

# Member news & Notes

## BUSINESS SPOTLIGHT: **Kaisy's Delights®** BY COLIN HEFFINGER

» It's always time for a Kaisy®! For many living in the Delaware Valley, traveling to the southern beaches of Delaware sparks excitement through visions of captivating beaches and seemingly endless local shops well worth a weekend getaway.

Another special highlight of Southern Delaware is one of its local businesses: Kaisy's Delights®. Kaisy's Delights® is a unique culinary journey through the Austrian Empire with a French touch, ranging from their famous Kaiserschmarrn, potato latkes, savory quiches, omelettes and a plethora more.

Kaisy's Delights® was founded by Thierry Langer and his wife, Nathalie, when they moved from France with an interest of introducing Kaiserschmarrn to the United States. With Thierry's strong background in marketing and business administration combined with Nathalie's wedding-planning experience and creativity, Kaisy's Delights® was born. There are two main locations in Lewes and Rehoboth Beach, as well as one inside of the Nemours DuPont Pediatrics Hospital in Milford. As a growing and versatile business, Kaisy's Delights® is offering franchising opportunities to further expansion looking forward.

While exploring locations to start their business, Thierry fell in love with the close-knit community factor of Delaware and the allure of its beaches. "Our goal was simple," Thierry states. "Bring money to the area and create local jobs. Delaware was perfect for us – it's close to major

*Thierry (left) and Nathalie Langer, owners of Kaisy's Delights®*



cities and airports, the winters aren't harsh, and it has a very distinctive charm."

Thierry reflects on the factors that have contributed to the success of Kaisy's Delights®. "The quality of our food is linked to our French background – everything is homemade from scratch," Thierry explains. "We've also developed processes to help us provide this level of quality as a drive-thru oriented business. We've become one of the biggest manufacturers of Kaiserschmarrn in the world."

"The pandemic was a colossal surprise for us," Thierry continues.

"Everything we are doing for drive thru is already COVID-19 compliant. We just had to keep things up to par. We were already prepared for takeout and delivery – we were designed for it. This created a positive impact on the business. The snowball effect is a thing actually happening for us."

Thierry was ecstatic to point out what makes Southern Delaware such a special place to live and own a business. "When we decided to come to the United States and specifically Sussex County, there was one thing that we didn't expect – the warm welcome. The quality of the work and people are just mind blowing. The focus of the surrounding people – what can we do for you? It was such a heartwarming experience. What's great here in Sussex is that most of the population decided to live here. We came here with the same drive."