amber nections

Central Delaware Chamber of Commerce

Chamber's Premier Celebration June 24

What better way to celebrate the outstanding contributions made by the premier business organization in the State of Delaware than with a tribute to those individuals who give tirelessly to the Central Delaware Chamber of Commerce and their community.

Chamber members and their guests are invited to attend the **Awards for Excellence Dinner** on June 24th at the Sheraton Dover Hotel to honor our special volunteers. Also, on the evening's agenda will be the announcement of the outstanding men and women who were chosen by the membership as Small Business Person of the Year, Corporation of the Year, and Entrepreneur of the Year.

Lisa Hastings, chair of the CDCC, will give a short "State of the Chamber" address and introduce the new Board of Directors to the membership.

New to the Board this year are Dr. William Johnston, Wesley College; Patricia Key, Harrington Raceway & Casino, Inc.; Tammy Ordway, Ordway Group, P.A.; The Honorable John Still, Still Insurance Agency; and Dr. Harry Williams, Delaware State University.

They will be sworn in during a special ceremony along with Lisa Hastings, Kelly McKown, Ronald Sayers, Victor Schimp, C. Scott Kidner, Dean Blaha, Earl Tanis, Nelson Mesick, Alan Kovitz, George Bailey, Peter Bradley, Sean Mace, Mitchell Magee, Beth Miller, and David McGuigan.

Won't you join Lisa, the Board of Directors, and your fellow Chamber members on June 24th? An appetizer/cocktail reception will begin at 5:30 p.m. with music provided by Joe Baione, CDCC volunteers will be recognized at 6:15 p.m. followed by dinner at 6:45 p.m. The Excellence in Business Awards will be presented at 7:30 p.m., and then the Chamber's business meeting will take place to close the program.

Cost for the Awards for Excellence Dinner is \$40.00. The menu consists of grilled salmon with a light dill cream sauce. Invitations are in your mailbox, so don't delay....make your reservations today.

For an opportunity to disseminate information about your company or organization, a limited amount of tabletops are available for \$75.00. Don't miss this opportunity to showcase your products and/or services to your fellow business members.

The Awards for Excellence Dinner is being brought to you by: Signature Sponsor-T.D. Bank, Wine Sponsor-Faw, Casson & Co., Cocktail Reception Sponsor-PPG Industries, Dessert Sponsor-American Vending Corporation, Media Sponsor-Delaware State

Volume 34 Number 6 **June 2010**

The Central Delaware Chamber of Commerce is the network of choice for the premier businesses in Central Delaware.

The Central Delaware Chamber of Commerce recognizes the following values: trustworthiness, achievement, being engaged, and stability.

The CDCC is the only Accredited Chamber in the State.

BIG BOYS TOYS SHOW TO BE HELD AUGUST 21ST



A NEW DATE for the Big Boys Toys Show has just been released.

Realizing that October has generally not been a good weather date for the Big Boys Toys Show, the Chamber has decided to hold the Big Boys Toys Show on Saturday, August 21st, 2010 in coniunction with the Diamond State BBQ at the infield of Dover Downs International Speedway®.

The Diamond State BBQ, sanctioned by the Kansas City Barbecue Society, will continue its tradition featuring contestants from across the United States who will vie for "best in barbecue" awards. This popular event brings hundreds of visitors to Dover Downs each vear.

The CDCC Big Boys Toys Show will showcase a variety of businesses including boats, trailers, RVs, motorcycles, 4-wheelers, pools & spas, electronics, BBQ accessories, home improvements, and much more.

Over 5,000 people are expected to attend the event, along with 1,000 BBQ competitors and judges. It is the biggest Barbeque Bash held in Delaware with attractions such as a muscle car and hot rod show, a children's area, and strong man competition.

Brochures will be mailed in the next several weeks with detailed information. Send in your registration form right away to guarantee your space. Call Sandy Dale, 734-7513, with questions.

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Sunset Business Mixer



June 23, 2010

CNMRI will host the June Sunset Business Mixer at their location at 1074 S. State Street, Dover, on June 23rd from 5:00 to 7:00 p.m. You are invited to join Dr. Varipapa and his staff as they celebrate CNMRI's 25th Anniversary.

"Take Me Out To The Ballgame" will be the theme for the Mixer, complete with all the amenities for your ballpark experience. Enjoy "stadium fare with a gourmet flair" and experience "Grand Slam networking" with your fellow CDCC members.



Be sure to bring your business cards to exchange with other guests and to enter in a drawing for gifts.

The event is FREE for CDCC members but reservations are encouraged to help the host prepare for the amount of guests expected.

Call the Chamber office to RSVP at 734-7513, fax your reply to 678-0189 or Email adminassistant@cdcc.net. To register online, visit www.cdcc.net and click on the Calendar of Events.





OF THE UNITED STATES

Judy's ournal

THE BIGGEST EVENT OF THE YEAR IS COMING!!!



Judy Diogo President

organizations have that one "big" event that represents the accumulation of their successes through the year. For the CDCC, that "big" event is AWARDS our FOR EXCEL-LENCE DIN-NER. And, EXCELLENCE is

exactly what we will be celebrating!

The CDCC will recognize the many volunteer chairs who have lead the numerous events and committees of the chamber – our golf outings, our 55+Expo, our Christmas Party, our Holiday Gift Auction, our Leadership Central Delaware Program, etc. This is the CDCC's chance to say "thank you" for all the hard work, the long hours, and the dedication to making the event/program a success for the organization and its' members.

We also recognize those that have served on our Board of Directors. As you may know, our Board Members serve a two year term. As Board Members, they attend numerous meetings, events, and programs. They help chart the course for the organization. They help recruit new members to the organization. In short, they give very generously of their time and expertise. They truly 'lead' this organization!

New to the event this year, is the addition of our Excellence in Business Awards. Again, you may recall that in years past the CDCC has hosted two separate events: A Small Business Din-

JUNE

June 3

June 8

June 15

June 24

June 30

JULY

July 5

July 6

July 13

July 20

July 20

July 21

July 28

AUGUST

August 10

August 17

August 17

August 18

August 21

August 25

Central Delaware Chamber of Commerce

2010 Calendar Of Events

Leadership Central DE

CDCC Board Retreat

Marketing Meeting

Chairman's Dinner

Auction Committee

Marketing Meeting

Power Networking

Sunset Business Mixer

CDCC Board Meeting

LCD Steering Committee

Marketing Meeting

Power Networking

Big Boys Toys Show

Sunset Business Mixer

CDCC Board Meeting

LCD Steering Committee

Sunset Business Mixer

Independence Day Holiday

ner and a Chairman's Dinner. This year it was decided to combine the events to make one "big" event. So, during the

Awards for Excellence Dinner, we will be presenting our Excellence in Business Awards to those businesses which you, the members of the CDCC, have selected and voted as exemplary in the categories of Small Business, Entrepreneur, and Corporation.

Lisa Hastings, Chairman of the CDCC Board, will deliver the State of the Chamber Address which highlights our events of the previous year, and provides a snapshot of what is ahead for the organization in the coming year.

Most of all, this event is a time for Chamber Members to have fun, network, and meet new members. This is the CELEBRATION of our year! This event is the CELBRATION of all we have done together as the CDCC.... Together we accomplished a great deal for the businesses and residents of Central Delaware!

On behalf of the staff of the CDCC, we thank our Board, our many volunteers, and our members and partners for a great 2009!

I invite and encourage you all to attend. Come recognize and thank your peers for their time and service. Come see who takes home the honor of Small Business Person of the Year, Entrepreneur of the Year and Corporation of the Year. Come enjoy a great meal. And most of all - come have fun!!!

I look forward to seeing you on Thursday, June 24th, at the Sheraton Dover Hotel. The event will begin at 5:30 p.m. with a Cocktail Reception.

Non-Profit

Sheraton

CNMRI

Dover Downs

Dover Downs

Office Closed

Dover Downs

Dover Downs

Dover Downs

Dover Downs

Dover Downs

Dover Downs

CDCC Conf. Room

Heritage at Dover

Medical Spa of DE

CDCC Conf. Room

Heritage at Dover

Green Diamond Bldrs

Judy Diogo, CDCC President

New Members

Avon	_	A	leiza	Han	hir
		$\overline{}$			

84 Denny Cir., Newark, DE 19702 Email: NYC125Q@verizon.net

Bad-Juju Blues Band

6 Gristmill Drive, Dover, DE 19904 Email: stevemusicman@verizon.net

Bobbie Schmittinger

200 Parkway Drive, Dover, DE 19904 Email: bschmittinger@ywcade.org

Davis Financial Services

 $154 \ Lexington \ Place, Dover, DE \ 19901$ Email: bdavis154@comcast.net

Delaware Made General Store

32 W. Loockerman St, Ste. 101B, Dover, DE 19904 Email: tsmith@delawaremade.com

George Sherman Corp.

1671 S. State Street, Dover, DE 19901

Email: bill@gscnet.net

Greater Dover Committee

PO Box 1836, Dover, DE 19903

Inacom Information Systems

111 Davis Street, Salisbury, MD 21804

Investors Realty, Inc.

1685 S. State Street, Dover, DE 19901

Email: jsussman@i-realty.com

Jazzercise

St. Andrews Lutheran Church, $425~\mathrm{N}.$ Du
Pont Hwy., Dover, DE 19901

Email: mariannemagee@comcast.net

K. Hovnanian Homes of DE, LLC

1201 College Park Drive, Ste 103, Dover, DE 19904

Medical Alarm Concepts, LLC

5215-C Militia Hill Road, Plymouth Meeting, PA 19462

Email: tamiusac@yahoo.com

Mid-Atlantic Brokers, Inc.

906 Highland Avenue, Wilmington, DE 19809

Email: dennisdrake@verizon.net

NoUVIR Lighting Corp.

20915 Sussex Hwy 13, Seaford, DE 19973

Regional Elevator, Inc.

2860 Ogletown Road, Bldg 1 Unit 1, Newark, DE 19713 Email: regionalelevator@verizon.net

State Farm Insurance - Matt Basile

4601 S. Dupont Hwy, Suite 4, Dover, DE 19901

Email: matt@basileagency.com

UD Lifelong Learning in Dover

1211 Forrest Avenue, Dover, DE 19904 Email: ctownsend@udel.edu

Wheeler & Associates Management Services, Inc.

1001 South Bradford Street, Ste 9, Dover, DE 19904

Email: victoriam@managetool.com

Ville World of Winner

Witty Working Women

431 Worchester Drive, Dover, DE 19904 Email: latoyawilson@hotmail.com

THANKS FOR YOUR RENEWAL!

34 Years Dover	Pool & Patio Center, Inc. • Kent Construction Company, Inc.
25 Years	Wesley Pre-school & United Methodist Church
23 Vears	Central Delaware YMCA & Aquatic Center
	CABE Associates, Inc. • Flying Dutchman Mobile Home Park
	Steve Welde
	Heritage of Dover
	Frederica Senior Center
7 Years	Comfort Inn - Rehoboth • Duck Creek Printing, LLC
7 Years	
6 Years	Delaware Hospice, Inc. • Holmes Insurance Agency, Inc.
5 Years	Perspectives Counseling Center, Inc.
4 Years	Schwartz & Schwartz Attorneys at Law
3 Years	Delaware Spine Institute • Elegant Spaces, LLC
3 Years	PCS Homes •RPJ Waste Services, Inc.
	Alzheimer's Association - Smyrna • Hometown Publishing
	Sonic Drive-In • Windham Travel & Cruise Center
	M. Wilson Accounting & Bookkeeping Service, LLC

Visit www.cdcc.net for an update of Chamber events, Directory of Chamber Members and CDCC Member Benefits

The Central Delaware Chamber of Commerce has a new, easier membership survey.

Please take a few moments to go online to the CDCC website, www.cdcc.net, and click on the membership survey on the home page.

It is only 10 short questions, but the results will help us serve you better. We will be posting the results in an upcoming edition of the Chamber Connections.

We appreciate your continued support!

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Chamber News

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2009-2010 OFFICERS BOARD OF DIRECTORS

	Lisa Hastings, Faw, Casson & Co., LLP	Chairman of the Board
	Kelly McKown, Incorporating Services, Ltd	First Vice Chair
	David Burris, Pine Willow Acres	Vice Chair, Economic Development
	Ron Sayers, Sayers Jewelers & Gemologists	Vice Chair, Organiz. Development
	Scott Kidner, C.S. Kidner & Associates	Vice Chair, Legislative Affairs
	Dean Blaha, North American Energy Services	Vice Chair, Military Affairs
1	Vic Schimp, Sheraton Dover Hotel	Vice Chair, Community Affairs
	Nelson Mesick, Sue's Beauty Salon	Vice Chair, Smyrna-Clayton
	Earl Tanis, Bayhealth Medical Center	Treasurer
,	Alan Kovitz, Elevations Unlimited, LLC	Past Chairman

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Dr. Dan Houghtaling, Delaware Technical & Community College
Kenneth Knight, Knight's Independent Copier Service
Sonny Kruhm, Monster Racing Enterprises, Inc.
Sean Mace, Eden Hill Medical Center
Mitchell Magee, PPG Industries
David McGuigan, George & Lynch, Inc.
Beth Miller, Stick It! Gymnastics
Charles Rodriguez, R & R Commercial Realty, Inc.

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Judy Diogo, President Sandy Dale, Executive Assistant Gina Aurora, Membership Director Anne-Marie Koewing, Special Events Asssistant Cristal Brenneman, Administrative Assistant

Member Chamber of Commerce of the United States Chamber News Production and Layout by: Dover Post

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 individual will be added to the mailing list.

Did You Know? ..

The Central Delaware Chamber of Commerce can save you BIG money just by using your club card every day with discounts on these services and products.

.....and you're supporting your fellow CDCC Members by shopping local!

Automotive

Business Services Cleaning Services Computer & Printer Services Cosmetics & Beauty **Entertainment & Recreation** Floral/Fruit Arrangements/Novelties/Gifts Framing General Contracting Health & Medical Homes/Mortgages/Real Estate Home Improvements Hotels Non-Profit Organizations **Rental Services** Restaurants & Food Services Retail Security/Safety Systems Signs, Printing & Advertising Tax Prep & Accounting Services Telecommunications Training & Schooling Travel Agencies Window Treatments

For more information on the Club Card or to offer a discount please contact us today!
(302) 734-7513
Email: gaurora@cdcc.net



MEMBER OF THE MONTH



One of the many advantages of attending Chamber mixers is the opportunity to enter your business card for drawings. In addition to the chance of winning one of several nice door prizes donated by members, a drawing is held to select the "Member of the Month" to be featured in the next month's Chamber Connections. Cheryl Moore of The Dance Collection was selected for this issue at the April mixer. She was excited to share the following information with our readers.

Your Name: Cheryl Moore Title: Owner/President

Name of your business: The Dance Collection, Inc.

Address: 4004A South DuPont Highway, Dover, Delaware 19901

Hours: Monday through Friday noon to 8 p.m.; Saturday 10 a.m. to 5:00 p.m.

Phone: 302-697-6026
Email: Cheryl@dancecollection.com
Website: www.dancecollection.com

Q. When did you begin working for this business and what is your role...

A. I bought the business in 2000. I was a working partner with another woman whom I subsequently bought out because she wanted to return to college to get her business degree. I have been the onsite owner/manager since 2000. Today, I wear many hats in the business. I do the ordering, all the office work and supervise the work of my sales staff of 5 part-time employees. So, I'm a hands on boss.

Q. History of when the business began...

A. The business was started in Dover about 24 years ago by two sisters whose daughters danced at a local studio. The sisters were tired of having to go to Wilmington when their daughters needed dance gear. For their personal convenience primarily, they opened The Dance Collection and sold basic dance gear (leotards, ballet and jazz shoes and tights). They were the

only business of its kind in Southern Delaware. I bought the business in 2000 and proceeded to expand and upgrade the business. A website was added. Everything was automated and inventory was expanded. The original site of the store was downtown Dover, then Camden and now it is on 13 South just before the Camden Super Walmart. The Dance Collection still is the only business of its kind in Southern Delaware and the surrounding Maryland counties.

Q. What products/services does your company offer...

A. The Dance Collection carries dance apparel and accessories from 20 manufacturers and dance shoes (ballet, jazz, tap, social and pointe shoes) from 7 different manufacturers. In addition to traditional dance forms, The Dance Collection now serves Praise/Liturgical Dance Ministries, cheerleading teams and social dance groups. The Dance Collection has expert pointe shoe fitters and an array of shoes to fit any ballerina's foot. The Dance Collection provides exceptional customer service, support and education. The Dance Collection website includes an online store, a listing of local studios, schools and dance groups and independent teachers and contact information as well as a listing of local dance events at no cost to the local studios, schools and teachers. An e-newsletter will be starting in June, 2010 to offer educational information for dancers.

Q. What do you see in the future for the business...

A. The Dance Collection will still continue to serve the dance communities in lower Delaware and surrounding Maryland counties. A second and third store site is planned for future service expansion in Sussex County, Delaware and northern Kent County. Providing basic dance gear will continue to be the central focus of products carried. The on-line store will continue to carry some of the same product carried in the bricks and mortar store. Expert pointe shoe fitting and exceptional customer support and service will continue to make The Dance Collection the premiere destination for Everything Dance!

Q. What, in your opinion, does the Chamber do for you and your business...

A. Provide information and a venue to enhance marketing, sales and community involvement through networking.

Q. What would you like to see the Chamber offer to its members...

A. Continue to do what you are doing.

Q. Is there anything else the CDCC members should know about you or your business...

A. I am passionate about quality in everything I do. I run The Dance Collection with a high level of quality from the selection of product to support for customers so that they get the most bang for their buck.

MEMBER NEWS...

*The Frederica Senior Center is sponsoring a Community Health & Awareness Fair on June 3, 2010 from 9:00 a.m. to 2:00 p.m. at the Frederica Senior Center, 216 S. Market Street, Frederica, DE. The fair is free and open to the public. Subs will be on sale, served with chips and a drink for \$5.00. Local doctors will offer free health screenings including hearing, vision, blood pressure, diabetes, and cancer. Look for a large group of exhibitors that will share pertinent information on your health and well-being.

*The Modern Maturity Center will host its annual Community Education and Health Fair on June 17th from 9:30 a.m. to 2:30 p.m. at the Modern Maturity Center in Dover. The family-oriented event features something for all ages and admission is free. More than 60 exhibitors will be sharing information, services and opportunities available to the citizens of Kent County. For the kids, there will be games of skill, popcorn, balloons, face painting and a juggler. Event sponsors are Delaware State News and Christiana Care Imaging Services.

*Dona Palermo, Training Coordinator for Dover Federal Credit Union was named 2009 Credit Union Professional of the Year by the Delaware Credit Union League at their annual meeting held April 29-May 1, 2010. Dona was chosen for her innovations in learning techniques, and her commitment to the credit union community both locally and nationally.

*Peninsula Regional Medical Center in Salisbury, MD received the Salisbury Area Chamber of Commerce Fred P. Adkins Award. The award Is designed to recognize businesses, non-profits, and individuals who have made significant contributions to the community through architectural enhancements and overall beautification in the greater Salisbury area. Great care was invested in the design of the building and site improvements further enhancing their services to the community. Becker Morgan Group provided site master planning, civil engineering, landscape architecture, and surveying services to the expansion project.

*Realtor **Mohammed Daouik** has joined Exit Realty "the TRI-STATE Group" family. Mohammed has been licensed since 2009 and has attended extensive training and educational seminars offered by Exit Realty.

*Wilmington Trust announced that Chief Investment Officer Rex P. Macey, CFA®, CIMA®, CFP®, received the 2010 Stephen L. Kessler Writing Awards from Investment Management Consultants Association during the organization's annual conference in Florida. Mr. Macey was recognized for his article "Of tulips and Trumpets: Is Time Diversification a Myth or Reality? Does Time Horizon Affect the Tolerance for Risk?" which was published in the January/February 2009 issue of Investments & Wealth Monitor.

*POLYTECH Vocational Technical Educational Foundation of Delaware will sponsor the 12th Annual POLYTECH OPEN Golf Tournament at Jonathan's Landing Golf Club on Thursday, June 17, 2010. Among a variety of contests is the closest to the pin contest where someone will win the keys to a 1995 Chevy Monte Carlo. For more information, an entry form, or to donate a door prize for the event, contact Macky Trabaudo at 697-8663 or email jtrabaud@polytech.k12.de.us.

Dover City Council Reorganizes

At its annual organizational meeting of Dover City Council on May 10th, new Third District Councilman David Bonar was sworn in along with Mayor Carleton Carey, Sr. and newly re-elected council members Beverly Williams, William McGlumphy and Sophia Russell by Delaware Supreme Court Justice Henry DuPont Ridgely.

1st District Councilman Ken Hogan was elected Council President, unseating Beverly Williams also of the 1st District. For the third time in three years, Ken Hogan and Beverly Williams have swapped seats on Dover City Council.

Following the oaths of office, Mayor Carey emphasized how important it is for everyone to work together for the betterment of the City, and delivered his annual State of the City address.

The ensuing weeks will be a test for the leadership and the citizens of Dover as they try to find common ground in the proposed budget before the end of June. Pay increases for certain employees and increases in property taxes, trash, water and sewer fees are sure to be hot topics discussed.

Chamber Membership has its benefits! Get Involved!

- Write an article for the Chamber News
- · Join a committee
- Purchase membership labels and expand your customer base
- Hyperlink to the Chamber's web site for additional exposure
- Attend a Mixer or other Chamber event
- Offer a discount to Chamber members
- Explore advertising opportunities to promote your business
- Volunteer for a special event

Be a Part of Leadership Central Delaware!

Leadership Central Delaware (LCD) is now accepting application for the next class of 2011! On Tuesday, May 18th, participant hopefuls had an opportunity to hear about the program from alumni and sponsors as well as meet the other individuals who are interested in being a part of the LCD Program. Now in its 10th year and with over 200 alumni, Leadership Central Delaware creates effective, dynamic and knowledgeable leaders.

We, at the CDCC, feel this program is essential to all of our futures. It is this program that will prepare the leaders of tomorrow with the information, knowledge and resources they need to make our county a better place to live and work. The class is composed of a maximum of 25 participants representing a diverse community. Selection is based upon an individual's desire for involvement in community leadership and Leadership Central Delaware's goal of bringing together diverse leaders.

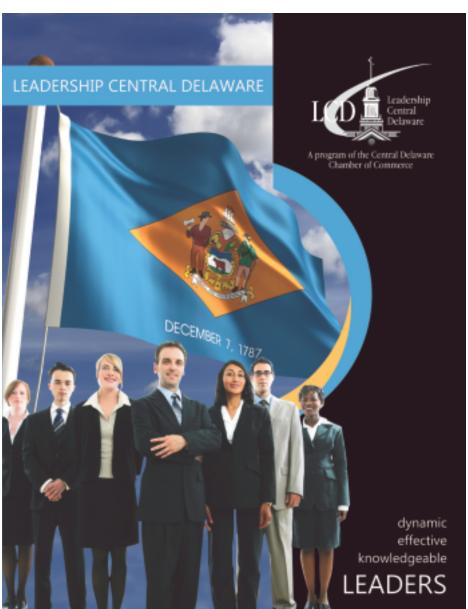
It is a ten month program beginning on September 9th & 10th with an opening retreat focusing on team building and leadership skills and then meets the first Thursday of each month for a full day exploring Economic Drivers such as Agriculture & Agri-Tourism, Tourism, Energy & the Environment and Healthcare, Community Awareness with topics including Government, Criminal Justice & Public Safety and Media and Communications and Business Development including Economic Development and Education. The final day will include a program evaluation, a self evaluation and leadership training including goal setting, time management and much more. This is a perfect introduction into the next step, Leadership Mastery.

The Leadership Mastery Program is available to all LCD graduates to further your personal & professional development. We also have quarterly Alumni Dinners with dynamic speakers.

"The Leadership Central Delaware program is an outstanding series offered annually by the CDCC to some of Kent County's best and brightest. Dover Downs has participated in the LCD every year, and the feedback from each of our employees who participated in the LCD has been overwhelmingly positive. Not only do LCD participants learn all facets of how local and state governments and businesses function, they form long lasting bonds with fellow LCD members, which are a valuable reference. I unconditionally recommend this excellent LCD program." - Ed Sutor, Class of 2002, Dover Downs Hotel $\mathfrak S$ Casino

"LCD was one of the richest learning experiences of my career! As I went through the various activities of the program, I kept thinking: 'Who gets to do stuff like this?!?! My LCD experience continues to bless me and our school -- I value the friendships that I was able to make because LCD." - Dina Vendetti, LCD Steering Committee Chairman & Class of 2004, St. John's Lutheran School

"LCD is a unique experience that allows you to learn new leadership skills each



month through understanding various aspects of local business operations. In addition, you are able to grow personally and professionally with a core group of peers along the way which significantly enhances the experience. It is amazing what you learn both as a group and individually through this program; it is a real honor to be chosen by your organization to be a part of this 10 month journey." – *Brad Kirkes, Class of 2007, Bayhealth Medical Center*

If you have.....

- ❖ A sincere concern about the future of Kent County and a personal commitment to help shape that future
- \clubsuit A desire to learn about leadership techniques
- An ability and a willingness to commit the time and energy necessary to complete the program (Leadership Central Delaware adheres to a strict attendance policy.)
- An organization/business that fully supports its employees.

.....this program is for you!!

- ❖ The deadline for all applications is June 30, 2010. Interviews will be scheduled in July and final selections of participants will be made by July 31st.
- Tuition is \$995 and covers all program costs. Leadership Central Delaware has some scholarship funds available for individuals who demonstrate a need. Scholarships may be provided for up to 50% of the tuition.

For an application or for more information, please call (302) 734-7513 or email gaurora@cdcc.net today, or visit our website at www.cdcc.net, click on programs and then Leadership Central Delaware to download a brochure and application. There are also sponsorships available to have your company out in front of these current and emerging leaders!

Going Once, Going Twice...

Join the auction committee!

We are currently seeking Chamber members who want to join the brand new Auction Committee. The CDCC Holiday Gift Auction is on October 27, 2010 at the Sheraton Dover Hotel It is not only a fun evening, but a great way for members to advertise by donating an item and bidding on them too.

The primary purpose of this committee is to develop the theme for the event, encourage members to donate items and attend and facilitate the live and silent auction that evening.

We start meeting on July 6th at Dover Downs Festival Buffet and continue on the first Tuesday through October.

For more information please call or email: Gina Aurora, Membership Director 302-734-7513 email: gaurora@cdcc.net



The Bayhealth ICU team is the winner of the Beacon Awards, recognizing the top four percent of U.S. hospitals for Critical Care excellence.

Leadership Central DE Economic Development Day

On May 6th, the LCD Class of 2010 experienced how important both large and small companies are to Kent County and the economic impact they both make. Dan Wolfensberger, Director for the Kent Economic Partnership, organized a perfect day – even the sun was shining.

We started our day at Dover Downs Hotel & Casino and jumped right into their homework assignments. They worked in groups, each representing a different role in a scenario to attract a 1,000 employee company to Kent County. They were given a brief synopsis of the situation and

they took on roles as DEDO, Citizens Group, Mayor, Local Politicians, Kent Economic Partnership and town council members. They really did their research and it was interesting to see the different opinions played out.

Next, we had a very informative presentation by University of Delaware Professor from the Department of Economics, William Latham on the "Economic Forecast". He showed us various reports from different industries across the country and the world and it was amazing to see how different they all were. He pointed out that always have to look

at the source of the report and who it is intended to affect.

We walked outside of the Festival Buffet and boarded a bus to tour the Dover Motorsports and Speedway. Track Historian, George Keller, took us around the monster mile just one week before the Spring NASCAR Races. We walked

up onto the bridge and sat in seats autographed by the winning drivers over past years. These seats are truly priceless and have an amazing view. We toured the media building and saw the full shock trauma center on the infield provided and staffed by Bayhealth. We even went down pit row, simulated a pit stop and took off to victory lane for a

quick photo op before heading back into the festival buffet for a wonderful lunch provided by Dover Downs Hotel and Casino. Pete Bradley, VP / GM of Slot Operations, talked about how the gaming industry and table games will not only bring hundreds of jobs to Kent County, but give the Kent County Economy a boost by drawing more tourists into Delaware.

After lunch, we boarded the bus and drove to Frederica to tour ILC. Kim Taha and Phil Stampanato welcomed us and gave us the tour. This amazing facility not only makes the space suits worn by American Astronauts, but gas masks for the military, civilians, pharmaceutical contain-

VICTORY LAND DUCTORY LAND DUCTO

ment products, military air ships and all blimps except for Goodyear and so much more.

The final tour of the day was Ford-ham Brewery. Garry Williams is the CEO of Coastal Brewing Co., and Scott Kimball, Brewer, showed the class how the different types of beer are made and their expansion to accommodate the consolidation for Coastal Brewing Co. with Fordham. They even make sodas at this location including root beer and the best ginger ale I have ever tasted. I'm sure the class will agree that getting to taste the various products at the end of the tour was a perfect ending to a tremendous day.



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Ribbon Cutting Ceremony



#1 Ordway Group: Friends, Family and Staff Members gathered around Tammy Ordway, Owner of Ordway Group, P.A. on April 21st as she cut the ribbon to her new office located at 117 West Reed Street in Dover. For more information, call (302) 736–1818 or email tordway@ordwaygroup.com.



#3 Home Savings of America: Home Savings of America celebrated their grand opening with a ribbon cutting on April 30th. From left to right are Brian Kelly, John Rowley, Branch Manager Kevin Phillipson, Dover Mayor Carleton Carey, Judy Diogo, Beth Wallace, Tara Ryan and Alexandra Poling. They are located at 14 Loockerman Plaza in Dover and can be reached at (302) 450–1423 or email kphillipson@myhsoa.com.



#5 Aquatic Escapes: Aquatic Escapes celebrated their grand opening and ribbon cutting on Friday, May 7th with friends and family. Pictured from left to right are Jim Provo, Sharon Harvey, Andra Haber, Chris Cooper, Kati Haber, Owner Carl Haber, Valda Ritter, Rebecca Haber, Kristen Buttermore, Judy Diogo and Vincent Fiorelli. They are located at 1474 East Lebanon Road in Dover. Please call (302) 387–1220 for more information.



#2 Matt Basile State Farm Insurance: Matt Basile State Farm Insurance celebrated their grand opening and ribbon cutting on Thursday, April 29th with staff, family and friends. From left to right are Rae Short with Celebrations Event Planning, Gina Aurora with the CDCC, Staff Member Raymond Olsen, Owner Matt Basile, Staff Members Pam Turner and Krista Carter and Adrienne Hawes from WSFS Bank. They are located at 4601 S. DuPont Hwy., Suite 4 in Dover. For more information, call (302) 697–8111 or email matt@basileagency.com.



#4 Rori & Company: Rori & Company Salon & Spa celebrated their grand opening with a ribbon cutting ceremony surrounded by friends, family and staff on May 5th. They are located at 1066 Forrest Ave. in Dover and can be reached at (302) 736-6999 or by email roric01@aol.com.

Conference Room Available in Chamber of Commerce Building

CDCC Conference Room is available for meetings, interviews, seminars
M-F 8:30 a.m. to 4:30 p.m.
\$50/first hour \$25/ea. additional hour
Contact Barbara Rafte of Kent County Tourism Office,
734-1736 for details.

CDCC MEMBERS AND MILFORD CCGM MEMBERS VISIT FREDERICA SENIOR CENTER

The Frederica Senior Center hosted a Combined Mixer in April for Central Delaware Chamber members and members of the Chamber of Commerce of Greater Milford on April 28th. This was an exceptional networking event and an opportunity to meet business men and women from the Milford area.

Those who went on tours of the Center, narrated by Executive Director Fred Rohm, heard about the activities offered and future plans for the Center. Jo Schmeiser, of the CCGM, announced the Milford Chamber's upcoming events and door prize contributors, and Judy Diogo, President of CDCC, also told the assembled group about Chamber activities happening in the Dover area.

CDCC Members who donated door prizes include: Dover/Kent County MPO, ESS-Geiger, Sam's Club, Holiday Inn, Fifer Orchards, and Sayers Jewelers & Gemologists.









CDCC Sunset Business Mixer Attendees

Sharon Adams
George Bailey
Joe Baione
Paige Baione
Mike Baker
MaryLois Barnas
Brenda Beissel
Ludovic Bezy
Christine Bissette
Tina Bradbury
Commissioner Eric Buckson
Bettie Campbell
Kati Capitan

Blanche Carey Mayor Carleton Carey George Chabbott

Marilyn Chabbott Paige Doeberl Robert Doyle Mary Fennemore Paul Fleming Rocke Gaston Brad Holden Don Jagger Carole Jones David Jump Denise Kaercher

Paul Kaercher

Karen Kaufman Ken Knight Herb Konowitz John Kotzun Monica Kulesa Kristin Lang Jennifer Lawrence Kate Layton Juan Lopez Hon. Betty Lou McKenna Brandon Miller Cheryl Moore Travis Mozert Steve Norman Jamie Oakjones Mahmood Omaid Jeannine Papelino Tonda Parks Anthony Pastoriza Earl Pearce Kevin Phillipson Jim Prim Lisa Raines Christy Rawlins Mark Reeve Mary Ressler Judy Rhodes Fred Rohm John Rowley Ellen Sayers Ron Sayers Eli Schrock Katina Scott

Rae Short Norm Short Dave Skocik Gene Thornton

Alex Vaughan Beth Wallace Rep. Bobby Walls Chris Weeks Sandy Winfrey Cindy Zator Delmarva Broadcasting Company Sam's Club Delaware Charitable Music, Inc. Tribeca Design Studio C M Baker Photography Alternative Solutions People's Place Blue Hen PC Tribeca Design Studio Zodiac Restaurant & Lounge Kent County Levy Court Dover Federal Credit Union Central Delaware Speech-Language Pathology

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DHSS Division for the Visually Impaired
Fifer Orchards, Inc.

Delaware Senior Olympics
Harrington ERA Realty, Inc.

Morgan Stanley Smith Barney

Kelly Services **Applied Computer Tech Services** Diamond State Pest Control & Termite Company, Inc. Diamond State Pest Control & Termite Company, Inc. The Kritter Sitter, LLC Knight's Independent Copier Services SCORE **Dover Federal Credit Union ESS-Geiger** Delmarva Broadcasting Company Horty & Horty, P.A. Dover/Kent County MPO Source 1 Staffing Solutions Kent County Records of Deeds Morning Star Publications The Dance Collection, Inc. Pfister Insurance, Inc. Delaware Charitable Music, Inc. Horty & Horty, P.A. Pre-Paid Legal Services - Smyrna IntreXDesign & Associates **Delaware State News** 360 Delaware Orbit Tours Pearce & Moretto, Inc. Home Savings of America Delaware Hospice, Inc. Send Out Cards

Quality Builders, Inc.
The Women's Journal
Frederica Senior Center
PNC Mortgage
Sayers Jewelers & Gemologists
Sayers Jewelers & Gemologists
i g Burton & Co., Inc.
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Chamber Hosts Dover Electricity Workshop

Central Delaware Chamber of Commerce members will have an opportunity to hear first-hand about the City of Dover electric services on Thursday, June 3, 2010. The workshop will be held at the Sheraton Dover Hotel from 8:00 a.m. to 10:00 a.m.

Topics covered at the meeting will be:

History of Dover Electric Dover's Green Strategy Buying Power on the Peninsula Costs of Electric Service

Dover today; Prepared for the Future

A power point presentation will be presented to the businesses during the meeting. Attending on behalf of the City of Dover will be Ron Lunt, Director of Public Utilities; Francis Hodsoll, Vice President of Pace Global, which provides services as an advisor in the energy marketplace for the City of Dover; and Tony DePrima, City Manager.

Chamber members will be given an opportunity to ask questions directly of City of Dover officials following the presentation.

There is no cost to attend this informational event, and coffee and Danish will be served. Deadline to register your attendance for the workshop is Friday, May 28th. Call the CDCC office at 734-7513 for more information.



Become A Sponsor For 4th of July Celebration

Dover's annual 4th of July events would not be possible without the sponsorship of Dover-area businesses, organizations and individuals. Donations to the Fourth of July Celebration Committee, Inc. guarantee that this grand community tradition can continue each year.

Sponsorship levels include: Star (\$2,000); Stripe (\$1,000); Red (\$500); White (\$200); and Blue (\$100). All sponsors will be listed in a full-page ad in the Dover Post and at dover4thofjuly.com. Sponsors at the top two levels will be recognized in other advertising and be announced during Fourth of July events.

Businesses, organizations and individuals who would be willing to help with the cost for the event are asked to mail a donation to 4th of July, P.O. Box 475, Dover, DE 19903-0475 or online at www.dover4thofjuly.com.

Families may also sponsor individual fireworks shells through the "Adopt-A-Firework" program for \$17.76 each. Those donatins can also be either mailed or online. Parents will receive an official "Adopt-A-Firework" certificate. Consider adopting one or two or three fireworks and then, on July 4th, sit back and watch your show.

Eastern Shore Gas Company Shares Multi-Year Plan to Expand Natural Gas Access on the Delmarva Peninsula

pany recently announced its "Open Season 2011-2014", a multi-year plan to expand natural gas access on the Delmarva Peninsula.

Prior to 1959, the Peninsula was void of natural gas service. Chesapeake Utilities Corporation formed Eastern Shore Natural Gas Company in 1955 and shortly thereafter began construction of the interstate pipeline extending through the State of Delaware to Salisbury, MD over the next three years. In 1959, Chesapeake Utilities converted three operating facilities from propaneair to natural gas. During the past 30 years, the pipeline has been expanded through the State of Delaware and into Cambridge and Easton, MD. The investment made has benefited not only

*Eastern Shore Natural Gas Com- the Company, but also the industrial, municipal, commercial, institutional and residential customers it serves on Delmarva, and continues to be a key player in meeting the natural gas demands on the Delmarva Peninsula. By providing natural gas as an energy choice and extending the Open Season beyond the existing customer community, the company hopes to provide more options for industrial, commercial and institutional customers on the Delmarva Peninsula.

> Questions can be answered by Amanda Chi, Manager of Rates & Regulatory Affairs, (302) 734-6710, ext. 6060 or by Email at Achi@esng.com or Ron Craig, Contract & Billing Administrator at (302) 734-6710, ext. 6753 or by Email at Rcraig@esng.com.

4th of July Vendors Wanted!

The Fourth of July is fast approaching and the Dover Downtown Rotary is accepting vendor applications.

If you are looking to advertise your business, consider having a presence among the thousands of area residents that attend Dover's celeb ration. And if you own a food or beverage stand, you certainly won't want to miss out on the thirsty and hungry crowd that will be on hand.

Call David Boothe at 302-734-7526 to sign up today.

Your Chance...

to make a difference

We are currently seeking Chamber members who want to make a difference by joining The Ambassador Program. The primary purpose is to assist new members in getting acquainted with the Chamber and its many programs.

... Simply by connecting new members

By contacting new members and attending Chamber functions, you can help them connect with other members! Ambassadors will meet 30 minutes prior to each Sunset Business Mixer to make sure all guests and new members have an Ambassador to introduce them to their new family of business associates.

For more information please call or email:

Gina Aurora, Membership Director 302-734-7513 email: gaurora@cdcc.net

CDCC BLUESUITERS TOURNAMENT DRAWS CROWD

Civilians and Airmen teamed up to play the Annual Spring Bluesuiters Golf Tournament at Jonathan's Landing for a little friendly competition between the two groups. Nearly 100 players registered to play.



Chamber members sponsored 21 Dover Air Force Base men and women to play at the tournament that were chosen by their Group Commanders. Other military, from Airmen to Retired Commanders, paid their own way

along with a great group of civilians. Each team consisted of two Air Force members and two community members, which provided an opportunity for great interaction between the military and "downtowners."

A trip for two to the 2011 Masters Golf Tournament was not given away as the hole-in-one prize and no lucky winner walked away with a gold tee offered by Sayers Jewelers and Gemologists, but thanks to the gracious giving of area merchants, each participant did receive a door prize ,as well as a \$50 gift card for online purchases.

David Clendaniel, CEO of Dover Federal Credit Union, chaired this year's event, along with help from



Delaware's 24th Annual
Amish Country Bike Tour
and Race Set for
September 11 in Dover

Registration is now open for Delaware's 24th Annual Amish Country Bike Tour and 25-Mile Bike Race set for Saturday, September 11, starting at Legislative Mall in Dover, Delaware.

The bike tour, suited for all ages and abilities, includes 15, 25, 50, 62 and 100-mile loops through the flatlands of Delaware's Amish farmlands. Rest stops include the famous Amish Schoolhouse where members of the Amish community serve home-baked pies and cookies. Several additional food stops will be included, featuring healthy snacks, sandwiches and beverages. Bike tour participates may start between 8 and 10 a.m.

Registration fee, which includes bike tour map, goodie bag, up to four food and rest stops including the famous pie stop, after-tour party and catered picnic lunch, is:

- Now through August 25: \$35/adults; \$15 ages 5-16; under 5, free;
- August 26 September 9: \$50/adults; \$20 ages 5-16; under 5, free;
- $\bullet \qquad \text{September 10-11: } \$75/\text{adults; } \$25 \text{ ages 5-16; under 5, free; and} \\$
- Family rate: \$75 for 1 adult and up to children 16 and under; family rate only available for those who pre-register.

For the second year, a 25-mile competitive bike race on a separate loop will help raise funds and awareness for prostate cancer. It is sponsored by Bayhealth Medical Center and its staff of physicians. Race participates start at 7 a.m. Registration fees for the competitive race are \$45.

Those participating in the bike tour will be treated to a free after-tour party featuring live music performed by a local band and a catered barbecue picnic meal. Additional activities are planned for Legislative Mall including demonstrations and yard games.

Proceeds from this year's bike tour will benefit the Central Delaware YMCA, the Amish Schoolhouse education program and the Bike Tour fund. Proceeds from the bike race will benefit PROCAP, a prostate cancer research organization. All organization benefactors are non-profit organizations.

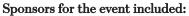
To register for the bike tour online, visit www.visitdover.com. For those making a weekend of it, special lodging rates will be provided. For sponsorship opportunities or more information, call 800-233-5368 or www.visitdover.com.

Bettie Campbell of Dover Federal C.U. and Anne-Marie Koewing of the Central Delaware Chamber.

Volunteers for the day included Elaine Pinkowski, Cathy Marker, Dorothy Carey, Dan Wolfensberger, Dan Dale, and Suzie Pennell.

Thanks to those who donated door prizes. They included: Blood Bank of Delmarva, Delaware Electric Co-





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Bluesuiters Winners were:

lst Place – Steve Hoffstadt, Dave Clapp, Fred Eason and Jim Flood, Jr. 2nd Place – Lee Landis, Kevin Gordon, Kevin Yingling and Rob Book 3rd Place – Chris Cote, Mark Chagaris, Kevin Pinelli and Greg Gyarmati Longest Drive – Steve Hoffstadt Closest to Pin #4 – Vince Jenkins

Closest to Pin #11 - Rob Book





1st Place

2nd Place



3rd Place

Delaware Technical & Community College Terry Campus Expands Opportunities for Entrepreneurs

Current economic conditions have led to higher unemployment rates and fewer job opportunities, inspiring many would-be entrepreneurs to follow their true passion. With nothing to lose and everything to gain, now is the time for owning your own business. Delaware Technical & Community College is poised to answer the call for help with new business start-up solutions.

The George and Marilyn Chabbott Center for Entrepreneurship and Small **Business Innovation and Advancement** on the Delaware Tech Terry Campus offers a variety of learning options, giving entrepreneurs the tools they need to succeed.

One such tool is the Entrepreneurship Certificate Program, recommended for those who are considering or are in the process of starting a new business. Offered two evenings a week, the 33-hour certificate program allows students to actively start a business and take classes at the same time.

Program students can participate in a variety of educational series, workshops, and speaker and panel discussions, all led by industry and topic experts. For example a workshop on accounting would be taught by a current C.P.A. In addition, the program offers numerous networking opportunities, one-on-one assistance and encouragement.

The Chabbott Center is also home to the Central Delaware Business and Entrepreneurship Consortium, a cuttingedge organization made up of all the leading economic development and business assistance organizations in Central Delaware. Consortium members provide a vast network of contacts that can help students build their own network of support services and customer base.

Furthermore, students will also have access to SCORE counselors who will advise and refer students to the proper licensing and small business assistance programs that will best fit their industry specific needs. As the new business grows, students are encouraged to participate in both continuing education and customized training programs. The assigned SCORE counselor will provide ongoing business mentoring assistance for an extended period of time.

Additionally, there aare numerous conferences with the business owner in mind, including the Kent County Economic Summit and Central Delaware Business and Entrepreneurship Consortium Conference. Providing everything for individuals considering a start-up business to current owners looking to grow, the Center for Entrepreneurship is a valuable resource.

information more www.dtcc.edu/terry/ccp/pages/entrepreneurship



Advertise in the **Central Delaware Chamber of Commerce** monthly newspaper

Chamber Connections is the go-to newspaper for events and information in the Central Delaware business world. Advertising in Chamber Connections not only benefits the Chamber of Commerce, but it also allows you to network with other business in Kent Country. Support the Central Delaware Chamber of Commerce and advertise this month!

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12 ISSUES	\$47.25	\$89.25	\$183.75	\$346.50		
NON-MEMBER RATES	Cost Per 1/8 Page	Cost Per 1/4 Page All Ads Include F	Cost Per 1/2 Page Juli Color!	Cost Per Full Page		
OPEN RATE	\$73.50	\$141.75	\$299.25	\$540.75		
6 ISSUES	\$68.25	\$136.50	\$294.00	\$519.75		
12 ISSUES	\$63.00	\$131.25	\$278.25	\$488.25		
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Bayhealth Physician Elected To ACC National Leadership

John Shuck, MD, Voted Governor-Elect for ACC



Kent and Sussex County will soon have a more direct voice in the leadership of a prestigious medical professional organization.

Bayhealth Cardiologist John Shuck, MD, has been elected Delaware's Governor-Elect to the American College of Cardiology. When he assumes office in March of 2011, Dr. Shuck will be the first ACC Governor from downstate Delaware in recent memory.

"As Delaware Governor, I will be a voice for the entire First-State but will certainly be a strong champion for important cardiology issues impacting downstate residents," said Dr. Shuck.

Dr. Shuck will represent Delaware on the ACC Board of Governors, which promotes research, continuing education and evidence-based medicine for all cardiologists. Dr. Shuck will be a liaison between the ACC and Delaware cardiologists and cardiology patients. He will also represent Delaware's interests in public policy positions adopted by the ACC Board.

One of my priorities will be keeping Kent and Sussex County residents informed and reaching out (to them) to receive feedback on vital policy issues," Dr. Shuck.

Dr. Shuck has been an interventional cardiologist at Bayhealth Medical Center for more than five years, and practices at Cardiology Consultants in Dover. He previously served as Chief of Vascular Interventions at Main Line Health in Philadelphia, Pennsylvania. He served for more than 16 years as an Associate Professor of Medicine at Jefferson Medical College in Philadelphia, and served another four years as Assistant Professor of Medicine at Uniformed Services University of the Health Sciences in Bethesda, Maryland. He is Board Certified in Cardiovascular Disease and Interventional Cardiology. Dr. Shuck earned his medical degree at Brown University in Providence, Rhode Island. He served his residency at Tripler Army Medical Center in Honolulu, Hawaii and served a fellowship in Cardiology at Walter Reed Army Medical Center in Washington D.C. Dr. Shuck has more than 33 years of medical experience.

Founded in 1949 by 14 pioneering cardiologists, the American College of Cardiology is an international organization with 37,000 members. The ACC spearheads many initiatives in education, clinical quality and advocacy for cardiology patients.

Governor's Entrepreneurial Business Conference

The Delaware Economic Development Office and the Delaware Emerging Technology Center will present the second annual Governor's Entrepreneurial Business Conference on Friday, June 4 at the Chase Center on the Riverfront in Wilmington. The conference will offer entrepreneurs, investors and companies a broad range of networking opportunities, and informational workshops.

The goal of the conference is to bring people together for a day of sharing valuable insight on current topics including the status of the former Chrysler and Valero facilities, new entrepreneurship tools, critical business resources and emerging opportunities.

Governor Jack Markell will deliver the keynote luncheon presentation. The winners of the Delaware Emerging Technology Center "Fall 2009 and Spring 2010 Boot Camp and Business Plan Competition Awards" will be announced.

Conference morning speakers and presenters include leaders from the U.S. Department of Commerce, the Delaware Small Business Administration, the University of Delaware and Petroplus Corporation.

The afternoon session will feature successful entrepreneurs, information technology experts, angel and venture inventors, marketing specialists and educators who will participate in additional panel discussions. They will focus on a series of topics including: management and business planning; securing capital investments; and social media promotion. The discussions have been designed to meet the needs of entrepreneurs at all phases of business development including planning, startup and growth.

Cost to attend is \$50.00.

Visit dedo.delaware.gov/gebc for details.

Walker Road Gets Clean-Up by Dover Federal Team

In efforts to clean America's highways, 18 Dover Federal Credit Union employees and family members recently gathered for the semiannual "Walker Road Clean-Up," part of the credit union's Adopt A Highway sponsorship. Twice per year, the credit union team picks up

Road to help beautify the local community.

"We have a long history of helping in the Dover community, and our annual Walker Road clean-up demonstrates the heart and spirit of our team members," commented

trash and other debris along Walker David Clendaniel, President/CEO of Dover Federal. "The number of employees and their family members that turned out to pick up debris along a 1-mile stretch of road shows their willingness to give back to their community."

As part of the commitment to the

local community, the 52-year old credit union participates in several sponsorships, donations and other community events throughout Delaware during the year. Dover Federal has sponsored the Adopt A Highway on Walker Road since



Back Row (L-R) Jimmy Bullock, Linda Bullock, Jenn Ulrich, Denise Breedlove, Dottie Hopkins, Dona Palermo, Bill Johnson, Karen Simpson, Richard Bromley Front Row (L-R): Sothy Vasquez, Cinnamon Curry, Susan Brawner, Cassey Hough, Rita Sheranko, Anne Swierc Front: Angelina Robinson. Not pictured: Jordan Carter, Carole Langiu (photographer)