huge event that took a great deal of planning and organization to orchestrate successfully. The CDCC met with Karen Kaufman, President of the First State Webfooters, to hear more about it and congratulate them on this wonderful event that shared Central Delaware with walkers from across the region.

The conference kicked off with registration and check-in at the host hotel and fellow CDCC members, Hilton Garden Inn Dover and Holiday Inn Express, Dover. Friday's evening welcomed a Meet & Greet reception at a local restaurant in Downtown Dover where the group was addressed by City of Dover Mayor Robin Christiansen and Dr. Dina Vendetti (CDCC President). The atmosphere was lively and



festive, with a sense of community and shared purpose palpable among the attendees.

"I can't thank the chamber enough for helping us out with making connections as you always do, and that's what Dina said, it's about connections," reflected Kaufman, First State Webfooters President.

"The conference involved three walks in the area, featuring a new walk that we designed in Wyoming, which is called the Louise Walk. Louise Fair, 94, is Margie MacLeish's (Vice President of the club) mother. She walks three times a day in Wyoming. We wanted to do a walk in honor of her so we had a five and



The CDCC Shrank the Masters

The CDCC is still thinking about all the fun we had with the community at our 2024 Mini Masters Tournament held on April 24th at Tre Sorelle Dolce Ice Cream & Mini Golf in Wyoming from 4-7pm! If you could attend, we hope you are still thinking fondly of it, too! The Central Delaware Community mixed, mingled, and putt-it-up at the fourth annual Mini-Masters Mini Golf Tournament in conjunction with the April Sunset Business Mixer from YOUR Central Delaware Chamber of Commerce (CDCC)! Attendees brought their competitive A-game and company pride to the mini golf course for fun, food, and great company.

Everyone played amazingly, however, there were a few exceptional golfers who rose to the top. Congratulations to our 2024 Mini Masters champions. Congratulations to Residence Inn Team 1 for having the best overall team score. A final congratulations to THE 2024 Chamber Mini Masters Champion, Katherine Girtman of Residence Inn by Marriot Dover!

The CDCC would like to thank Mini Masters Tournament Sponsor, Dover Pools, for their generous support!

Thank you to beverage sponsor, Pike Creek Mortgage Services, Inc., and Snack Sponsor Sam's Club Dover.

We also thank sponsors: Bally's Dover Casino Resort, Delaware Electric Cooperative, Inc., Dover/Kent Metropolitan Planning Organization (MPO), Dover Federal Credit Union, Hodges Accounting & Tax Services, Kent County Tourism Corporation, and Residence Inn by Marriot Dover.

A special thank you to Mike Marasco and the team at Tre Sorelle Dolce Ice Cream & Mini Golf for welcoming the Central Delaware community into their lovely location for another exhilarating year!

Thank you to all our attendees for joining YOUR CDCC at this event and continuing to make Central Delaware THE place to live, work, and play. None of this would be possible without your time and participation – Thank you.

For more information about upcoming mixers and events from the CDCC, please don't hesitate to call (302) 734-7513 to register or visit our website at www.cdcc.net. We can't wait to see you at next our next event!





DAFB Cuts Ribbon on New Hangar!

The Dover Air Force Base (DAFB) recently marked a significant milestone with the grand opening of its new state-of-the-art hangar. The ribbon-cutting ceremony, held on Monday, April 15th at 10am was attended by military personnel, local dignitaries, project partners, and community members, (TEAM Dover) all gathered to celebrate this important addition to the base.

DAFB is a monument of Central Delaware, but also of the nation and world because of the amazing things and people that it holds, such as the C-5M Super Galaxy, the largest aircraft in the Air Force. With big machinery comes great responsibility and upkeep to stay ready for whatever the future holds. Just as cars maintain their quality and longevity with the help of

garages, C-5's need shelter, too. This brand new 84,176-square-foot, fully enclosed hangar will do wonders to maintain the base's fleet of C-5s and C-17 Globemaster III cargo planes. It will also improve the work conditions of airmen who maintain and repair the aircraft, without having to endure poor weather conditions.

"This hangar helps ensure Dover airmen are able to keep our aircraft ready for the challenges of today and into the future," Col. McDonald said. "It furthers our capability to deliver – anytime, anywhere."

This installation is specifically designed to ventilate properly for fuel repairs to keep airmen safe with top-notch safety features. Until this day, planes had to have worked on in smaller hangars, which still left

the rear of the plane exposed to the outdoors.

U. S. Senator Thomas Carper and Senator Chris Coons were present to deliver remarks to this special occasion. "You know that feeling when you crack open the door of a brand-new car, or when you get a new cellphone, or a new computer, or a new house. I hope everyone takes a moment to enjoy the new hangar smell. It is spotless. It is perfect. It is impressive," introduced Senator Coons. Dover Air Force Base Color Guard members marched in to present the American and Air Force flags as well.

The ribbon-cutting ceremony was a moment of pride and celebration for DAFB and the Dover community. It marked the culmination of years of planning and hard work, symbol-

izing a new chapter in the base's history. As the ribbon was cut a new chapter of the future of the DAFB was unveiled - a future that promises continued excellence and readiness.

The new hangar at Dover Air Force Base stands as a testament to the base's commitment to excellence and its dedication to serving the nation. It represents a significant investment in the future of the base and its mission, ensuring that DAFB remains a vital asset for the Air Force and the nation for years to come. The CDCC was honored to have witnessed not only the groundbreaking, but now the official Ribbon Cutting ceremony of this astounding addition to the DAFB mission. Please join us in congratulating the Dover Air Force Base on their new hangar!

BLUESUITERS

Continued from Page 1

Golf Tournament is to bridge the gap between Central Delaware's civilian business community and our cherished Dover Air Force Base (DAFB) personnel. To do that, two community members will be paired with two members from the Dover Air Force Base. We are excited for a day spent away from the office and flight line on the gorgeous green at Jonathan's Landing Golf Course, enjoying a beautiful spring day with the lovely people that make Central Delaware the place to live, work, and play.

Time is running out to submit final registrations for a golfer or team, to sponsor an airman, to donate a door prize, or be an event sponsor! There are many ways to get involved with this event other than playing, and the CDCC doesn't want you to miss out on the opportunity to showcase your business and support

our DAFB Airmen who are an integral part of our community. Don't miss this chance to make memories, show off your swing, and support local businesses and DAFB Airmen!

The CDCC would like to especially thank our Bluesuiters Golf Tournament Sponsor, Mi Mutual Mortgage, for making this event possible again this year!

Thank you to our Driving Range Sponsors: Residence Inn by Marriot, Dover

Thank you, Cart Sponsors: Independent Metal Strap Co., Inc, Leander Lakes, Pinnacle Rehabilitation and Health Center, United Church, and Wilmington University

Thank you to beverage sponsors: N.K.S. Distributors and Pepsi Bottling Ventures of Delmarva

The CDCC also thanks Hole-in-one sponsors (as of 4.25.24): Clearway Pain Solutions, Independent Metal Strap Co., Inc.,

N.K.S Distributors, Pepsi Bottling Ventures, Tidewater Utilities, and Wilmington University.

Thank you to snack sponsors (as of 3.26.24): Bally's Dover Casino Resort, Fifer's Farm Store & Kitchen, First Citizens Community Bank (FCCB), Instant Imprints of Delaware, NovaCare Rehabilitation, and Sam's Club Dover.

Thanks to Lunch Sponsor: Delaware Municipal Electric Corporation

Thank you to the Golf Ball Drop Sponsor: Burke Equipment Company.

We'd like to take a moment to thank and show our gratitude to

our accommodating hosts at Jonathan's Landing Golf Club. Thank you for your support in bringing this wonderful event to the community once more.

If you or your business is interested in donating a door prize, registering a team, and/or sponsoring the CDCC's 2024 Bluesuiters Golf Tournament, please call the Chamber TODAY at (302)734-7513 to secure your spot now! We cannot contain our excitement as we anticipate seeing everyone at Tee Time at Jonathan's Landing Golf Course very soon on Thursday, May 9th, for 10am registration and 11am shotgun start!



Member News

Todd Stonesifer Receives Governor's Outstanding Volunteer Award!

In recognition of his exceptional dedication and tireless efforts towards the revitalization of Downtown Dover, Todd Stonesifer has been honored with the prestigious Governor's Outstanding Volunteer Award! The award, presented by Governor John Carney on April 11th, highlights Stonesifer's significant contributions to the community and his commitment to making Downtown Dover a vibrant and thriving place for residents, visitors, and future generations alike.

Stonesifer, a native resident of Dover and passionate advocate for community development, has been instrumental in leading various initiatives aimed at revitalizing the downtown area, specifically in the Downtown Dover Master Plan for 2030. His vision and leadership have helped to breathe new life into historic buildings, attract new businesses, and create a more inviting and dynamic downtown environment, of which works are currently underway. One of Stonesifer's most notable accomplishments is his work with the Downtown Dover Partnership (DDP) which contributed to earning this award. The DDP is a nonprofit organization dedicated to promoting economic growth and cultural enrichment in the downtown area. As a founding member and board member of the Partnership, Stonesifer has played a key role in developing and imple-

menting strategic plans to revitalize the downtown district. His founding and efforts with Downtown Dover Partnership also contributed to this accolade.

According to the state government's website, "The Governor's Outstanding Volunteer Service Awards, administered by the State Office of Volunteerism, recognizes individuals and organizations making a difference across Delaware communities through volunteering." Every year they honor individuals, groups, and companies who embody selfless service throughout the State of Delaware. Todd was grateful to be nominated by Diane Laird, DDP Executive Director, which was a pleasant surprise to say the least.

"This is a pleasant surprise to be recognized for my efforts. I'm doing it because I believe in and love the city that I grew up in and ultimately, I want others to want to be here as well, especially my children. I want them to stay. Nobody else was creating the culture that I thought would be attractive to young people and so I decided that I had better be part of the solution rather than just complaining. I've been doing that for about 10 years, and I think we're on the cusp of something grand," stated Stonesifer.

In addition to his volunteer efforts, Stonesifer is also a successful entrepreneur and real estate brokerage owner with The Moving Experience.



His passion for entrepreneurship and economic development has been a driving force behind many of his volunteer initiatives, as he believes that a strong and vibrant business community is essential to the overall success of a city.

Stonesifer's dedication to the revitalization of Downtown Dover serves as an inspiration to others, demonstrating the power of volunteerism and community involvement in creating positive change, driven from the heart. His leadership and vision will not only transform the downtown area but will also help to create a sense of pride and unity among residents, making Downtown Dover a better place for all who live, work, and play here.

Stonesifer shared a thank you to community partners and colleagues from the DDP, their Board of Directors, the Central Delaware Chamber of Commerce, Kent Sussex Leadership Alliance, and the Kent Economic Partnership. "We all work in synergy, and we know our downtown could be our most precious asset, but we've got to create it and we have such a great opportunity to do so," he continued.

The key motivator for Todd's tireless work is that he wants his children and future generations to stay in Dover because it is a wonderfully cool place to live that suits their needs. "I don't do the work because I was expecting an award. I am happy to have been given the recognition of the award, but that's not the motivation. Do what you love to do, and do it because you love to do



it, and because you have a passion for it. Stay the course. I'm dedicated to my community and I will make sure that any of my clients have the same dedication to my community," concluded Stonesifer on his reflection to others.

As Todd Stonesifer received the Governor's Outstanding Volunteer Award, the community and Central Delaware Chamber of Commerce congratulate his remarkable achievements and look forward to a future that is brighter and more prosperous, thanks to his unwavering commitment to the revitalization of Downtown Dover. Congratulations and thank you, Todd Stonesifer!

For more information about the Governor's Outstanding Volunteer Award to Todd Stonesifer, please visit, www.volunteer.delaware.gov. For more information Downtown Dover, please visit www.downtowndoverpartnership.com or www.destinationdowntowndover.com.

HAMPTON INN

Continued from Page 1

at their newly renovated facility. This Mixer will also serve as the hotel's Grand Re-Opening, marked with an official CDCC Ribbon Cutting before the announcements (about 6:15pm)! By attending, you'll have the opportunity to meet the leadership team providing top-notch customer service with a smile. See Hampton Inn Milford for yourself for your next staycation or accommodation for visiting family. Located just off Route 1, 10 minutes from downtown Milford and 10 minutes from DE

Turf Sports Complex, Hampton Inn Milford is perfectly positioned to support Delaware growing tourism industry. The Hampton Inn Milford team is excited for you to check in for a joyful 2-hour stay and Ribbon Cutting celebration with the CDCC community!

In addition to valuable networking, attendees will also have the chance to learn more about the Chamber's upcoming events and initiatives, as well as opportunities for involvement and exposure. This event is a great way to stay engaged with the latest up-to-date information

on what's in store with the CDCC and community.

The Sunset Business Mixer is a FREE CDCC member benefit; however, potential members are invited to attend 2 times before requiring membership. Whether you're a seasoned entrepreneur, a budding professional, or simply looking to connect with like-minded individuals, this event will surely satisfy. Don't miss out on this fantastic opportunity to connect, engage, and thrive. Mark your calendars for May 29th and join us at the Hampton Inn Milford from



5-7pm for an unforgettable evening of networking and connection.

For more information, please contact the CDCC at (302) 734-7513 or visit our website at www.cdcc.net to register. The CDCC is looking forward to checking in with at the Hampton Inn Milford this May!

Member News

DASEF's 2024 AeroSpace Academy Ready for Take-Off!

The Delaware AeroSpace Education Foundation (DASEF) is very proud to announce the return of a very special program – the 2024 Delaware Aerospace Academy (DAA), coming to youth this summer. The Central Delaware Chamber of Commerce (CDCC) is thrilled to draw attention to an incredible opportunity for our communities' youth to experience an unforgettable program. The course and its programs span through June & July. DASEF is currently accepting applications for the 2024 season.

Since 1990, the objective of the DAA has been to provide hands-on training and experience in aerospace-related activities and fields. Throughout the week, cadets are continually challenged to think, design, solve, build, and work cooperatively. All academies are designed to integrate the study of STEM using Earth and Space education as the unifying framework. Students learn in small groups, emphasizing the teamwork necessary in the real world.

"I think it's a way for children of all backgrounds to come together and work in an environment that offers non-threatening and safe learning about STEM cooperation and learning about the general things about science technology engineering and math and adding a lot of aerospace ideas and things into it," stated Dr. Stephanie M. G. Wright, President of the DASEF, and head of the staff of the Academy.

Some of this year's activities, called "Destinations," include Creatures Under the Sea to Dinosaurs on Land; Powers of Ten, Millions of Stars, planets, space habitats, and rovers; a series of experiments conducted in a space laboratory like NASA's "White Room"; Principles of flight and cutting-edge studies of the FAA and NASA aeronautic programs, and Space Architecture, Living in Space, Physics of Space, Rocketry, and Planetary Studies.



Dr. Wright is excited to welcome new and returning cadets to this one-of-a-kind program. Through the years, she has been able to build relationships with cadets who have made their way up through the ranks of the program. "Some of them start when they're entering second or third grade and they move all the way up through the different levels. Then, they come back and become co-pilots which is like a beginning counselor. Some of them have been with us since they were in second and third grade. Actually, the wedding we're going to tonight is for a gal who's now in her 30's who still works with me every summer. The dedication of the young people and the staff is incredible," Dr. Wright shared.

Each discovery is filled with hands-on activities such as trips to the Dover Air Force Base, a presentation from ILC Dover (the manufacturer of NASA's space suits), leading to a training flight in a Boeing Simulator, an imaginary voyage under and above the ocean and then discover a dinosaur pit on land where they will excavate bones, just to name a few.

"This year we have a lot of great things planned. We're going there (ILC) for the first time for a tour. We work with the Air Guard, we go on field trips, just a lot of exciting endeavors," she continued.

One of the highlights of the program is the opportunity for students to engage with industry professionals, including pilots, engineers, and aerospace experts. These interactions allow partici-

pants to gain valuable insights into the world of aerospace and aviation, encouraging them to pursue careers in these fields.

Overnight academies are also available for students' entering 7th, 8th, 9th, or 10th grade. Held at the University of Delaware, cadets will enjoy lessons in crystal development, advanced rocketry, remote sensing, robotics, computer simulation, space beam, and telescope building. For Destination Mars, cadets will conduct Mars-related experiments and take part in a computer simulation. They will assemble a space station underwater, build a magnetic levitation vehicle, construct, and launch a rocket made from spare parts, design a rover, and simulate astronaut training.

"We start at eight in the morning and go till 9:30 at night and the kids love it. It's a lot of fun and in a learning environment that's non-threatening and supportive. We're teaching to be respectful and to work together with all children, so that formula has worked for us for the last 30 years. We want the parents to know that when their children are with us and they're learning in a very good environment that's supportive of what they need to know and intellectually and friends wise it's super beautiful to see," Dr. Wright shared.

Foreshadowing into 2025, the DASEF Academy will look totally different once they move into their larger facility, which will allow them to serve more cadets in a greater capacity, including more space for the general public to enjoy topics outside of STEM. Their new Innovation Technology Exploration Center will be equipped with state-of-the-art

classrooms, displays, and hands-on exhibits with plenty of space for more cadets, programs, events, and more. The space is close to being finished. The CDCC is honored to be a witness of DASEF's growth.

"Having the CDCC behind us really means a lot. It's like having another group that supports us so I've just been very happy to be a member and DASEF will continue to be a member till the end of time!" concluded Dr. Wright.

Undoubtedly, this is a potentially life-changing opportunity for young minds who will launch and lead the world to come. The program fosters a love for learning and discovery while preparing students for future academic and career opportunities in the aerospace industry. Through a blend of classroom instruction, hands-on activities, and field trips, cadets are exposed to excitement and challenges to spark creativity and create memories for a lifetime.

All cadets receive an academy T-shirt, handbook, and resources about the new high-tech world they are entering. A completed application and a \$60 non-refundable fee are required to reserve a space in a session. Applications will be accepted until the start date or until all academies are full.

For more information about the Delaware Aerospace Education Foundation's 2024 Aerospace Academy and how to enroll, visit www.dasef.org or call (302) 659-5003. The CDCC hopes you take advantage of this opportunity for your children, or to learn how you or your business can become involved with a great cause in inspiring the next generation of aerospace and STEM pioneers!





CDCC 's 55+ Expo: 23 Years Strong!

The Central Delaware Chamber of Commerce (CDCC) is in busy event season. A big event we just accomplished for the year was an impactful success for our members, attendees, the regional community, and everyone involved – our Annual 55+ Expo! This highly revered and attended event, welcomed people from many walks of life this past April 11th, 2024, from 9am-3pm at Bally's Dover

Casino Resort – Rollins Center. The Bally's Dover team was very accommodating and helped us make this year a step above the last. It was a privilege to serve Delaware's fastest growing demographic once more!

The CDCC would like to thank its 70+ plus vendors who filled the Rollins Center. We appreciate your hard work, time, and service to Central Delaware's growing 55+ community and the CDCC. Vendors covered all varieties of care, assistance, life fulfillment, and entertainment for not only the 55+ community, but their caregivers, family, friends, and those who plan to be 55+ one day. It was heartwarming to see our vendors make meaningful, face-to-face, connections with local citizens who need their services. The CDCC also appreciated the chance to build a greater relationship with our vendors. From what we saw in the evaluations turned in at the end of day, we will be excited to welcome you back next year!

There was so much to see, hear, win, and take home! Highlights this year included Bayhealth's Wellness Center with free health screenings, Modern Maturity's Steppin' Seniors dance performance, Dover Jazzercise's blood-pumping dance choreography, and educational seminars from United Healthcare and

Delaware Health & Social Services – Division of Services for Aging and Adult with Physical Disabilities.

The CDCC would like to extend a thank you to everyone who attended and worked at this year's 55+ Expo.

We could not have made this event happen without your presence and support. Thank you to our local healthcare heroes who care for our community in

numerous many ways. Caregivers, we hope you felt supported through this event as well. We were proud to provide smiles, networking opportunities, resources, and a feeling of community to help you or a loved one live a better, happier, and healthier life.

The CDCC would like to thank our 2024 55+ Expo Sponsors for their generous support!

Wellness Center Gold Level: Bayhealth Medical Center

Gold Level: Delaware Health & Social Services and United Healthcare

Silver Level: Aetna Medicare Solutions, Coastal Bath Co., Delaware Department of Insurance – Delaware Medicare Assistance Bureau, Highmark Blue Cross Blue Shield Delaware, and Westside Family Healthcare

Media Sponsor: The Dover Post

Network Nook Sponsor: AARP Delaware

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

The CDCC can't wait to greet you next year. Mark your calendar now and be sure to share the news!



10k there,” explained Kaufman. This led to a 10k in Dover, a 10k in Killen Pond State Park, a bike ride out of Wyoming, and a swim at the YMCA Dover. Each walk boasted over a 100 participants from 9 different states, including folks from Massachusetts, Michigan, New York, Tennessee, and South Carolina.

The fun continued with a silent auction stocked with over 153 items for members club to take home such as relaxation items, walking sticks, local beverages, TV’s, and more.

After such a successful conference, one can wonder, where does the road lead now? “It was announced at the banquet that Virginia would take over for the 2026 Conference, which is going to be a big deal for them because that year will make their 100th Anniversary,” explained Kaufman.

The CDCC was honored to be a part of this event as a sponsor and the work of volunteer from our very own Cristal Brenneman, our Director of Special Events

& Executive Assistant, and club member “Cristal was very instrumental in helping us with registration. She was a trooper, and she did an excellent job. It was teamwork,” Kaufman continued.

While in Dover, visitors learned about Dover, explored shops, jumped into a Ribbon Cutting for La Baguette French Bakery, saw the Biggs Museum of American Art, and even experienced a Downtown Dover Ghost tour! Karen Kaufman also credits Tina Bradbury of the Downtown Dover Partnership, Rachel Rohm of Kent County Tourism, and Juli Maichle of the Holiday Inn Express for all their help in helping to facilitate an event to remember. “It was just the support we had from this community. And I knew this is what I wanted to show: That Dover is a hometown community that supports everybody. I just knew that people would be happy coming here and they were,” Kaufman stated.

“When you have that many people, at least somebody can find something they don’t like but I can tell you, we had not one complaint.” The CDCC is proud to be affiliated with their 2024 Atlantic Conference and congratulates the First State Webfooters on exemplifying what it means to be a wonderful hometown host portraying “The Delaware Way” and sharing a glimpse of how we live, work, and play. The First State Webfooters Walking Club’s Mid-Atlantic Conference hosted in Dover was not just a gathering of walking enthusiasts; it was a celebration of community, wellness, and the joy of walking. As participants departed for their respective homes, we are sure they carried with them memories of a weekend filled with friendship, community, and Central Delaware sights!

For more information about this event or the First State Webfooters Walking Club, please contact Karen Kaufman at (302) 339-0097 or email secretary@firststatewebfooters.org.



Ribbon Cuttings

CDCC joins MammogramNow for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for MammogramNow, on Saturday, April 20th, at 1pm. The event was held at 939 N. Dupont Blvd. in Milford, outside of the Milford Walmart. Chamber members and friends joined the MammogramNow, Delaware Imaging Network, Walmart and RadNet teams to celebrate their Grand Opening – the first outpatient mammography center to establish its presence in a Walmart Supercenter!

As a longstanding leader in imaging care for over six decades, Delaware Imaging Network has consistently delivered exceptional diagnostic imaging services within a nurturing and welcoming atmosphere. Affiliated with Delaware Imaging Network, MammogramNow takes immense pride in being the first outpatient mammography center to establish its presence within a Walmart Supercenter. MammogramNow, an affiliate of Delaware Imaging Network, was so excited to celebrate this advancement and looks forward to continuing their tradition of providing unparalleled care in partnership with Walmart.

MammogramNow offers Mammography exams to women in need of their annual screening, which for most patients starts at the age of 40 years old. This state-of-the-art facility aims to make breast health a top priority for the community by offering walk-in screening mammograms in a convenient and accessible setting. This imaging center also offers patients the option to opt-in to their new Enhanced Breast Cancer Detection (EBCD) Program which adds an additional layer of detection to their mammogram at a small out of pocket cost. “It’s like having a hundred set of eyes on your mammogram,” shared MammogramNow radiologist Dr. Jacqueline Holt.

“We believe everyone deserves access to high-quality imaging, conveniently located where you shop. Our mission is to provide accessible, affordable, and exceptional mammography services to all. With cutting-edge technology and compassionate care, we’re committed to empowering individuals in their journey towards early detection and proactive breast health management by having a mammography center located inside Walmart. Because



your health shouldn’t wait, and neither should quality care,” shared Joe Wujcik, Director of Sales at Delaware Imaging Network.

After serving the Central Delaware market for almost two years now, Delaware Imaging Network is excited to further accomplish their goal of providing imaging services for those who need medical care to live their best lives. They are sure that the nation’s first MammogramNow in a Walmart Supercenter will change lives for the better and increase accessibility and awareness for early detection of breast cancer. The CDCC was honored to celebrate this revolutionary occasion with

the MammogramNow team, among notable guests such as Lt. Governor Bethany Hall-Lon, 4-time WNBA Champion, Sheryl Swoopes; Milford Mayor Archie Campbell; and Andrea Harvey, Senior Manager of Everyday Services at Walmart Inc.

For further information about MammogramNow, please visit www.radnet.com or call (302) 553-2111. Please join the Central Delaware Chamber of Commerce in congratulating the MammogramNow and Delaware Imaging Network team on their Grand Opening inside the Milford Walmart.

Ribbon Cuttings

CDCC joins La Baguette French Bakery for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for La Baguette French Bakery on April 6th, 2024, at 10am. The event was held at 323 S. Governor's Ave. in Dover. Chamber members and friends joined owners Chef Ludovic Bezy, Anita Wheeler-Bezy and their team to celebrate their 7-year Anniversary, and Customer Appreciation Day!

La Baguette French Bakery offers authentic fresh, French foods to satisfy. The bakery specializes in traditional French treats such as croissants, crepes, pies, tarts, and of course, fresh baked baguettes. The in-store menu doesn't end there. La Baguette is also the perfect place to stop for lunch. Customers can order fresh salads, specialty sandwiches, and savory quiches to their delight. Chef Ludovic and his team are proud to make everything fresh on site daily without any additives or preservatives. The shop omits high

fructose corn syrup, as well as GMO flours from its delicious offerings. They pride themselves on being a truly authentic French bakery, only providing high quality ingredients in all menu items from top to bottom. La Baguette French Bakery is also Central Delaware's local spot for authentic European products such as cheeses, meats, and premium coffee. Let La Baguette cater your next occasion for fresh food to delight and energize any crowd!

The mission of La Baguette French Bakery is to "provide fresh products to our patrons. Our authentic, fresh products reflect our passion or great food. We strive to provide excellent customer service," shared Anita Wheeler-Bezy. The event held fun giveaways, raffles, a celebratory cake, food samples, and live music for all to enjoy from 10am-11:30am at their Dover location. The establishment also just recently opened a Lewes, Delaware location as well.

La Baguette French Bakery is excited to continue to give back to the Central Delaware community by still working closely with the CDCC, fellow community members, and by providing many donations to the various businesses throughout the year whenever possible, especially Central Delaware's Habitat for Humanity, and First Responders. "We give back to the community every day by donating our bread at the end of the day to the homeless," noted Wheeler-Bezy.

The CDCC is proud to witness another milestone of notable growth of La Baguette French Bakery as they celebrate seven years



(and counting) of serving Central Delaware. "Vive La France, at La Baguette! Beautiful Food, Exceptional Taste!"

To learn more about La Baguette French Bakery feel free to visit them on the web at www.labaguettede.com/ or give them a call at 302-741-0180. Please join the Central Delaware Chamber of Commerce in congratulating Chef Ludovic, Anita Wheeler-Bezy and the La Baguette French Bakery team on their 7-year Anniversary and Customer Appreciation Day!

New Member Spotlights

Introducing RTB Advisors!

The Central Delaware Chamber of Commerce (CDCC) is delighted to welcome RTB Advisors as one of its newest members. Specifically, Financial Planner, Michael Greene of RTB Advisors, brings a wealth of expertise in the fields of accounting, tax preparation, and business consulting for clients.

RTB Advisors is a multifaceted advisory firm committed to a multidisciplinary practice with the advantage to holistically plan for individuals, families, entrepreneurs, and businesses at any stage, both personally and professionally. With a commitment to excellence and a focus on personalized service, RTB Advisors stands out as a trusted partner for businesses and individuals alike. Their team of experienced professionals is dedicated to helping clients navigate complex financial matters and achieve their goals by "Raising the Bar." Their desire is to provide a VIP level of service and leave their clients with an extraordi-

nary experience that is focused on their goals and desires.

RTB's team of dedicated advisors have created a financial services firm that provides business/personal investment efficiency services such as: Business Valuation, Exit Strategies, Retirement Planning, Estate Planning, Investment related Tax Efficiency tools, and other investment related strategic and tactical planning services. They serve a plethora of businesses and industries like entrepreneurs, families and their generations, attorneys and accountants, physicians and medical offices, military and first responders, real estate developers, nonprofits, and expatriate personnel.

Meet Michael Greene, Central Delaware's representative and financial advisor: "I have a bachelor's degree in marketing and have worked as an advisor for some of the biggest firms globally. As an independent advisor, I believe I'm in a great position to help small business

owners and local families with unbiased financial plans. I am a local Delawarean who was also a military dependent. I lived in many different states and a few countries. My wife and I love living near the beaches, I am an avid outdoorsman. Cape Henlopen State Park is one of my regular outdoor destination spots. We are also both passionate about volunteer work and take pride in helping our local community thrive," shared Greene.

The CDCC is excited to see Greene and RTB get engaged with us in the future. "As a marketing major, I know it's important to bring community members together. Healthy economies have places that bring consumers and gilded groups together. There are talented people here in Kent County that have the resources and skills needed to help it thrive. They just need a place to be seen and showcased. That's why I love being a part of the Central Delaware Chamber of Commerce," concluded Greene.

For more information about Micael Greene and RTB Advisors, please visit www.RTBAdvisors.com, or call (302) 480-4069. Please join us in welcoming Michael Greene of RTB Advisors into membership!



RTB ADVISORS
PLAN • INVEST • PROTECT

New Member Spotlights

Introducing, Crumbl Cookies Dover!

A new gourmet cookie to try every week?! That's right, if you're looking for a new way to satisfy your sweet tooth with options to keep flavors fresh and exciting, look no further than Dover's Capital Station shopping center at 50 N. Dupont Highway for Crumbl Cookies that recently officially opened in March 2024! The Central Delaware Chamber of Commerce (CDCC) was thrilled to celebrate with owners Leo & Carolyn Campero and daughter, Jannike, as they welcome the 2nd Delaware location and share this passion and love for Crumbl Cookies.

Crumbl Cookies Dover is part of the renowned Crumbl Cookies franchise, known for its rotating menu of fresh, gourmet cookies with flavors you can't get anywhere else. Crumbl Cookies started with a "big dream, two cousins, and the perfect combination of flour, sugar, and chocolate chips," per co-founders, Jason McGowan (CEO) & Sawyer Hemsley (COO). Since opening their first location in Utah in 2017, today, Crumbl, has expanded to

800+ bakeries across all 50 states. This fact makes Crumbl the fastest growing U.S. cookie company in 2023. The mission of Crumbl is to "bring friends and family together over a box of the best cookies in the world." Each week, customers can indulge in a variety of flavors, from classic chocolate chips to innovative creations like raspberry cheesecake and key lime pie. With a commitment to quality ingredients and exceptional customer service, Crumbl Cookies Dover is sure to become a favorite among cookie enthusiasts, dessert lovers, and those looking to treat themselves or someone they care about.

Leo and Carolyn Campero, along with their daughter Jannike, have been lovers of Crumbl since its inception in 2018. Carolyn calls Minnesota home and Leo was raised in Venezuela where they met over 24 years ago when Carolyn was an exchange student. Leo was recently stationed at Dover Air Force Base in 2022 to serve our country. When the USAF relocated them to Dover from Arizona in 2022, they were sad

(especially Jannike!) to see that there was no Crumbl here. Carolyn is a serial entrepreneur and has created businesses in the early education, wellness, and real estate sectors and now decided to share the best cookies in the world with her new community in Delaware. They enjoy traveling the world and love trying new foods as a family! Jannike's name comes from their time living and working in South Africa. You can find them on the volleyball court most weekends cheering on "JJ"!

Their family and staff are very excited to be members of the CDCC to get even more involved in our community here and to meet and support other business owners in the area. They are passionate about making a trip to Crumbl Cookies the best part of anyone's day!

We encourage the community to stop by Crumbl Cookies Dover and experience their delectable cookies for yourself. Whether you're satisfying a sweet tooth or looking for the perfect treat for a special occasion, Crumbl Cookies Dover has something for everyone.

For more information about Crumbl Cookies Dover, please visit, www.crumblcookies.com/dedover or call (302) 608-0698. Please join us in welcoming, Leo & Carolyn Campero of Crumbl Cookies Dover to the Central Delaware Chamber of Commerce!



crumbl

Best of the Best Administrative Professionals



Pamela Satterfield of Bayhealth



Kianna Burgos of Keller Williams Realty Central Delaware



Sierra Luzier of Burns and Ellis Realtors

The CDCC thanks all nominators for recognizing their wonderful Administrative Professionals and their hard work this year. Please know that it was extremely difficult for the CDCC to choose just three winners. However, know that the CDCC appreciates all you do and that you are the BEST of the BEST! Keep up the great work!

Thank you to our amazing members who donated wonderful items for our winners: Fifer's Farm Store & Kitchen, Jen-Mor Florist,

Mission BBQ, Scentsy, Special Touch Card Creations, and Viva La Bee, LLC.

Honorable mention goes to (in no particular order): Deanna Killen of Delaware State Senate nominated by Senator David Lawson; Karen Sawicki of Lessard Builders, Inc.; Megan Souder of Del-Tech Community College; and Ericka Thomas of Wattay Accounting.

Member of the Month



NAME: Bobby Jones
TITLE: CEO
BUSINESS: Bright Side Roofing
ADDRESS: 615 Otis Dr. Dover, DE 19901

HOURS: 9:00 AM - 5:00 PM, Monday to Friday
PHONE: (302) 674-4642
WEBSITE: www.trustbrightside.com
EMAIL: bobby@trustbrightside.com



Tell us a little about your business/organization: Bright Side Roofing began over a decade ago with a mission to provide the highest quality roofing services in Dover and the surrounding areas. Our services include residential and commercial roofing installations, repairs, and rejuvenation. We pride ourselves on our skilled craftsmanship and the durable materials we use, ensuring that every project meets our high standards.

Tell us about your role in the business/organization: As the CEO, my role involves overseeing all aspects of our operations, from strategic planning and customer relations to financial manage-

ment and team leadership. I work closely with our project managers and other key personnel to ensure that we deliver on our promises to customers and maintain our reputation for excellence.

Tell us something that makes your business/organization unique: Bright Side Roofing stands out by integrating innovative technologies like Timberline Solar from GAF into our roofing services, making us pioneers in solar roofing in the Delaware area. This advanced system combines the efficiency of solar energy generation with the functionality of traditional shingles, reflecting our commitment to sustainability. Additionally, we enhance our market presence and customer engagement through dynamic social media video marketing, showcasing our cutting-edge projects and educating our community about the benefits of premium roofing.

This strategic blend of modern technology and effective communication uniquely positions us as leaders in the roofing industry.

What do you see for the future of your business/organization? Looking forward, Bright Side Roofing aims to broaden its influence throughout Delaware while maintaining a strong focus on Central Delaware. We aim to significantly extend our presence into Sussex and New Castle counties, making our innovative roofing solutions accessible to a wider demographic. This expansion goes beyond merely scaling our business—it's about enhancing our community impact. By forging meaningful partnerships with organizations like Habitat for Humanity and GAF's Roofs for Troops Program, we are committed to not just serving, but also uplifting the communities we enter, reinforcing our

dedication to social responsibility and sustainability.

How has the Chamber helped your business/organization grow? The Chamber has been instrumental in connecting us with key business partners and providing networking opportunities that have led to significant contacts. Their workshops and seminars have also given us valuable insights into market trends and management strategies, which have been crucial for our growth.

What is your best advice to other businesses/organizations? My best advice is to always focus on building strong relationships with your customers and your community. It's not just about providing a service or a product; it's about being a reliable and ethical presence that people want to engage with and recommend to others.

Ambassador's Corner

Chrissy Kyriess



Chrissy Kyriess was born and raised in Chester County Pennsylvania. From 2001-2015, she was a military wife. Chrissy came to Delaware from her previous home in Washington State. After a short time in Delaware, Chrissy and her children (Hannah, Jacob, and Adam) fell in love with the area and decided to settle down and establish roots here. Chrissy has a giving heart and enjoys helping her community with activities such as volunteering at local churches, Girl Scouts and Boy scouts. Chrissy and her children are happy to call Delaware "home."

Chrissy is in her eighth year of service to Kent County, Delaware, residents at Central Delaware Habitat for Humanity. She began as an event volunteer, where she quickly embraced the spirit of service and community. Shortly after, she began her employment with CDHFH as a ReStore Associate. A natural leader, Chrissy was quickly promoted to ReStore Director. She is currently the Chief Operating Officer, a position in which she manages a staff of 21 and oversees the daily operations of Central Delaware Habitat for Humanity.

Chrissy has been a CDCC member for a few years and loves the Chamber's efforts to bring the community together. She adores the CDCC staff and loves the Networking benefits. The CDCC is very supportive of Central Delaware Habitat for Humanity, where Chrissy is currently employed. Chrissy explains that "being a Chamber Ambassador is my way of giving back to the CDCC and thanking them for all their support through the years."



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
Burns & Ellis Realtors	53	George Bailey	6
Dover Post	48	Primerica Financial Services - Erlene George	6
William V. Sipple & Son, Inc.	36	Tidewater Utilities, Inc.	6
Advantech Incorporated	33	All Around Maintenance, LLC	5
Westminster Village	29	Aloysius Butler & Clark	5
Sayers Jewelers & Gemologists Inc.	25	Delmarva Pole Buildings	5
Holiday Inn Express	23	Leadership Delaware, Inc.	5
Brandywine Hearing Center featuring Beltone	22	Pole Building Supplies	5
W.D. Pressley, Inc.	22	Summit Community Bank - Lewes Office	5
Keller Williams Realty Central Delaware	20	G. Fedale - Lewes	4
GoGlass	18	Liza Orlando, Realtor - Keller Williams Realty	4
Law Office of Karen Y. Vicks, LLC	16	Select Pizza and Grill Smyrna	4
Diamond State Pest Control, LLC.	15	Eye Specialists of Delaware - Milford	3
TidalHealth Lifeline	15	Tracy Palmer Ministries, Inc.	3
Kent Sussex Leadership Alliance	14	Evergreen Farms	2
Corp1, Inc.	13	Harmony at Kent	2
Care First Dental Team - Robert R. Coope, DDS	12	Milford Wellness Village	2
Delaware Dept of Labor Div of Vocational Rehabilitation	12	United Healthcare	2
Kent County Association of REALTORS®	11	Delaware Office of Management and Budget	1
Avery Hall Insurance Group	6	Delaware Valley Medigap	1
		The Art Society at Loblolly Acres	1

NEW MEMBERS

Biddle's Home Solutions LLC	Michael Biddle	15 South Timothy Court	Dover	DE	19904	302-423-9320
Braven	Kia Williams	100 N. LaSalle Street Suite 310	Chicago	IL	60602	704-724-3737
J&B Electrical Services LLC	Heather Messick	250 C and R Center Rd.	Felton	DE	19943	302-554-3678
Lucid Growth LLC	Sumith Bangarwa	8 The Green, Ste A	Dover	DE	19901	802-459-1888
Mammogram Now	Joe Wujcik	939 N Dupont Blvd	Milfoprdr	DE	19963	302-553-2111
Shore Smoke Seasonings	Paul Seibert	PO Box 625	Millsboro	DE	19966	302-943-4675
Veronica's Pizzeria	Danny Medina	50 North DuPont Hwy. Bldg. 1 Suite 11	Dover	DE	19901	302-450-3773
WeCare Services	Lon Kieffer	21 W Clarke Ave, Suite 1045	Milford	DE	19963	302-459-3900
Wolfe & Associates	Bilonna Dilling	506 N. Dupont Hwy, Suite 2	Dover	DE	19901	302-644-1426

MEET THE BOARD MEMBERS!

Evans Armantrading

Vice Chairman Military Affairs, CNU Fit, LLC,



- 1. Talk to me to learn more about...** Business planning, numbers, marketing, strategic thinking/ planning, health and fitness.
- 2. My favorite quote is...** People don't care how much you know until they know how much you care.
- 3. If I could live in any sitcom, it would be?** Not living a sitcom
- 4. If I had one extra hour of free time a day, I would...** Not currently time poor, but I should spend more time challenging myself to step out of my comfort zone.
- 5. In one word I am...** Resilient
- 6. Working with the CDCC, I've learned...** the power of relationships. As a business owner, many times we fall in love with our product or service, but it is people that make the world go round.

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 **Nancy Quade of New Image Inc., for correctly identifying the Mini Golf Course at Tre Sorelle Dolce Ice Cream & Mini Golf in Wyoming. Congratulations, Nancy - 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.

When starting a small business,

you need *a guide.*

When growing a small business,

you need *a community.*

That's where we come in.



BUSINESS.DELAWARE.GOV



We are **YOUR**
Chamber



cdcc.net

EVENT PROGRAM AD SPACE & SPONSORSHIPS STILL AVAILABLE

(Including Food Vendors)

FOR CENTRAL DELAWARE'S YOUNGEST, FAMILY-FRIENDLY COMMUNITY FESTIVAL!



**DOVER
COMIC
CON
2024**

More info and sign up at DelmarvaEvents.net or email us at dsnevents@iniusa.org