

Chamber Connections

It's Time to Tune in to the 17th Annual Holiday Gift Auction!

The Central Delaware Chamber of Commerce's Holiday Gift Auction is always a highly anticipated event! The super shopping experience offers high quality items donated by local businesses, and some created by local artisans, that are sure to make wonderful gifts for friends and family members. The occasion provides the CDCC an opportunity to showcase business members who donate the items and who support the event with sponsorships. The gathering also ignites a unique kind of camaraderie that brings people together behind an important and worthy cause: supporting the Central Delaware business community. Through this event, funds are raised that enable the CDCC to continue to provide programs, networking events, educational activities, and all the other services members rely on to help grow their businesses. The Holiday Gift Auction is one of the biggest events of the year!

enjoy all that the auction has to offer – from the comfort of their own homes! While hosting a virtual auction is a first for the chamber, we are excited about many of the unique features it will provide. Shoppers will have an entire week to bid on items 24 hours a day – rather than just one evening for a few hours. In addition, more people will have access and be able to participate in the event – people from all over Delaware, all over the United States, and maybe even around the world! And guess what? There won't be any long check out lines at the end of the event!

As usual, there are many aspects to our auction event. The event will feature an online silent auction of 150+ items. We will be holding a live-streamed LIVE auction of about seven items. We are offering an opportunity to purchase raffle tickets for a week's stay in Edisto, South Carolina. And – new this year – we are encouraging people to host watch parties on the evening of the live auction. The following information will give you a good idea of how it all will work – more information will be available on the CDCC website at www.cdcc.net.

- **The Virtual Silent Auction:**



Steve Harrell, Auctioneer

Participants are invited to join the auction online on their computers or on their phones. An online website will serve as the platform for the event, as

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www.cdcc.net

While this year's auction will provide all the normal benefits listed above, the format will be quite different. The 17th Annual Holiday Gift Auction, brought to you by the City of Dover, will be a VIRTUAL event! Participants will have the opportunity to

The PLANE Truth

Most people who have ever spent time in Dover, Delaware, whether as new visitors or as long-term residents, remember the moment they first heard and saw a giant cargo plane in the air above their heads. The magnitude of those gentle giants can be completely overwhelming – and to think of their ability to stay airborne can be totally mind-blowing! These incredible flying machines are, in huge part, what makes the completion of Dover Air Force Base's (DAFB) fundamental mission possible. 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. Everything about the focus of the men and women employed at DAFB is about those 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!

If you are curious about how that all happens – if you are someone who would love to know exactly what it takes to get those planes in the air – if you would like to hear about the

precision and attention to detail that mark the work of the men and women in uniform and to learn about the skill it takes to make it all look so seam-

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Statement of Ownership, Management and Circulation

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Statement of Ownership, Management, and Circulation

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Dina Carol Vendetti, Director of Marketing & Communications Date: **09/03/2020**

I certify that all information furnished on this form is true and complete. I understand that anyone who furnishes false or misleading information on this form or who omits material or information requested on the form may be subject to criminal sanctions (including fines and imprisonment) and/or civil sanctions (including civil penalties).





The Future Begins in November

As your Chamber, we serve as your legislative voice on the national level, the state level, with our county and with our municipalities. But, there is only one voice on Election Day that really counts and really makes a difference – and that is YOUR voice – YOUR VOTE!!!!

We encourage all CDCC members to vote in the General Election coming up on Tuesday, November 3, 2020. Polls will be open from 7 a.m. to 8 p.m. Remember, the Elections are our opportunity to provide direction for our state and our nation. Your vote is your chance to influence that direction. To help set the course for the years to come.

I consider all elections to be important, however, I must admit that this year the elections seem much more critical than they have in the past few election cycles. Our nation and our state are both in a place of transition, of rebuilding. We are in dire need of good leadership to set the path ahead. Due to the COVID 19 Pandemic, we must rebuild our economy and our communities. We have serious

work ahead of us, and we need serious leaders to help us, to guide us, and to forge our future with us!

So, I ask each of you – please take advantage of the privilege that has been given to you through the sacrifices of so many – VOTE in the General Election on Tuesday, November 3, 2020. Your vote marks the beginning of our future.

If you are not sure where to go to vote or not sure who is on your ballot, go to: elections.delaware.gov.

I also encourage you to read the candidate interviews in this Chamber Connections Newspaper. These interviews are conducted to provide you, our members, with information on where the Candidates stand on the issues that will affect your business – your community – your family!

We have stood together through the COVID 19 Pandemic and now it is time for us to stand together to rebuild our nation and our state! This all starts with our vote! Let YOUR voice be heard – VOTE on Tuesday, November 3rd!!!

(The Candidate Interviews will also appear on the CDCC website under the Legislative Tab.)

Calendar of Events

October 2020

- Thursday, October 1st**
Leadership Central Delaware
8am-5pm,
Agricultural Day
- Thursday, October 1st**
Kent County Open For Business
TBA
- Thursday, October 8th**
Member Orientation
12:00pm-2:00pm,
CDCC Board Room and via ZOOM
- Tuesday, October 13th**
CDCC Board Meeting
7:30am,
via ZOOM
- Wednesday, October 14th**
Coffee Coaching
8:00am,
via ZOOM
- Wednesday, October 14th**
Marketing Committee Meeting
10:00 am,
CDCC upstairs and via ZOOM
- Tuesday, October 20th**
LCD Steering Committee Meeting
12:00pm,
CDCC Board Room and via ZOOM
- Friday, Oct. 16th – Thursday, Oct. 22nd**
Holiday Gift Auction Preview Online
Preview Items on
the Auction's Web Page
- Friday, Oct. 23rd - Friday, Oct. 30th**
Holiday Gift Auction Online
Bidding Starts: 12 Noon;
Bidding Ends: 6:00pm
- Wednesday, October 28th**
Holiday Gift Auction - Live Auction
6:30pm-7:30pm,
Live Auction Live Stream via

- Thursday, November 5th**
Kent County Open For Business
TBA
- Tuesday, November 10th**
CDCC Board Meeting
7:30am, via Zoom
- Tuesday, November 10th**
Young Professionals Social
12:00pm– 1:00pm,
CDCC Board Room and via ZOOM
- Wednesday, November 11th**
Coffee Coaching
8:00am,
CDCC Board Room and via ZOOM
- Wednesday, November 11th**
Marketing Committee Meeting
10:00am,
CDCC upstairs and via ZOOM
- Thursday, November 12th**
Member Orientation
8:30 am,
CDCC Board Room and via ZOOM
- Tuesday, November 17th**
LCD Steering Committee Meeting
12:00pm,
CDCC Board Room and via ZOOM
- Wednesday, November 18th**
Ambassador Meeting
4:30pm, TBD
- Wednesday, November 18th**
Sunset Business Mixer
5:00pm-7:00pm, TBD
- Monday, November 23rd**
State of the Base Briefing
9:00am,
Dover Air Force Base,
Hangar #706
- Thursday-Friday, November 26th & 27th**
Thanksgiving Holiday
Office Closed
- Monday, November 30th**
CDCC Executive Committee Meeting
8:00am – 10:00am
CDCC Board Room

November 2020

- Thursday, November 5th**
Leadership Central Delaware
8:00am-5:00pm,
Education Day

Thank you to the CDCC Cornerstone Members!

An Industry Exclusive CDCC Marketing Package!

Real Estate

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www.cdcc.net

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

Chamber Connections

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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.

Cornerstone Member - L&W Insurance

The Personal Touch of L & W Insurance

Lee Iacocca once described business as being nothing more than “a whole bunch of human relationships.” There is no doubt that the most effective transactional encounters in business are based on strong connections among the people involved. The folks at L & W Insurance whole-heartedly agree that success in the “people business” largely rests on one’s ability to be in meaningful contact with the people – the customers, the colleagues, the partnering organizations, and the community. It is all about a hands-on approach and a personal touch. A quote on the company’s website sums it up well: “It’s our job to take you step by step from where you are to where you should be.” The professionals at L & W are not interested in showing customers where to go or sending them to various places – instead, they are passionate about taking customers there, by going with them, by guiding them every step of the way.

To that end, one of the foundational pillars of L & W’s business is community outreach. The team at L & W is eager to build and maintain a strong relationship with the community they serve. “We don’t just want to be a slogan or a tagline,” commented Chelsea Clark, the company’s Community Relations and Development Director. “We want to be tied to the people we serve by giving back to the community in which we live.” Company leaders place a great emphasis on sponsoring events, helping to support programs, and



making it a habit to donate dollars to a variety of organizations and activities that help to support the community.

Earlier this year, the year that is quickly becoming known as the “year of the unexpected,” a global pandemic brought life as we know it to a screeching halt. As cases of COVID-19 broke out around the world and even in our region, everything stopped. Consistently over-filled calendars were wiped clean. People were sent home to work remotely. Every day activities ceased. Events that could be sponsored were cancelled. Programs that typically needed support were called off. The “normal” way of reaching out to the community was no longer an option.

During this uncertain time, the people at L & W did not just wait for the crisis to blow over. Instead, they put their heads together to create new opportunities to help. “The nature of the insurance business is to help people get back to what was

their normal way of life before the disaster happened,” explained Ms. Clark. “We needed to respond in a way that would help do the same for our community. In some ways, we felt like we were building the plane as we flew it, but we were able to make it happen.”

In addition to the role she fulfills at L & W, Chelsea also serves as the Charity Liaison for Gals That Give, an organization of women who are engaged in philanthropy in a real and meaningful way here in Central Delaware. Typically meeting monthly, this group experienced a significant disruption in their schedule when the pandemic hit. Because of the danger of gathering in large groups and dining out, events benefitting several local charities went from being postponed for a few months to being cancelled for the remainder of the calendar year. When a decision was made by the group’s leaders to try an unprecedented virtual event, it was discovered that there would be various costs involved in such an endeavor. Understanding the group’s predicament, L & W stepped in and sponsored the event, covering all the costs. The event was carried off as planned and a large donation was made to the Food Bank of Delaware as a result!

For many years, L & W Insurance has been pleased to help sponsor the Delaware State Fair. They listened as the plans were formulated for keeping people safe at this year’s event. The folks at L & W felt strongly that the plans were well-researched and made sense in light of the pandemic – and made the decision to maintain their support of this annual event.

In addition, L & W’s team found ways to leverage some of their relationships and, instead of sponsoring events, were able to make monetary donations to help defray the costs of operation for several non-profit businesses in the area. Their generosity made a big difference for the Greater Dover Boys and Girls Club, Kent Sussex Industries, Inc., and Frederica Senior Center – just to name a few. Recognizing that the current health crisis demanded careful attention to “the two R’s” -- that is “Resilient and Remote” – the entire office came together and collected school supplies for the Caesar Rodney School District.

As the staff returned to work on site, the leaders at L & W were forced, like many other companies, to find ways to accommodate the ever-evolving school situation. Many members of the team have school-aged children, and several are too young to be left at home alone. In keeping with the high priority placed on employee wellness and to maintain their support of families, they knew it would be imperative to alleviate school related worries for their workers. A local on-site program was found that is capable of accom-



L & W Insurance, 1154 South Governors Ave. in Dover




Chelsea Clark, L & W's Community Relations and Development Director

modating young children and providing a place for them to complete their virtual learning under the guidance of educational professionals. Arrangements were made for employees’ children to attend at no cost to the employees.

As outreach continued to touch the community and the regular business of insurance continued, the people at L & W came to the realization that they were, in fact, more essential than they even knew! While the pandemic forced them to work in a different way by sending employees home to work remotely and conference with clients via video chat or on ZOOM, they became an invaluable resource for their customers. They spent days and nights connecting people to the information they needed and they were able to serve as a calming force, even as an early August tornado rolled right down the agency’s driveway, adding to the pandemonium of the “year of the unexpected.”

The team at L & W, like all of us, are hopeful that the end of the pandemic will come soon. In thinking about and planning for a post-COVID world, the company’s goal remains the same – close contact with customers with an emphasis on strong personal relationships. They recognize, however, that as a new generation of business leaders begins to take over, many of them may prefer online relationships and transactions. Straddling the line between virtual and in-person contact will be the strategy used at L & W, but relationships will remain at the core of the company’s foundation. “That’s the way it always has been,” remarked Ms. Clark, “and that’s the way it always will be.”






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Cornerstone Member - Post Acute Medical

Responding to the Needs of the Community

“PAM is growing in the right way and that’s what makes my job very exciting,” remarked Giancarlo Levrio, Director of Rehabilitation at the Post Acute Medical Rehabilitation Hospital of Dover (PAM). “We are not expanding just for the sake of expansion – instead, we are growing in response to real needs in the community.” Giancarlo was speaking specifically about the growth of PAM’s Outpatient Services where the expansion of programs has caused the number of patients seen each week to more than double in the last few months.

The team at PAM works diligently to provide meaningful improvement and recovery for people with injuries illness, and disabilities. They focus on putting the patient first and providing quality care for the medically complex and rehabilitation patients. They provide comprehensive, individualized treatment including physical therapy, occupational therapy, speech therapy, and specialty physicians and nurses. Their goal is to return each patient to his or her highest possible functional status.

The Outpatient Clinic is a big part of that recovery. In addition to the patients who only require outpatient services from the start, the clinic also offers a next step for those who have been treated as patients in the hospital. The services provided by the team at the clinic help to strengthen each patient’s continuum of care. Patients who have “graduated” from the hospital’s inpatient care can return to PAM for outpatient services provided by professionals who are familiar with their cases and who know what their care has included up to this point. “Receiving treatment from the same facility and same team provides an increased level of familiarity, comfort, and knowledge,” commented Ted Werner, PAM’s CEO. “They can benefit from being treated by the same team – and yet be able to be at home.” A seamless continuance of care is excellent for the patients, often accelerating their progress, and is good for the hospital as well, preventing “bounce backs” to inpatient services.

The leadership team in the Outpatient Clinic is highly qualified and committed to serving the needs of people in Central Delaware. Dr. Alekseyev, PAM’s Medical Director, oversees the scope and sequence of the services provided in the clinic. Dr. Sampathkumar, a Physical Medicine and Rehabilitation Doctor, specializes in pain management and brain injury. New to the staff, Dr. Park, comes with special skills in the treatment of Parkinson’s Disease. The Outpatient Clinic’s Program Director, Tiffani Taylor, coordinates the various

offerings of the clinic and helps to track the progress of the patients. This tightly knit team collaborates to tailor treatment to each individual patient. They work hard to help the patients see and feel progress and celebrate with them when they reach challenging benchmarks. “It is so amazingly heartwarming to be able to be part of their progress,” commented Tiffani Taylor as she pointed to a bulletin board showing a couple of the clinics amazing success stories.

From the hospital’s inception here in Kent County, its leaders have built strong ties to the Central Delaware community. They are involved in civic organizations like the Capital City Rotary Club, they serve on the board of the Brain Injury Association of America, they are part of a Kent and Sussex County Chapter of a Parkinson’s Disease support group, they have a working relationship with the Modern Maturity Center – just to name a few of their community contacts. Within each of these relationships, they attend meetings, get to know people in the area in related fields, and they listen. It is in settings like these that they hear about services that are needed in the community. Through their contacts, they assess the needs and examine their services to discover how they might pivot in order to meet those needs.

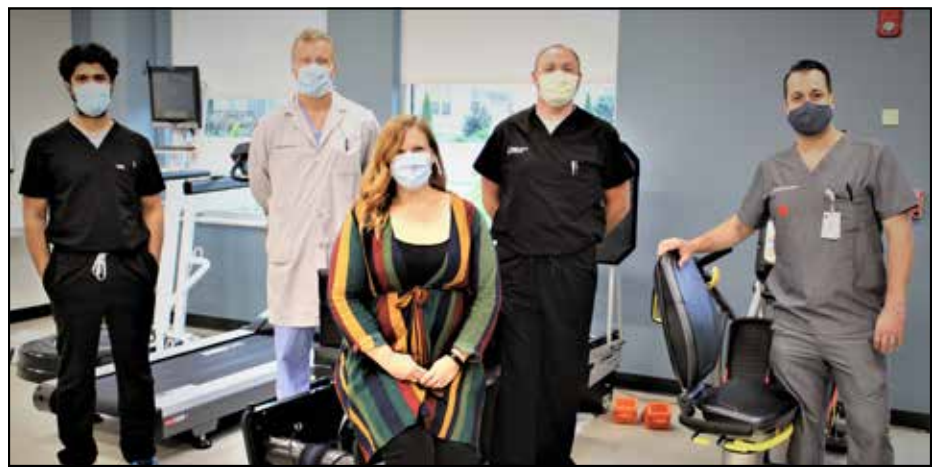
In response to a strong need in the community, PAM has launched a new program of specialty clinics within the Outpatient Clinic. During the specially designated clinic hours, patients receive treatment and guidance from a team of health professionals including a doctor, a therapist, a nurse... and whoever else is needed. Family members are often involved as well in order to adequately prepare them for caring for the patient at home. These clinics will afford the doctors the opportunity to follow up in a very personal way with each patient treated at the hospital.

On Wednesdays, Dr. Sampathkumar, takes the leads on Delaware’s first Brain Injury/Stroke Clinic. This clinic is designed to provide comprehensive services to people who have experienced any kind of traumatic injury to the brain – anywhere on the spectrum from a sports related concussion to a debilitating stroke. Starting in November, Dr. Park will head up a Parkinson’s Clinic on Thursdays. The Parkinson’s Clinic will be the first of its kind in Kent County and the second of its kind in the state. Also in response to a great need, plans are currently underway for a Muscular Skeletal Clinic as well which will enable the team to follow up in a very personal way with patients recovering from fractures, hip or knee replacement, arthritis, and other conditions relating to bones and muscles.

Recently, PAM acquired a wheelchair transit van used to assist patients with transportation to and from the hospital. This addition will enable patients to come to their appointments even if they live alone. It will take away the stress of having to find a ride and will eliminate a reason not to keep up with their prescribed therapy.

From the time its doors first opened, the Post Acute Medical Rehabilitation Hospital of Dover has made a tremendous impact here in Central Delaware. Their ability to build the foundation for long-term medical and functional recovery through one-on-one physical, occupational, and speech therapy has been incredible. They have provided a place where patients can achieve the long-term milestones they once thought were impossible to conquer – and have helped patients return to their families and their lives.

For more information about the Post Acute Medical Rehabilitation Hospital of Dover, please call (302)672-5800 or visit their website at www.postacutemedical.com.



PAM’s outpatient team of experts works together to help patients achieve progress. Pictured from left to right: Dr. Hareesh Sampathkumar, Dr. Samuel Park, Tiffani Taylor (Outpatient Program Director), Giancarlo Levrio (Director of Rehabilitation), and Dr. Kirill Alekseyev (PAM’s Medical Director)



The Outpatient Rehabilitation Gym houses a variety of medical services and therapies administered during the day for a growing population of patients.



State of the art equipment is utilized by patients as they work their way to recovery.



The Outpatient Clinic features two fully equipped exam rooms.

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**YOUR TOWN.
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Learning and Leading has Officially Begun for the LCD Class of 2021!



Your Central Delaware Chamber of Commerce has launched its Leadership Central Delaware Class of 2021!!! Potential class members applied for the 10-month program, they were interviewed earlier this summer, the class was chosen in July and they gathered for a brief meeting to be introduced and receive some valuable information about the year ahead in August at the Meet & Greet, but their leadership journey really began in mid-September in Rehoboth Beach at the program's annual Opening Retreat at Brighton Suites. The foundation has now truly been laid for their amazing year of skill building, learning, and growing as leaders.

As usual, class members were very excited and a little apprehensive at the start of the two-day retreat. They were anxiously anticipating the work of getting to know a whole new circle of friends, studying interesting concepts, and beginning to stock their leadership toolboxes. Class members did their best to take it all in stride – a jam-packed twenty-four hours of team-building activities, thoughtful reflection, and presentations, all designed to assist them in beginning the adventure of reaching their leadership potential.

Class members engaged in a plethora of leadership and team building activities. Heather McTheny (Class of 2019), the CDCC's LCD Director, helped the class to get acclimated and feel welcomed into the program from the first "hello" to the closing "campfire activity." Class members were led through sessions about "Unpacking Leadership" with Dina Vendetti (Class of 2004) and Judy Diogo, CDCC President. Audrey Brodie (Class of 2010) of Energy Excellence shared information about the development of good personal energy and led class members through an exercise about overcoming their "gremlins," the fears that stand in their way of success. Several alumni were on hand to speak with

the new class and to help lead learning activities – Janie Libby (2012), Kathy Jordan (2009), Tammy Ordway (2006), Nina Jenkins (2009), Dawne Nickerson (2020), Stephanie Poet (2020), and Susan Hoffman (2019). Many other alumni reached out to the class through letters of encouragement as they wished them well on their leadership adventure. The class seemed truly encouraged by the presence and participation of so many LCD alumni who attended to teach, guide, and to cheer them on.

Throughout the two days, the various activities served to help the members of the class get to know each other. The participants found that they had so much in common with each other! There was a lot of laughter, encouragement, and support as the class wrestled with the tasks at hand and discovered their roles in each of the work groups. By the end of the experience, the individuals, who began the retreat as total strangers to each other, became the Class of 2021 – a group bonded and ready to pursue their leadership journey.

As goodbyes were said on Friday afternoon, each member of the group was already looking forward to the first Thursday in October, Agriculture Day, when the monthly classes would begin. In the two days of retreat, they had learned quite a lot about each other – and more importantly, they had learned quite a lot about themselves. The program promises once again to assist this group of learners as they realize their leadership potential as individuals and as a group. And because of what they learn and accomplish, their fingerprints will be all over Central Delaware and the impact of their work is sure to make a positive difference in the lives of many!

(Please note: all safety protocols - masks, appropriate social distancing, temperature checks, and brief health screenings - are part of each session of Leadership Central Delaware)



At this, the beginning of our 20th year of training Central Delaware's next generation of leaders through Leadership Central Delaware, we would like to take a moment to extend a heartfelt thank you to YOU, our amazing 2020-2021 sponsors! We know the year to come will be filled to the brim with experiences, conversations, and skill building activities that are sure to enhance the portfolios of our participants. This program truly does generate a positive impact on our area's business community – and the community at large. Thank you, sponsors, for understanding and investing in this, the CDCC's Diamond Program!

Sponsors confirmed as of 8.26.20

Thank you to our Sponsors!

Member News

Building a Foundation of Innovation through Bedrock

A think tank... a collaboration space... an innovation lab... these are all ways to describe Dover Air Force Base's (DAFB) newest Phoenix Spark cell for innovation. In short, Bedrock, named for the well-known foundational rock, is really a mindset – it is a movement for the acceleration of change. The facility who celebrated its grand opening on Wednesday, September 23rd, with a ribbon cutting ceremony is simply the place where the Bedrock mindset goes into action and solves problems. This Collaborative workspace, located in Building #262 and open from 8 am to 8 pm, welcomes cross-functional teams and Airmen from all over the base as they collaborate to problem solve, initiate solutions, and try out new ideas. The center is open to airmen, their families, and others who have access to the base.

The mission of Bedrock, founded in January 2019, is to provide resources for units across the base to rapidly acquire groundbreaking technology by empowering Airmen entrepreneurs through a flexible workspace and events center, a robust education program and a Bedrock staff with innovation, modernization, and process improvement expertise. Bedrock's purpose is to leverage new technologies, operate a unique co-working location and foster Department of Defense and civilian partnerships.

The incredible facility that houses Bedrock was built with networking and idea sharing in mind. Workstations throughout the lab provide an inviting space for people to come together to collaborate. The space offers traditional work areas with desks, presentation screens, and convenient places to connect computers and other devices. In addition, there are "think" areas with giant floor cushions and indoor swings. Innovation, success, and creativity are communicated throughout the space in quotes that are painted on the walls. Incredible artwork serves as both decoration and motivation to those working in the area. The facility also hosts a makerspace, which consists of a prototyping lab with 3D printers for additive

manufacturing and coding computers, a virtual reality classroom, and a podcast studio. The lab also houses a studio for broadcasting podcasts and equipment for virtual learning.

The team of two fulltime employees, three interns, and one part time worker stands ready to assist people with making improvements or creating new things that will make their jobs and their lives easier. While the process can change from challenge to challenge, it always starts with a new idea. The details of the idea are examined and a prototype is created. The prototype is tested and ultimately manufactured and used. These solutions are not only designed to assist the mission at DAFB, but can also be shared with all bases across the country. The solutions generated in this unique environment all begin with a single idea. A quote from Albert Einstein inside Bedrock speaks to the value of this kind of collaboration: "Imagination is more important than knowledge."

Dave Jackson, Process Improvement Manager and Innovation Officer for the 512th Reserve Wing, remarked, "You shouldn't feel like you have to come here with a solution in mind – you might just have a problem." Those problems are tackled

one by one as the team puts their heads together brainstorming and generating new ideas. One such problem having to do with a certain sprocket on a piece of equipment came to Bedrock, brainstorming ensued, ideas were shared, and a solution was offered – all in a matter of two weeks. These kinds of solutions can save time and money – they may even serve to make the operation safer. "We learn to always celebrate the small wins," Dave went on, "but they all add up!"

Now that the lab is completed and open for use, the team at Bedrock is anxious to get busy. They believe that people on base will naturally migrate to the center as they have new ideas or as problems arise. The center will become a wonderful place for them to spend their off-duty time, working out problems and collaborating with other like-minded innovators.

Celebrating wins, no matter the size, and applauding ideas, no matter how outlandish, will encourage the practice of free thought and will ignite the exchange of innovation. As Steve Jobs once said, "The people who are crazy enough to think they can change the world are the ones who do!" May it be so for all of us!



Photo by Senior Airman Christopher Quail

This ribbon cutting signaled the grand opening of Bedrock!



Dave Jackson of the 512 Airlift Wing was eager to share stories about the early successes of the makerspace.



The facility's Director of Art, Staff Sergeant Lu, created many of the wall murals in the center.



Equipment for virtual experiential learning is available for training purposes in the lab and its mobility allows for great versatility.



Inviting work spaces include desks and big floor cushions.

Celebrating Excellence CDCC Style



Photo credit to C. M. Baker Photography
Denise Vendrick was named Volunteer of the Year.



Photo credit to C. M. Baker Photography
Deb Edwards received an award for Ambassador of the Year.



The thought of graduating from LCD made Ace want to dance!



The team at Pizzadili made everyone feel very welcome.

The Central Delaware Chamber of Commerce is so proud of its 850 businesses who all strive to achieve their very best and who excel in a variety of ways. On Thursday, September 24th, the business members of the CDCC and guests gathered under the lovely banquet tent at Pizzadili Vineyard & Winery to recognize those who, according to their peers, have truly embodied excellence. American writer, Robert Ingersoll, once said, "We rise by lifting others" – and needless to say, all who participated in this evening of celebration felt lifted by the occasion!

Please join us in extending a heartfelt and pride-filled congratulations to this year's Excellence in Business nominees – and especially to the winners! In the category of Small Business of the Year, the nominees were the Delaware Aerospace Education Foundation (DASEF), My Roots, and Wattay Accounting. This year's Small Business of the Year was My Roots, recognized for offering a unique and personal boutique shopping experience and for the role they play in small business development and in the revitalization of Downtown Dover! The nominees for Large Employer of the Year were Advantech Incorporated, The Kraft Heinz Company, and Post Acute Medical Rehabilitation Hospital of Dover. This year's Large Employer of the Year was Advantech Incorporated whose mission of creating a secure environment has had a profound impact on the community! The nominees for Young Professional of the Year were Heather Contant of Delaware Municipal Electric Corporation, Robert "Bobby" Jones of Bright Side Exteriors, and Ashleé Walker of Dover Federal Credit Union. Applauded for his dedication to growing a successful company and for his work helping at-risk youth in Delaware, Bobby Jones was named the Young Professional of the Year!

Denise Vendrick was named Volunteer of the Year. The CDCC was happy to recognize Denise's ability to communicate through graphic design, her abundant creativity, and unique flair. Denise has also played a key role as a member of the Leadership Central Delaware Steering committee.

Evans Armantrading, Jr. was recognized as this year's Board Member of the Year. Evan's ability to think strategically and his concern for the overall health of our organization have been invaluable. Evans demonstrates the unique ability to welcome and initiate constructive conversation and debate, which inform the board's effective decision making.

The CDCC Ambassadors were recognized at the evening's event for their work in assisting new members as they become engaged in the work of the CDCC. Deb Edwards was named as this year's Ambassador of the Year. In her two years of service, Deb has welcomed many new businesses to the chamber. She has attended several ribbon cutting ceremonies and countless events. Deb has been a driving force in introducing new chamber members to other

business member colleagues and helping them to make connections.

The evening concluded with a graduation ceremony for the Leadership Central Delaware Class of 2020. During the ceremony Dawne Nickerson spoke for the class and shared the outcome of the class's Community Impact Projects. Diplomas and pins were awarded – and congratulations were conveyed among cheers and applause!

The much anticipated and coveted LCD Best in Class Award was also announced. Many points were earned by several classes vying for the trophy this year – which means that a tremendous amount of community service was completed during 2019. The class to win the honor this year was the first class ever to have submitted a Best in Class form from every single class member! Congratulations to the members of the Class of 2019 - this year's BEST in Class recipients!!!

The CDCC would like to extend a sincere thank you to our signature sponsor, Connell, Carey, and Associates – Merrill Lynch of Dover. Thank you also to our wine sponsor: Faw Casson, our Cocktail Reception Sponsor: Dover Federal Credit Union, our Dessert Sponsors: Allen Insurance Group/Benefit Connections, Burns & Ellis Realtors, Del-One Federal Credit Union, and Elevations Unlimited, our Hors D'oeuvre Sponsors: Allen Insurance Group/Benefit Connections, Dover Pools, and Shore United Bank, and our Media Sponsor: The Delaware State News. In addition, special thanks to our Platinum Sponsors: Axia Hotel Group, Chesapeake Utilities Corporation, Dover Federal Credit Union, Harrington Raceway & Casino, KraftHeinz of Dover, L & W Insurance Agency, Post Acute Medical Rehabilitation Hospital of Dover, and R & R Commercial Realty. Thank you also to the team at Pizzadili Vineyard & Winery for their warm hospitality, the delicious hors d'oeuvres, desserts, and wine, and the lovely setting they provided for our celebration. Thank you to Alex Vaughan for providing sound support for the evening, and to Mike Baker for taking pictures. Thank you to Connell, Carey, and Associates, Terminex, and Sleep Number by Select Comfort for their table-top displays. And thank you to all who came to celebrate for spending such a wonderful evening with us!

Supporting and applauding each other's successes is imperative to the continued growth and constant improvement of the business community of Central Delaware. It has been said many times by many people that "when one wins, we all win!" There is so much good happening in Kent County that it is sometimes difficult to name a "best." By sharing this amazing evening of lifting up the "best," we all are motivated to improve, to excel, to grow – and ultimately to contribute to the greater good of Central Delaware. Again, congratulations to all our 2020 Award Winners!



Photo credit to C. M. Baker Photography
Evans Armantrading, Jr., was named Board Member of the Year.



Photo credit to C. M. Baker Photography
Shane Breakie, CDCC Board Chairman, proudly announced the award winners.



The Lessards were happy to be on hand to congratulate and applaud all things excellent.



Thank you, Alex Vaughan, for your assistance with sound for the evening.

Please note that safety protocols were in place to ensure everyone's well being during the event. Guests were asked to complete a brief health screening, including a temperature check, prior to the event. Guests were asked to observe appropriate social distancing. Guests were also asked to wear masks except when seated at their tables, and while they were eating and drinking. Masks were optional for photographs only.



Photo credit to C. M. Baker Photography
The LCD Class of 2020 has now graduated!



Photo credit to C. M. Baker Photography
Ashlee Walker of DFCU and Heather Contant of DEMEC smile and congratulate Young Professional of Year, Bob-by Jones.



Photo credit to C. M. Baker Photography
Dr. Wright of DASEF and the Wattay brothers pose with Small Business of the year Award winner, Lori Llewellyn.



Photo credit to C. M. Baker Photography
Ted Werner of PAM and Rachel Bowden of Kraft Heinz share a smile with Large Employer of the Year Award winner, David Sweeney.



Congratulations, member of the Class of 2019, Best in Class winners!



Heather and Janie share a smile.



Guests completed temperature checks and a brief health screening upon entrance.



Looking good for a great evening of celebration!



The Celebration was a great opportunity for networking and catching up.



Mayor Christiansen and his wife, Cindy, were on hand to lend their support and encouragement.



Photo credit to C. M. Baker Photography
With social distancing in mind, guests were seated at tables of 4.



A moment of smiles – and then the masks were back on.



Thank you, Connell, Carey, and Associates for your continuous support of the CDCC!



Dover Federal Credit Union was in the house!



Brian and Heather Stetina were excited to be part of the evening's festivities.



The open-air pavilion provided the perfect setting for the evening of celebration.



The beautiful grounds marked by grapevines added to the ambiance of the evening.

What a Grape Evening at Harvest Ridge!



Networking at its finest



The masks don't really hide the smiles after all!



Tasty fun with La Baguette!



Roah! Is back in the house!

The CDCC's August Sunset Business Mixer and Member 2 Member Expo was filled with conversations, reunions, exchanges of information, and valuable connections! The large gathering space at Harvest Ridge Winery was buzzing with excitement as everyone traded business cards, caught up with friends, colleagues, and clients, and strolled from table to table learning more about 17 of our amazing member businesses who participated in the Expo portion of the evening.

Harvest Ridge did a fabulous job of welcoming 128 members and guests to their beautiful winery in Marydel. During the event, the staff served wine and cider and did their very best to make everyone feel at home. One of the staff members, April, talked a bit about the winery and all they have to offer as she thanked everyone for coming. At the close of the evening, door prizes were awarded as well as a 50/50 cash prize

and Member of the Month.

The CDCC would like to extend a heartfelt thanks to all our Expo participants: Affordable Business Systems, BBSI- Dover, Enoch Stevenson Insurance, Excel Business Systems, Eye Specialists of Delaware, Jonathan's Landing, Pike Creek Mortgage Services, Inc., Sherry T. Wilkins Hypnotherapy LLC, Lincoln Heritage - The ALI Group, The Bold Companies, and The Terminex International Company LP. Thank you also to our food vendors, La Baguette Bakery & Catering and Woody's on Wheels. Thank you to the 128 members and guests who attended the event - we were so happy to see so many of you there.

We are excited to bring you our Virtual Holiday Gift Auction at the end of October! Now's a great time to do two things: make your holiday shopping list AND plan your watch party for the live-streamed live auction on October 28th!



New protocols were in place to keep everyone safe.



Woody's meatballs were delish.



The winner of the gift card from Sayer's Jewelers & Gemologists - look at that smile!



A mixer is a great place to make a connection!



Time to share a chat and a cider



Ready 4 Work and ready to play!



Janie and Jeff - smiling with their eyes.



Harvest Ridge wine is sure to bring a smile!

PLANE

Continued From Page 1

less, the Military Affairs Committee of the Central Delaware Chamber of Commerce (CDCC) has an amazing opportunity for you! The CDCC's annual State of the Base Briefing, brought to you by signature sponsors, Delaware Technical Community College and Fireside Partners, Inc., will be held on Monday, November 23rd, at 9 am.

Hangar 706, usually used as an indoor wash rack for aircraft, will serve as the setting for this year's informative briefing. An in-depth presentation by Col. Matthew E. Jones, 436th Airlift Wing Commander, and his team will highlight all that has been accomplished at the base during this past year. In addition, participants will meet many members of the Colonel's team, and will have the opportunity to celebrate the many accomplishments of the base's personnel. Also, our congressional delegation

will be on hand to share remarks regarding U. S. military activities and their impact on our nation and worldwide.

The mission at DAFB may be completely centered around the planes, but the "plane" truth is that the mission is accomplished through the men and women who serve. These men and women are, for the duration of their time here, members of our Central Delaware community. They are our neighbors, our colleagues, and our friends - and their presence here has a significant positive impact on our community. This event provides a wonderful opportunity to show them our support and our gratitude!

The CDCC wishes to extend a heartfelt thank you to our signature sponsors, Delaware Technical Community College and Fireside Partners. We also wish to thank our platinum sponsors: Axia Management, Chesapeake Utilities Corporation, Dover Federal Credit Union, Harrington Raceway & Casino, Kraft-

Heinz, L & W Insurance, Post Acute Medical Hospital of Dover, and R & R Commercial Realty.

The State of the Base Briefing is open to the public. Admission to the event is FREE, but participants must register in advance. The deadline for Registration is Thursday, November 5th. 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. To ensure the safety of all who attend, appropriate safety protocols will be in place. Temperatures will be taken upon entrance and guests will be asked to complete a brief health screening. Appropriate social distancing will be practiced and masks are required.

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. We look forward to a morning of information and celebration with you in November!



Election 2020: It's time to Meet the Candidates

It will soon be time for every voter to make their voice count! As we know, electing the right officials is not just a matter of going to the polls and pressing the correct lever. Citizens who take this responsibility seriously really need to dig deeply to discover what the various candidates have to offer, what they stand for, and what they intend to do once they are elected to office. This can be an overwhelming task!

The Central Delaware Chamber of Commerce is here to help! The CDCC's Legislative Affairs Committee has taken the time to conduct interviews with the various candidates who are running for office in the General Assembly and Kent County Levy Court. The interview questions focus on issues that are likely to have a significant impact on the Central Delaware business community. Topics for the potential legislators will include minimum wage, the legalization of marijuana, budget smoothing, economic development, items related to the pandemic, and more.

As we approach Election 2020, the CDCC encourages everyone to vote – and to vote responsibly. Use the information provided by the CDCC as you choose your candidates. Keep the health of the business community in mind as you cast your ballots. The Chamber is happy to provide this research for you – please use it as you make important decisions that will influence the way that business is done in Central Delaware.

These interviews will also be available on the CDCC's website at www.cdcc.net under the Homepage tab called "Legislation."

State Senate – District 14 Senator Bruce Ennis (D)

1) Why are you running for the position of Senator/Representative? OR Why are you seeking re-election?

Being a long-time servant in both the house and the senate, I have experience. I have time and I know the issues. I also have to say I will always do my best to serve my constituents, and I can do that by re-remaining in my seat.

2) What is your position on increasing the minimum wage? If you do agree with an increase, what rate would you propose?

Many of my constituents are in labor in my district and that is why I was on HB 47. I agree with the Women's League in support of an increase in minimum wage. In order for people to afford living, it is far above \$10 dollars and hour. You already see both parents having to work. I have supported youth wages also. I believe they do not have experience and therefore, they should not be in the same category as someone who has years of experience. The proposed wage is \$15 an hour in HB 47 and, as I said, my constituents need it.

3) Do you support the legalization of marijuana? Why or why not? If yes, what measures would you take to protect businesses? If no, why?

Positively not. I was one of few in my caucus who did not support it. I agree with AAA: there are already enough drunks on the highway. We do not need more people on our roads who are under the influence. My opponent supports legalization and has stated that it is the reason she is running. I think it brings too much for businesses in liability.

4) Would you support/or continue to support a Budget Smoothing Plan for the State? If not, why?

I think it is a good idea. I also support only spending 98% of the budget saving 2% to deposit in the rainy-day fund. Had we not had the money from the budget smoothing this year, I don't know what we would have done.

5) How do you feel the State is handling the COVID issue in regard to the business community? What would you have done differently?

I believe the health of individuals is important. I also believe that the Governor has done as good a job as anyone. I think we should be focusing on the elderly and those with underlining conditions. I also think the new Grant program is important to help businesses open and stay open. Even though some are open, people are not going out. They are not comfortable. I think, as long as there is no defined treatment – no vaccine, our economy is going to continue to be hurt. We need to support our businesses. We also need to retrain those who have lost their jobs. We need to get those folks back out in the workforce.

6) Should the Governor have the authority to issue indefinite State of Emergencies? Why or why not?

He thinks so. I have actually not read all the legislation behind it, so I do not know what to say about it. I do believe that stakeholders need to be involved in these decisions. For example, the restaurant association and the chambers should be included and involved in making these decisions.

7) As a result of the lack of revenue coming into the state budget due to the pandemic, would you support raising business taxes?

In view of the pandemic and what is expected, we should not be raising taxes or making more strict regulations. We just can't do that.

8) If there was proposed legislation next session to increase the mandated goals for Delaware and extend the compliance years (ex: 40% renewable power by year 2040), would you support or oppose that legislation?

That bill was introduced late and there were a lot of discussions in caucus about not running the bill. Surprisingly, I was put on the bill, but I would not sign it. Again, it is not the right time for that. I support green energy, but do not support it with no caps. I do not support the McDowell Bill.

State Senate – District 15 Jaci Hugg (D)

1) Why are you running for the position of Senator/Representative? Why are you seeking re-election?

After working with Senator Ennis and being in Legislative Hall, I wanted to step up. I think we need to learn how to work together across the aisle -- and I think I can do that.

2) What is your position on increasing the minimum wage? If you do agree with an increase, what rate would you propose?

I have no idea what the right rate is, but what I do think is that it has to go up with inflation. I think we should always be in that conversation, and I think businesses need to be in the room to be part of the discussion. We also need to keep our rate local.

3) Do you support the legalization of marijuana? Why or why not? If yes, what measures would you take to protect businesses? If no, why?

I do support legalization. I know the business community has concerns with impaired employees and I think safety measures need to be in place. We need some type of a THC measurement tool. I think state police need something also when they pull people over to know if people are

impaired.

4) Would you support/or continue to support a Budget Smoothing Plan for the State? If not, why?

Totally in favor of that, it saved us and it is proven that it works.

5) How do you feel the State is handling the COVID issue in regard to the business community? What would you have done differently?

I feel like it has been done well. I am a proponent of masks and social distancing. I guess we had to come to a halt to regroup. We have never been here before or at least not since 1918. I did like the town halls that were held and I tried to get many of my friends who own small businesses to participate. I have friends with small businesses, and they were able to work through the system to open back up.

6) Should the Governor have the authority to issue indefinite State of Emergencies? Why or why not? I don't know.

I think that is a constitutional issue and I would have to look into it. Our numbers are coming down and I am comfortable going out. I would rather take the safe side, but we still need to help the businesses out.

7) As a result of the lack of revenue coming into the state budget due to the pandemic, would you support raising business taxes?

No, because they are already hurting we cannot hit them again. We cannot go that route. We could legalize marijuana to make up the difference.

8) If there was proposed legislation next session to increase the mandated goals for Delaware and extend the compliance years (ex: 40% renewable power by year 2040), would you support or oppose that legislation?

I commend Senator McDowell for trying to do this because I do feel we need to protect our environment. I think we need more work on it and I hope it comes back so it can be worked on. I also know our energy companies are not in favor of this legislation.

State Senate – District 15 Sen. Dave Lawson (R)

1) Why are you running for the position of Senator/Representative? OR Why are you seeking re-election?

Because the job I started 10 years ago is not done. I started a number of projects and they are not complete. And now with COVID, we are going to have a lot of work to do to get our businesses back up and running.

2) What is your position on increasing the minimum wage? If you do agree with an increase, what rate would you propose?

No increase.
3) Do you support the legalization of marijuana? Why or why not? If yes, what measures would you take to protect businesses? If no, why?

No, I do not, because of what it brings about. There will be a long list of problems with employees and how do businesses/employers monitor it. I believe it is not a road we should ever travel. As a State Policeman, I saw enough accidents resulting from people under the influence. We do not need another product that will increase the likelihood of more traffic accidents.

4) Would you support/or continue to support a Budget Smoothing Plan for the State? If not, why?

I would, but we need to increase the amount we put in.

5) How do you feel the State is handling the COVID issue in regard to the

business community? What would you have done differently?

I think they have handled it terribly. It has been devastating to let the big boxes survive and the small businesses die. Why could you go into a store like Central Tractor to buy a product, but you could not go to an area small business to buy the same product? Why is the government picking winners and losers? If you can go to Walmart, you should be able to go to church or go to any store. We should be able to go into businesses and keep our economy rolling. The Governor has devastated our state. We could handle the illness as it came. We have never shut down the state because of illness. I would have changed that totally. I tried to and it went nowhere.

6) Should the Governor have the authority to issue indefinite State of Emergencies? Why or why not?

Absolutely not. The intention was for one 30-day extension. We should come back with a new law. With what we have right now, where is the people's voice? The way it is now, there is no voice of the people.

7) As a result of the lack of revenue coming into the state budget due to the pandemic, would you support raising business taxes?

No, I would not support it. They will, however, get raised anyway when we have to pay back the unemployment. It is going to happen. We did it back in 2009 and it is coming back. If it gets enacted, it will be ugly.

8) If there was proposed legislation next session to increase the mandated goals for Delaware and extend the compliance years (ex: 40% renewable power by year 2040), would you support or oppose that legislation?

It is a bad practice. Energy is already costly. Businesses look at us and leave, or don't come here. They do the same with our education. I cannot support this.

State Senate – District 14 Craig Pugh (R)

1) Why are you running for the position of Senator/Representative? OR Why are you seeking re-election?

I served the town of Leipsic as the Mayor for 18 years. We focused on unifying our area through our business and families - and we have grown that unity. I would like to create unity on a larger level. We are a small town and a small business, and many, like me, are fisherman. We could not get much done at Legislative Hall because we could not have our voice heard and that happened for years. So, we knew we had to find a way around it. When I became Mayor, we decided to tie our folks in the community together so we could speak as a larger, unified voice. We had one agenda and we supported that. Now when we walk into Legislative Hall, we have one plan and one organization. Divisiveness is not good. We have been more effective and have seen more bills supporting for our town, and our fishing industries. By being in office, I can do a greater good to tie all municipalities together.

2) What is your position on increasing the minimum wage? If you do agree with an increase, what rate would you propose?

I don't know if there is a right number. When I started working, minimum wage was \$2.35 an hour. I know \$15 is being floated. To me, raising the rate in any business I have operated goes along with the quality of the employee's work. If you are capable of helping the business



Bruce Ennis



Jaci Hugg



Dave Lawson



Craig Pugh

be profitable, your income should reflect that. Ground level wages should not be top dollar wages. Training and years of experience add to the total of an employee's worth. Time and loyalty should be reflected in the wage. That is important to me and that is the way we run our business. I am not a fan of setting a high minimum wage.

3) Do you support the legalization of marijuana? Why or why not? If yes, what measures would you take to protect businesses? If no, why?

To each their own, I guess. However, I think we have a problem with marijuana, and that is that we do not have a test to determine if you are under the influence and how much. Until they have that, I do not think we can legalize it. As for recreational use, I don't really care one way or the other. Testing is the issue I have. We have to keep people safe in our businesses and on our roadways. In other states, I see cannabis being used for medicinal purposes and it seems to be quite an industry. It appears that Delaware is behind, and if it can become an industry, we would just have to make sure we can keep people safe by being able to measure the level in their system. We do not want to miss the boat.

4) Would you support/or continue to support a Budget Smoothing Plan for the State? If not, why?

I can tell you we have something like that in Leipsic that we established about 18 years ago. It is substantial and you lean on it in hard times. I would support the idea. It sounds wise to me.

5) How do you feel the State is handling the COVID issue in regard to the business community? What would you have done differently?

Probably the thing that bothers me the most is the extension of the emergency order. It needs to be better defined. And another issue: Who are essential workers? My wife went to work, but our legislators were not required – they were not essential. One-person ruling has taken over. The voice of the people should have been part of this after 30 days. And the people should consistently be heard. Delaware needs to respond to all emergency issues, but people should not lose their constitutional rights. Your rights do not take a vacation. We can do that and still be safe. We can handle decisions as adults. We all know someone who is at risk at home or at work, and we figure out how to deal with that. We need to go to work to keep the economy going. Our businesses being closed down is more disastrous than our health. The message of hysteria and panic is not a good one for our government to present. I tried to put a program together that is really similar to one already in place in Delaware. This one was for our fishing industry, specifically our striped bass market. Prices were crushed completely and killed the market. But with higher marketability out of state, the loss was huge to many communities. So, we had asked the Governor's office to fund the program like they do the program to feed the hungry with deer. I put the program together and we were going to follow all the regulations they have. The cost was \$5.50 a pound. We could supply the fish to Meals on Wheels and Food Banks, etc. This program could have fed people and helped the fishing industry. Then the call came from DNREC/Division of Fishery and they could not handle logistics. We already had that all worked out. And they went back a few times. We needed \$500,000 to fund it. They denied it. The fishery group did find some other ways. And we also were lucky when crabs started running. Who knew crabs were a likable take out dinner? There was a substantial demand and the price escalated – and helped the waterman industry.

6) Should the Governor have the authority to issue indefinite State of Emergencies? Why or why not?

Answered under #5.

7) As a result of the lack of revenue coming into the state budget due to the pandemic, would you support raising

business taxes?

No need for that, we just need to find a different way. I would rather promote businesses to promote their income which would grow our tax base. For example, I have a friend who makes a bottled sauce and none of it is done here in Delaware. Same issue with seafood in Delaware – processing of produce and seafood we are lacking – if we could promote those industries we could stimulate growth through our tax base. I would like to see this type of industry in Delaware and would like to see business growth instead of tax increases.

8) If there was proposed legislation next session to increase the mandated goals for Delaware and extend the compliance years (ex: 40% renewable power by year 2040), would you support or oppose that legislation?

As technology gets better, better dependability may come with that. It seems like the sourcing of the new technology is the question. It is not fair to citizens to have them rely on something that is not dependable. I will say that, when our power goes out, it creates a real safety hazard for our public. If we go to this, it must be reliable and dependable and will service our people.

State Representative – District 29 Rep. William Bush (D)

1) Why are you running for the position of Senator/Representative? OR Why are you seeking re-election?

First of all, I really enjoy what I do - I really love helping my constituents. I really enjoy helping small businesses, especially through this current situation. It has been great. There are also things I want to do. There are a lot of initiatives I have started and am working on, for example, the Ready in 6 – to help the businesses and bringing businesses to Delaware.



William Bush

2) What is your position on increasing the minimum wage? If you do agree with an increase, what rate would you propose?

At this time, we do not need an increase in minimum wage. I have looked at studies and data, and there is a time for incremental increases, but this is not the time. We are trying to bring businesses to Delaware and businesses look at these rates when making their decisions, and our rate allows us to be competitive and to bring businesses here. At this particular time, even before COVID, but with COVID, it is definitely not the time.

3) Do you support the legalization of marijuana? Why or why not? If yes, what measures would you take to protect businesses? If no, why?

I am on the record saying I do not support it. I am not saying never, but not right now. We have a lot to work through on this issue, such as the liability for our businesses. That is a big issue for me. I also worry about the impact on our youth. As it becomes more accessible, how will it affect them? Again, I am not saying never, but, at this time, it is not appropriate.

4) Would you support/or continue to support a Budget Smoothing Plan for the State? If not, why?

I think it is an important thing. We need it. I like the fact that the Governor went on his own initiative to do this and put it in place. It is important and we are seeing the benefits of it now.

5) How do you feel the State is handling the COVID issue in regard to the business community? What would you have done differently?

I think initially it was a new thing and we did not know how to handle it. I can appreciate the decisions the Governor had to make. We were in a tough spot. I understand the steps that are in place, however,

I have been trying to push for the Phases to move more quickly. I was very concerned with our small retailers not being able to open, but our larger box stores could. That industry suffered. When we moved from Phase 1 to Phase 2, my personal opinion was we need to do more to allow businesses to operate. And as we all know, our restaurants have really been hurt. Again, I understand that there are concerns, and that is why I pushed for outside seating. I think we have gotten businesses through some of this with some of the funds that have been made available. I am happy to have seen that, but I think we should have done more earlier for our businesses. We have some things moving forward, but we need more. We are still in Phase 2 and I wish we could move forward.

6) Should the Governor have the authority to issue indefinite State of Emergencies? Why or why not?

I think we need to have to have a "checks and balance" system in place. For certain situations, yes, I understand it, but indefinitely, no. I do think it should have been looked at. The legislature can convene to get rid of it. I think there should be discussions around that, however, we do need to keep in mind the need for this as well. There are instances where the federal funds we are receiving were only possible because of the state of emergency. Also, some of the special things that have been done, some of those special things for businesses will go away if the executive order goes away. For instance, could outside seating for restaurants go away? I do believe it is worth a discussion.

7) As a result of the lack of revenue coming into the state budget due to the pandemic, would you support raising business taxes?

No, I don't think it is appropriate at this time, we need to find another way. The point is: businesses cannot absorb more right now. We will need to be very smart in the way we spend. We may need to make cuts. If we can keep the economy going – if we can open up more, we will not have to go there.

8) If there was proposed legislation next session to increase the mandated goals for Delaware and extend the compliance years (ex: 40% renewable power by year 2040), would you support or oppose that legislation?

I am against the bill as written. The way it was drafted was not done well. It was very confusing. I understand the need, but I cannot support that bill the way it was drafted.

State Representative – District 29 Robin Hayes (R)

1) Why are you running for the position of Senator/Representative? OR Why are you seeking re-election?

Because I want to get the job done. I believe we need a balanced government and we need a balanced view of solving problems. For example, during a meeting at Legislative Hall, when we were there representing an issue, I was told we needed a lobbyist to really be heard. I think people need to be heard without a lobbyist. I think "we, the people," matter and that is why I am here again.



Robin Hayes

2) What is your position on increasing the minimum wage? If you do agree with an increase, what rate would you propose?

I would have to sit and talk to the people who would be impacted by it - not just those receiving it but those paying it. I think talking with the service industries, like our restaurateurs, for example, could help inform the situation. We need to understand that some pay better because they want their workers to be considered as em-

ployees, not as contracted individuals. I do not have a specific number in mind, but I do think we need to account for the cost of living in our number. I also think we find ourselves here because the jobs that are affected by minimum wage were held by teenagers, and now these same jobs are being held by individuals older with more experience due to our current circumstances.

3) Do you support the legalization of marijuana? Why or why not? If yes, what measures would you take to protect businesses? If no, why?

I am in favor of the medical component. I have worked in the medical field for years and I have worked with those who suffer from HIV -- and there are significant benefits. I also work in mental health and substance abuse, and I know people have said that marijuana is not a gateway, but those who are affected have said it was a gateway for them. So, I do not support the legalization. Having said that, I also recognize that what people do in their own homes is a different situation. As long as they keep it contained, I don't think there is much we can do about it.

4) Would you support/or continue to support a Budget Smoothing Plan for the State? If not, why?

Yes - I would. I was not happy with the decision our Governor made last year with the \$110M and the schools in Wilmington. Basically, they received support that the lower county schools did not. His point of view was that the federal government would take care of Kent and Sussex counties.

5) How do you feel the State is handling the COVID issue in regard to the business community? What would you have done differently?

When I hear this question, I think about our Governor and what he has done. He is making decisions on his own and not including the general assembly, which I do not agree with. For example, when we were told we could not leave our houses without masks. I started a mask drive to help businesses. We have hosted 5 events and have had amazing support for the project. I have always believed we need to give the power back to the small business owners. I am very disappointed that we did not let our businesses figure it out with the guidelines in place. It also really offended me that big box stores were open and not our small businesses. We did not do enough to help our small business. They are our backbone and we need to support them.

6) Should the Governor have the authority to issue indefinite State of Emergencies?

No, this is not how it is supposed to be. The way this is being done now is not about "we, the people." The first 30 days I think we all felt it was appropriate, but after that, it needed to be done differently. We needed to start talking to make the decisions. Again, the people have rights and they need to have an opportunity to be heard.

7) As a result of the lack of revenue coming into the state budget due to the pandemic, would you support raising business taxes?

No, I am not in favor of raising taxes. We have money available - we just don't spend it correctly. For example, in our education system, we are not having kids back in schools, but keeping buildings open – how is that cost effective? We should have been educating our teachers on how to teach in this environment all summer. We need to respond, not react. Again, I believe we have money we just do not spend it wisely.

8) If there was proposed legislation next session to increase the mandated goals for Delaware and extend the compliance years (ex: 40% renewable power by year 2040), would you support or oppose that legislation?

My family, like many others, has looked at solar panels, however, we did not think it was a true cost savings - at least not for us. I don't know if it really helps. I would have to be able to understand this issue better.

State Representative – District 34 Ade Kuforiji (D)

1) Why are you running for the position of Senator/Representative? OR Why are you seeking re-election?

The issues that existed the first time I ran are still there, such as education. One third of our budget is education and I think we underestimate the cost of education. Another issue is that our schoolhouse is a place that offers many services to children – it is now a one stop shop. I am very interested in



Ade Kuforiji

this issue. We need to also look at the regulatory requirements of our educators. They are now the parent, the friend, the social worker. . . all of these things effect the actual instruction of the children. We need to help support education and manage that process. We also need to make sure we hire the right people and the job will get done. Another reason I am running again is to be a voice for the people who do not have one. We need all our citizens to be taken care of, from our elderly to our children. Finance also really interests me, and I believe we need to try to balance expenditures and revenues.

2) What is your position on increasing the minimum wage? If you do agree with an increase, what rate would you propose?

When it is all said and done, most of us just want to pay our bills. We have to look around and decide what it takes to make a living – to make basic payments – rent, car insurance, food, etc. If minimum wage does not get to that amount, that is the issue. Our current number needs to go up. Based on the current amount, there is absolutely no money left at \$10.00 an hour. We need to get to at least \$11.00 –that would be helpful. That starts to get us where we need to be. There are conflicts with raising the rate for the businesses, so we need to make sure we are also meeting the businesses' needs.

3) Do you support the legalization of marijuana? Why or why not? If yes, what measures would you take to protect businesses? If no, why?

I don't smoke or drink. I am unaffected. However, I know this is a big topic. Personally, no, but I represent more than myself. I am okay with legalization, but I am very concerned with the unintended consequences. Businesses cannot have people coming to work high. We cannot drug our entire community. Recreational legalization is something people seem to be okay with, but we need to manage it. We have to have controls. Before I can totally support it, we need to think of the future. We need to consider where this will take us. We have to look at all the issues. I have to look at all the issues and I could change my mind.

4) Would you support/or continue to support a Budget Smoothing Plan for the State? If not, why?

I am in the financial world, so I understand this – in principal, yes, I am in agreement with it. Every year you have a base budget. Every time you add expenditures, the budget grows. I do like what Governor Carney is doing. You have a base budget, if you want to do additional things, you have to have money to allow you to do that. This way the base budget does not change. For example, the budget smoothing and the money from the tobacco industry would allow you to do extra things needed. I do agree with it. We need to save money.

5) How do you feel the State is handling the COVID issue in regard to the business community? What would you have done differently?

Personally, I feel that no one had a play book for this. It has been handled well; it has been a challenging time. I do feel bad

for the businesses. You can rebuild the economy, but when people die, you cannot bring them back. I am a people person. I do think the Governor has handled it well. I do believe they tried to minimize the spread. I know we will see some bankruptcy as a result of the businesses being closed. I do support everything they are doing to try to support business.

6) Should the Governor have the authority to issue indefinite State of Emergencies? Why or why not?

It is a tough deal. I don't know that anyone intended this extended state of emergency. I do, however, think we need to factor in the need for state of emergency as it relates to receiving federal support. If it is done to meet these requirements, yes. If this was not a pandemic, no. You have to look at the situation that has presented itself. We have not had this in over 20 years – an issue of this concern. No one wants to be here. We are dealing with things we have never dealt with before. We have to follow the best advice to do the right thing.

7) As a result of the lack of revenue coming into the state budget due to the pandemic, would you support raising business taxes?

In this moment, I do not think anyone will go for tax increases at this point. I would have to look at context and try to determine if we have exhausted all other avenues. I would think that first we would have to cut expenditures. I am an independent thinker and I would have to look at all the sides before I decide. If it is the only way, we would have to look at it.

8) If there was proposed legislation next session to increase the mandated goals for Delaware and extend the compliance years (ex: 40% renewable power by year 2040), would you support or oppose that legislation?

I would have to look at the consumer side. I think I would be more supportive of the consumers in this issue.

State Representative – District 33 Rep. Charles Postles (R)

1) Why are you running for the position of Senator/Representative? OR Why are you seeking re-election?

Honestly, part of it is that we did not get to finish what we started this past session. There are a number of initiatives I want to see advanced. For example, I proposed HB167 – an Administrative Flexibility Act -- and it got assigned to committee, but never even had a hearing. I want to see and make more progress happen.

2) What is your position on increasing the minimum wage? If you do agree with an increase, what rate would you propose?

I do not think we should legislate minimum wage. The market should regulate wages. Supply and demand should also be part of dictating what wages are paid. If you been with a business for any time you are above minimum wage. Minimum wage was never meant to be a livable wage. Minimum wage is for the starters in the workforce. People need to advance themselves. I am just not interested in any legislating regarding minimum wage.

3) Do you support the legalization of marijuana? Why or why not? If yes, what measures would you take to protect businesses? If no, why?

No, I do not support it. One, the liability of employers is just crazy. Second, it does affect performance. Why would I want an employee who is inhibited to perform? Third, I am very irritated with those who say marijuana does not affect young people and their development. The science is that it can have an effect on them and their development. Why do we want to influence their ability to be good citizens who



Charles Postles

can support themselves? Not supporting.

4) Would you support/or continue to support a Budget Smoothing Plan for the State? If not, why?

Absolutely - very much so. It was interesting that the Governor, by his Executive Order, adopted part of it. I think he, too, realizes there is merit to it. Some suggest it should be permanent not administration based. Any business knows there are cycles and the government is the same. There are good and bad cycles. We need a mechanism that will slow the reins and limitations to spending. I think this plan helps us with our growth and expenditures.

5) How do you feel the State is handling the COVID issue in regard to the business community? What would you have done differently?

First off, when it started, it was an unknown quantity. No one knew for sure what we were dealing with and I understood the caution. As time went on, the boogie man did not appear to be as bad as we thought. We definitely need to protect our populations that are affected. Our businesses were devastated and we need to realize that. We are already seeing some that have closed already - and I fear more to come. We have not opened the throttle at all. We have not tried to recoup yet. For our beach community, we will not know about the real affect until March. When it was first declared as the first state of emergency – it was never meant to be extended to six months. Legislators have not been part of that. No consultation with the people's representatives. No alternatives were presented. The state of emergency orders were not done fairly. How can you go into Walmart and buy products that small business could not open to sell? It is hard to explain to them why they had to be closed. This has been so difficult for our small business community to understand and compete.

6) Should the Governor have the authority to issue indefinite State of Emergencies? Why or why not?

No, I do not think so. No conversations have been had with members of legislators. Some efforts will be made to limit. 30 days is fine when a quick response is needed. After 30 days, the situation is no longer an emergency – input is needed. Karyl Rattay is good at what she does, but she does not know anything about business. The Governor should have had others advising him – those who understand business. The Governor should have brought others in to advise. When we were six weeks in, they were still saying they should be able to come up with a paper to define metrics and still, to this day, there is not one – that is very frustrating. I hope we can craft something that can control this for the future. Consultation with legislators is absolutely and definitely needed.

7) As a result of the lack of revenue coming into the state budget due to the pandemic, would you support raising business taxes?

My quick answer is no. We raised corporate taxes years ago and I do not want to go back to that well - pandemic or no pandemic. When we did it, we needed to, but now, as far as small businesses - no. The best answer is to open business back up and let people go. There is another tax in the system to keep the economy going. Our tax structure is fine when we are operating as normal. When people are working and businesses are operating, our tax structure works just fine. It is time to open this up and let this economy run.

8) If there was proposed legislation next session to increase the mandated goals for Delaware and extend the compliance years (ex: 40% renewable power by year 2040), would you support or oppose that legislation?

No way. The first question is: why do we need it? We have made a lot of progress in our energy independence and efficiency, some of which has been hurtful to people and businesses. You have to let the economy get going and function as it should - our revenue stream will be fine. They will figure out where the equality is

for the consumer. Technology is changing all the time. Fifteen years ago, no one had the idea. The tech is evolving, and we are smart enough to give them good choices and good opportunities we can sustain.

State Representative – District 32 Cheryl Precourt (R)

1) Why are you running for the position of Senator/Representative? OR Why are you seeking re-election?

I am running because I grew up in Delaware and I have watched it decline from being a family friendly State. We need safer neighborhoods. We need less crime. I also like talking to people in my community and I like to find answers for my community in my community.



Cheryl Precourt

2) What is your position on increasing the minimum wage? If you do agree with an increase, what rate would you propose?

I am not in favor of an increase. I believe every small business is unique and they know what they can afford and what they cannot afford. I very much believe in the free market system. I also believe that many employers are already paying above minimum wage. I also believe minimum wage is for those just coming into the workforce.

3) Do you support the legalization of marijuana? Why or why not? If yes, what measures would you take to protect businesses? If no, why?

No, I am not in favor of recreational marijuana. My husband is a mental health counselor and we have seen the effects of what started with recreational marijuana. It is a gateway drug. I also ask how can we expect employers to protect themselves? There is no way for them to protect themselves is the answer.

4) Would you support/or continue to support a Budget Smoothing Plan for the State? If not, why?

I support the 2%. My concern with programs like this is that we will just keep piling money into an account and then people feel we just have a lot of money to spend. That concerns me. The higher the pot – the more political it becomes. I do support the process. I think it needs discussion.

5) How do you feel the State is handling the COVID issue in regard to the business community? What would you have done differently?

It is very easy to say things in hindsight and, as we all know, hindsight is 20/20. I believe Delaware should have been in Phase 3 in June. I think every business could have done COVID restrictions and I don't think the numbers would be different. This has all been so very bad for small businesses. They are struggling and some are gone now. I believe businesses would follow the rules to keep people safe. I believe the businesses would do that. Individuals have a choice to go or not go to a business. You deserve to have the freedom to go if you want to. I would have opened things sooner and at least looked at the holidays to increase and open, due to our beach communities and their season. This situation was very hurtful and destructive. I have to say I appreciate what Gov. Hogan is doing. And, I do give Gov. Carney credit. This has been a very different situation.

6) Should the Governor have the authority to issue indefinite State of Emergencies? Why or why not?

Never in my life have I seen this. A State of Emergency should be just that - emergent. Our numbers do not equal an emergency at this point. It should be over with. I also think the General Assembly should have some authority and be heard in this situation. They should be involved. After all, they are the people hearing from their constituents. This is also causing fear

in people every time he extends it. Looking at the numbers, we should be back to normal.

7) As a result of the lack of revenue coming into the state budget due to the pandemic, would you support raising business taxes?

No, I would not. In fact, if I am elected, businesses get taxed more than about any other state which keeps us unable to compete with the states around us. Why does a telephone line for a business cost 4 times more than one for a resident? Let businesses make their decisions locally. Let businesses do what they do.

8) If there was proposed legislation next session to increase the mandated goals for Delaware and extend the compliance years (ex: 40% renewable power by year 2040), would you support or oppose that legislation?

Absolutely do not support. Along those lines, we need to look at the entire renewable industry. We need to find a medium to protect our environment but also be cost efficient and effective. We have paid out millions/billions for energy due to some of the renewable sources we have.

State Representative – District 36 Rep. Bryan Shupe (R)

1) Why are you running for the position of Senator/Representative? OR Why are you seeking re-election?

I am running again because there is a lot of change that needs to happen on the state level. And we need to focus on the voices we are hearing on the street. For instance, right now the business community is really vocal. Being a small business owner, former Mayor and a State Representative, many constituents come to me with ideas. I believe in bringing people together under ideas instead of a political party. In Milford, we had no political party which made it so great to bring all people together. I believe in pushing for bipartisanship. We have so many issues, not just in the business community, but also with our health care and education. We can get a lot done, we just need to do it without party lines.



Bryan Shupe

2) What is your position on increasing the minimum wage? If you do agree with an increase, what rate would you propose?

I do not support an increase in minimum wage. I believe the private market will set that. I am a small business owner and from talking to other small business owners, if the wage goes to \$15 an hour, businesses will have to lay off or decrease hours. Many times small businesses are painted as just caring about the profits, but at the end of the day, they only have a finite amount of money and, if they are forced to raise minimum wage without being able to increase product cost, they cannot realistically grow their business. We need to look at it as a holistic view. Walmart and Starbucks may be able to pay \$15, but if you take one part of the equation out, you cannot expect businesses to run. For our first 5 to 7 years, we did not take a paycheck because we had to reinvest into our business. Now we are reinvesting again to grow.

3) Do you support the legalization of marijuana? Why or why not? If yes, what measures would you take to protect businesses? If no, why?

I am in favor of marijuana for medical use. Many studies throughout the world prove it is better than other drugs. As far as legalization of marijuana for recreational use, we have to have protections in place much like what we have for alcohol. We need some type of road test (field sobriety tests). We need to protect employers and

other drivers on the road and even those using marijuana. You have to have protections for everyone. As of right now, without these things, no.

4) Would you support or continue to support a Budget Smoothing Plan for the State? If not, why?

Definitely. The Budget Smoothing Plan is one of the smartest initiatives started by state our government in decades. This Plan allows us to run more fiscally responsibly and allows us to grow our private market. It also allows us to take any additional revenue in savings for bad years. We would already have resources instead of raising taxes or cutting expenses. We saw this years ago with an increase in transfer taxes and cut the grant in aid budget. We have seen, through COVID, that literally anything can happen and can affect our entire state and national economy – the best protection is budget smoothing.

5) How do you feel the State is handling the COVID issue in regard to the business community? What would you have done differently?

I think it was certainly okay in the beginning to be cautious about the virus and how it would affect the general population. As data started coming in, we found out that we needed to protect our vulnerable population. We needed a smarter balance between restrictions on businesses, like having big box stores vs small businesses. Essential businesses vs. non-essential businesses. Then we opened with limitations and restrictions. It was very disheartening for many to see the big box stores open and small businesses closed. It was very confusing for the public to see big box stores open, driving the herd, and hearing that they need to wear face masks and social distancing, and yet small businesses could still not open. We saw a hard hit in our local economies, but fortune 500 companies outside of our state were making huge profits. We should have had a focus on helping small businesses and keeping them open. We should have worked with mom and pop stores to open them safely. This could have reignited communities. This could have really promoted community interaction.

6) Should the Governor have the authority to issue indefinite State of Emergencies? Why or why not?

No, I do not. There was a piece of legislation drafted that went out this year but had no movement. I understand we may need to have a state of emergency for 30 days, but after that, it needs to be voted on by assembly. Also, by having the assembly involved, it allows residents to have a say through their representatives. This also points to the foundation of our democratic republic. We are meant to have checks and balances and we need that. I intend to support the drafted legislation in the up-coming session.

7) As a result of the lack of revenue coming into the state budget due to the pandemic, would you support raising business taxes?

Definitely not. The last thing and most harmful thing we should ever do following a crisis is to raise taxes. Businesses were already hit by COVID 19 and state restrictions. Most businesses have been closed for months on end. Then businesses had to traverse through all the miscommunication from the state on how to open through the 2 phases. They are struggling to keep their lights on. We need to look for more incentives for our small businesses to grow and hire more people. We need to have our businesses become more independent by giving them opportunities to grow their businesses by things like purchasing their own buildings or supporting on-line sales.

8) If there was proposed legislation next session to increase the mandated goals for Delaware and extend the compliance years (ex: 40% renewable power by year 2040), would you support or oppose that legislation?

If represented the way written, no I would not support it. We need to look at renewable energy, but it needs to run through the free market. When govern-

ment regulates, costs are always higher for the consumer. With COVID-19 and no in person sessions, we had all agreed no legislation (other than COVID related legislation) would run, so it really bothered me that this legislation was being pushed through on the last night of the session. In my opinion, this is not a good way to propose legislation.

State Representative – District 34 Rep. Lyndon Yearick (R)

1) Why are you running for the position of Senator/Representative? OR Why are you seeking re-election?

Because I can still make a difference in the state. I want to continue to help constituents. I can help and make a true impact. Within the last 5 – 6 months with staff we have helped many constituents with gaining their unemployment. We are also working with the community and neighborhoods to promote neighborhood safety. We need people to feel secure in their homes. I also believe I still have the opportunity to reach out where we can make a big difference, not just outside the building but inside Legislative Hall. Equally as important to me is to modify or deter legislation that affects individuals' rights and the government's involvement. I think I can capitalize on my experience and I hope I can do better than I have done.



Lyndon Yearick

2) What is your position on increasing the minimum wage? If you do agree with an increase, what rate would you propose?

I have been opposed to minimum wage increases for my entire 6 years in office. I will continue to oppose. One: it is an initial wage for first time job seeks – young adults; two: 8% of all Delawareans rely on minimum wage for their full employment. To increase it, you decrease those who need it – those looking for first time or part time. Also, this increase would hurt our agricultural community. This increase would affect their international competitiveness, which results in competitive disadvantage for them. Also, non-profits are affected. They already work on razor margins. You cannot arbitrarily increase our minimum wage from \$9.75 to \$10. You have to look at the cost of living wage in the area. An increase inflates labor and the cost of doing business. Market needs to set the minimum wage not the government. The market will bear what it will bear.

3) Do you support the legalization of marijuana? Why or why not? If yes, what measures would you take to protect businesses? If no, why?

I have also opposed this legislation for 6 years. Research has shown it does not eliminate the black-market sales – it does not go away. Underage consumption increases. It will not be the "save all" for the economy that people think it will be. Also, we have no THC measurement tools. We cannot prove how impaired someone is. We have to think about the police how do they tell if you are or are not impaired. Also, research shows that marijuana does affect brain development of young. Why make it more difficult for young adults to get a good education. It is just another obstacle. And what about the employees who have CDL Driver's Licenses? Again, how do you measure if they are impaired? Who wants to be responsible for that? Where does it stop once it starts?

4) Would you support or continue to support a Budget Smoothing Plan for the State? If not, why?

I agree with the concept. I was not in favor of putting it in our Delaware Constitution. I think it was an unnecessary step. If we are going to continue to acquire reserves, let's put it back into people's pock-

ets. I would like to see tax credits for residents. I think that could be a better way to use the money. This year \$50 to \$70 million was used to go into FY 2021 budget. In hindsight, if we had provided tax cuts – it could have been recirculated and it would come back into the economy. We are good at taking other people's money – escheat, etc. We have savings. What gives us the right to take the money? Why are we not giving it back to the residents? Those are some of the questions I have.

5) How do you feel the State is handling the COVID issue in regard to the business community? What would you have done differently?

This is a tough one. I believe the Governor, in his initial approach, was hard to disagree with. However, I was not in favor of the decisions about business closures. I understand to flatten the curve, he is trying to control entities, but he has no control over individuals hosting parties at their homes. In essence, he is trying to take control of what he can. However, restaurants and other businesses should have been able to open and do what they needed to do. We need to have confidence in our businesses. Again, we have to agree, the goal post has continued to change. We looked at many numbers: hospitalization, deaths, etc. I have concern over the care of long-term care facilities also. I also feel we were somewhat reactive to Industries in Sussex County where their numbers could be based more on living arrangements than work environments.

I would have done some things differently. For example: We would be in phase 3. I would have everyone making their own decisions – businesses, churches, schools, etc. Again, it comes back to having confidence in our businesses and organizations.

6) Should the Governor have the authority to issue indefinite State of Emergencies? Why or why not?

No, I think we have learned now about this and what can happen. Tighter restrictions are being proposed. We need better and formal communications between the executive and administrative branches. By doing so, we can be better prepared and deal with a situation like this in the future -- and we can do it better in the future.

7) As a result of the lack of revenue coming into the state budget due to the pandemic, would you support raising business taxes?

No, I would not. There are increases in the operating budget - 4%. I think there will be some flexibility with CARES ACT spending dollars to back fill some shortfalls. To ask more of businesses who have been so affected, it is not the right thing to do. For example, we have unemployment insurance increases and plastic bag requirements on the table for next year already, and we still have the increase in minimum wage that was approved coming at our businesses. We cannot ask for more from them.

8) If there was proposed legislation next session to increase the mandated goals for Delaware and extend the compliance years (ex: 40% renewable power by year 2040), would you support or oppose that legislation?

I do not support it. It is terrible legislation. It mandates a portfolio that the market should dictate, not the government. This takes away our competitive edge with our neighboring states. Energy is one of our top costs for business already. The last thing we need to do is mandate it to cost more. I believe in the market dictating costs, not the government.

Kent County Levy Court Commissioner – District 3 Allan Angel

1) What is the single biggest issue facing Kent County?

Right now, with economic development, land use, and the way things are progressing, we have been taking an initiative to help businesses stay in business. We worked with the Chamber for the COVID PPE Starter Kits. We are trying to keep businesses moving forward. We need to cut our red tape – we have cut some, but we need to eliminate more. We also need to continue to make our plan for So. Frederica and Little Heaven.



Allan Angel

2) What do you believe are or should be Kent County's priorities for economic development?

First, we need to keep our manufacturing focus. We have three new manufacturers coming to Kent County (and possibly another two) – this would mean \$77 million dollars and about 800 jobs, which also means we need to make sure our housing is up to date. We need our businesses operating and thriving. When the Forest main sewer went down, we worked well with everyone to get that repaired and up and running. We need to keep communicating and partnering. KCLC is great at partnering. KCLC is there to help whether it is a large issue, a small issue, or a non-profit or program. We partner at all levels. We have given money to Boys & Girls Club, Bowers Beach, and increased our Strategic Business Fund. The DE Turf is now back up and running. And now we have a developer looking at a water park near DE Turf.

3) What is your opinion about the county's planning & permitting processes? If given the opportunity what would be the top 3 things you would change?

Kent County is moving forward. We are always looking at ways to do things more efficiently and effectively.

4) What is your number one project you will be promoting/sponsoring in Kent County during your term as commissioner?

When you look at the Rockport Study and the amount of people moving here, we need to have our policies and ordinances in place to move Kent County forward. We do not want to fall behind. We also have some educational issues to address. We are working on that now with our Technology and Science Grants. Economic development and job development continue to need our focus. We also must remember our DAFB. They are one of our economic drivers – always. We also need to look at our disaster preparedness plan – it is an area of concern to me.

Kent County Levy Court Commissioner -District 1 Joanne Masten

1)What is the single biggest issue facing Kent County?

Economic development - bringing in meaningful jobs with good pay and good benefits for residents. We have to do to this. I am a member of KEP (Kent Economic Partnership) and am happy to be a member of the group. They are focused on economic development.



Joanne Masten

2) What do you believe are or should be Kent County's priorities for

economic development?

Again, bringing jobs to the county. We need taxes and, in order to get them, people have to have jobs. I was familiar with KEP years ago and saw a lot of focus placed on community gardens - they are great, but we need more. When Linda was interviewed, it was very clear she had a plan. She is meeting with various companies to get them here. I was also part of the Rockport Study which I think was a great. It has helped us to determine what we need to bring rather it is medical, logistic supplies, and/or warehousing. We need to focus on where we are sourcing products from and try to bring them in as well. Many wheels are already in motion. The Greater Kent Committee (GCK) and the municipalities in Kent County are also involved in the effort. If it does not happen under Linda it will not happen. Kent County is on target. Another primary concern for me is Smyrna and the 220 acres the community is on the hook for at the Duck Creek Park. When I was mayor, the first thing was to create infrastructure at the site which we did. The site is now shovel ready. Actually, KRM will be putting up a 60,000 square foot spec building. Build one and they will come. KEP, in my opinion, is on target now. The one thing I know is we must do it on our own in Kent County.

3) What is your opinion about the county's planning & permitting processes? If given the opportunity what would be the top 3 things you would change?

Cumbersome - too much time spent trying to get through the process. Talked to many of the commissioners, and Chuck Spiegelman, and others in the real estate industry. Again, it just takes too long to get things done. I understand the person who runs the department has her view of the process. It may be time for changes in the department. It may be time for better accountability and assessment tools. There is too much bureaucracy. The guidelines need to be reviewed yesterday. They are outdated. Streamlining the ordinances needs to be reviewed, refined, or eliminated – again, many are outdated. Many of them are just not working in today's business world. I also think reporting mechanisms need to be in place. Let's cut the nonsense out. We had the same thing in Smyrna, we need what is good today, not what was good 20 years ago.

4) What is your number one project you will be promoting/sponsoring in Kent County during your term as commissioner?

Jobs for Kent County - good paying jobs with good benefits. Of course, I am partial to Smyrna. When I was mayor, the town was on the hook for a 200-acre economic development park. It doesn't matter where new business goes – bringing jobs here is what has to happen. We want our residents to be able to buy a house, have a car, and feed a family. \$8.00 is not working, but \$15.00 is not the answer either.

I also think we need to really be looking at Broadband internet development. We have to have it. Businesses need it, and students need it. Kids in our towns don't all have it and if kids are not going to school, they need technology.

Kent County Levy Court Commissioner – District 5 Jody Sweeney

1) What is the single biggest issue facing Kent County?

It is still economic development. There are so many moving parts to that. We have job creation zones, water and sewer development, good parks, and we have even - through impact fees - supported our schools. These are all things people look at when they look



Jody Sweeney

to locate in an area. Linda Parkowski is doing a fantastic job bringing businesses here. We need to figure out what we can do to help small businesses start and grow. We must make the county a place that is attractive for businesses to come and where small businesses will grow.

2) What do you believe are or should be Kent County's priorities for economic development?

We have addressed many of them. The question now is: How do we expand on what we have done to create shovel ready locations so businesses can come in? This is what we have to do now. We need developers to come in and build a three-story building creating "a business park." We need money to do some of this economic development, and if we want to do that, we will have to increase taxes. We have to be ready when the businesses come. We have done a lot to attract new jobs. And look at DE Turf - we have so much coming to that area. Who would have thought we would have a water park in Kent County? And that will come with a variety of other businesses, such as shops, restaurants, etc.

3) What is your opinion about the county's planning & permitting processes? If given the opportunity, what would be the top 3 things you would change?

We are already doing one of the biggest things – we are implementing MY-GOV which will give everyone the ability to submit plans online. Everything will then be online - no more paper. When it is submitted and approved, it goes back to the developer. The developer never has to come to the Kent County building to develop here. They will also have the ability to pay for permits online. This will increase the speed to process plans by going online. There is still a problem with the plus process and DelDot permitting. We need their speed to improve. One thing we must do is address the leadership in our planning department. We need to coach or

find individuals who will adapt and adopt. They have to be advocates for economic development.

4) What is your number one project you will be promoting/sponsoring in Kent County during your term as commissioner?

I want the gymnasium expansion on the capital projects list. We want an indoor field connected to our building on New Burton Road to allow an indoor turf field for soccer, lacrosse, and field hockey. It also needs to include an indoor track (6 lanes), then we may be able to get some funding for this project from DEA. This project could have great potential for our county.

The General Election will be held on Tuesday November 3, 2020 Please make your voice count and VOTE! Polls are open from 7 am – 8 pm.

For more information about this year's voting process, please visit www.ivote.de.gov/VoterView

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Member News



The assembly was led in prayer as the memorial began.



The posting of the colors marked the beginning of the event.



The traditional ringing of the "four fives" helped draw the ceremony to a close.



The service concluded with a moving rendition of "Amazing Grace."



Seats were kept six feet apart to ensure the safety of all.



This DAFB fire truck stands as a proud tribute to incredible service.

We Will Never Forget

On September 11, 2020, Dover Air Force Base Fire Emergency Services hosted a public memorial service to commemorate the events of 9-11 on its 19th Anniversary. Due to the rain, the service, usually held at the AMC Museum, was moved to another fitting location, the Dover Air Force Base (DAFB) fire station, where many community leaders, citizens, DAFB personnel, and dignitaries gathered. The poignant event was marked by memories, prayers, and long-time traditions practiced by police and fire fighters.

Mr. Jack Dunn served as the keynote speaker for this event. Mr. Dunn, served for 8 years in the United States Marine Corps and then served as a fire fighter in Bayonne, New Jersey. Beginning the day after the attacks of 9-11, Mr. Dunn joined the rescue and recovery operations that went on for several weeks in the aftermath of the tragedy. Soon after the 9-11 attacks, Jack re-entered the military. Later, he retired from the U. S. Air Force Reserve as a master sergeant.

Most adults seem to remember exactly where they were on September 11, 2001. People recall that it was a beautiful clear, blue sky day. They can often recount where they were when they heard the news, some can even recall what they were wearing. Many stories have been shared over the years of people who were supposed to be at the World Trade Center or at the Pentagon that day, but weren't – as well as first-hand accounts of what happened during the clean up and what it felt like to be part of the recovery mission. The same is certainly true for Jack Dunn. He recalled hearing the news and, even after his fire company was told not to cross the river and come to New York, how they showed up anyway. He spoke about what it felt like to hear clapping and cheering rise up from the pile as victims were recovered. He shared stories that conveyed the sights and the smells he and his fellow rescuers will never forget. "We saw things people shouldn't have to see..." remarked Dunn. "I knew it was gonna be one of the hardest days in history for the New York City Fire Department... and for everyone involved."

Mr. Dunn spoke of the importance of remembering and talked about his pride in sharing this time of remembrance even during a pandemic. The significance of holding the annual ceremony at the base's fire station only added to the overall impact of the event. Due to the pandemic, many safety protocols were in place. Chairs were spaced six feet apart and face coverings were required.

The service ended with several long-standing traditions of emergency personnel. The Fire Fighter and Police prayers were said, the fire bell was tolled in "four fives," and the familiar hymn "Amazing Grace" was performed by the Dover Fire Department Pipes and Drums. "It is important to never forget the unity that was created in our country by that event," commented Mr. Dunn as he concluded his talk. "and how the country came together to support each other." May that be true today and every day.



Former fire fighter and military servant, Jack Dunn, served as the keynote speaker.



Col. Matthew E. Jones and his wife, Christie, look on as a memorial wreath is laid beneath the flag.



The team leaders from AFMAO and AFMES listened intently to the account of rescue and recovery.

Auction

Continued From Page 1

well as an app that can be used on mobile devices. The website and app will go live on October 1st. **Shoppers will have the opportunity to PREVIEW items from October 16th - October 22nd.** Previewing items will give shoppers time to peruse the wide variety of goods, services, and experiences being offered. Shoppers will also be able to create shopping lists which will expedite their bidding experience later. **BIDDING will be held from Friday, October 23rd, and will continue through noon on Friday, October 30th.**

• **Registration:** Anyone wishing to be part of the event may register any time after the website and app go live. To register on the QGiv website: go to <https://bit.ly/306KqIL> and click on "Register Now." To participate on your mobile device, download the app called Givi and simply follow the prompts. Each bidder will submit contact and payment information at registration, after which they will be given their bidder number. The cost to register for the auction is \$5. We would suggest registering early and spending a little time familiarizing yourself with the website and/or app. The more you understand about how it works, the easier it will be to bid, bid, bid... and win!

• **Live Auction:** The CDCC will be livestreaming the live auction from Maple Dale Country Club via Zoom and YouTube. **The LIVE AUCTION EVENT will be held on Wednesday evening, October 28th,**



beginning at 6:30 pm. Auctioneer extraordinaire, Steve Harrell, will join us at Maple Dale to auction off our live auction items, awarding each item to the highest bidder. Early bidding on live auction items is invited through the website/app - the auction will begin on the 28th with the highest pre-bid obtained to date.

• **Watch Parties:** We are encouraging people to gather a few friends and family members - few enough that they can properly social distance - and virtually join the Chamber staff and volunteers on the evening of the live auction. Perhaps your party group could serve as a team for bidding on and sharing an experience won at the Live Auction! **Beginning at 5:30 pm, the CDCC will host a Virtual Happy Hour** - again, we will be offering this via Zoom from Maple Dale Country Club. At 6:30, we will shift our attention to the Live Auction, as we watch and encourage bidders to shoot for the stars as they compete for exciting items. We would love to be in touch with you throughout the event - it will be almost like being together!

• **Vacation Raffle:** This year's vacation raffle winner will be travel-

ing to South Carolina! The winning ticket will entitle the lucky winner to a week's at Club Wyndham Ocean Ridge in Edisto, South Carolina (compliments of Greg & Tammy Ordway). This beautiful one-bedroom suite sleeps four - with a pullout couch. The resort also offers a beautiful swimming pool, tennis courts, a fitness center, and many other amenities - and is just a short distance from the beach. For anyone interested in enjoying some South Carolina salt air, white sand, and spectacular surf, buying raffle tickets this year is a MUST! This unique destination is just a short flight or relaxing car ride away - transportation is not included. **Raffle tickets can be purchased online, at the CDCC Office, or from any CDCC board member. The cost of the tickets is \$20 each.** All proceeds benefit the Central Delaware Chamber of Commerce.

The theme for this year's auction, **Love Your Community**, emphasizes the role of each of us in the place where we live, work, and play. Your support of this event is, in effect, a show of support for the community. The Central Delaware Chamber of Commerce serves as THE essen-

tial resource for the development of businesses in Central Delaware. As you support the CDCC, you support Central Delaware. If the pandemic that we have struggled through for many months has taught us anything, it has shown us that we are the strongest when we work together - and that is what community is all about!

The CDCC would like to extend a heartfelt thank you to our premiere sponsor, the City of Dover; our paddle sponsor, Del-One Federal Credit Union, and our "Let's Make A Deal!" sponsor, Caruso Homes. Thank you also to Steve Harrell for sharing his motivating talent with us. In addition, special thanks to the team at Maple Dale Country Club for hosting the live auction. A special thank you goes to Kate Greene of IMD4 for her talent and expertise in designing our event logo. And thank you, too, to all who are planning to sponsor, donate, or attend this annual favorite event.

As you can see, the 17th Annual Holiday Gift Auction has a lot to offer! We look forward to sharing this event with you as we explore our new format together. Whether sneaking up on other silent bidders in an attempt to win the desired items or experiencing the happy tension of watching as bidders work hard to strategically out-do each other in the live auction, participants are sure to have a memorable experience. For more information, please contact the CDCC Office at (302)734-7513 or visit www.cdcc.net. We can't wait to experience the thrill of this event with you and your friends!

CDCC joins The Bold Co. Girl for a CDCC Ribbon Cutting

DOVER - The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for The Bold Co. Girl on Saturday, September 19th, at 12 pm. The ceremony was held at Harvest Ridge Winery, 447 Westville Rd. in Marydel. Chamber members, ambassadors, and staff members joined Rachel Settle, owner and founder, at Harvest Ridge as she celebrated a whole new era of The Bold Co. Girl!

The Bold Co. Girl's mission is to offer authentic and affordable products and services that assist the every-day female boss. With "bold" right in the name, Rachel loves to encourage the "rad babes" that visit this popular online shopping site to be themselves, and to not be afraid to let their magic show! There have been negative stigmas associated with females in power, and the Bold Co. Girl strives to show women that they are not bossy- they are THE BOSS.

The Bold Co. Girl offers a wide variety of apparel, journals, planners, coffee cups, jewelry, keychains, and more! While Rachel loves to create many fun items, the main focus is always on making things that females will truly find helpful to their everyday lives. The Bold Co. Girl offers a range of services from "Kickstart Sessions" designed to help the aspiring female entrepreneur get connected in the community and established legally, to graphic logo design, and wholesale offerings such as custom journals, packaging stickers, and retail tags and labels!

Established in 2016 as a wedding and event planning service under the name "Senner of Attention Events," The Bold Co. Girl shifted gears and became an online retail company focused on supporting females and



entrepreneurs. Rachel's love for supporting bold women in the community gave birth to a blog highlighting a new woman each month, a range of products designed to help women in every job they do from stay-at-home moms to women running their own businesses from home or an office- to both, sessions designed for female entrepreneurs just starting out, and wholesale for businesses!

In this "new era" of The Bold Co. Girl, Rachel is rolling out "Online Shopping in Real Life" vendor events. These events - the first of their kind - bring together local entrepreneurs who do not have a physical location in a way that introduces them to potential customers, essentially bringing their online shops to life! Many vendor events do not typ-

ically try to stay within one target market, and it's hard to judge how well one will do- the Online Shopping in Real Life Vendor Events, while not exclusive to female entrepreneurs, do market to clients and customers who will truly love getting to know these business women who are normally unable to interact face-to-face with their customers! The idea of the online vendor event is just one of many ideas Rachel has for helping to support local entrepreneurs.

The Bold Co. Girl is proud to be part of the Central Delaware Community. Rachel is an active member of the Central Delaware Chamber of Commerce, attending as many events as possible. She loves meeting new people, especially the faces behind the local businesses she has

patronized for many years. She has found ways to provide wholesale products for partnering companies and is interested in finding ways to collaborate with other business owners. Rachel would love to eventually obtain her own event location which would enable her to provide a place for making connections and developing partnerships among businesses. She is excited to see what the future holds for The Bold Co. Girl!

For more information, please visit The Bold Co. Girl at www.theboldcogirl.com, or call Rachel at rachel.bold@gmail.com. Please join the Central Delaware Chamber of Commerce in congratulating Rachel Settle on this new era of The Bold Co. Girl!

CDCC joins Jonathan's Landing for a CDCC Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Jonathan's Landing on Thursday, September 10th, at 4 pm. The ceremony was held at their location at 1309 Ponderosa Drive in Magnolia. Chamber members, ambassadors, and staff members joined the team at Jonathan's Landing as they celebrated the reinvention of Jonathan's Landing Golf Club and the grand opening of the newly renovated Lighthouse Ballroom.



of high-quality golf. Challenging for more experienced golfers yet still forgiving enough for intermediate golfers to enjoy, Jonathan's Landing is a course enjoyed by golfers at every level of play.

The owners and new management company for Jonathan's Landing have partnered to reinvigorate Jonathan's Landing not only as a golf destination, but more aptly, as an event venue. The renovations to the golf course and the Clubhouse since April 2019 have been extensive. This ribbon cutting ceremony will be a great way to show off what they've accomplished and invite the public in for a sneak peek!

Jonathan's Landing Golf Club is one of Delaware's most frequently played public golf courses since its beginning in 1996. Its distinctive marshland, links-style layout, undulating greens, subtle elevation changes, and windswept views make it a wonderful place to enjoy a day

In addition to its beautiful course, Jonathan's Landing is also the ideal location for anyone's upcoming celebration. The newly renovated clubhouse at Jonathan's Landing features the bright and inviting Lighthouse Ballroom, designed to accommodate up to 175 guests, with a large dance area, full-service bar, and wrap-around deck overlooking the golf course. From weddings to shower, proms to parties, corporate events to memorial events, the golf course and surrounding area are the ideal backdrop for memories and photos that will last a lifetime. The team at the Lighthouse Ballroom offers each client one-on-one attention, holding their hand through



the event process from start to finish, helping them bring the vision of their special day to life. They pride themselves in doing their best to and handle all the details by being a one stop shop event venue.

The mission of Jonathan's Landing, in short, is to bring JOY to people. Whether it's through a day on the golf course or by helping people celebrate their life events, Jonathan's Landing is there to offer people moments of leisure and happiness.

Jonathan's Landing is proud to be a part of the Central Delaware Community and places a high priority on giving back to the community. The Golf Club currently hosts several charity golf outings. The Lighthouse Ballroom is anxious to begin helping nonprofit organizations by helping to host events that not only raise much needed funds, but also bring aware-

ness to their specific missions. They are excited to expand their network and increase their visibility through their membership in the Central Delaware Chamber of Commerce. The folks at Jonathan's landing are excited to continue their longtime membership with the CDCC. They are anxious to expand their network and share the news about their recent make-over. They are especially excited to partner with members of the business community.

For more information, please contact Jonathan's Landing at (302) 697-8237, or visit their website at www.jonathanslandinggolf.com. Please join the Central Delaware Chamber of Commerce in congratulating Jonathan's Landing on their overall reinvention and the grand opening of the Lighthouse Ballroom!

CDCC joins DiBiasco's Cleaning & Restoration Service, Inc. for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for DiBiasco's Cleaning & Restoration Service, Inc. on Tuesday, September 15th, at 1 pm. The ceremony was held at their location at 690 Blackbird Station Rd. in Townsend. Chamber members, ambassadors, and staff members joined the team at DiBiasco's as they celebrated their 25th Anniversary!

DiBiasco's has been serving Delaware since 1995. The folks at DiBiasco's believe that their integrity and competency, the root of their success, will continue to allow them to provide high quality and valuable services to present and future clients. DiBiasco's ability and commitment to answer questions effectively

and accurately and to be honest with customers is essential. They work hard to provide quality workmanship with satisfaction guaranteed – this is why they are highly recommended by their previous clients.

At DiBiasco's, their highly professional technicians take the time to listen to the needs of their clients and work to provide the necessary services required to obtain a more than satisfactory result. DiBiasco's Cleaning & Restoration provides a variety of services including water damage cleanup, water removal, mold remediation & inspection, asbestos abatement, air duct cleaning, crawl space repair, odor control, biohazard cleaning, carpet cleaning, upholstery cleaning, and tile & grout cleaning. DiBiasco's welcomes the



opportunity to provide the type of service customers deserve.

DiBiasco's is proud to be a part of the Central Delaware Community. They are pleased to provide quality services throughout the entire state. They are excited to expand their network and increase their visibility through their membership in the Central Delaware Chamber of Com-

merce.

For more information, please contact DiBiasco's at (302) 376-0125, via email at cleanup@dibiasos.com, or visit their website at www.dibiasos.com. Please join the Central Delaware Chamber of Commerce in congratulating DiBiasco's on their 25th Anniversary!

CDCC joins Enoch Stevenson Insurance for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Enoch Stevenson Insurance on Tuesday, September 1st at 4 pm. The ceremony was held at their location at 4004 N. DuPont Highway, Suite A, in Dover. Chamber members, ambassadors, and staff members joined Enoch and his team at Enoch Stevenson Insurance for the Grand Opening of their new location!

For the past three years Enoch Stevenson Insurance has served the Delmarva peninsula's farmers and small business owners with their insurance needs. As Enoch has familiarized himself with the needs of the region, it became apparent that this new location would improve their ability to meet with clients and support a growing staff. Enoch Stevenson Insurance exists to provide clients clarity of their risks, simplicity in their insurance approach, an increased certainty in their ability to thrive in the face of life's troubles. The company does this with compassion for the farmers and small business owners who face the challenges of business and family goals without the support of their larger competitors. The folks



at Enoch Stevenson Insurance understand that businesses are more than compilations of buildings and employees: businesses are the manifestation of goals and legacies. Their commitment is in guarding those dreams and preserving the legacies for future generations of farmers and small business owners.

Enoch Stevenson Insurance is a multi-line insurance agency supporting the farming and small business owner with personal and commercial insurance tailored to their individual risks. They evaluate owners' current strategies and create detailed programs of insurance management to protect the family and business. In addition to personal and business insurance, the office brings a special focus on the life insurance needs farmers and business owners have in protecting both family and legacy.

Enoch Stevenson Insurance is the next chapter in the legacy of Farm Family Insurance and its decades-long commitment to the farm and small businesses of Delaware. Enoch Stevenson joined this team in



2017 to continue the original agency of Joseph McGowan, and now in his own location, he is expanding the vision to additional business markets and solutions. Enoch Stevenson Insurance has made Central Delaware their home base because of the growing entrepreneurial class and the location on the Delmarva peninsula.

Enoch Stevenson Insurance is proud to be a part of the Central Delaware Community and they are interested in finding ways to give back. For the past three years, they have participated in local civic and church programs meeting the needs of families in difficulty. They enjoy supporting programs that provide a safety net support for families with

children in school. They are also interested in working with existing businesses in the local community to promote their services and increase their exposure to the region. They are actively seeking connections with businesses to network them with our clients and other business owners.

For more information, please contact Enoch Stevenson Insurance at (302) 697-1800, or visit their website at www.enochinsurance.com. Please join the Central Delaware Chamber of Commerce in congratulating Enoch Stevenson Insurance on the Grand Opening of their new location!

Member News

Remembering a Ray of Hope on Rae Day

To say that Rae Short made a positive difference in Central Delaware is quite an understatement. Many lives were touched, many hearts were encouraged as Rae did her best to help people find ways to reach their potential and work together to build a strong community. While Rae may have been "short" by name and small in stature, she stood as a giant among the people of Central Delaware.

Rae, known around town, for her red dresses and her bright personality worked as a community liaison at Home Instead Senior Care in Dover. In addition to her official occupation, she also played an active role in many civic and non-profit organizations such as the American Heart Association, Meals on Wheels, the Alzheimer's Association, Be a Santa to a Senior, the Delaware Breast Cancer Coalition, the Central Delaware Chamber of Commerce, the State Chamber of Commerce, the Middletown Chamber of Commerce, and the Capital City Rotary Club – just to name a few! In addition to offering her time and monetary support, her philanthropy included her role as a remarkable cheerleader for all things Central Delaware.

On August 28th, the two-year anniversary of her death, several of her

coworkers from Home Instead and friends took part in a small, outdoor gathering that has become known as Rae Day. Last year's Rae Day was marked by activities to serve the area's senior citizens. With the pandemic still looming and the safety restrictions in place, this year's event was more of a time for reminiscing and sharing stories about Rae and her impact on so many lives. The second annual Rae Day was held at La Baguette Bakery & Catering. Ludovic and Anita Bezy were thrilled to host the event in memory of their friend and avid supporter of the bakery. In honor of Rae's daily

practice of visiting the bakery for a cookie and a cup of coffee, all participants were given coffee and cookies as they gathered to remember this remarkable beacon of light in our community.

Rae's mission was to be a beacon of love and light in her community. Today her legacy lives on as she continues to inspire all of us to look for the best in people and to work together for the common good. May we continue to honor her memory every day as we reflect a bit of that light and bring hope to the people around us. Let's make every day a "Rae Day!"



Co-workers from Home Instead, friends of Rae, and Rae's husband, Norm, gathered on the La Baguette's "Rae of Sunshine" porch.



Rae was one of the first to purchase a space on La Baguette's wall of Community Supporters.



La Baguette dressed up in red to honor Rae.

Ambassador's Corner



Deb Farley-Blunt works for two chamber member businesses. She is the billing and credentialing manager at Eye Specialists of Delaware. Deb also serves as the administrator for The Kritter Sitter. After 20+ years in administrative and customer service roles, she has developed a real passion for problem solving and providing exceptional customer care. Deb has been married for 15 years and is the mother of two teenagers. She enjoys beach vacations with her family and supporting her kids in their many sporting endeavors. She also enjoys 80's music and reading.

Deb's connection with the Central Delaware Chamber of Commerce came naturally through her places of employment. Deb's strongest personal connection, though, happened when she was accepted as a member of the Leadership Central Delaware program's Class of 2019. As a member of that group, Deb was given a life-changing opportunity to get to know many leaders representing some of the most influential businesses in Kent County. With an emphasis on leadership development, Deb and her fellow classmates were able to grow and learn through many hands-on activities. One aspect of



Deb Farley-Blunt

Deb's leadership journey that had a major impact on her was her participation in two Community Impact projects with the class – the construction of an archery fence for the Boy Scouts of America, and painting the interior of St. John's School and completing a mural in the school's lobby.

Deb is excited to serve as a CDCC ambassador. This unique position will give Deb an opportunity to help new members make connections that will lead to meaningful business relationships. Serving as an ambassador will allow her to continue to grow her leadership skills and help others get acclimated to this valuable business community.

Member of the Month

Name:
Fernando and Shirley Ruiz
Title: Realtors
Business:
Residential
Sales & Rentals
Address: 736
N. Dupont Hwy,
Dover De 19901
Hours: 9am-9pm
Phone: Shirley 302-242-6808 and Fernando 302-270-4673
Website: www.ItsAboutTheHouse.com
Email: shirleysruiz@gmail.com , fernandoruiziii@gmail.com



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

Providing Exemplary Service to Sellers and Purchasers in Kent, Sussex, New Castle Counties.

We believe this business is about people first and foremost, the timing in their lives, and the level of service they receive.

Tell us about your role in the business/organization

With Our Combined Real Estate Experience of 55 yrs + we offer sound advice and guidance throughout every transaction. It is all about the details and asking questions. Our desire is to give you confidence and peace of mind from beginning to end. We want to be Your Go To Realtors.

Tell us something that makes your business/organization unique.

Fernando has technical skills to navigate the intricacies of computers, knowledge of drone flight and the artful eye for capturing the photos and video necessary to create an online presence.

Shirley Ruiz has 39 years of experience in real estate with financing and building a solid transaction.

Having great communication skills and really listening to the client is of utmost importance. Following through to make the dream of homeownership come true is my goal.

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

We Strive for Success. As we bring value to the table it is our goal to get a referral from every connection. If we can do a job worth nothing, growth will come. This business is about people first and it is also About the House.

How has the Chamber helped your business/organization grow?

Central Delaware Chamber of Commerce has introduced us to key figures in our community and given us a network and sounding board. We love the social aspect and the connected vibe.

What is your best advice to other businesses/organizations?

Always listen to a client's needs. Find out what they want, give them the time and patience necessary to meet their goals. Then, help them to achieve it!

New Member Spotlights

Meet Brandon Cale



le Electrical Companies' experts are qualified to handle customers' electrical needs from residential to commercial to industrial.

Life-long Delawarean, Brandon Cale has worked in and out of



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Central Delaware throughout his 21 years in the electrical business. He has served in many aspects of the electrical business throughout the years, from apprentice to manager to estimator. For the last 10 years, he has worked as Project Manager for Nickle Electrical Companies. Having secured his Master Electrician license in 2017, Brandon specializes in the oversight of large commercial projects

in Central Delaware including Delaware Technical and Community College, Westminster Village, Delaware State University, Bayhealth, Dover Behavioral Health, and more. Brandon and his wife, Kelly, moved to Kent County in 2017 and are happy to build their future here with their one-year old son, Logan, where they enjoy being outdoors near a bonfire, having barbecues, and playing guitar.

Brandon is excited to be part of the Central Delaware Chamber of Commerce. He is looking forward to expanding his network and helping other business members become acquainted with Nickle Electrical and what they do. For more information about Nickle Electrical Companies, please visit their website at www.nickleelectrical.com.

Please join the CDCC in welcoming Brandon Cale and Nickle Electrical Companies to our membership!

Meet Marcia Chambers and S.W.E.L.L.



S.W.E.L.L., Sexual Wellness and Empowered Living Lifestyles for Women, is a business that supports female sexual empowerment. As a certified sexologist, speaker, and coach, Marcia Chambers helps women over 50 in their relationships – it's her passion. S.W.E.L.L. offers information in a casual and light format that encourages women to engage and explore without guilt or shame. This informational forum and strong community of women for women helps clients to explore all aspects of their identity so that they can feel and unleash their confidence and sexuality. They discover and develop Connection, Communication, and Confidence in their relationships and in themselves.

Ms. Chambers' focus is the physical and spiritual wellness of sex, assisting in the transformation of the paradigm, while removing the stigma associated with sex. Her message includes the spiritual nature of sex and the importance of "Knowing Thyself" to nurture the connection to self as a strong infrastructure in any relationship. Marcia and S.W.E.L.L. are happy to serve the community by offering live and virtual classes and workshops, quarterly fun expeditions, annual retreats, and client services as they relate to relationship issues.

Marcia describes herself as gregarious, outgoing, fun-loving, helpful, supportive, honest, and candid. She is a woman of many talents

who wears many hats: mother, grandmother, mentor, coach, lover, U.S. Army veteran, divorcee, and current orphan. The passing of Marcia's mother last year prompted her to make the move from Brooklyn, NY, to Central Delaware. Having spent time living in Jamaica, West Germany, New Jersey, and Brooklyn, Marcia's life has been filled with moves. She is excited to have the opportunity to spread her wings here in Dover. She loves travel and finds cruising to be a great way to see the world. She also enjoys skydiving, dancing, hanging out with her family, BBQ, and just generally having fun!

Marcia is excitement to be part of the Central Delaware Chamber of Commerce and is looking forward to meeting other entrepreneurs in town. She finds Delaware to be a small and intimate state and she is looking forward to making connections here. In describing her decision to join the CDCC, she lists four reasons: 1) CDCC membership provides an opportunity to meet other like-minded members of the community, 2) it provides education about the community and its leaders, 3) it is a prime resource for improving business acumen and enhancing marketing, and 4) the staff is so courteous and helpful – the make a stranger feel right at home.

Please join the CDCC in welcoming Marcia Chambers and S.W.E.L.L. to our membership!

Member News



Chesapeake Utilities Corporation Continues Their Commitment to the Community

Chesapeake Utilities has been a pillar in the central Delaware community for over 160 years. The parent corporation, Chesapeake Utilities Corporation, was incorporated in Delaware in 1947. In recent history, over the last decade, there has been some confusion among stakeholders regarding the Chesapeake Utilities Corporation and the company Chesapeake Energy Corporation. Chesapeake Utilities Corporation's affiliate and subsidiary companies include: Aspire Energy, Chesapeake Utilities, Eastern Shore Natural Gas Company, Elkton Gas, Florida Public Utilities Company, Marlin Gas Services, Peninsula Pipeline Company, Sandpiper Energy, and Sharp Energy.

Both companies operate in the energy industry and have similarities between their names and stock symbols – Chesapeake Utilities (CPK) and Chesapeake Energy (CHK). On June 28, 2020, Chesapeake Energy Corporation filed for Chapter 11, which the me-

dia covered extensively. This has increased the confusion between Chesapeake Utilities and Chesapeake Energy. Chesapeake Utilities Corporation is a healthy, diversified energy delivery company headquartered in Dover, Delaware and publicly traded on the New York Stock Exchange under the ticker symbol "CPK".

Chesapeake Utilities Corporation operates primarily in the Mid-Atlantic region, Florida and Ohio. Chesapeake Utilities Corporation and its affiliate and subsidiary companies are not, nor have ever been, affiliated with Chesapeake Energy Corporation. Chesapeake Energy Corporation is headquartered in Oklahoma City, Oklahoma.

Chesapeake Utilities, your local natural gas utility, is a strong supporter of the Central Delaware Chamber of Commerce and continues its primary objective of delivering clean, affordable natural gas to the region.



CDCC Special Feature

Saving Stella – Together!



Settling into a new home Rescued! Going for a float in the pool!

Many of you will recall reading about our Chamber duck, Maggie the Mallard. She came to the Chamber Office twice to build nests and hatch her ducklings. We had great fun getting to know her and showering her with love and attention. We have been missing her now that egg-laying season has ended, and we are hoping she will return in 2021.

We had no idea that the void created by Maggie's departure would be filled - until the day after Labor Day when an adorable abandoned black and white kitten showed up on the parking lot behind the CDCC Office. The tiny kitten, appearing to be about 5 or 6 weeks old, had clearly been left all alone to fend for itself. Of course, we were concerned. Needing something to call her besides "kitty," we named her Stella.

Seeing how thin Stella was, we concluded that the poor baby must be hungry - but the kitten was also frightened and would not let us get anywhere near her. After an extended evening of coaxing and prodding, Stella took a run through the engine of a car, quivered in a hiding place under the steps, and devoured a can of tuna. Being abandoned herself, she found some kinship with the abandoned cars parked in the gas station lot next door and hid among the wreckage.

Undeterred, we put some food and water outside next to a makeshift cardboard box shelter on the front porch and decided to patiently await the return of Stella. For several days, the food and water continued to disappear, but there was no sign of Stella. Finally, Stella was sighted, devouring a mid-morning brunch! We were relieved to know that it was, in fact, Stella who was eating the food we left. This sighting gave us great hope that perhaps she would soon feel comfortable enough to allow us to get close and maybe even pet her until we could find her a suitable home.

Late Friday afternoon at around rush hour, a member of our team who was stopped at the traffic light near our office saw Stella trying to cross the highway! Quite a scene ensued: emergency flashers... people out of cars... and crazy Stella jumping into the wheel well of a car in the turn lane. After several minutes and lots of curiosity among on-lookers, the car was carefully moved to a nearby parking lot where the search continued through the engine, in the trunk, by the wheels... no Stella.

By this time, the search party had expanded to include the chamber staff, the people in the car, and

several patrons from the businesses where the car was parked - about 15 people in all! Just when we were all about to give up, that little black and white face appeared in the front wheel well on the driver's side of the car!

Out of the crowd, came a kind gentleman who had been in the original traffic jam. Being an avid cat lover himself, having rescued many cats before, he volunteered to get Stella out of the tiny space in which she was now stuck. He laid on the ground and reached way up through the wheel well. The space was too small. Not willing to give up, he instructed the crowd to find a place to grab onto the driver's side of the car. On the count of three, the entire rescue party of other drivers, store patrons, curious onlookers, and yes, the chamber staff lift the body of the car creating enough space for the man to pull Stella from the car! What followed was an amazing celebration - applause and cheers, broad smiles, and happy tears!

Stella's rescuer held her tightly and she settled right down in his arms. He volunteered to take her with him and give her a good home. Contact information was exchanged and goodbyes were said. In the days that followed, we received a couple of updates from the community rescuer. Stella was taken to a beautiful home where other kittens will become her new family, she was bathed and taken to Forever Friends to be checked out. Stella also turned out to be a boy - and his name was changed to "Snickers."

While this is an adorable story, that is not why we chose to share it with you. We are recounting this tale of rescue because, for us, it is a story about community. As we think back on what happened, we are encouraged by the response of a group of complete strangers. Regardless of backgrounds, ages, time schedules, financial means, and all of the other things that tend to separate people into certain groups, a random group of strangers spontaneously came together to solve a problem - and to celebrate for a moment once the problem was resolved. That is what living in community is about, isn't it? Working together toward a common goal?

As we go about our business here in Central Delaware, let us continue to keep the notion of "community" at the forefront of everything we do. And whether you're a "Stella" or a "Snickers," let's find ways to get to know each other, to love, serve, and celebrate each other as we live, work, and play together in this community that we call home.

Look for these EXTRAS in the paper!



Marketing Opportunities Available in these upcoming special sections:



Sunday, November 1

Senior Resource Guide for Downstate Delaware and Maryland's Eastern Shore



Sunday, November 8

A Veteran's Day salute to include photos of local veterans and active-duty military



Sunday, November 25

A collection of the best ways to celebrate the holidays in Downstate Delaware and Maryland's Eastern Shore



In case you missed them, you can find these special sections online at delawarestatenews.net/specialsections

Game On
Stars of Delaware
Bay to the Beach - Fall edition

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The Capital Daily

For information on advertising in any of these special sections, contact us at 302-741-8200 or adsupport@newszap.com.

Thank You for Your Renewal!

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112 Patriot Drive, Ste C
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302-449-2267 x3

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Ms. Melissa Wooleyhand
108 N Railroad Ave
Wyoming, DE 19934
302-697-7448

Jennifer J., Realtor
- Century 21 Gold Key
Ms. Jennifer Jacobo
1665 S DuPont Hwy
Dover, DE 19901
302-399-8661

Life Leadership
Ms. Barbara Steele
Lincoln, DE 19960
302-740-2149

Lux Home Care
Ms. Ronez Pumphrey
Felton, DE 19943
302-228-2486

Nickle Electrical Companies
Mr. Brandon Cale
14 Mill Park Court
Newark, DE 19713
302-275-9792

Shock Fit Pressing
Mr. Jerome Shockley
Dover, DE 19904
302-344-7683

Smyrna Nutrition
Ms. Mari Graden
220 E Glenwood Ave
Smyrna, DE 19977
302-897-7839

Coffee On Us!

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The Central Delaware Chamber of Commerce would love to connect you with something delicious! The photograph on our front page header changes each month, depicting picturesque and unique locations right here in Central Delaware. These photos are the subject of our monthly "Coffee On Us" contest. If you recognize the location of the header picture on our front page, be the first to CALL the CDCC Office (302-734-7513) with the correct answer and you will win a \$10 gift card to:

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& Catering**



You'll also see your picture and your company name on our Facebook page – and, of course, you'll win bragging rights for the month!

"Congratulations to our contest winner for the September Issue! Nina Jenkins, of Harrington Raceway & Casino, correctly identified the location as Bowers Beach. The photo was taken of the canal heading towards the Delaware Bay at sunrise. Way to go, Nina! Thanks for playing!"

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