

# Chamber Connections

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www.cdcc.net

November 2019



## It's All About the Planes

Anyone who has spent even a little time visiting Dover Air Force Base (DAFB) understands that the mission there is all about the planes. Transporting troops to various installations around the world... delivering supplies or assisting in evacuations after a natural disaster... supplying much needed equipment to military personnel down range... gently carrying the fallen home to their loved ones... that's what Team Dover is all about. The mission at DAFB is to safely fix and fly aircraft, prepare and deploy Airmen, move cargo, and return America's fallen heroes with dignity, honor and respect.

But have you ever wondered how that all happens? Do you know what it takes to get those planes off the ground? Have you any idea of the details and precision that must be involved in order to make what Team Dover does look so seamless? If your answer is "yes," we have an amazing opportunity for you to learn all about it!

On Monday, November 25th, the CDCC's Military Affairs Committee would like to invite you to join us at DAFB for our State of the Base Briefing brought to you by signature

See Planes — Page 5



## We've Got Your Party Covered!

Picture this: a bunch of businesses... treating their staff members to holiday parties... all at the same convenient time... in the beautiful ambiance of Roma Italian Ristorante... enjoying delicious food and drinks... listening to The Joe Baione Trio as they share their jazzy renditions of our holiday favorites. That's a pretty amazing picture, don't you think? Sort of sounds like a wild daydream from someone's vivid imagination...

But it's not just a daydream or a wild idea! It's a description of this year's Central Delaware Chamber of Commerce Holiday Party! We know that our member businesses would love to treat their employees to an evening of holiday fun – and we'd like to take the work out of

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**CDCC Holiday Party**  
Tuesday, December 10, 2019  
Roma Italian Ristorante  
5 - 7 pm  
\$20 per person  
*Want to treat your employees for the holidays?  
We've got your party covered!*

## November Sunset Business Mixer at Wolfie's Grille



Ready to re-connect with fellow business leaders? Interested in conversations over delicious snacks and drinks? Ready to share your business story with other business owners in our area? If you answered "yes" to any of these questions, mark your calendar today and plan to attend the CDCC's November Sunset Business Mixer! This popular event will be held on Wednesday, November 20th, from 5 – 7 pm, at Wolfie's Grille located at 510 Jefferic Blvd., in Dover.

Since its inception in 2002, Wolfie's has been a popular spot for lunch and dinner. Recently, Wolfie's moved from Smyrna to right here in Dover. This family-owned, pub-style restaurant makes all its food fresh to order. Specializing in steaks, burg-



ers, and BBQ, their mouth-watering entrees are hard to resist! Wolfie's is pleased to highlight their famous "\$5 Wolfie Burgers" on Thursdays. If you haven't been to the new Wolfie's location, this will give you the perfect way to check it out!

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

their guests to spend time together at the end of a work day in a casual setting, while meeting other business owners and collecting qualified leads. The Mixers occur 10 times during the year – the November Mixer will be the last one for 2019. Be sure to bring your business cards – you can share them with other attendees and enter the business card drawing to be the next CDCC Member of the Month or win door prizes! Our average attendance at the mixers is 125... do you see why it is so easy to make connections at these events?

To register for this event, please contact Cheryl at the CDCC office at 302-734-7513 or via email at adminassistant@cdcc.net. You can also sign up through the website, www.cdcc.net by clicking on the Events Calendar. We hope to see you on Wednesday, November 20th at Wolfie's Grille in Dover for the Sunset Business Mixer!

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## CDCC Working on Workforce Development

I think it is safe to say that right now one of the biggest, if not the biggest, hurdles facing our members is Workforce: where to find workers, how to train them, and how to let them know what opportunities are out there.

Your Chamber, the CDCC, is working on some new initiatives in partnership with a number of organizations to help our members fill this workforce void.

In this issue of the Chamber Connections, you will find a detailed article about our Emerging Employee Expo (E3). In short, the Chamber is working with our local universities/colleges to develop Emerging Employee Expos (E3's) at each location to help match up students and employers for job shadowing, internships, and employment opportunities. By doing so, we will be able to help our members find and train their workforce!

The E3 event will also include 20-minute rotating seminars to help students understand how to write an effective resume, how to dress for work, how to land a job,

business etiquette, and the meaning and necessity of "soft skills".

In Kent County, we are very fortunate because we have 4 colleges and universities which work directly with a population who will need to be employed. Through our E3 Events, we will be able to make those connections between the students - looking for workforce experience, development, and opportunities - and our companies in need of a workforce!

The CDCC, along with all the members of the Association of Chambers of Commerce, is also working on another initiative to help identify and train those individuals in our state who are willing to work, but who are in desperate need of training to be employable.

In the next couple of weeks, we will be sending out a broadcast email asking our members to provide a description of the workforce they need so that we can be certain we are "building the workforce" that satisfies those needs.

By "working" together we can build our "future workforce!"

## Calendar of Events

### November 2019

#### Thursday, November 7th

Kent County is Open For Business

8:30am-10am,

Kent County Levy Court

#### Thursday, November 7th

Leadership Central Delaware

8am-5pm, Education Day

#### Tuesday, November 12th

CDCC Board Meeting

7:30am,

Chesapeake Utilities Corp.

#### Tuesday, November 12th

Marketing Committee Meeting

9am, CDCC Board Room

#### Tuesday, November 12th

Young Professionals Social

11:45am—1:00pm,

Grotto Pizza - Camden

#### Wednesday, November 13th

Coffee Coaching

8am-9am, CDCC Board Room

#### Thursday, November 14th

Member Orientation

8:30-10am, CDCC Board Room

#### Tuesday, November 19th

LCD Steering Committee Meeting

12 Noon, CDCC Board Room

#### Wednesday, November 20th

Ambassador Meeting

4:30pm, TBD

#### Wednesday, November 20th

Sunset Business Mixer

5pm-7pm, TBD

#### Monday, November 25th

State of the Base Briefing

(MilCon) Breakfast

7:30am, The Landings on DAFB

### Thurs-Fri, November 28th and 29th

Thanksgiving Holiday

Office Closed

### December 2019

#### Monday, December 2nd

Executive Committee Meeting

8am-10am, CDCC Office

#### Thursday, December 5th

Kent County is Open For Business

8:30am-10am,

Kent County Levy Court

#### Thursday, December 5th

Leadership Central Delaware

8am-5pm, Tourism Day

#### Thursday, December 5th

Capital Holiday Celebration

5pm - 8pm, Downtown Dover

#### Tuesday, December 10th

CDCC Board Meeting

7:30am,

Chesapeake Utilities Corp.

#### Tuesday, December 10th

Marketing Committee Meeting 9am,

CDCC Board Room

#### Tuesday, December 10th

CDCC Holiday Party 5:00pm -

7:00pm, Roma Italian Restaurant

#### Thursday, December 12th

Member Orientation

12-1:30pm, CDCC Board Room

#### Mon - Wed, December 23rd - 25th

Christmas Holiday

Office Closed

#### Tuesday, December 31st

New Years Holiday

Office Closed

## Chamber Connections

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

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

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





# Cornerstone Member - Chesapeake Utilities

## Natural Energy for Giving Back

From its humble beginning, the Dover Gas Light Company, founded in 1859, has grown into the corporation we know today as Chesapeake Utilities. Over the years, the company has changed with continuous growth in customers, in technology and natural gas availability in our area. Through 1,400 miles of distribution mains, 903 employees serving 80,000 residential, commercial, and industrial customers in Delaware and Maryland every single day!

Chesapeake Utilities Corporation is a diversified energy company that provides superior service to its customers and communities. Now celebrating 160 years, the Company has successfully delivered safe, secure, reliable and efficient solutions that are environmentally and economically smart. Chesapeake has positioned itself for long-term growth that creates superior value.

In September of 2018, Chesapeake Utilities' new campus opened on Energy Drive. The company's new home, a 56,000 square foot office building situated on a 20.6-acre plot of land, shows the company's commitment to remaining a cornerstone of the Central Delaware region for many years to come. The state-of-the-art facility boasts 33,000 square feet of warehouse space and workspace for approximately 250 employees, as well as an outdoor patio -- area and a fitness center for the company's employees. All these amenities are provided to support the staff at Chesapeake Utilities and enable them to provide the best service possible to the company's customers.

Service, as we know, comes in many forms. For the teams at Chesapeake Utilities, service goes beyond the safe delivery of natural gas to homes and businesses in Kent County -- it also includes contributing through the charitable giving of time, talent, and treasure. Community service is certainly not a new idea for the folks at Chesapeake Utilities, but has found its way into the company's DNA through a variety of avenues throughout the company's history. "At Chesapeake Utilities, we truly care about our employees and the communities we serve," commented Shane Breakie, Assistant Vice President.

Imagine a program designed to accept donations provided by customers, employees, the community, and the corporation to ensure that the elderly, ill, and those facing financial hardship are not forgotten during the cold winter months when energy bills are at their peak. This mission, The Chesapeake Emergency Energy Recipient Program (CHEERP), better known as the Chesapeake Sharing program was started over 35 years ago. In the past 15 years, over \$600,000 in grant money has been distributed through this approved 501(c) non-profit organization.

Chesapeake Utilities also supports the community by participating in events throughout the year. In fact, 150 Delaware-based employees volunteered their time in 2018. This type of support is year-round at the organization.



The company and employees are committed to many organizations here in Kent County.

Chesapeake Utilities has played a big role with Breast Cancer Awareness by partnering with the Breast Cancer Coalition and holding employee events at their facility. These events were designed to share information and raise awareness among employees regarding detection and early screening. This year, on October 4th, all employees were urged to "go pink" for breast cancer!

Central Delaware Habitat for Humanity is another partnership that has grown in the last few years. This month, a "Framing Frenzy" is planned. At this event, two teams -- with the assistance of a team from Habitat -- will build a structure at their Energy Lane facility for a Kent County family in need.

In addition, volunteers from Chesapeake Utilities sort items, fill boxes, and distribute food for the Delaware Food Bank. They also worked hard to build garden boxes and a playground set to improve the Boys & Girls Club's Dover location. The company also supports non-profit organizations by participating on boards and committees. Several of the company's leaders and future leaders participate in this capacity with the Central Delaware Chamber of Commerce, the Boys & Girls Club, and others.

From the business's leadership team, to the employees in the building, to those who serve customers in the field, dedication to the community where they live, work, and play is a high priority. At Chesapeake Utilities, service is not just what they do -- it's who they are. Not only do they provide a clean, efficient source of energy to heat Central Delaware's homes and offices, they also demonstrate a remarkable "natural energy" for making a positive impact on our community by giving back.





## Cornerstone Member - Dover Federal Credit Union

# How Mortgage Preapproval Gets You Moving

It's finally happening: You're getting ready to buy your first home. Now that you've reached this exciting step, you've got questions. What kind of house do you want? What can you afford? And, how will you find the right place in such a competitive housing market? To make the process as easy and stress-free as possible, you'll need an experienced team by your side – and a preapproved mortgage in your pocket.

### What Is Mortgage Preapproval?

For most of us, a mortgage is key to buying a home. With preapproval, you can get the financing process started early by having a lender evaluate your home buying needs and financial situation to determine how much you can borrow and the specific mortgage terms available to you.

### Know Your Purchasing Power

No one wants to be house poor. That's why choosing the right home and the right mortgage go hand in hand. If you have good credit and significant income, you may qualify for more financing than you want to use. After all, a bigger mortgage means bigger payments, and you don't want financial issues or increased stress to get in the way of enjoying your new place. As a rule of thumb, you want to avoid spending more than 30% of your pretax income on housing. Preapproval will help you figure out what kind of loan and monthly payment fit your finances. Armed with this information, you and your real estate agent can narrow down your search to only properties within your price range. This helps you save time and avoid the disappointment of finding your dream home... only to discover it's over your budget.

### Stand Out from the Crowd

See a home you love? Chances are, other potential buyers love it too. When competing against other bidders, you want to give yourself every possible advantage. A preapproved mortgage can help. Just like you, home sellers want a quick closing process without any surprises. Being assured that a buyer has a commitment from a lender will give them more peace of mind. Here at Dover Federal Credit Union, members who get preapproved for their mortgage receive a home loan preapproval letter they can show to sellers when placing an offer.

### Preapproval vs. Pre-qualification

These two terms are easily confused, and real estate professionals may mean different things when describing these processes. Typically, pre-qualification refers to a quick process in which a lender gives you an estimate of your



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mortgage amount and terms, but without a commitment to provide this financing. A mortgage pre-qualification is usually based on unverified financial information, and it may not include a credit check. If a homebuyer provides the lender with accurate information, pre-qualification can be useful, but it offers no guarantees. Preapproval, on the other hand, is much more than an estimate. The lender will check your credit and look at a variety of documents like your W-2s, tax returns, and accounts. It's a longer, more thorough process that results in a more accurate picture of your financing and a commitment from your lender.

### What Lenders Consider

So how do lenders determine whether they can approve you? They'll look at a number of factors, including:

#### •Debt-to-Income Ratio:

This is a comparison of your monthly expenses, like rent and bills, to your monthly income.

#### •Income & Employment:

Lenders want to see steady income to ensure your ability to make ongoing payments.

#### •Credit Score:

This reflects your history as a borrower and affects the interest rate you'll pay (higher scores typically get the best rates).

#### •Down Payment:

How much you can pay up front will help determine your eligibility and the rate you'll pay.

### The Early Bird Gets the House

By starting the financing process before you've even placed an offer on a home, you can form a relationship with a lender ahead of time and take care of many aspects of the application sooner. Once you've placed an offer, and had it accepted, you'll have fewer tasks to complete (and probably less stress) as you enter the home stretch.

### Guiding the Way to Closing Day

As a trusted local lender, Dover

Federal Credit Union is ready to offer the guidance and low-rate mortgage options you need to get moving. If you're a first-time home buyer or ready to move to your next home, you can use our mortgage payment calculator or get an instant online rate quote. And when you're ready to get pre-approved, we'll make the process a breeze.

For more information, contact, Dover Federal Credit Union at (302) 678-8000 or visit <https://www.doverfcu.com/>.

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# The Event Where Dreams Can Come True!

It seems that daydreaming about improving one's living space has become a favorite American pastime. Many homeowners find themselves sitting in the yard and envisioning a new landscaping project or the addition of a new swimming pool. Others find themselves in the family's main living space, picturing what it would look like if there was new furniture or flooring, or how the space might be better used with the elimination or re-location of a wall or staircase. It's fun to imagine what could make one's "no place like home" even more inviting! That's at the heart of the newest CDCC event – the Home & Garden Show.

On February 21st & 22nd, the Gold Room at Harrington Raceway & Casino will be filled with a myriad of home improvement experts with displays and information from wall to wall. Their purpose will be to meet with and advise the home improvement daydreamers among us. What a perfect combination!

Our potential customers will come to the Home & Garden Show with projects already in mind – our vendors will come with the know-how to make those projects happen. Customers will come ready to learn – vendors will come ready to share the latest trends in design, product offerings, maintenance tips, and everything to do with renovating and creating something new. We are happy to provide the perfect setting for you to have the luxury of individualized meetings between client and expert – this could be the start of a long-term relationship that



turns our customers home improvement dreams into a reality!

We all know that one project always leads to another – that's just the nature of home improvement. Well, when that happens, our customers can move directly to the next expert who will gladly assist them. By the end of the event, our guests could easily develop a five-year plan for renovations and improvements to their living spaces – both inside and out... and our vendors will have a collection of new customers.

To our daydreamers – mark your calendars today and start making a list of projects and questions to bring with you to the Home & Garden Show! Home improvement experts – there are still booth spaces available and we'd love to have you with us. For more information or to register, please call the CDCC Office at (302)734-7513 or contact Cindy Friese at cfriese@cdcc.net. We can't wait to bring our dreamers and our experts together for this event and watch as project plans become a reality!

## Party

Continued From Page 1

your planning. We've reserved the space, we're working on the details, and we'd love for you to come. In short, we've got your party covered!

Mark your calendars now for Tuesday, December 10th, from 5 – 7 pm. We'll gather at Roma's and cele-

brate the holidays together! Tickets for this event are \$20 and include an amazing array of hors d'oeuvres, two drink tickets, and an evening of fun, conversation, laughter, and music. For more information or to register for this event, call the CDCC today at (302)734-7513 or email us at adminassistant@cdcc.net. It's the most wonderful time of the year – we hope you'll join us for this holiday event!

## Planes

Continued From Page 1

sponsor Delaware Technical Community College. This briefing will be complete with information about all that's happened at the base in the past year. Col. Joel W. Safranek, 436th Airlift Wing Commander, and his team will share information about upcoming projects and activities. In addition, you will meet many members of Col. Safranek's team, and have the opportunity to celebrate the many accomplishments of the base personnel. Also, U.S. Senator Tom Carper, U.S. Senator Chris Coons, and U.S. Representative Lisa Blunt Rochester will be on hand to share remarks regarding U. S. military activities and their impact on our nation and worldwide.

The mission may be all about the planes, but the "plane" truth is that the mission is accomplished through the men and women who serve. This event provides a wonderful opportunity to show our support and our gratitude!

The State of the Base Briefing is open to the public. The cost to participate is \$22 per person for CDCC members, \$30 per person for non-members. To join us for this incredible behind the scenes look at the impact and accomplishments of Dover Air Force Base, call our CDCC Office at (302)734-7513. The deadline for Registration is Thursday, November 7th. Due to security requirements for DAFB Entry Access each attendee will need to provide: Full Name, Date of Birth, Driver's License Number & State of Issue. We look forward to a morning of information and celebration with you in November!

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## Save The Date Counting on the Experts!



As a local business leader, it is no surprise that what's happening in the economy is certain to affect your bottom line. Understanding the trends, doing market analysis, measuring and comparing the rate of inflation, gross domestic product, and unemployment rates can easily be overwhelming – not to mention time consuming! Many qualitative approaches such as historical analogy, panel consensus, and scenario analysis are not within the realm of day-to-day skills utilized by many of our business owners. Predicting the future of the economy utilizes a completely different language than most laymen speak – we need someone to do the study AND interpret the findings in a way that we can understand it and use their predictions to our advantage.

The CDCC Economic Forecast breakfast is designed to do those things... and more! This event brings together business and community leaders in a setting where information is shared by the experts on national, state, and local

trends in the economy. These seasoned technicians in the field share not only the facts, but the implications they have for impacting our business community. These forecasts help to inform business leaders, as well as government officials, regarding the creation of fiscal/monetary policies and plans for future operating activities. While economic forecasts are just predictions, knowing the direction of an ever-moving economy can certainly have a positive impact on future plans.

It's time to save the date for this year's Economic Forecast Breakfast, brought to you by Connell, Carey, and Associates – Merrill Lynch of Dover, will be held at Maple Dale Country Club, on January 16, 2020, beginning at 8 am.

For more information, please call the CDCC Office at (302)734-7513 or email us at adminassistant@cdcc.net.



# Delaware's a Growing State!

Our Leadership Central Delaware (LCD) Class of 2020 enjoyed an eye-opening and fact-filled day on October 3rd, as they learned all about Agriculture and Agri-Tourism in the first state.



They learned that Delaware truly is a "growing state" – we grow things here! With 2,451 farms (that's 510,250 acres), 32 farmers markets, and an economic impact of \$1.2 billion per year, Agriculture is a huge industry and a major economic driver in Delaware. The state's top crop is corn and covers two fifths of Delaware's cultivated land. It is no surprise to any Delawarean that poultry is the number one agricultural product, a poultry tradition begun in 1923 by Cecile Steele who mistakenly received 500 chickens when she had only ordered 50... She chose to keep them and nurture them – and the poultry industry in Delaware was born! From our state's history to our lives today, agriculture has and continues to play a major role.

The class members gained a great deal of insight from our day's guest speakers. Our distinguished presenters Austin Short (Dept. of Agriculture), James Fischer (Del-

marva Poultry Industry, Inc.), Bobbi Jo Webber (Webber Family Farms), and Curt Fifer (Fifer Orchards) all shared a portion of Delaware's rich agricultural background as they talked about the great impact of the industry.

Agri-Tourism, a relatively new term, also plays a major role in Delaware culture. Farmers markets, wineries, breweries, horse farms, and the like provide a backdrop for entertainment, sight-seeing, and family fun. The class enjoyed a behind the scenes tour at Harvest Ridge Winery, a conversation about generational family farms and a wagon ride at Fifer Orchards, and an overview of harness racing and a paddock tour at Harrington Raceway & Casino. From produce picking, to wine tasting, to horse back riding lessons, to harness racing, to "shopping local," the Agriculture Industry is a big part of life in Delaware.

The Class of 2020 and the CDCC staff would like to extend a special thank you to our speakers and hosts for the day. We would also like to extend a special thank you to this year's LCD sponsors. Thank you all for partnering with us in making LCD the Chamber's diamond program. We couldn't do it without you!



LCD Class of 2020 enjoys a tour at Harvest Ridge.



The class enjoyed an informative experience at Harrington Raceway & Casino.



The Class of 2020 is on the move!



Start your Engines! On Fifer's tricycle raceway.



The Class of 2020 joins Mary Fennemore of Fifer Orchards in the corn crib.



# Roy Klein Foundation Breakfast



LCD Director, Heather McTheny, gratefully accepted a check from Roy Klein Foundation Committee member, Ashley Diem of Fantini Research. This gift will go toward participant scholarships.



Recipients and Committee members of the Roy Klein Foundation gathered for a Breakfast and Award Ceremony on Wednesday, October 9, 2019. Back Row – left to right: Jeremy McEntire, POLYTECH Adult Education; Mike Carney, Junior Achievement of Delaware; Dr. Jon Wickert, Junior Achievement of Delaware. Front Row – Left to Right: Chevon Boyd, Jobs for Delaware Grads; Nicole Poore, Jobs for Delaware Grads; Dr. Cornelia Johnson, Delaware Technical Community College; Mary Wilt, Polytech Adult Education; Margaux Azzanesi, Delaware Technical Community College; Janine Kleimo, Dover Interfaith Mission for Housing; Heather McTheny, CDCC Leadership Central Delaware.

## The Trophy Heist



Fortunately, a recent trophy heist was thwarted by an undetected anti-theft strategy!

## Racking Up the Points!



Class of 2019, always a presence at CDCC mixers



Class of 2004 gathers to welcome the incoming Class of 2020



Class of 2004 representing at A Night at the Races

What does it mean to be “Best in Class?” Best in Class is an LCD Alumni Award that is presented to the class with the most points at the end of the year. Points are awarded for community service activities, donations to non-profits, volunteering, attending community events, working on community events and projects, etc. Every alum is asked to keep track of these items all year long and record them on the Best in Class form. The points are added together and the class with the most points per capita is declared the winner!

So far this year, the Class of 2004 has remained steady in terms of attendance and participation. The Class of 2019, however, is making a definite run for the points! Don’t forget to keep track and encourage your class members to participate. The more points we all get, the more impact we’ll have on our Central Delaware community!



# An Evening of Energy

Our September Sunset Business Mixer was a terrific evening marked by opportunities to network, a flurry of exchanging business cards, delicious snacks and drinks, door prizes, and much, much more! Many members and guests enjoyed the gracious hospitality of the folks at Chesapeake Utilities as they showcased their brand-new state of the art facility on Energy Drive. It was definitely an evening of energy!

During the evening, Shane Breakie, Assistant Vice President at Chesapeake Utilities and this year's CDCC Board Chair, was happy to lead tours through the new building. Special highlights included the fabulous patio area for employees featuring a grill and fire pit, the fitness center, and the immense storage area. Mr. Breakie mentioned that there are also plans in the works to create walking trails behind the building for employee use. The building's lobby boasts a big fireplace and two gas lights illuminate the entry. This building, as well as the work that Chesapeake does for our community, can be a source of great pride for Central Delaware.

Our newest 5-star members were congratulated and pinned during the evening's activities.

The group of new 5-stars was completely comprised of employees from Chesapeake Utilities! Congratulations to Jennifer Vandervort, Debbie Smith, Jesse Sapp, Kisha Brown, Vincent Fiorelli, & Sarah Hardy! Kudos also go to Mike Clevens, Dave Detrick, Dean Holden, and Jared Shelton who were unable to be present for the pinning. Way to go, Chesapeake employees! You're continued engagement in the CDCC is a wonderful example to us all.

The CDCC would like to extend our heartfelt thanks to Chesapeake Utilities for hosting the event and making everyone feel welcome. Thank you, member businesses: Harrington Raceway & Casino, Harvest Ridge Winery, and Fordham & Dominion Brewery for catering the food and beverages for the event. And thank you to our 130+ members and guests who attended the event – we were happy to see so many of you there!

Our November Sunset Business Mixer will be held at Wolfie's Grille, located at 510 Jefferic Boulevard in Dover. We'll look forward to seeing with you there!



Shane Breakie, Assistant Vice President, greets Tonda Parks of the Delaware State News.



Jesse Sapp, Marketing Analyst, served as Chesapeake's Welcome Ambassador for the evening.



Joe Parks and Bennie Smith enjoy a chat.



Chesapeake's beautiful outside patio.



LCD Class of 2019 was in the house!



Michelle Aurora and Elizabeth Boerner represent the Aurora Academy of Hair Design.



The Fitness Center is a wonderful employee benefit.



Jay Davis (Smyran School District), Alex Vaughn (Affinity Entertainment), and Jen Sutter (Bayhealth) exchange business cards and smiles.



Networking is what it's all about!



Chesapeake is very proud of their new storage area.



Kisha Brown of Chesapeake Utilities, Erlene George of Americare, and Deb Edwards of Frontline Inspections share a 50/50 smile.



Bryon Leahey of Orange Theory: "I won!"





Tracey Miller and Cristal Brenneman share a celebration over a door prize.



Shane Gunther, Loan Officer and Mystery Member, shares information about First Home Mortgage.



Judy Diogo, CDCC president, congratulates our 50/50 winner, Mike Petit-de-Mange, Kent County Administrator.

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## Member News

# Another First for the First State

Dr. David Creech is all about giving the gift of sight to his patients. Hailing from the Philadelphia area, Dr. Creech has been practicing ophthalmology for more than a decade. He describes his work as the “happy field of medicine.” His patients come to him with an issue and, in most cases, with a simple procedure, he can restore a patient’s vision and even eliminate their need for glasses, and all ends “happily ever after.” A graduate of St. Joseph’s University and Drexel University College of medicine, Dr. Creech specializes in refractive eye surgery including cataract and LASIK procedures and medical, laser and lens implants and other refractive procedures for vision correction, as well as, diagnosis and treatment of glaucoma, diabetic retinopathy and age related macular degeneration.

Through his study of medical journals and conversations with trusted sales representatives, Dr. Creech is kept abreast of the latest, cutting-edge technology in his field. Often, new products and procedures are available for use in Europe and other parts of the world prior to their arrival in the United States. In the United States, there is often a delay due to the lengthy approval process of the United States Food and Drug Administration (FDA). At the end of August, the use of a new premium intraocular lens, which has been the most widely used implant in Europe for several years – the Alcon PanOptix Trifocal intraocular lens -- was approved by the U.S. FDA and is now available for use in our country.

On September 23, 2019, Dr. David Creech, of Eye Specialists of Delaware, became the first doctor in Delaware, and one of the first in the nation, to implant the PanOptix trifocal lens in the eyes of one of his patients. This groundbreaking procedure is used to correct patients’ vision at the time of cataract surgery or can be used as an alternative to LASIK, purely for vision correction, even in patients without significant cataract. The surgical procedure used



to implant this amazing lens is precisely the same procedure used previously, but with the ability to offer patients more freedom from glasses for a wide range of vision – distance, intermediate, and near. The surgery itself lasts only 5 – 7 minutes and is followed by a one-day recovery period. Typically, the surgery is completed on one eye at a time, two weeks apart. The results are astounding! “A traditional lens implant can correct your vision for distance or near, but it doesn’t give you your focusing ability back. This lens gives patients the most

complete range of vision of any lens we’ve had available,” Dr. Creech commented. In addition to correcting the patient’s vision, it gives them back their ability to focus, while reducing side effects of other focusing lenses such as glare and haloes around lights.

PanOptix lenses are categorized as “premium lenses.” Because of this designation, they are an option to patients and are not covered by insurance. At \$3,100 per eye, the price may prove to be a hurdle for prospective patients. The incredible results, crystal clear vision, and freedom from wearing glasses are certainly worth the price.

For over 17 years, Eye Specialists of Delaware has been a leader in providing high quality healthcare in Delaware. In each of their three locations, they strive to help people enjoy a lifetime of the best vision possible. With an amazing team of 32 over their three practices, including 3 doctors, they are committed to excellence, and are focused on providing our community with the most technologically advanced diagnostic equipment and surgical vision correction procedures in the state of Delaware.

In addition to the newest advancement in the lens implants, Eye Specialists of Delaware anticipates adding a new laser to their arsenal of equipment within the next month. This new laser will be the first of its kind in Delaware and will enable them to perform the most advanced LASIK surgery available, with the procedure customized to the unique characteristics of each patient’s cornea and providing the sharpest vision possible.

Please join us as we celebrate with Dr. Creech and the Eye Specialists of Delaware an amazing first right here in the first state! For more information on the PanOptix lens or the newest technology in vision correction surgery, call Eye Specialists of Delaware at (302) 678-1700.





## Member News

# Happy 75th Anniversary to a Firm of Choice!

In 1944, the St. Louis Cardinals won the World Series, the Green Bay Packers won the Super Bowl, Penske won the Kentucky Derby... and the Delmarva peninsula won with the inception of the region's accounting firm of choice, Faw Casson! As World War II was coming to a close, reconstruction was imminent and men and women were returning to their everyday lives. Focus was shifting from the war to what life would be like moving forward. As households were beginning to get back to normal, people were finding new jobs, and new companies were being formed, a need arose for assistance in managing the finances of all these undertakings. While CPAs had been recognized and certified as early as 1896, the accounting industry was still in its infancy. It was in this remarkable time that Faw Casson was born.

From its start in Salisbury, MD, Faw Casson has always been interested in finding the best solutions for its customers and providing the best service possible. The experts at Faw Casson do not only strive to meet customer expectations – their goal is to exceed them. Their success is measured by their customers' success. The accountants at Faw Casson are interested in building long-term relationships with their clients. They are able to achieve a high level of mutual trust by combining personal attention, expertise, and innovation.

"We set the bar high, and we don't settle for less," commented Lisa Hastings, a partner at the firm. "Where clients are concerned, we go above and beyond traditional services... regardless of the situation, we do our best to help them figure it out." Director of Operations and partner, Brian Stetina added, "We pride ourselves on building relationships with our clients and the community. Our commitment to technology is above and beyond our competition."

A high level of energy and a reliance on teamwork seem to be at the heart of Faw Casson. "Employees at Faw Casson can expect a positive and flexible work environment, they enjoy best-in-class professional development, and there are unlimited advancement opportunities," said Hastings. Each employee has their own area of expertise, but magic happens when they join together to brainstorm an idea or solve a problem. The result is always a "cross pollination" of ideas that come together as marvelous, cutting edge gems! Mr. Stetina observed, "We make it fun for our employees to come to work each and every day."

This year, as they celebrate their 75th Anniversary, the team at Faw Casson has chosen to engage in 75 acts of community service. They want to communicate that the Delmarva peninsula is not just where they work, but that it's home. They are part of the community and want to be engaged in the daily life of the community. In turn, they hope the community will see their ownership in living, playing, and working together. This initiative, according to



Denise Vendrick, Director of Marketing, has "taken on a life of its own!" To date, it is projected that the folks at Faw Casson will complete their 75 acts of service well before the end of this anniversary year – and will likely go beyond.

The 75 acts of service have had a huge impact on our community. All employees have found a way to become involved in the initiative – from volunteering at their churches, to collecting items for back-to-school, to clean-up and landscaping efforts... just to name a few. These acts of service have also had quite an impact on the staff members at Faw Casson. These activities have given them an opportunity to get to know each other on a different level and in a different context. For new hires, it has given them an opportunity to work side by side with people of any tenure or level in the company without the usual awkwardness involved in getting to know people. In general, the staff has learned to feel more comfortable with each other and their level of team trust has dramatically increased.

It should be no surprise that the gang at Faw Casson has chosen to celebrate their 75th anniversary by doing something they do so well every single day: serving the people of their community! "We are active with the organizations that make the biggest differences," remarked Ms. Hastings, "We take on leadership roles and we go deep." Faw Casson is imbedded in the life of the community, not just locally, but also nationally and statewide. To summarize, Hastings said, "Faw Casson brings the Thunder wherever we go."

Please join us in congratulating Faw Casson on this milestone anniversary. We are thankful for the important role you play in our community and we wish you many more years of success as you continue to serve!







Janie Libby, jewelry model extraordinaire!

## 'Twas the Night of the Auction

*'Twas the night of the auction, our guests at the door –  
Programs and paddles and smiles galore!  
With all auction items right there in plain sight –  
We knew they'd be bought by the end of the night!*

*From the front of the room, to those in the rear,  
All were in view of our cool auctioneer.  
As bidders teamed up to take home their prize,  
Up, up, and away, the bids did rise!*

*Our members and guests seemed to have big fun –  
They sure got a lot of their shopping done.  
They found it fulfilling to play Santa's elves,  
But also rewarding to shop for themselves.*

*Our bidders were cheerful and followed the rules  
And left the event with baskets and jewels,  
Passes, experiences, tickets, and dinners –  
The event ended with a room full of winners!*



Steve Harrell, our amazing auctioneer.



A long line of happy winners.



Jon Parker, winner of the trip to Mexico, and Tammy Ordway, who donated the trip.



The Llewelyn's enjoy a smile.



Nothin' but trouble!



The gang from Chesapeake Utilities.



A crowded bidding frenzy!

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Our LCD friends were a huge help – thanks!



Cheers to the Auction!



A table of friends and fun.

*Our wonderful shoppers,  
we really must thank –  
You did a great job  
of breaking the bank!  
By bidding and shopping  
the whole night through –  
You make it so easy  
for us to serve you.*

*To volunteers, sponsors,  
and hosts of the night,  
You helped our event  
to reach heights out of sight!  
Through printing and paddles  
and media and sound,  
Live auction and checkout  
– smiles did abound!*

*For helping us out  
with venue and grub,  
Special thanks to  
Maple Dale Country Club.  
All the ways you all helped us  
were not just a few –  
We couldn't have done it  
without each of you.*

*So, thank you again,  
to our friends one and all,  
For making our auction  
a wonderful ball!  
And now that your shopping  
is just about done,  
We hope to see you soon  
for more holiday fun!*

*We wish you peace and love  
and lots of good cheer  
As we quickly approach  
a hope-filled new year.  
Best wishes that your holidays  
are just what you dream,  
From all of us here  
on your Chamber team!*



Bobby, our resident photo-find.



A mother/daughter bidding team.



April gearing up for some serious bidding.



Happily waiting for the LIVE auction to begin.



Anxious anticipation at the front door.



Bidding right down to the wire.



Our festive tree filled with Delicious Deals.



## CDCC joins Claws & Paws for a Ribbon Cutting



DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Claws & Paws on Thursday, September 26th, at 5 pm. The ceremony was held at their location at 319 Squawigm Rd. in Dover. Chamber members, ambassadors, and staff members joined owner, Katie Mitchell, at Claws & Paws as they celebrated the growth of their pet sitting business.

The mission of Claws & Paws is to provide the highest quality pet sitting services in Central Delaware to our area's precious "fur babies" and their families. Katie's experience of working with animals has spanned over 20 years. Her early years as a veterinarian technician provided her with knowledge and skills in the area of animal medicine. Ms. Mitchell is happy to administer medications, trim nails, and express anal glands in addition to providing pet sitting services. She



is happy to make "drop in" visits at the owner's home, watch pets at her own home, and walk pets while their owners are gone during the day.

Claws & Paws is thrilled to be a member of the Central Delaware Chamber of Commerce and looks forward to working with them to grow her business. She is excited to have participated in chamber mixer events and is also beginning to share her services as a vendor at various expo-type events. She looks forward to finding

ways to give back to the community. To honor the service of our military folks, Katie is pleased to give a discount to all military and retired military personnel.

For more information or to schedule an appointment, please contact Katie Mitchell at (302) 632-7366 or via email at [clawsandpawspet-sitting100@yahoo.com](mailto:clawsandpawspet-sitting100@yahoo.com). Claws & Paws can also be found on Facebook. Please join us in wishing Claws & Paws congratulations and best wishes!

## CDCC joins Jazzercise for a Ribbon Cutting



DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Jazzercise on Tuesday, October 1st, at 4:30 pm. The ceremony was held at Jazzercise at the Capital Grange on 911 S. Governor's Avenue in Dover. Chamber members, ambassadors, and staff members joined the team at Jazzercise as they celebrated their 50th Anniversary! In addition, the company has just added six new classes to their teaching schedule here in Dover.

The mission of Jazzercise is to guide clients along a journey of becoming a better version of themselves. Since fitness is such an important aspect of life, the team at Jazzercise aspires to motivate individuals by making fitness fun while improving their overall health. The instructors strive to guide their clients into making fitness a habit – this will only happen if they enjoy it!

This year, Jazzercise, Inc. has become the first-ever dance fitness brand to celebrate the 50-year mark. The always-evolving program was created in the Chicagoland area in 1969 by Founder and CEO Judi Sheppard Missett. Judi manages a 260-person corporate team and oversees more than 8,300+ franchisees, teaching 32,000+ classes weekly worldwide. She started a fitness revolution! Today, Dover Jazzercise is among the 32,000+ who are keeping customers happy and fit with the latest music and variety of formats.

Dover's Jazzercise offers a variety of classes that fit the needs and lifestyles of a variety of people. Scheduled classes at Dover Jazzercise include Strike, Interval, Fusion, Dance Mixx, Strength 60, and more. For those who would like to use more muscle than momentum, Lo classes have recently been added. The typical class at Jazzercise includes strength, stretch, and cardio activities. Following this format, the classes will provide each client with a complete body workout in just under an hour. For potential clients who find themselves



tired of the mundane routine of daily workouts, Jazzercise can provide an experience that is fun and engaging, an experience that will keep people coming back every day! A regimen of this type of daily exercise will likely lead to weight loss and an overall healthier life.

With a strong belief in service, the folks at Jazzercise love to extend their passion to the surrounding community. To that end, they have provided free fitness classes to some local elementary schools and have danced their way through the Old Dover Days Parade! They took great pride in seeing many young

girls commit to fitness through their fundraiser, Delaware Girls on the Run. The team is certainly keeping their eyes and ears open for more ways to become involved in helping the community to deepen their understanding of and increase their involvement in personal fitness.

Please join the Central Delaware Chamber of Commerce in congratulating Jazzercise on their 50th Anniversary and their ever-expanding program!

For more information, check out [www.jazzercise.com/location/jazzercise-dover-at-capital-grange](http://www.jazzercise.com/location/jazzercise-dover-at-capital-grange) or call (302) 222-7662.



## CDCC joins Keystone Funding for a Ribbon Cutting



DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Keystone Funding on Tuesday, October 1st, at 10 am. The ceremony was held at their building on 519 South Red Haven Lane in Dover. Chamber members, ambassadors, and staff members joined the team at Keystone Funding as they celebrated their new Central Delaware location. In addition, the company was just named to Inc. 5000's list of fastest growing companies, where they ranked in the top 25%.

Keystone Funding provides residential mortgages to consumers, and lending solutions to mortgage brokers. Their mission is to disrupt the mortgage lending industry in the Mid Atlantic through innovative strategies, leveraging our technology platform, and maintaining a commitment to our core values. Keystone is proud to be the first mortgage company headquartered in Kent County that is direct with all residential mortgage programs – they are a direct endorsement lender with FHA, fully ap-



proved with the VA to provide VA loans, and USDA. They also provide conventional financing of Fannie Mae and Freddie Mac products. In addition, they have several programs that meet the needs of the community, like lending on hobby farms. In July, they opened up their wholesale channel, where we provide mortgage products to mortgage brokers in other communities – this branch of the business is rapidly growing.

Our most important goal is to build a dominant mortgage company in the Mid Atlantic with employees who live in and around Central Delaware. Providing good jobs, great products, rates, and service is something we work hard on every day. Keystone Funding is guided by three core values – making a difference in the communities they serve, providing good

jobs to great people, and changing the lives of customers. Their business involves a very sacred part of most family's lives - their homes. They believe that being part of the community is important for their team to understand the impact they have in peoples' lives.

With a strong belief in community involvement, Keystone Funding gives back in more ways than providing jobs. Their employees are involved in community groups, coach children's sports, and perform a variety of other acts of community service.

Please join the Central Delaware Chamber of Commerce in congratulating Keystone Funding for their recognition in Inc. 5000 – and in welcoming them to Central Delaware!

For more information, check out [www.keystonefunding.com](http://www.keystonefunding.com) or call (302) 508 – 6100.

## CDCC joins Jerry Longo's Meatballs & Martinis for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Jerry Longo's Meatballs & Martinis on Friday, October 11th, at Dover Downs Hotel & Casino. Members of the Chamber staff were pleased to join Jerry Longo, Frankie Storione, Paul Juliano, and members of Jerry Longo's team to celebrate the grand opening of the new restaurant.

Longo's originated in the Historic Federal Hill area in Providence, RI, where owner Jerry Longo created a unique menu of authentic Italian cuisine. Jerry, along with his talented culinary team have now brought their authentic brand back to the Delaware Valley. With his roots stemming from the area, Jerry Longo is especially thrilled to bring his flair for Italian cuisine home.

Owner, Jerry Longo, was born and raised in South Philly where he learned to respect and appreciate his Italian-American culture. Jerry often found himself in the kitchen with his mother preparing "Italian Soul Food." The techniques and recipes of his childhood now live on in his restaurant's menu items. Menu items are reminiscent of those commonly prepared in an Italian-American household – straightforward and arguably simple. Jerry takes these familiar foods to the next level by using only the finest imported and domestic ingredients, and by paying close attention every detail of the cuisine.

Upon entrance to Jerry Longo's Meatballs & Martinis, the customer is greeted by the beautiful colors and smells of the delicious antipasto bar, located near the old-world, yet state-of-the-art bar area. Menu entrees include a variety of pasta dishes with homemade sauces, and other specialty items such as classic chicken parmigiana, orechiette with sausage and rabe, as well as a variety of veal dishes. Pizzas featuring a thin crust, baked in the restaurant's imported Italian brick oven, and topped with quality ingredients are also



part of the menu. Jerry Longo's signature meatball is at the center of the menu - and is an amazing delight! Accompanied by a scoop of homemade, whipped ricotta, this simple meatball is a clear representation of the chef's heart on the plate. In addition to an incredible dining menu, Jerry Longo's Meatballs & Martinis features custom craft cocktails, an extensive wine selection, and Italy's iconic beer, Peroni, on tap.

A walk through the classically designed restaurant is reminiscent of a walk through an Italian grandmother's kitchen... the same foods, the same smells, the same experience. Shades of black and grey, accompanied by large black and white photographs, take the customer back in time, to a simpler place where the dinner table served as the touchstone of

every family. With the restaurant's mantra displayed in various prominent spots, diners can see and feel the authentic welcome of the Italian-American: "Mangia bene, ridi spesso, ama molto – Eat well, laugh often, love much."

Please join the CDCC in saying "Benvenuto (welcome)" and "Congratulazioni (congratulations)" to

Jerry Longo's Meatballs & Martinis as they launch their new restaurant in Central Delaware! "Grazie" (thank you) to Twin River Worldwide Holdings, Inc., and Dover Downs Hotel & Casino for bringing this taste of Italy to our community. For more information, call (302)857-3775 or visit <https://www.doverdowns.com/dining/restaurants/Jerry-Longos-Meatballs--Martinis>.



## CDCC joins the Dover Mall for a Ribbon Cutting!

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for the Dover Mall's new play area on Saturday, October 19th, at 11 am. The ceremony was held at 1365 N. DuPont Highway, at the mall in Dover, near Dick's Sporting Goods. Chamber staff, members, and ambassadors joined the team at the Dover Mall in celebrating the grand opening of their new play area.

Dover Mall and Commons is located in the heart of Delaware's capital city, Dover, and is managed by Simon Property Group, Inc., a global leader in the ownership of premier shopping, dining, entertainment and mixed-use destinations. Dover Mall is a single-level super-regional shopping center anchored by Macy's, JCPenney, Boscov's and Dick's Sporting Goods and features tax-free shopping, AMC Theatre and a food court.

In an effort to make the mall a destination for the whole family, and to offer activities and services that encourage families to spend time at the 928,000+ square foot facility, mall officials hope the new play area will provide an additional spot for children's entertainment and for others who wish to take a break from shopping.



Since its inception in 1982, the mall has constantly added stores, a food court, and other amenities for family-fun entertainment. The mall boasts a 14 screen AMC Theatre and 79 stores and services.

In addition to offering a premiere family destination for the

residents of Central Delaware, the Dover Mall is serious about its support to the community. The mall has been especially supportive of our region's military community. They regularly partner on military events and activities, often serving as the host. Many

of the stores in the mall also offer military discounts.

Please join us in celebrating and congratulating the Dover Mall on its new play area! For more information, check out <https://www.simon.com/mall/dover-mall> or call (302) 678-4000.

## CDCC joins Scentsy for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Scentsy's Mary Ann Curry, an independent consultant, on Tuesday, October 22nd, at noon, at the CDCC Board Room, 435 N. DuPont Highway in Dover. The CDCC staff, Ambassadors, and friends joined Mary Ann to celebrate her first anniversary with the company. Mrs. Curry was also happy to celebrate her new membership with the Central Delaware Chamber of Commerce.

Scentsy is all about fragrance! The company's mission is to "bring value to the world by providing an industry-leading, family-friendly business opportunity selling creative, artistic, high-quality products that Warm the Heart, Enliven the Senses and Inspire the Soul." Research suggests that the sense of smell is a person's strongest link to deep emotion and memory. The folks at Scentsy believe that since the sharing of those feelings and memories connects people to each other, their job is to facilitate those interactions by creating scents that please the soul and warm the heart... one room at a time. In the 15 years since their inception, Scentsy, which started as a small family-owned operation, has become an international business, reaching 11 countries with scents that make sense. The company's headquarters, which began in a 40-foot shipping container, has grown to cover a 73-acre campus with 770,000 square feet of office, manufacturing, warehouse, and distribution space.



Scentsy's product line started with wickless candles – blocks of scented wax designed to be melted in Scentsy warmers, vessels that heat the wax with a light bulb or other heating element. In addition to warmers and wax, the company's product line now includes diffusers and oil, as well as fan diffusers and pods. Scentsy offers over 100 fragrances to enhance the ambiance of any home, office, or car.

Built on a culture of "giving

more than you take," Scentsy is all about making a positive contribution to the community. A continuous spiral of generosity is the at the heart of the company's identity. Through their foundation, they have contributed to many charitable causes through the sale of Charitable Cause products, scholarships, and direct donations. A proud member of the Dover community, Mrs. Curry is excited about bringing, not only the high-quality prod-

ucts, but the philosophy of the company to Central Delaware.

Please join the Central Delaware Chamber of Commerce in congratulating Mary Ann on her first anniversary as an independent consultant and in celebrating the aroma of giving that Scentsy brings to Central Delaware! For more information about Scentsy's products and services, please visit <https://maryanncurry.scentsy.us/> or call (302) 632-0636.



## Coffee Coaching

What's coffee without freshly brewed ideas?

Call the CDCC to register for this session.

All sessions are held in the CDCC Conference room!

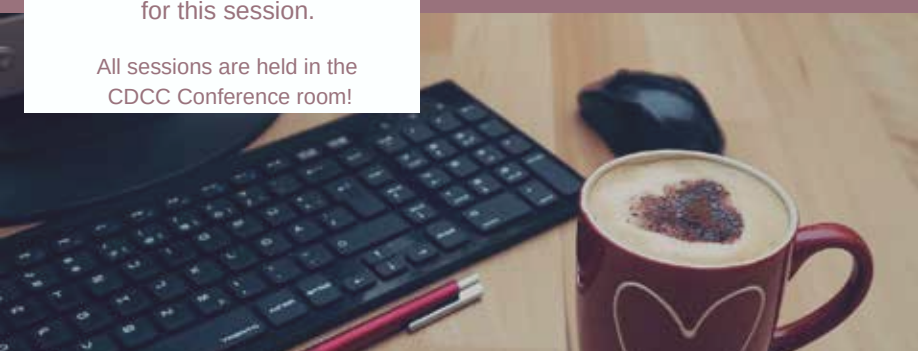
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8:00 a.m.

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By: Konrad La Prade  
Delaware State News



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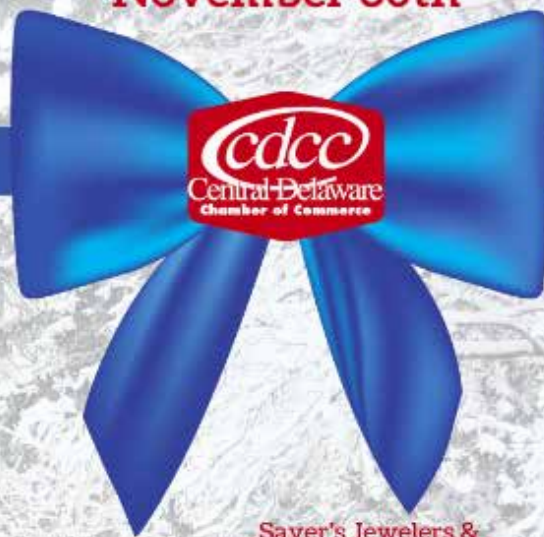
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**Shop Small Saturday  
November 30th**



Shop Locally this holiday season with members of your Central Delaware Chamber of Commerce!

A & H Uniforms	Sayer's Jewelers & Gemologists
Bavarian Bakery	
Bayard Pharmacy	Fifer Orchards
Bel Boutique	Knight's Fine Jewelry
Chick's Saddlery	La Baguette
Dover Army/Navy Store	My Roots
	Sold Out Sneaks
	Suds & Company
	The Looke
	The Wedding Boutique



These Shop Small Saturday Business participants will be offering FREE shopping tote bags and other goodies to their customers! (while supplies last)



## Member News

# Dover International Speedway President and CEO Mike Tatoian named a finalist for 2019 Comcast Community Champion of the Year award

DOVER, Del. (Oct. 18, 2019) – Dover International Speedway President and CEO Mike Tatoian is one of three finalists for the 2019 Comcast Community Champion of the Year award, which recognizes individuals in the NASCAR industry for their community service efforts.

The announcement was made Thursday, Oct. 17 on NBC Sports Network's "NASCAR America." Tatoian's fellow finalists are Artie Kempner, NASCAR on FOX coordinating director and co-founder of Autism Delaware and David Ragan, a Monster Energy NASCAR Cup Series driver and ambassador for Shriners Hospitals for Children.

The champion will be announced during NASCAR Championship Weekend in Miami in November.

Those eligible for the award include team owners, drivers, track employees, media members and NASCAR officials. In recognition of the champion's efforts, a \$60,000 contribution will be made to the charitable organization affiliated with the winner. Each remaining finalist receives \$30,000 toward their charity of choice.

For Tatoian, the charity is USO Delaware.

Tatoian, the Monster Mile's president since 2007, is just the second track president to be named a finalist for the award, and would be the first to win the

honor.

"I am tremendously honored to be named a finalist for this award," Tatoian said. "More importantly, as chairman of the Advisory Council for USO Delaware, I am happy this will also shine a light on our amazing staff and volunteers, and all the great work they are doing for our service members and their families. Knowing the history of this award and the current group of finalists, past winners and nominees, it certainly demonstrates how much impact our entire industry has on our communities."

Tatoian is a member of the following organizations:

- Chairman of the Advisory Council for USO Delaware -- active in the organization for 13 years.
- Serves on the United States Air Force Civic Leader Program.
- Numerous times an Honorary Commander at Dover (Del.) Air Force Base.
- Serves on Board of Directors of the Military Bowl Foundation, a college football bowl game played in the Washington, D.C. area, with proceeds going to USP and a 290-acre retreat for recovering service members.
- Serves on National Board of Advisors for the Devos Sport Business Management Program at the University of Central Florida for past five years.

Tatoian's nomination included several testimonials from top



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USO Delaware



military and civilian officials, including from Gen. David Goldfein, Chief of Staff of the U.S. Air Force.

"No one has more passion for our Airmen and has done more on their behalf than Mike," Gold-

fein said. "He's increased national awareness and understanding of the Air Force's role in our nation's defense and helped build vitally important grassroots support for our service."

## The Emerging Employee Expo

Your CDCC, the essential resource of the development of businesses in Central Delaware, is here to listen and support you, our members... and we are hearing you! As we talk with business leaders across Kent County about the challenges they are facing, their number one issue is finding people to work for them. As we peel away the layers of what this means, there are several themes that emerge: it's difficult to find people who have a strong work ethic, applicants don't possess the "soft Skills" necessary (ie. People skills, life skills...), and today's emerging employees do not place a high priority on longevity or company loyalty. Workforce development must become an area of emphasis in our business community.

As we observe the amazing breakthroughs that are occurring in research and education in our colleges, there seems to be no end to the potential that is being developed in our region. Students are learning skills that will equip them for careers in science, technology, engineering, mathematics, medicine – just to name a few. There's a large talent pool in Central Delaware!

We would like nothing better than to keep these bright, young, emerging leaders right here in Kent County. In order to do that, we need to make ourselves the obvious choice for where they want to be! To that end, your CDCC is pleased to announce its newest program, The Emerging Employee Expo (E3).



This event is designed to put our companies in front of the students at a time when they are searching for jobs, internships, or job shadowing opportunities - and making life-building career decisions. This unique, expo-style event will move from campus to campus, touching as many students as possible. The E3 will be marked by a gathering of the ar-

reas employers ready to spend individualized time with each potential employment candidate. Our employers will have an opportunity to share their expectations and requirements for jobs in their companies. Students will ask questions and learn what they still need to complete their portfolios in order to be hired in their company of choice. Seminars, potential internships and mock interviews will also be a vital part of this experience. Member businesses will be able to witness first-hand what our area's next generation of workers has to offer. Students will be able to see the amazing job opportunities that exist right here in Central Delaware – all in one room!

This event is currently in the planning stages and is slated for early 2020. Start thinking about how you can be part of this new venture. For this, E3's first year, we will be capping business participation at 20. Stay tuned as dates are announced and details become available – we don't want you to miss your opportunity to be a vital part of this effort to boost workforce development in Central Delaware.

For more information on how to be involved in our upcoming Emerging Employee Expo, please call the CDCC Office at (302)734-7513. We look forward to showcasing our member businesses in such a way that employers can make lasting matches with the brightest and best that Central Delaware has to offer!



# Save The Date

## It's the Most Wonderful Time of the Year

Caroling... Christmas Lights... Hot Chocolate... Cookies... Shopping... the Arrival of Santa Claus... it's time for Central Delaware to officially ring in the Holiday Season! You'll want to mark your calendars for December 5th and join us for a variety of activities all along Loockerman Street. The caroling by local school groups and dignitaries, as well as the tree lighting ceremony, will take place on the stage in front of City Hall. Downtown Dover will be filled with an air of celebration as we gather to kick off the holidays at this joy-filled event. Plan for some evening shopping, and don't forget to bring a non-perishable food item to benefit our local food pantries.

So mark your calendars for the 5th of December! We can't wait to see you in Downtown Dover for the start of the "most wonderful time of the year!"



Thursday, December 5, 2019

5:00pm-8:00pm Downtown Dover

- 🎄 Caroling & Tree Lighting Ceremony
- 🎄 Visit with Santa Claus and Enjoy Holiday Activities on Loockerman Street
- 🎄 Children's Crafts Area - Dover Public Library
- 🎄 Hot Chocolate & Cookies
- 🎄 Shop local businesses this holiday season!
- 🎄 Bring a Non-Perishable Food Item for the Food Drive to Benefit Local Pantries.

CDCC #302-734-7513

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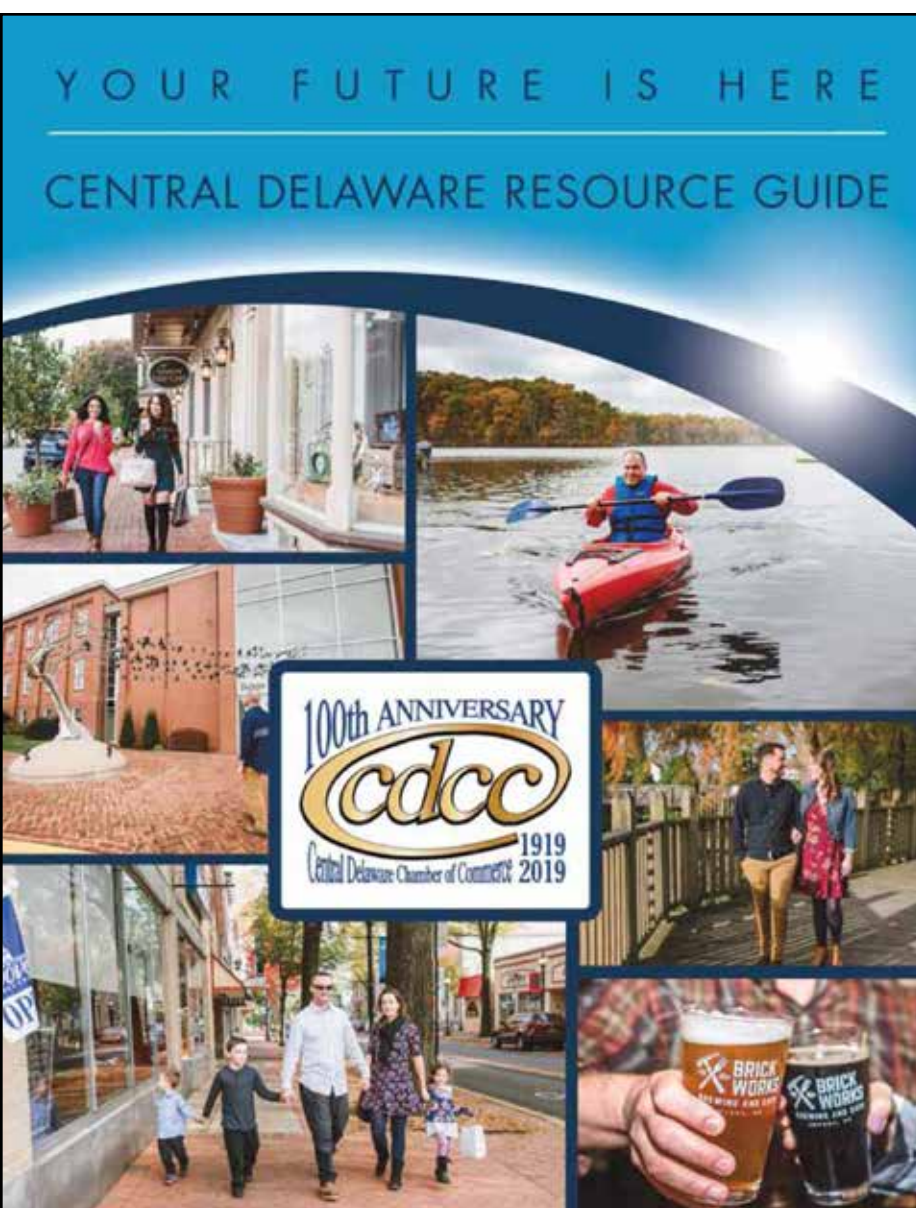
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## The CDCC's Central Delaware Resource Guide is All You Need

The Central Delaware Chamber of Commerce is pleased to once again offer a publication that includes all the information you need to know about Kent County, the "heart of Delaware" – the Central Delaware Resource Guide is the premiere reference book for our area. On full color glossy pages, this reference guide will put at your fingertips all the details you'll need about Taxes, DE industries, Local and State Government, Tourist Attractions, Housing, Accommodations, Restaurants, Medical/Health Care, Education and much, much more. A perfect go-to-guide for newcomers to Central Delaware as well as life-long residents, our Resource Guide is the perfect place for people to learn about you and your business!

A hub for thriving small businesses... spectacular parks and waterways... fabulous restaurants... five college presences... cutting edge health care... quaint downtown areas... nature at its best... legislators who listen... that's what's happening in Kent County. Central Delaware has a lot to offer... and a lot to be proud of! It is imperative that we share the good news about our area – we don't want to be the region's best kept secret!

To that end, 8,000 copies are distributed to both new and current new residents of Kent County, as well as Kent County businesses, colleges, universities, hotels, The

Dover Air Force Base, DE Visitors' Centers/Rest Areas and many other prominent, high traffic areas. Many of our larger member businesses, as well as Dover Air Force Base, distribute these books to their newest employees, often people who are coming to town from other areas. In addition, the Resource Guide is available on our website (45,000+ hits per month!). What a marvelous opportunity to get your name out to many prospective customers!

Space is now available in our Resource Guide for local advertisers. This year, we will be offering a special package deal to the first 35 businesses to reserve a half or full-page ad – those businesses will receive an ad on our Kent County map for free! We distribute 10,000 copies of the map each year. Each map will feature a numbering system that shows the exact location of our business advertisers!

You and your business are a vibrant and essential part of the Central Delaware story – please consider helping us to share that story with as many people as possible... for a whole year! For more information, pricing, or to reserve a spot in our Resource Guide, contact Dina Vendetti at the CDCC office (302) 734-7513 or [marketing@cdcc.net](mailto:marketing@cdcc.net). Don't be Central Delaware's "best kept secret!" Instead, let your CDCC help you to be the business our residents think of first!



## It's a Sign!

"One whose coming pleases another"... that's the origin of the word "Welcome!" And how appropriate is that?! We live in a town that has a lot to offer – and it's incredibly fun to show it off! We love it when guests come to Dover. And we really love it when they stay for a while and have the opportunity to experience what life is like here in Central Delaware. Your CDCC is thrilled to be the one who welcomes travelers to our beautiful city – at least when they arrive from the south on DuPont Highway. The next time you're coming back to Dover along that route, don't forget to notice our new sign just before you cross the St. Jones River... and don't forget to feel proud of all that Dover has become! Welcome to Dover!

## Coffee On Us!

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

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

**"Congratulations to Carolyn Phinney of Powerful You for correctly identifying last month's picture: Fifer Orchards!"**

**Save the Dates!**

## It's All Right Here Shop Local

**Just about any item for anyone's holiday shopping list can be found right here in Central Delaware. Join us for these opportunities to shop local!**

<p><b>16th Annual Holiday Gift Auction</b></p> <p>Wednesday, Oct. 30th 5 - 8 pm Maple Dale Country Club Open to the public \$10 per person, \$15 per couple</p>	<p><b>Shop Small Saturday</b></p> <p>Saturday, November 30th All Day Enjoy local shopping, specials, and holiday fun in all our Central DE towns</p>	<p><b>Capital Holiday Celebration</b></p> <p>Thursday, Dec. 5th 5 - 8 pm Downtown Dover Tree lighting and singing followed by shopping downtown</p>
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## 5 Star Members



Please join us in congratulating our newest 5-star members, all from Chesapeake Utilities: Pictured: Jennifer Vandervort, Debbie Smith, Jesse Sapp, Kisha Brown, (ME), Vincent Fiorelli, Sarah Hardy, (Shane Breakie). Not Pictured: Mike Clevens, Dave Detrick, Dean Holden, & Jared Shelton.

## Ambassador's Corner



Kevin Edwards is a lifelong resident of the Dover area and a graduate of Caesar Rodney High School. After his service in the US Marine

Corps, Kevin spent a short time as the CDCC's Director of Membership Services and Retention and saw first-hand the value of networking and connecting with businesses and the local community.

In 2017, he earned his Thermography Certification for his skill in the process of gathering and inspecting infrared images. He put this expertise to use and founded Frontline Inspections. Frontline is a company which pinpoints leaks, insulation deficiencies, energy loss and more in commercial structures.

Kevin believes that the benchmark of success is the quality of a person's relationships, both professional and personal. As such, he jumped on the opportunity to join the Ambassador Team, where he can help new members by guiding them into new, successful business relationships.

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

## AIRLIFTER



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

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## New Member Spotlight

# First Home Mortgage



In 2019, Shane Gunther was given the opportunity to serve the residents of Delaware as a Mortgage Loan Officer with First Home Mortgage. Shane is dedicated to helping his customers achieve the American Dream: home ownership. With each loan transaction, he brings a high level of care and attention to detail – priding himself on getting everything right, every single time. As a NCAA athlete at Salisbury University, Shane is no stranger to hard work and he knows what it takes to win. He strives to bring that same winning mentality to work every single day at First Home Mortgage.

Shane is dedicated not just to working with clients from application to closing, but he will continue to provide service long after settlement, answering questions, providing clarification, and making sure his customers needs are met. Shane's ultimate goal is to establish long term relationships with his clients, leaving each party fully satisfied with their final product.

For first-time home buyers, Shane happily spends

extra time to make sure his clients fully understand the home buying process and their loan. Through First Home Mortgage, Shane has all tools necessary for a smooth process at his disposal, including in-house processing & underwriting and a streamlined appraisal system. He offers a wide variety of loan programs including USDA, VA, Jumbo, Conventional, Renovation Homestyle and 203K, FHA, and down payment assistance loans. He will take the time necessary to review all potential loan options to ensure that each client has the confidence and knowledge to make the best decision.

Shane is from Centreville, Maryland. His wife, Casey, is a mental health therapist. In his free time, he plays tennis and basketball. He places a great value on spending time with family and friends. He is also an avid reader.

After attending a few CDCC events, Shane was inspired by the level of professionalism and energy he saw, and quickly decided to become a member of the Chamber. In fact, Shane likes the Chamber so much that his Dover office is located within the same building.

Mortgages are not a one-size-fits-all product, so Shane is here to help each prospective home buyer make the decision that is most beneficial for their unique scenario. Please visit [www.shanegunther.com](http://www.shanegunther.com) for more information, or call Shane at 302-213-5300.

## New Member Spotlight

# Amanda Lake – Mommy's Mini Boutique



Amanda Lake was born and raised in Milford Delaware. She graduated from Milford High School in the class of 2008. A current resident of Felton, Amanda works for the State of Delaware. Her dream of owning her own business, coupled with her love for fashion, motivated her to get serious about a new venture in women's clothing. As a young mother of 3, she always felt that it was a struggle to find trendy unique, yet affordable clothing for her children. She loves matching outfits with her children – and this is what she plans to offer on her website as well. Her inspiration to start a children's boutique came from her love for finding ways to dress herself and her children in ways that show off their unique personality. "And besides," she commented, "who doesn't love baby clothes?!" The perfect name helped to make her dream a reality: "Mommy's Mini Boutique." When talking about her girls, she says, "They are my minis, for sure!"

With her summer preview website launch behind her, she is currently working on a fall line. Amanda will be traveling to var-



ious fashion trade shows in New York City and Pennsylvania -- and hopes to get to one in Los Angeles soon to bring some of the latest baby/children's fashion trends back to Delaware.

Amanda is excited to partner with the Central Delaware Chamber of Commerce! She is excited about the encouragement she will receive to continue to pursue her dream and grow her business. She hopes to, one day, open a brick and mortar store right here in Central Delaware. She is thrilled to boast that Mommy's Mini Boutique, LLC, is now a member of the Central Delaware Chamber of Commerce and she is anxious to step into what looks like a bright future of fashion!



## Delicious Deals

The CDCC's newest publication, "Delicious Deals: Coupons to Satisfy Your Need to Nosh," is now available! This unique coupon book features 21 of our food and beverage member businesses and offers amazing discounts and specials that will make your dining dollars stretch. Whether you're in the mood for sushi or tacos, steak or seafood, Thai or Italian, burgers or cupcakes, wine or beer, there's something for everyone in this fabulous booklet.

Starting to plan for your upcoming holiday shopping adventures? Are you making lists and working hard to generate the best ideas for gifts? Save yourself the trouble -- "Delicious Deals" will make the ideal stocking stuffer for the upcoming holiday season! They won't collect dust, they're easy to store, they won't get stale, and they definitely won't go unused. At \$20 each, they could easily become gifts for employees, family members, and friends. And while you're at it, don't forget people who provide services to you throughout the year like the mail carrier, the hairdresser, the dog walker, your lawn care specialist – just to name a few.

Do you ever find yourself in the rut of only going out to a few of your favorite places to eat? There are so many wonderful food and beverage choices right here in Central Delaware. Coupon specials will certainly be great motivation to try something new and expand your portfolio of favorite places to eat and drink! The coupons in the book will be good from November 1, 2019 – April 30, 2020.

These incredible coupon books will go on sale beginning at our 16th Annual Holiday Gift Auction on October 30th. After the auction, the books will be available at the CDCC office and other CDCC events while supplies last. We will be ordering a limited number, so be sure to pick yours up while supplies last!



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Ridgewood Manor II, Inc.....	13
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