

Chamber Connections

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www.cdcc.net

December 2020

A New Twist on a Beloved Tradition

The Capital Holiday Celebration is still happening... just a little differently this year. Due to the added restrictions announced by the Governor's office in the face of the pandemic's recent spike, plans for the Capital Holiday Celebration have been reworked. The City of Dover will still welcome the holiday season with many of the same elements as have become tradition, but some of them will be presented in a new way to ensure the safety of everyone.

The official start of the holiday season for Dover residents will take place on Friday, December 4th. Events to share holiday cheer and opportunities to catch the Christmas spirit will

begin at 2 pm and run through 8 pm. Activities will not all take place in one location, but they will be taking place all over the downtown area.

Mayor Robin R. Christiansen will light the City's Christmas Tree at 6 pm in front of City Hall - this event will be live-streamed on Facebook! Non-perishable donations for area food pantries can be brought to the truck parked across from the Library on Federal Street from 2 - 6 pm. Also from 2 - 6 pm, the team at the Dover Public Library will be providing three different children's crafts in Grab 'n Go Kits for attendees to take home

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Money Matters According to the Experts

In addition to being dedicated, persistent, committed, flexible, and diplomatic, business leaders must also be resourceful! They must know where to turn to discover and obtain all the pertinent information they need to plan their businesses' successes. We obviously can't all be experts in everything... When it comes to economic trends, market analysis, examining the rate of inflation and unemployment, most of us could use an expert to study it all, figure out what it means, and explain it to us in terms that we can understand.

As THE essential resource for the development of businesses in Central Delaware, The Central Delaware Chamber of Commerce is here to help! Providing you with the information you need is exactly what our Economic Forecast Breakfast - brought to you by BIG Investment Services -- is all about! This informational breakfast event will help to provide insight into the health of our economy on federal, state, and local levels as we enter 2021. Participants can expect to learn critical information about the impact current trends will have on their businesses.

This event will be held on Wednesday, January 13th, beginning at 8 am at Maple Dale Country Club. Attendance at this event will be limited. Because of those limitations,

THE 2021 ECONOMIC FORECAST BREAKFAST

Brought to you by: BIG Investment Services

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the event will also be streamed live. In-Person tickets for the event are \$20 for Members and \$25 for Non-Members. The fee to attend online is \$12.

Our speakers for the morning event come to us with a

See Economic — Page 10

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Judy's Journal



PRESIDENT - JUDY DIOGO

Carrying the Torch

COVID has taken a toll on so many individuals, families, and yes, even businesses! Your Chamber, the CDCC, has carried the torch and spoken as the voice of the business community for the past 8 months of the COVID-19 Pandemic.

During these months, we have met every week via Zoom with representatives of the Governors' Office: Damian DeStefano, Director of the Delaware Division of Small Business and Albert Shields, Deputy Chief of Staff for Policy. And on occasion, the Governor has also joined these meetings.

For the past 6 of these 8 months, the message has been the same: let our businesses open - open! We have worked diligently to inform and educate those making decisions regarding COVID-19 restrictions about the impact their decisions are having on the business community. We all understand that the health of our communities is paramount. It is our belief that the overall health of the community must include the health of its businesses and its economy.

In light of that, we want our residents to know that the CDCC is very proud of the work our businesses have done to follow the restrictions and to keep both their employees and their customers safe during this pandemic. We have seen them time and time again prove that they can and will do whatever is necessary to maintain a safe environment for people to shop, dine, workout, and receive personal services. The safety of the customers is their number

one priority. Business owners and operators have become extremely flexible and creative during this time. Many are now offering customers the ability to shop online for products and gift cards using eCommerce, and several are happy to assist patrons with curbside delivery and opportunities to shop by appointment. They are absolutely dedicated and committed to safety first!

With the holiday season fast approaching, we are asking all the residents of Kent County to support our businesses: Be Loyal - Shop Local - Eat Local! We all need to remember that it is our business community that makes our county unique and helps to define our quality of life. Our businesses are significant threads in the tapestry that makes Kent County - Kent County!

After so many months of shutdowns and limited capacities due to the pandemic, it is more important than ever to re-discover the small businesses right in our area and explore all they have to offer. They are, after all, the backbone of our economy.

Let's make it a habit to shop local first. Patronize the boutiques and specialty shops right here in our hometown. Eat at local restaurants owned by local people. Spend your money locally as often as possible. Enjoy all things local.

Let's join together this Holiday Season to support all things local. It's a trend worth starting!



It takes **YOU**
to start the trend.
Shop small.
Shop local.
Eat local.
Spend local.
Enjoy local.

The Central Delaware Chamber of Commerce invites **YOU** to join us in supporting our local businesses during this holiday season!



Thank you to the CDCC Cornerstone Members!

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

Chamber Connections

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

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

Cornerstone Member - Century Engineering

A Commitment to Responsible Partnership

Century Engineering has been a driving force in the Dover area for 32 years. Being awarded the Design Management for the major SR1, US13 Relief Route project marked the start of their operation in Delaware. They opened for business in a small townhouse in downtown Dover with a staff of six. Quickly outgrowing that space, they relocated to a new, much larger office (10,000 sq. ft.) just north of Dover. Steady growth over the years forced them to relocate again in 2018, moving their team of over 140 professionals to their new 25,000 square foot state-of-the-art facility on Bay Road in Dover.

Century is a multi-discipline consulting engineering firm offering professional services throughout the Mid-Atlantic Region. Century offers services in the following disciplines: Civil/Site Planning and Design, Transportation Planning and Design, Traffic Engineering, Water and Environmental Resources, Surveying, Utility Locates and Coordination, Structural Engineering, Geotechnical Engineering, Mechanical/Electrical/Plumbing, Water and Wastewater, and Construction Administration and Inspection. The firm's mission is to set the standard for what it means to be a responsible partner to clients, stakeholders and employees and to the communities in which they live and work. The team at Century feels honored to help facilitate the important work their clients do and the critical services they provide. For the folks at Century, being a responsible partner means attending to the smallest of details without ever losing sight of the big picture.

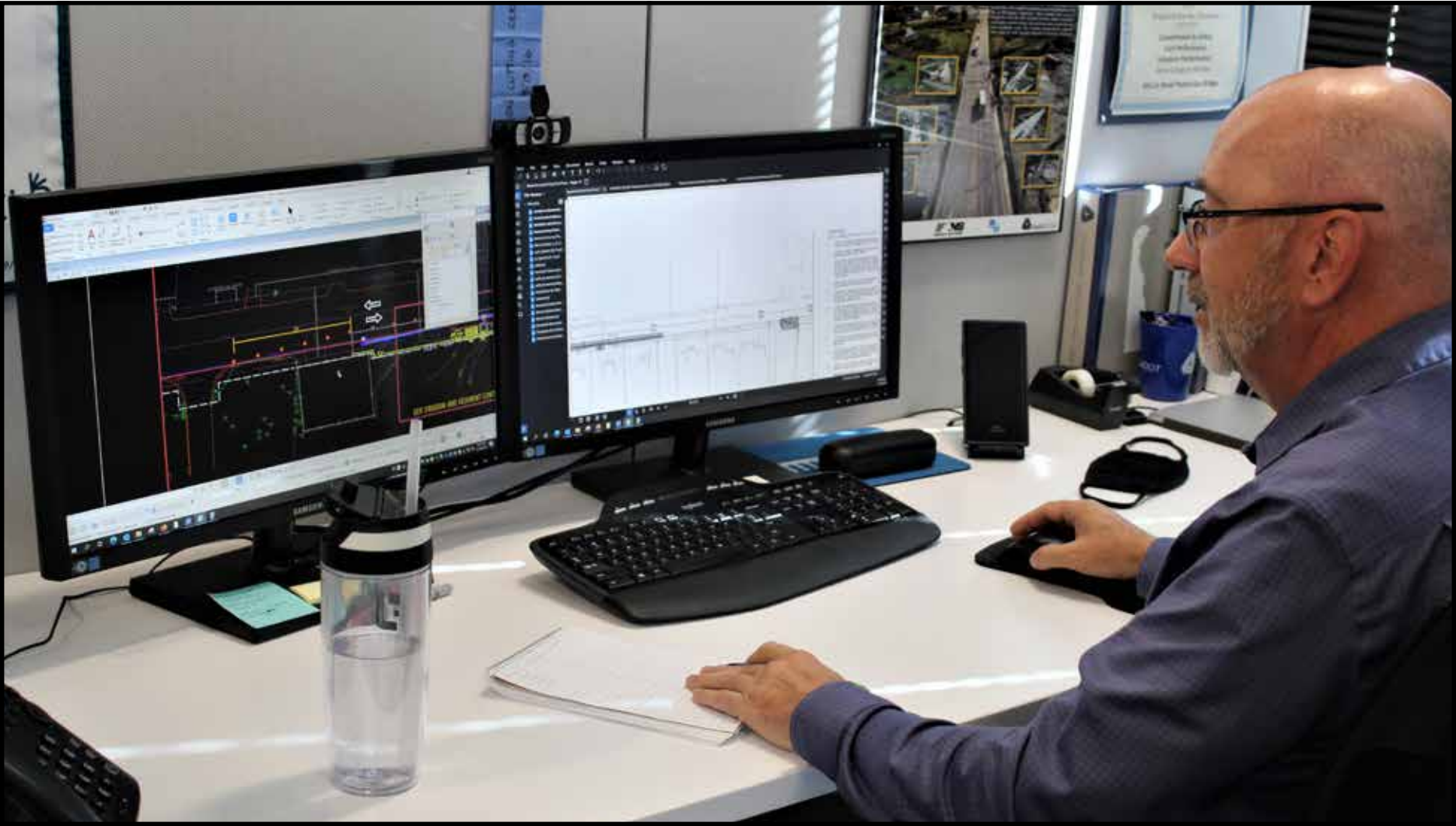
The mission of Century Engineering is to provide professional services by uniting quality, innovation, and creativity with dedication, responsiveness, and commitment. They view their purpose as setting the standard for responsible partnership by nurturing connections with clients, employees, and communities. To build strong relationships and produce quality performance, they collaborate with clients to implement sustainable solutions, cultivate distinctive, professional staff and services of outstanding value, and contribute through service and donations to the community. The company's values that guide decisions and actions include trust, knowledge and expertise, innovation and collaboration, and curiosity.

With a strong history of community involvement, Century Engineering is committed to giving back and strengthening the fabric of each



community in which their employees live and work. Century and its employees participate in several organizations throughout Central Delaware, including the Greater Kent Committee and the DAFB Honorary Commander Program. The firm is also extremely proud to be involved in the local school systems where they offer shadow programs, internships and education opportunities in the STEM programs. One of Century's goals is to offer opportunities to keep some of Delaware's best and brightest students right here in Delaware.

For more information about Century Engineering, please visit their website at www.centuryeng.com.



Cornerstone Member - Chesapeake Utilities Corporation

How Can You Reduce Expenses This Winter? By Using Energy Efficiently.



*Photo taken prior to COVID-19 Pandemic
- Chesapeake Utilities walk-in offices are currently
closed for our customer and employees' safety.*



Whether you own, rent, or lease, you can help to reduce your home and business utility expenses by using energy wisely. By minimizing the amount of energy you use, also known as energy demand, your consumption decreases and so does your monthly energy bill. During these challenging times with the COVID-19 pandemic still very prevalent in our state, identifying best practices to reduce expenses will help all of us manage our homes and businesses through this difficult time.

Using energy efficiently in your home or apartment is not difficult to do and can be accomplished in many ways that achieve savings at absolutely no cost to you. First, a few common sense items include checking that windows and doors are securely closed when you are using the heat in your home and ensuring each month that your furnace filter is kept clean. To take advantage of something called passive solar heating, open draperies and blinds on sunny days to help to heat your home. It is just as important to remember to close draperies or blinds when the sun isn't shining to insulate your home against the cold.

Actively managing your energy demand is not difficult. Angie Bivens, from Franklin Energy and Energize Delaware, puts it very clearly, "When a home or business owner makes small steps it adds up to big savings! For example, when you lower the thermostat on your water heater to 120°F and the thermostat for your entire home to 68°F you consume less energy. When you take shorter showers and use a low-flow showerhead you will also keep costs down on your energy bill."

Cooking with natural gas is always a preference for home and professional chefs. You can reduce your energy demand while cooking as well. When possible, use a medium or low flame when cooking and match the size of your flame to the size of the pan, which prevents you

from wasting gas. Try to avoid opening the oven door while roasting or baking. Instead, use your oven timer or the oven light to check on the delicious dish inside. As every cook knows, keeping the surfaces and burners clean allows for more efficient operation and better energy efficiency.

If you have a few dollars to invest, a good first step is installing a programmable thermostat that will help you to lower your utility bills and manage your heating demand. This is true for both the home and office. Programming the thermostat to a lower temperature at night when the office is not being used or when you are at home sleeping saves you money. In the office, you can program the temperature to warm the building prior to when your team members arrive and then lower the temperature to a comfortable setting, similar to your home at 68°F.

By taking just a few simple steps, right in your own home and business, you have the power to save money and energy. Go to www.chpkgas.com for more energy saving tips and if you need assistance with your energy bill call 800.427.2883.



Answering the Cry of the Community

On Thursday, November 5th, our LCD Class of 2021 had the opportunity to examine what it means for a leader to be data driven, a goal setter, and to exhibit the skill of discernment - all through the lens of public safety and criminal justice. As they listened to the presenters and worked their way through the day's exercises, certain themes surfaced throughout the day: the importance of collaboration, the need for transparency, the welfare of those who serve, and the art of clear and widespread communication. They met with various public servants and visited several agencies who, as they carry out their roles in Public Safety and Criminal Justice, deal with varying aspects of how to secure our community.

Fireside Partners served as host for the morning. Class members gathered as the day's learning and activities got underway. First on the agenda was a panel discussion exploring "Law Enforcement Issues of Today." Participating on the panel were Chief Torrie James - Town of Smyrna, Lt. Jeremiah Lloyd - DIAC DE State Police, Special Agent David Bole - FBI, Chief Michael Hertzfeld - Delaware Capital Police, and Lt. Col. Schneider Rislin - 436th Security Forces Squadron Commander DAFB.

The panel explored a number of related topics including community perceptions of policing, the need to respond to situations based on training, the importance of transparency, the mental wellness of law enforcement personnel, and the necessity for collaboration and cooperation among agencies. "What we do and the decisions we make are not about wearing stars or stripes, we're all humans and we're all supposed to be leaders in our own forum," remarked Chief Hertzfeld.

Questions were raised regarding defunding of the police and racial strife. Panelists underscored the idea that conversations of this nature are dependent on a person's perspective. In response to current issues, a stronger emphasis is being placed on engaging the media and sharing scenarios that humanize officers, showing from their position what it's like to be called to a scene and be required to make split second decisions based only the information at hand. "We answer to the cry of the community," offered Smyrna Chief Torrie James.

Next, class members learned about the VIPR Program (Visual Intermodal Prevention and Response) from Master Corporal Angela Garnsey of the Delaware State Police, Division of Gaming Enforcement. Garnsey underscored the idea that everyone is in need of emergency training. Needing to know how to respond in the face of danger is imperative. "It is not a matter of if it's needed, but when it's needed," she remarked. Garnsey shared with the group a simple formula for the steps to take in responding to an attacker or intruder: "Run if you can, Hide if you can't run, Fight only if running and hiding are not an option... Run, Hide Fight." She also emphasized the importance of watching for signals. "46% of the time, attackers have been planning for a week or more... signals are easy to see if you are looking." Also new information for many class members was the idea that 9-1-1 can be texted from one's phone in the event of an emergency. Garnsey also shared information on the "Stop



A program of the Central Delaware Chamber of Commerce

the Bleed training Program and participants were given an opportunity to learn and practice the application of a tourniquet.

Lt. Col. Rislin of the DAFB led class members through a "Threat Scenario." Participants were given an emergency scenario and were required to create plans for how the community and the air base might communicate the situation to the public and respond to the emergency. He instructed the group on the importance of collaboration in such scenarios and gave examples of how the base and the community have worked together in the past.

Stephen Burgess, class member and part of the team at Fireside, took the class on a tour of the facility. He shared a little about the history of Fireside and explained their mission. Clear communication and collaboration are critical to this worldwide emergency response specialist. The team at Fireside Partners is built of a cross-section of the various industries and experts with specialized skills that are typically needed in a variety of emergency situations such as mental wellness professionals, police, fire personnel, EMT's, pilots, etc. He stressed the notion that victims of emergencies tend to mimic the authorities on the scene. Because of that, it is imperative that decisions regarding disasters and dangerous situations are handled in a calm methodical way based on training. "Calm is contagious," he remarked.

Next on the day's agenda was a fascinating and eye-opening informational session at the Delaware Information & Analysis Center (DIAC) where Sgt. Nick Terranova, led a tour of this "fusion center." DIAC takes in information from all multiple sources regarding criminal threats and activities that could threaten public safety, analyzes it, and makes decisions, based on a "need to know," about the dissemination of such information. DIAC is 1 of 80 fusion centers nation-wide. Sgt. Terranova shared many intriguing examples of crimes that have been solved based on this information. He and Lt. Lloyd (of the day's earlier panel discussion) emphasized the need for the public to keep their eyes and ears open and hone the art of noticing things that are out of place. DIAC's charge to the state's citizenry is "If you see something, say something."

This interesting and informative day ended at the Delaware Fire School where Tucker Dempsey and Paul Eichler explained the purpose of the school, tips for fire prevention, and provided a live demonstration of the extinguishing of a house fire. Class members were amazed to learn that Dover's Fire Department is all volunteer and they were interested to learn that the fire school provides training for the police, educators, and many other professionals



Our Public Safety Professionals Panel shared information about keeping the community safe.



Groups worked together to solve a fictitious threat.



Stephen Burgess, Class member, helped lead the tour at Fireside Partners.



The Class of 2021's smiles show a new appreciation for the work of the firefighters.

LCD

Continued From Page 5

in the community.

As the day wrapped up and class members began to disburse, they all left with a renewed understanding of what it takes to maintain a safe community. They had learned a great deal about collaboration, setting goals, discernment, and the use of data in making decisions. Many important skills and pieces of information were added to their leadership portfolios and most essential of all, they learned that every person is part of the team that keeps the public safe. There are various ways that we are all called upon to respond to the "cry of the community" as citizens, as residents, and especially, as leaders.



Class Members observed from a safe distance as the firefighters took steps to extinguish the flames.



Tucker Dempsey, Training Administrator Officer Development Programs, explained the scope of the school's mission.



Class members practiced a new "Stop the Bleed" technique.



The Class of 2021 practiced safe social distancing as Tucker Dempsey identified the property's various buildings.

A Happy Congratulations!

We are thrilled to announce the arrival of Noah Avery Greene, son of Robert and Stephanie Greene, on November 4th. Noah was a healthy 6 lbs. and 14 oz. and measured 19 3/4"! Stephanie is a member of the LCD Class of 2021. Welcome, Noah!

Two Miles and Lots of Smiles!

Leadership is comprised of many components. The ability to cast a vision, clear and effective communication, efficient management of time, the ability to work in a team, the art of listening, a habit of showing up -- these are all skills that have often been associated with leaders throughout history. The heart of leadership, however, is the desire, the drive, and the determination to give back. When a leader finds a way to serve his/her community, to give of his/her time and talent, that is when the impact of their leadership ability is truly felt.

Community service has always been a hallmark of our Leadership Central Delaware program. During a class's leadership year, its members are given several opportunities to serve along the way, helping at events, and participating in their own Community Impact Project. That habit of service doesn't end when they graduate. The LCD Steering Committee has initiated a way for our strong core of alumni to continue to lead by example as they

ALUMNI NEWS



make a difference in our community. The Leadership Central Delaware program adopted a two-mile stretch of road to help maintain as part of a partnership with Delaware's Department of Transportation. The adopt-a-highway program (AAH), begun in 1990, is more than just a "clean-up" campaign. This program of service works to educate citizens about the responsibilities of caring for and repairing our land.

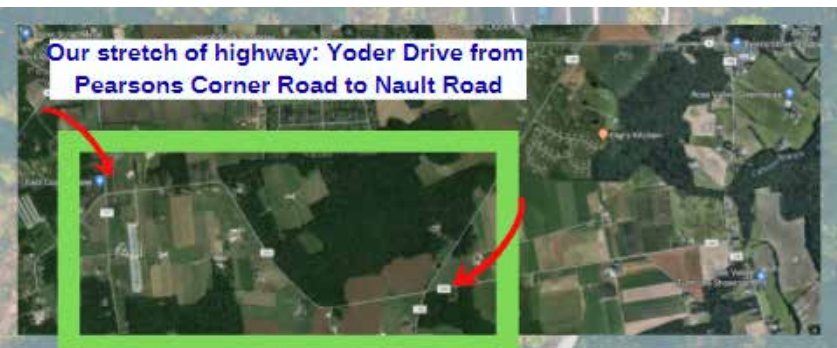
The stretch of road assigned to LCD is in west Dover: Yoder Drive from Pearson's Corner to Nault Road. The first clean-up day since the start of the pandemic



was held on Saturday, November 21st, when a group of alumni gathered for a couple hours to clean up the assigned section of highway. It was a gratifying day filled with smiles and laughs that resulted in a clean, beautiful stretch of Kent County roadway.

The LCD Alumni are happy to have joined this effort. The AAH program is a perfect fit for our graduates as it centers

on the idea of people who care enough to make a difference. Through this opportunity, our graduates can continue to craft the art of community service, leaving that two mile stretch in western Dover better than they found it. As Dr. Suess once said, "Unless someone like you cares a whole awful lot, nothing is going to get better. It's not."



Our stretch of highway: Yoder Drive from Pearson's Corner Road to Nault Road



Making a Positive Impact on the Community

A significant part of our Leadership Central Delaware curriculum each year requires class members to work together on projects that will benefit the community. These Community Impact projects help students to apply their newly acquired and continuously developing leadership skills to real-life situations that will help other members of the Central Delaware community. These projects are submitted each year by non-profit member businesses and are voted on by class members during the Opening Retreat.

The LCD Class of 2021 chose a project submitted by NCALL (National Council on Agricultural Life and Labor Research Fund, Inc.). The project involves the construction of a pathway to their community garden. The garden, a collaborative effort of Wesley College, Delaware State University, and NCALL, is the only community garden in the city. Nestled behind the residence hall on the Wesley College



A program of the Central Delaware Chamber of Commerce

campus, it is a cooperative garden that grows veggies for the local community and native plants for pollinators. The pathway will bring visibility and awareness to the garden, thus dispelling the notion that the garden is the "best kept secret in town."

Under the leadership of project managers, Tim Bailey of Central Delaware Habitat for Humanity, and Patty Isherwood of Bayhealth, class members have come together

to begin their work of planning and preparation for a Spring installation of the pathway and some other much-needed touches to the garden. Two committees have been formed – a budget committee and a community outreach committee – to tackle the fundraising and design of the project.

To date, members of the 24-person class have donated \$80 to serve as starter money for the project. The recent graduates of the Class of 2020 also made a donation to "pay it forward" and get the project started. The overall plan for the garden includes landscaping, the construction of an arch trellis, the installation of brick pavers and plant beds, and a good layer of mulch.

To donate or offer any assistance to the class, please contact Heather McTheny at (302)734-7513 or by email at lcd@cdcc.net.



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DP

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An Above Par Networking Event



The staff at Maple Dale is always eager to serve.

The last Sunset Business Mixer of 2020 was held on Tuesday, November 17th, at Maple Dale Country Club. In Maple Dale's lovely clubhouse, guests enjoyed appropriately social distanced networking, lively conversations, delicious refreshments, and many smiles. Guests gathered in the main ballroom at the Club and enjoyed a time of catching up with business colleagues, meeting new ones, and gaining qualified leads – all while enjoying each other's company.

General Manager, Chris Aulita, welcomed everyone and thanked the group for coming. He also shared information about Maple Dale Country Club and explained the many opportunities Maple Dale offers their members. People who are interested in golf on a historic course, swimming in a beautiful Olympic-sized pool, dining in an amazing restaurant and grille room, or enjoying an evening on the deck should really check out Maple Dale's membership packages. The Club is also a

wonderful venue for weddings, banquets, and celebrations of all kinds! For more information about Maple Dale Country Club, please visit their website at www.mapledalecc.com.

Also, as part of the evening's festivities, several members were excited to win drawings for amazing door prizes. Chris Moses of Senior Home Help was named the Member of the Month for January. In an unprecedented move, Rocke Gaston of Harrington Realty – door prize winner, decided to raise some funds for the CDCC by stepping up to the microphone and auctioning it off! Thank you, Rocke! It was an evening filled with connections and renewed business relationships... and big fun!

Thank you to Chris and the team at Maple Dale for hosting and making us all feel so welcome! And thank you to all who were able to attend! We wish you a wonderful Thanksgiving and a Safe and Happy Holiday Season - and we look forward to being with you again soon!



Chris Aulita, Maple Dale Country Club General Manager, welcomed everyone.



This group demonstrated the art of smiling with the eyes!



Auctioneer and happy bidder share a smile and raise some funds for the CDCC.



Show me the money!



Look who won again!



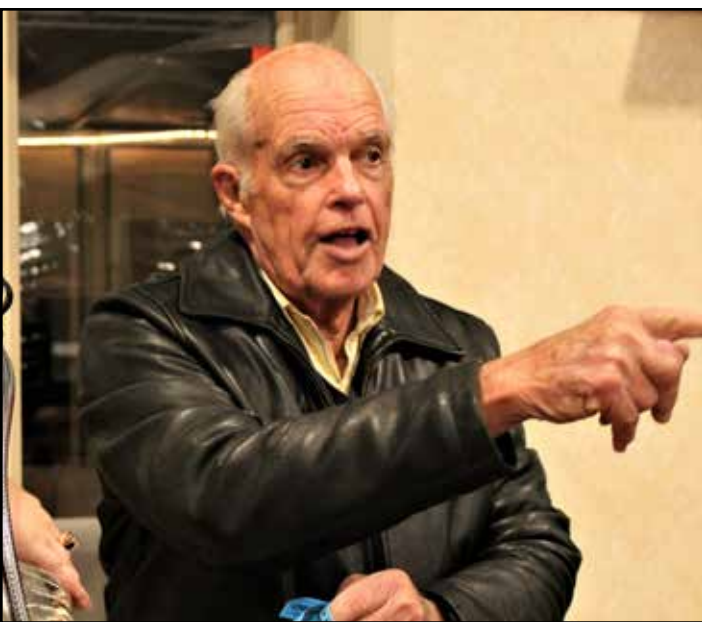
The newest tastes of Autumn from Fordham & Dominion Brewing Company were graciously poured by Tim as guests sampled the beers.



Participants were eager to sample delicious hors d'oeuvres.



Door prizes are always a hit!



A surprise, impromptu auction...



Hilton Garden Inn was in the house!



Hooray! I won!



A happy winner!



An unexpected bonus!



One of many happy chats!

Member News

Polytech Adult Education Receives Excellence in Education Award



The Committee, propelled by community partners Greater Kent Committee, Kent Economic Partnership, and the Delaware State News, believes that bringing schools into the mix is a logical and efficient way to develop Central Delaware's workforce. Companies interested in moving to Kent County are highly concerned about the availability of skilled workers. Workforce development and training are paramount in becoming a desired destination.

From technical trades to jobs in health care services to a career in education, Polytech Adult Education is happy to connect students to the programs they need to join the workforce. "Polytech is a proven leader in training for the jobs needed in Central Delaware," remarked Parkowski.

Polytech's IT Professional program is a competency-based Registered Apprenticeship program that include three years of related training and up to three years of on-the-job training. The program provides students with all they need for a successful career as a network technician or IT generalist. After completing this program and the required number of on-the-job training hours, students are prepared to complete three industry certifications and earn a nationally recognized

journey person credential.

"This is really exciting for us because providing the means to get students these credentials will make them more marketable and give them a better chance of finding employment in their field," commented Jeremy McEntire, assistant director of Polytech Adult Education. "The award can help to remove potential financial barriers to our students' advancement."

"We want to keep potential employees in the community and assist them in obtaining the certifications they need to earn a higher wage. Polytech Adult Education's program did a great job in meeting all the criteria we were seeking," explained Tonda Parks, Director of Event Marketing and Community Outreach for the State News and Excellence in Education Fund committee member.

Shelly Cecchett, Executive Director of the Greater Kent Committee, noted Polytech's responsiveness to the changing landscape of our business community. "Polytech is on the front line placing our students into our workforce. Their ability to react to the marketplace to help meet the needs of our businesses is to be commended."

"We love to be able to find ways to help our students," said McEntire, "so when I saw this opportunity, we jumped on it right away. We are so excited and very grateful."

For more information about the Excellence in Education Fund, please visit www.cendelfoundation.org. Please join the Central Delaware Chamber of Commerce in congratulating Polytech on the award and in commending them for the important work they do to assist in developing and training our workforce!

Polytech Adult Education, a flagship for adult education in Central Delaware, is one of the inaugural recipients of an Excellence in Education Award. The school intends to enrich their information technology program by expanding their apprenticeship program. The award of \$4,832 will go a long way in providing the funds necessary to cover certification and exam costs for students in the program.

The Excellence in Education Committee was launched at an event in November 2019 to assist schools in their role in contributing to the economic development of the region. "The partnerships created through the Excellence in Education Program have been phenomenal," commented Linda Parkowski, Executive Director of the Kent Economic Partnership. "We are moving towards supplying the training and programs needed for our future workforce."



Tradition

Continued From Page 1

and create. The bags will be handed out – first come, first served – on the Lookerman Street side of the building. Attendees will also be encouraged to participate in a StoryWalk® connected to the Merchants' Holiday Window Contest. Each window will be decorated around the theme "Holiday Wishes" based on the children's book *The Wish Tree* Written by Kyo Maclear and illustrated by Chris Turnham. Participants will be able to view each window while reading pages from the book. What a great way to experience a holiday story!

And, of course, one cannot host a kick-off to the holidays without the most popular toy maker of all time, Santa Claus himself! Santa will be taking a short break from making his list and checking it twice so that he can make his presence known at the event. While social distancing rules will prevent children from visiting Santa up close and sitting on his lap,



Santa will be riding around town, waving and spreading good cheer. Children of all ages are invited to write a letter to Santa and bring it to the event – a special mailbox located in the Children's Section of the Library will be ready to collect the letters and have them delivered directly to Santa... no stamp required!

Many of our downtown merchants will be open for evening shopping until 8 pm. It will be the perfect time to take advantage of the discounts offered through the Capital Key Card (visit www.downtowndover-partnership.com to learn about this program). Shoppers will also be able to view the holiday windows that are entered in the Merchants' Holiday Window Contest. The Dover-based jazz fusion band, The Fig Tree, will be on hand on Lookerman Street to



provide music from 5 – 7 pm. There will be something for everyone as, together, we enter the Holiday Season!

Be sure to tune in to Facebook the day of the event for live updates from Downtown Dover! We are excited to see all of you at this fun, family friendly start to the holiday season! Stay tuned for more information and details to follow in the Delaware State News.

Economic

Continued From Page 1

great deal of expertise and insight. David Boothe of BIG Investment Services will address the current state of the economy at the national level. On a local level, Linda Parkowski, Executive Director at Kent Economic Partnership will share her knowledge on the financial health of Kent County, while also giving an update on her progress with bringing new businesses into the area. Arrangements are in process for a speaker to share perspectives on the current trends at the State Level. These seasoned experts in the field will not only share facts, but they will also discuss the implications they have for impacting our business community. While economic

forecasts are just predictions, knowing the direction of an ever-moving economy can certainly have an impact on plans for the new year.

Please note that, for in-person events, appropriate safety precautions will be in place to ensure the well-being of everyone. Guests will be asked to complete a brief health screening, including a temperature check (must be 99.5 or below), before entering. Attendance will be limited so that appropriate social distancing can be practiced. Masks are required.

For more information or to register for this event, call the CDCC Office at (302)734-7513 or visit our website at www.cdcc.net. We look forward to see you at this informational breakfast event as, together, we learn more about the state of the economy for 2021!

THE 2021 ECONOMIC FORECAST BREAKFAST

Brought to you by:
BIG Investment Services

BIG
INVESTMENT SERVICES



Save the Date!

Wednesday, January 13, 2021
8 - 10 am

Maple Dale Country Club
180 Maple Dale Circle, Dover, DE

Join the CDCC and BIG Investment Services for the 7th Annual Economic Forecast Breakfast. Our speakers will provide insight into the economic forecast at the national, state and county levels to help members prepare and position their businesses for success in the coming year.

This program will allow an in-person audience of 50 - first come first served - tickets are \$20/CDCC Members, \$25/Non-Members. The event will also air on ZOOM - the fee to attend online is \$12.

Call 302-734-7513 or visit cdcc.net to register by January 6th.

Calendar of Events

December 2020

Thursday, December 3rd

Leadership Central Delaware
8:00am-5:00pm,
Tourism Day

Thursday, December 3rd

Kent County
Open For Business
8:30-10am,

Kent County Levy Court
CANCELLED

Friday, December 4th

Capital Holiday Celebration
2:00-8:00pm,
Downtown Dover

Tuesday, December 8th

CDCC Board Meeting
7:30am
via Zoom

Tuesday, December 8th

Marketing Committee Meeting
9:00am
CDCC Board Room

Tuesday, December 8th

CDCC Holiday Party
5:00 - 7:30pm
Roma Italian Restaurant
Cancelled

Thursday, December 10th

Member Orientation
12:00—2:00pm
CDCC Board Room and ZOOM

Tuesday, December 15th

LCD Steering Committee Meeting
12:00pm
CDCC Board Room and ZOOM

December 23, 2020 - January 4, 2021

Christmas Holiday
Office Closed for the Holidays

January 2021

Monday, January 4th

Welcome New Year!
Office Re-Opens
8:30 am – 4:30 pm

Thursday, January 7th

Kent County
Open For Business
8:30-10am,
Kent County Levy Court
TENTATIVE

Thursday, January 7th

Leadership Central Delaware
8am-5pm,
Media and Communications Day

Tuesday, January 12th

CDCC Board Meeting
7:30am,
ZOOM

Tuesday, January 12th

Young Professionals' Social
12 – 1pm,
Jonathan's Landing:
Lighthouse Ballroom

Wednesday, January 13th

Coffee Coaching
8 – 9am,
CDCC Board Room and via ZOOM

Wednesday, January 13th

Marketing Committee
Meeting
10 am
CDCC Office and via ZOOM

Wednesday, January 13th

Economic Forecast Breakfast
8am-10am,
Maple Dale Country Club
and ZOOM

Thursday, January 14th

Member Orientation
8:30am
CDCC Board Room and ZOOM

Tuesday, January 19th

LCD Steering Committee Meeting
12:00pm,
CDCC Board Room via ZOOM

Thursday, January 21st

Capital Reception
5:00-7:00pm
Roma Italian Restaurant

Wednesday, January 27th

Ambassador Committee Meeting
3:30pm

Jonathan's Landing:
Lighthouse Ballroom

Wednesday, January 27th

Sunset Business Mixer/
CDCC Showcase/
Member to Member Expo
4-7pm
Jonathan's Landing:
Lighthouse Ballroom

CDCC Special Feature

Veterans, Gold Star Families, Distinguished Guests... Patriots All



Veterans young and old, family members, and friends gathered at the Kent County Memorial Park on Saturday, November 14th, to commemorate Veterans Day. Inclement weather prohibited the event from taking place on November 11th. Veterans Day, a holiday originally designed to remember the end of the most destructive war in the history of the world, has become, over the years, a day to remember and show heartfelt gratitude to the men and women of our nation's military, past and present. In 1954, when the name "Veterans Day" replaced "Armistice Day," President Eisenhower described it as a moment when "all Veterans organizations and all citizenry will wish to join hands in the common purpose."

The event, hosted by the Kent County chapter of the Vietnam Veterans of America, featured heartfelt remarks by Mayor Christiansen, the recognition of several veterans from various conflicts, and a wreath laying ceremony. Chapter member, David Skocik, served as emcee for the event. Lori Christiansen offered a stirring rendition of the national anthem, chapter member, Rev. Bill Downing gave the invocation, and

the Pledge of Allegiance was led by a child from the audience. The ceremony ended with the playing of "Taps" by a single trumpeter and a moving performance of "Amazing Grace" by the Dover Fire Department's bagpipers.

The organizers went to great lengths to ensure the safety of the participants. Chairs were placed 6 feet apart and everyone was asked to wear an appropriate facial covering. The beautiful blue-sky day provided an appropriate open-air canopy.

The gathered guests - from veterans to Gold Star families to politicians to interested passers-by - left the event with a renewed sense of gratitude for the men and women who, as Mayor Christiansen stated, "stepped forward without hesitation to answer freedom's call to guard and defend this sometimes imperfect democracy that we all cherish." Participants disbursed with full hearts and a new resolve to follow that challenge placed before them by the Mayor: "Let us never forget their service to our country and remember to thank those of our fellow Americans when we pass them on the street."



State of the Base: A TEAM Dover Celebration

This year's State of the Base Briefing was held on Monday, November 23rd, in the Del-One Conference Center at Delaware Technical Community College. The event, sponsored by Del Tech and Fireside Partners, was presented in a new and different way due to the restrictions of the pandemic. A small in-person audience and a much larger virtual audience gathered via Facebook live to hear all the latest from Dover Air Force Base. An atmosphere of strong community pride always marks occasions like this when we firmly stand together as Team Dover.

Col. Matthew E. Jones and members of his staff shared the past

year's story of Dover Air Force Base - its many missions and accomplishments. The past year was marked with many activities and events motivated by the base's mission to safely fix and fly aircraft, prepare and deploy Airmen, move cargo, and return America's fallen heroes with dignity honor and respect. Upcoming projects and activities slated for the next year were also discussed.

We were pleased to also welcome our state's Congressional delegation to the event. Senator Thomas Carper, Senator Christopher Coons, and Representative Lisa Blunt-Rochester were on hand to share remarks regarding America's military activi-

ties and their impact on our nation and worldwide. They demonstrated a great deal of support and respect for our military personnel, as well as great pride in the connection between the civilians and soldiers of Team Dover.

The CDCC wishes to thank all who made this event possible, especially our sponsors. Thank you to our Signature Sponsors, Delaware Technical Community College and Fireside Partners. Thanks also to our Platinum Sponsors: Axia Hotel Group, Century Engineering, Chesapeake Utilities, Dover Federal Credit Union, Harrington Raceway & Casino, Kraft Heinz, L & W Insurance,

Pam Rehabilitation Hospital of Dover, and R & R Commercial Realty. And a big thank you to the folks at Del Tech for hosting the event!

While we missed the usual buzz of a large crowd gathered around an amazing breakfast, this year's State of the Base Briefing was an amazing event! It was a marvelous occasion for showing support and encouragement for the heroes in our nation's military, especially the personnel at DAFB. Their work is a great source of pride for all of us. It was wonderful to be able to celebrate their accomplishments and show our gratitude! Go Team Dover!!!



Col. Michael Desantis, Col. Matthew E. Jones, CDCC President Judy Diogo, Legislative Affairs Committee Chair Evans Armantrading, Sen. Tom Carper, Sen. Chris Coons



Col. Matthew E. Jones, Commander, 436th Airlift Wing



Col. Michael Desantis, Operations Group Commander, 512th Airlift Wing



Col. Brian Eddy, AFMAO



Senator Thomas R. Carper



Senator Christopher A. Coons



A crowd of 50 gathered in-person, while many watched via Facebook.



Appropriate social distancing allowed the crowd to gather in a safe manner.



The posting of the Colors



Mark Brainard, President, Delaware Technical Community College



Evans Armantrading, Military Affairs Committee Chair and Event Emcee

CDCC Special Feature

Congressional Delegation and Board Members Meet to Discuss Current Issues

On Monday, November 23rd, members of our Board of Directors were given an opportunity to have an open discussion with the members of our congressional delegates and their staff members about several current issues. The group met via ZOOM with Senator Tom Carper, Senator Chris Coons, and Rep. Lisa Blunt-Rochester.

Members of the delegation were asked a variety of questions and they were given an opportunity to respond. The discussion provided opportunity for follow up questions and a lot of give and take on the pressing matters of the day. Several of the issues discussed mirrored those also facing our general assembly in their next session.

While typical topics like the increase of minimum wage and strategies for decreasing the deficit were certainly part of the conversation, much attention was given to COVID-19 related matters. The

legislators answered questions regarding a possible extension of the upcoming CARES Act deadline, the possible extension of additional unemployment benefits, a potential third round of the Paycheck Protection Program (PPP) and possible related tax ramifications, the need for federal support to expand broadband capabilities, and the proposed plan for the distribution of the COVID-19 vaccine.

In a year with the worst spread of wildfires in history, enough hurricanes to warrant the use of several alphabets to name them, unexpected and violent tornados, a recession, and a pandemic, it is no surprise that there was plenty to discuss. The delegation seemed happy to spend the hour answering questions and hearing concerns.

At the end of the conversation, CDCC President Judy Diogo concluded the meeting with a very clear statement about the Cham-

bers position on various issues and asked for their support. Citing clear examples of real situations among member businesses, she pleaded with them not to raise the minimum wage this year and to end the additional unemployment benefits. In addition, she applauded their support of the extension of the CARES Act deadline and the PPP. In addition, she thanked them for meeting with the group, for their hard work on our behalf, and for all they do to assist and support the small business community.



CDCC Special Feature

And the Votes are In...

This has been quite the year when we talk about elections. Reports say that we had more people vote in this election than in any election in our history.

This year will mark the 151st General Assembly in Delaware.

Here in Kent County, these are our election results: State Senate - 14th District, Bruce Ennis and 15th District, David Lawson. State House - 31st District, Sean Lynn; 32nd District, Andrea Bennett; 34th District, Lyndon Yearick; 35th District, Jesse Vanderwende; and the 36th District, Bryan Shupe.

The new leadership in the Senate is as follows: Sen Dave Sokola will be the president pro tempore, Sen. Bryan Townsend, the majority leader and Sen. Elizabeth Lockman, majority whip. In the House, Rep. Pete Schwartzkopf will remain as the speaker, and Rep. Valerie Longhurst, will remain as majority leader and Rep. Larry Mitchell will remain as majority whip. The Democrats picked up two seats in Senate giving them a 14 - 7 advantage and in the House they have a 26 - 15 lead.



This legislative session is already off to a big start when it comes to Bill Tracking for the CDCC Legislative Affairs Committee. Bills expected will include a proposed increase in the minimum wage starting in 2022 with \$11 an hour and continuing to increase each year until 2026 when minimum wage will reach \$15.00. Legalization of recreational marijuana is also expected to return. Paid family leave, renewable energy and community solar are also expected to be seen during the 151st Assembly.

The CDCC will keep members abreast of legislative activity through Legislative Alerts and Legislative Calls to Action. The CDCC is the voice of the businesses in Kent County!

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

AIRLIFTER



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

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Member News

Passion, Resilience, Family, and Hard Work – Lessons from the Old Country

“My father was ridiculously humble. He’d rather linger in the back of the room than be in the spotlight,” remarked Wendy Pizzadili, “He was just a good man.” “Pop was filled with passion,” commented Kristin Garramone, “he never stopped teaching and learning.” Born in Italy, Giovan Pietro “Pete” Pizzadili (1940) and Giuseppe “Pop” Garramone (1938) came to the United States in search of a better life. They met with challenge after challenge, learned all they could, and brought much to Central Delaware. They each lived out an amazing chapter of the American dream. As their earthly lives came to an end this past year, just months after Pete and his wife, Jean, celebrated their 50th wedding anniversary and Giuseppe marked his 82nd birthday, they left behind rich and powerful legacies that will live on.

After World War II, Italy was left in ruins. The country’s economy had collapsed. The land was filled with occupying forces. The government was in flux. The future was uncertain. A life once rich in tradition and celebration became hard and mundane. Many dreamed of a better life far away from the boot-shaped peninsula.

Originating from Pietrapertosa, a small village in south-central Italy, Giuseppe Garramone, a teenage Italian contadino (farmer), scraped and saved his money for two years to purchase passage to America. At age 18, he boarded a ship in the port of Naples bound for New York City. Upon arrival in the Big Apple, he was transported inland and “dumped off on the street” with \$8.25 in his pocket.

Pete Pizzadili came to the United States at age 16 with his parents and siblings. The family lived in Talla, Italy, a beautiful town in Tuscany, just 20 minutes from Florence. His father’s brothers had emigrated after earning their American citizenship by working on the Panama Canal. They settled in Felton, Delaware, where they owned a chicken farm. Knowing that immigration was easier if the person arriving in the country had a sponsor and a job, they opened a deli so that Pete’s dad would have a place to work. The family sailed aboard the infamous S.S. Andrea Doria, a ship that, on its return voyage, sank. “I knew I was destined to be here,” Pete often said with a chuckle.

Garramone went to work honing his culinary skills by watching and working with some of New York’s professional chefs and cooking throughout the city’s Burroughs. His passion for food preparation and service that he’d originally learned from his mother, grew as he overcame many hurdles in the school of life. Knowing the \$8.25 was not going to earn him the America dream, he worked hard making and saving his money. He also learned to speak English, a necessity for success in his new home country. With limited formal education opportunities and no computer skills, he found that mentorship un-

der other professionals took him beyond education. He was known to point to his head and say, “My brain is my computer!”

With a great propensity for learning languages, speaking 7 fluently, Pete Pizzadili joined the Army, trained in California, and was sent to Germany to use his skills in Special Forces. He earned two degrees in Business, one at Wesley College and the other at Delaware State University. Pete, too, developed an interest in food service in his early years. At the age of 12, during the war, he begged a local restaurateur for a job waiting tables. After much convincing, he was given two tables in the establishment. His grandmother made him a white shirt fashioned from a bed sheet and he went to work learning everything he could about the business, eventually working his way up to 12 tables!

After his years in New York, Garramone, sometimes described as a force to be reckoned with, received a job offer from a pizzeria in Newark, Delaware, where he continued learning and saving his money. He came to Dover and obtained his restaurant license in 1972. In 1973, Roma was opened as a pizzeria, housed in the center room of today’s restaurant. Garramone insisted on Italian authenticity. He taught diners in Central Delaware about the use and the taste of figs, avocados, home-made sauces, and seasoned oil. He made wine and loved to share a glass of good Italian grappa with his patrons.

With his finger always on the pulse of the community, Garramone was motivated by a need for an upscale Italian Restaurant. Roma was transformed into a white linen, special occasion destination. The footprint of the eatery was expanded first to the North with the Fontana di Teresa Dining Room, named after his mother, and then, to the South with the addition of the Sul Tempo (“Right on Time”) Cocktail Lounge. Roma Italian Restaurant and Sul Tempo Cocktail Lounge was named the CDCC’s 2018 Small Business of the Year.

Pete and his brother, Tony, eventually bought the deli and began to branch out into catering. Pete also opened his iconic “Pete’s Stand” at the Delaware State Fair. The stand, which began by offering fresh tomatoes and fresh dough, was in operation for 60 years! People flocked to the stand year after year – a visit to Pete’s became part of their summer tradition.

Eventually, to honor their father, a vineyard owner and winemaker in the Old Country, the Pizzadili brothers opened Pizzadili Vineyard & Winery. This was the fulfillment of their father’s dream for his sons and the epitome of one of the life lessons he taught to his children. “My father taught me that family always comes first,” remembered Wendy. Pizzadili’s Deli, Catering, & Winery was named the CDCC’s Small Business of the Year in 2017.

Both Pete and “Pop” were grateful and passionate about living in America. Garramone called America “God’s country” and lived out his gratitude by raising animals on a small farm. He was known to raise goats, lambs, ostrich, buffalo, and pigs. There is even a family story about a trip he once made to Maryland to bring back an emu in a cage he had fashioned in the back of his truck. Pete’s way of showing his patriotism was to talk about his love for this country. When he was introduced, people would often remark “Oh, you must be Italian.” His response was always the same: “I am an American!”

At the passing of these two remarkable entrepreneurs, one can’t help but think about the lessons they taught and the legacy they left behind. Pete learned that “hard work pays off” from his father. “He wanted to be just like him and taught us the same thing,” daughter Wendy commented, “Work hard so that you can preserve your family.” Kristin Garramone, daughter-in-law, remembered a similar lesson from “Pop.” “The harder you work, the harder everyone sees that you work – their perception is your reality.” Pete taught his children the importance of appreciating all that America has to offer. Giuseppe shared lessons about being prepared for the inevitable “rainy day.”

Both legacies are built on the foundation of hard work and doing things the right way. “He taught Joey and me to always do things right, even down to how you tie your apron string,” Kristin shared. Garramone himself said it this way: “You’re only as good as your last meal.” The Pizzadili legacy is filled with hard work, putting family first, and strong patriotism to the country that has provided so much. Garramone will be remembered for building his own brand, his mentorship, and his recipes, which will be passed down from generation to generation and strictly kept in the family.

In reflecting on the lives of these two ingenious, courageous men, President John F. Kennedy’s words ring true. “Everywhere, immigrants have enriched and strengthened the fabric of American life.” The fingerprints they left on Central Delaware will remain as we remember their impact and learn to live by the lessons they taught about passion, resilience, family, and hard work. Pete’s deli, vineyard, and winery will continue as his daughters, Angela and Wendy take over the helm and add their special touches. Giuseppe turned the leadership of Roma over in 1999 to the capable hands of his son, Joe. Joe and, daughter-in-law Kristin will continue to add their own twist to the lifelong traditions heir father began. As for the legacy, Pete and Giuseppe left that to every one of us - to learn from, to tend, and to continue. And one day, their legacy will become part of ours and we will pass it on to those who come next.



Pizzadili brothers on the Anrea Doria. Pete (right) holding a stranger’s briefcase “to look important.”



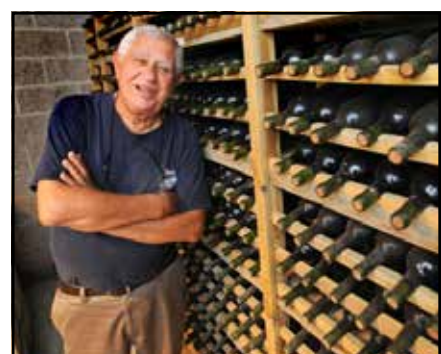
Garramone saved for two years to buy his ticket.



The iconic Pete’s Stand was a tradition at the fair.



Pizza lessons were passed from generation to generation.



Pete and his wine – a happy combination.



A special recognition brought Garramone smiles and tears.



Welcome to Pizzadili’s!



Roma Italian Restaurant – a brand of its own



Giovan Pietro “Pete” Pizzadili (1940 – 2020)



Giuseppe “Pop” Garramone (1938 – 2020)

Member News



Master Rigby's Mat Chat
Photos by John Mollura Photography



Respect and Honor at all times



A Happy Sensei, A Legacy of joy



Reese and Judy Rigby

Rigby's Karate Academy: Building Better People for 47 Years

"My wife and I promised each other we'd retire at 70. Well, 70 came last summer," remarked Sensei Reese Rigby. And after 47 years of karate instruction and character building, teaching the critical tenets of respect, responsibility, and discipline, the Master did exactly what he had taught his students to do - he kept his promise. Rigby and his wife, student and fellow teacher, Judy, are now spending their time exercising, playing pickleball, eating meals together, and trying out their newly acquire "snowbird" wings by spending the cold months in Florida.

The Rigby Karate Academy began in 1973 as the Dover Isshin-Ryuu Karate Club, where two nights per week, for students 9 years of age and older, Sensei Rigby taught a form of karate that originated in Okinawa. Rigby worked as a brick layer and launch pilot during the day and lived out his passion for the martial arts in the evenings. After 20+ years of working with Club Members, Sensei made the decision to give up his daytime professions and go to work full time doing what he loved most - helping students to become better people and improve their lives through the martial arts.

With that, the Karate Club was transformed into Rigby's Karate Academy in downtown Dover. At that time, Rigby's was one of only three Karate Schools in the area. Judy, Rigby's wife and first black belt student, has been by his side from the beginning, teaching and learning. She believed that the stu-

dio would generate more income by adding younger children. As the school's population expanded, it became obvious that more space would be required. Eventually, the operation moved to the Tudor Industrial Park and established a much larger presence in a state-of-the-art dojo specializing in Karate, Tai Chi, and Cardio Kick Boxing.

While Sensei Rigby could not give an exact number of students with whom he'd worked over the years, he was certain there were thousands. A basic rule of thumb at the dojo was that about 1 student out of every 100 earned a black belt. Over the years, there were over 230 black belts awarded. Regardless of the number, one thing is clear: the influence of Rigby's Karate School became part of the fabric of Central Delaware. The students there not only learned the lessons that shaped their characters, but they lived them, and they shared them. As a result of this ripple effect, the impact was exponentially significant.

Chesapeake Utilities Vice-President and Rigby family friend, Shane Breakie, described the Rigby's influence in this way: "The Rigby Family has been a positive influence in Central Delaware for several decades. Their dedication has had a significant impact on me, my friends and the entire community and I truly wish them the best in retirement, they have earned it."

Kent County Superior Court Case Manager, Jackson Parker, who began his training at Rigby's in 2002 and be-

came one of the dojo's instructors in 2011, remembered well what his experience meant to him. "Rigby's Karate Academy was, in every conceivable way, more than just a dojo to the people that trained there. It was a second family, a community, a place where students of all ages learned what it meant to be a karate-ka. It is where I learned to be a man. Rigby's supplemented a child's education by instilling traits like honor, respect, discipline, patience, and so many others. And though we all slip sometimes, always the students of Rigby's will expect excellence from themselves and strive to see it in others."

In addition to the physical aspect of training students in the martial arts, Sensei taught life lessons in a forum know as the "mat chat." Mat Chats, comprised of a variety of stories and illustrations, focused on the marks of a good character. Respect, discipline, patience, treating others with dignity, and having a positive influence were among the many lessons shared there. John Mollura, a Milford photographer and 3rd Degree Blackbelt commented, "The lessons of 'Courtesy, Respect, Discipline, and Patience' that Sensi Rigby modeled and installed in me have positively impacted every facet of my life." John's wife, Brenda, a 2nd Degree Blackbelt, also shared her gratitude for the lessons learned, "Thank you Sensi Rigby for helping me to improve my patience - an attribute that helps me greatly in my job as a teacher and as a mom as well."

Upon the Rigby's retirement,

many of their former students moved their training to the Delaware Bushido Academy in Smyrna under the tutelage of Howard Steele, a life-long student of Sensei Rigby. Rigby was pleased to report that the news from Steele is that "the legacy lives on." In describing the details of that legacy, Sensei Rigby explained that the Academy will live on in its students as they demonstrate that the perfection of character is a life-long journey. "We served as their guides in that pursuit. It was all about building better people."

Sensei Steele echoed those sentiments: "A legacy is not something you leave for people it's something you leave in people. Master Rigby has left his legacy in thousands of students throughout the years. As a pillar of the community for over 40 years, the effect he has had on the students and families is immeasurable. From the physical training to the development of character, Sensei would always say 'Integrity over all.' That is what we carry on. That is what we perpetuate. Rectitude... that is the Rigby legacy."

To learn more about Master Reese Rigby, check out his 2012 book, *They Call Me Sensei*, available on Amazon.com.

Please join the Central Delaware Chamber of Commerce in thank Reese and Judy Rigby for their devotion to so many students over the years and in congratulating them on their retirement!

The Folks at P.A.M. Rehabilitation Hospital Celebrate Veterans!

Dover Air Force Base performed a flag folding ceremony at PAM on November 11th in commemoration of Veterans Day. There were 8 Veteran patients in attendance along with staff and other supporters. The flag folding was complete with a beautiful bugle TAPS. Masks and welled up eyes full of tears all around!

POST ACUTE MEDICAL REHABILITATION HOSPITAL OF DOVER
CELEBRATES VETERANS DAY 2020

The Honor Guard from Dover Air Force Base honored our patients and staff who are veterans. Challenge Coins, a symbol of respect and honor, were presented to our veterans. Happy Veterans Day to all who have served.

Member News

Challenges and Opportunities for Delaware's Farmers

"The word to adopt in 2020 is 'ADAPT,'" remarked Delaware Farm Bureau President Richard Wilkins. The pandemic sweeping across the nation and around the world has left its mark on almost every industry of our state's economy – and our agricultural industry has been no exception. Facing a plethora of challenges in this difficult year, our farming community has had to exercise their flexibility and flex their fortitude to stay afloat.

"Statistically, agriculture is the number one contributor to the State of Delaware," continued Wilkins. With 2,450 farms (that is 510,250 acres, 115,000 of which are permanently preserved for agriculture), 42% of Delaware's land is devoted to farming. Responsible for 30,000 jobs and an economic impact of \$7.95 billion per year, Agriculture is a huge industry and a major economic driver in Delaware. When examining the impact of farming on the economy through the lens of the "multiplier effect," every dollar raised by the farmers brings with it \$7 – 8 from related industries.

Earlier this year, shutdowns, emergency declarations, and food distribution challenges coupled with panic-buying and stockpiling put a huge strain on the system. That strain was magnified by the fact that people who normally eat their meals outside of their homes were now forced to stay at home and cook for their families. This created a tremendous need for produce and protein.

One positive phenomenon that resulted as store shelves were left empty and lines were long was the trend for consumers to turn directly to the local farmers for their food supplies. Produce stands, area butcher shops, farm markets, and the like saw a tremendous increase in foot traffic. This kind of direct buying allows the farmers to capture a higher share of the dollar. It also helps to develop a greater appreciation in the consumers for the farming community. Suddenly, the buying public saw first-hand why farmers are considered "essential" workers.

Since direct buying from farms can be limited by seasonal changes and the fact that not everyone lives close enough to a farm to engage in that way, grocery stores and other food outlets certainly play an important role in the community as well. "The food industry's ability to process and package food items produced by our nation's farmers and distribute those products in a relatively short amount of time is nothing less than a blessing in America," commented Wilkins. "where the cost of nutrition is the lowest in the world."

Farmers in our state are facing a huge constraint in fulfilling the demand for animal proteins, particularly red meat. The problem centers around the inadequate number of accessible federally inspected processing plants in our region. "There is only one USDA processing plant in Delaware," explained Mr. Wilkins, "and only two on the Delmarva peninsula." There is a need and a desire to expand the Delaware facility, but attempts to get that project underway have been met with roadblocks from the regulatory decision-makers, according to the Wilkins. He finds the situation frustrating because "when young entrepreneurs are told what they can't do more often than what they can do, they begin to give up. They start to ask the question on many farmers' minds: "Do you really want us here?"

This year's world health crisis also presented some serious challenges to the poultry growers



Richard Wilkins, Delaware Farm Bureau President and former President of the American Soybean Association

when the processing plants experienced an unanticipated back up of food packaged for outside of the home consumption. Nearly one million chickens are processed on Delmarva every day. Farmers whose chickens had reached harvesting age, were unable to have them processed. The industry suffered from packaging problems, workers who became ill, and the need to shut down certain plants to install appropriate PPE equipment. Another major issue was finding workers. When the CARES Act provided additional unemployment dollars, many workers opted to stay home and reap the benefits.

In the face of this hurdle, farmers did what they could to slow the growth of their flocks. They left the lights off in the chicken houses and adjusted the birds' water intake encouraging them to eat less. Unfortunately, as chickens matured, many experienced above normal rates of mortality and many farmers were even forced to "de-populate" their flocks. Typically, poultry growers produce five flocks per year. This year, they are more likely to produce three or four. Farmers do not typically receive payment until their chickens are harvested and will experience a 20 – 40% loss in revenue for 2020. In an industry that normally operates on a 5 – 10% profit margin, a loss of that amount will have a major impact.

While many businesses and industries have received some relief from CARES Act funds, there is a problem keeping many of our state's farmers from obtaining help. The funding, which would come from the Commodity Credit Corporation Fund (CCC), is not available to farmers who do not own their own livestock. This Fund, a Roosevelt Era creation, was born before contract farming was a common practice. In those years, most farmers grew their own livestock. Today, on the Delmarva peninsula, especially in the poultry and pork segments of the industry, most farmers are contracted to grow livestock for large companies



Photo credit Joe Hengel



Photo credit Joseph Dawkins

and corporations. Wilkins, who has spent much time advocating on the national and international level, believes there are relatively simple solutions to this issue and continues to lobby on behalf of the industry.

All these challenges have caused our farmers to adapt to new ways of doing things. Many implemented a drive-thru process so that customers and their families could maintain their safety while purchasing fresh items. Others installed signage to encourage a one-directional flow of shoppers inside their farm stores. While the pandemic has created some difficult stumbling blocks, it has also encouraged creativity and ingenuity across industries. "It is this kind of adapting that will get us through," commented Wilkins.

When asked what our readers could do to support the farmers in our state, Mr. Wilkins offered several wonderful suggestions. He asked that people consider buying from local farmers as frequently as possible. Visit local markets, greenhouses, and produce stands before turning to the big box stores.

Readers can also help the agricultural industry solve the need to increase the number of federally inspected processing plants by reaching out to local commissioners, senators, and representatives. Ask the entities involved in bringing businesses to Delaware to do more research on the need to increase the area's food processing capabilities. Increasing the region's processing capacity would be a tremendous benefit not only to the farmers, but to the economy as well.

Finally, as farmers are now in the process of finishing their harvests and are moving products from place to place, please be patient and considerate when encountering farm equipment on the road. They are working every day to put food on tables across the region. When you encounter farmers on the highway, smile and wave... and remember that, if you ate today, they deserve your thanks.



Be courteous and share the road!



Photo credit Stewart Ramses

Member News

Ready to Protect and Proud to Serve

The Dover Police Department, an accredited law enforcement agency and the primary provider of law enforcement services in the State's Capital, answers the call for service more than 40,000 times each year. The department, with an authorized strength of more than 100 officers, protects a city encompassing more than 40 square miles, nearly 40,000 residents, and an untold number of visitors each year. They stand ready to ensure the safety of the public at a moment's notice.



As we approach the upcoming holidays, we can be assured that the Dover Police Department will be working hard to maintain a safe environment. During this festive season, shopping traffic increases significantly throughout the city, including the downtown shopping district. The Dover Police Department is diligent about having a presence in these high-volume areas to make sure that shoppers, visitors, and businesses are safe. Their presence also helps with traffic management.



Officers and cadets alike will be seen patrolling the downtown area as well as shopping centers and the mall. They are instructed to patrol major traffic routes, businesses, and parking lots. Officers' presence will be felt and noticed as they accomplish a variety of tasks such as checking for parking violations in handicapped spaces and fire lanes and directing traffic. "This not only solves safety and quality of life issues, but prevents more significant issues from occurring," commented Sgt. Mark Hoffman, Dover PD's Public Information Officer.

ment will be able to bring their community policing unit back up to capacity.

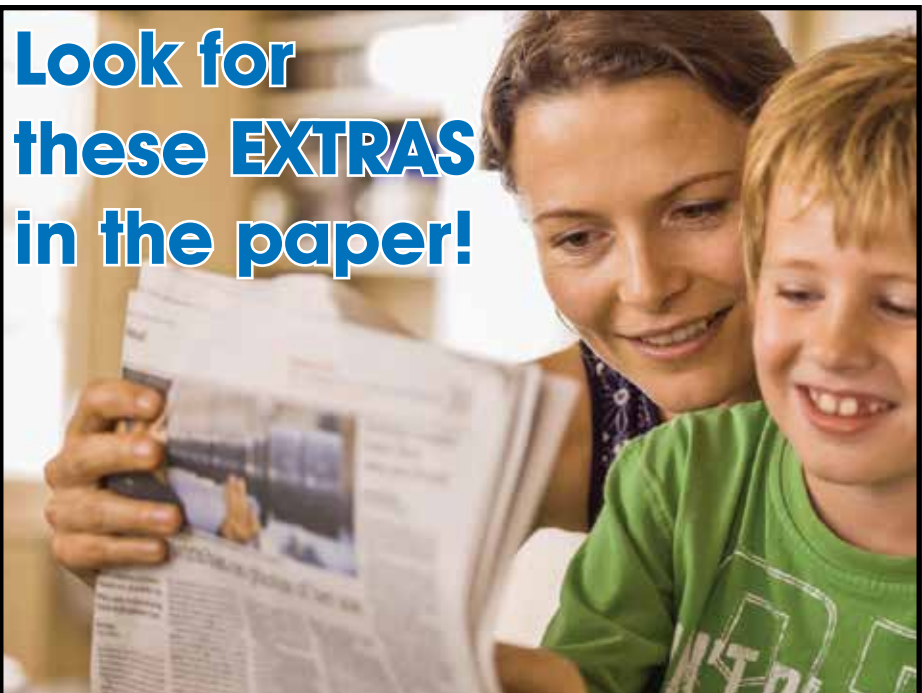
In general, this is a very exciting time for the Dover Police Department. They are in the process of making new policy changes and revisions to provide better services to the City of Dover. The department recently received approval to increase the force from 101 officers to 106. Currently, there are 8 recruits in the newly formed Dover Police Academy, the additional 5 recruits will be added to the April 2021 academy. As the newly hired officers complete their training programs, the depart-

This increase in community policing is good news for local businesses! Not only will the unit be responsible for community engagement, but it will also be tasked with aiding in the enforcement and prevention of quality of life issues that are often seen around the city. The department is excited about increasing their ability to create a comfortable and safe atmosphere in and around town.

The Dover Police Department relies on the commitment and engagement of the city's citizens. Through healthy relationships between officers and civilians, a team approach can be used to better serve the members of the community. A close relationship between the police department and Dover's residents will improve the community's ability to strengthen trust, improve safety, and reduce crime in the city of Dover.



Look for these **EXTRAS** in the paper!



Marketing Opportunities Available in these upcoming special sections:

★ **JOE!** ★

Sunday, January 17

A special section celebrating the inauguration of Delaware's first president of the United States

Game on

Friday, January 29

Dozens of engaging crosswords, mazes, word searches, Sudoku and more!

BLACK HISTORY

Sundays, January 31 - February 21, 2021

A weekly series of features celebrating Delaware's local black community



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

Game On
Holiday Viewer's Guide
Bay to the Beach
Holiday Events & Celebrations

DELAWARE STATE NEWS
The Capital Daily

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



CDCC joins KRM Development Corporation for a Ground Breaking



SMYRNA – The Central Delaware Chamber of Commerce celebrated a Ground-Breaking Ceremony for the Duck Creek Business Campus, the KRM Development Corporation’s newest project, on Thursday, November 5th, at 10 am in Smyrna. The ceremony was held at the site of the new facility – 5806 DuPont Parkway, between the Royal Farms and WaWa in Smyrna, Delaware. Many CDCC members and local officials came out to celebrate KRM’s newest location.

Duck Creek Business Campus (DCBC) is located in the heart of Delaware, on 206-acres, nestled between Route 1 and Highway 13, in historic Smyrna, Delaware. This prime location is only one hour south of Philadelphia, two hours from Washington, D.C. and Baltimore, and just 5 hours from New York City – and yet still offers the charm of a close-knit, historic community.

DCBC is excited to be part of the Central Delaware community. The

new Business Campus has the potential to house over 4,000 jobs in the research, office, manufacturing and warehousing industries – and create enough positive economic impact to add to hundreds of jobs on local, county, and state levels. This positive impact promises to provide an increased tax base as new businesses attract new families to the area. That increased tax base will provide financial support for local schools and existing businesses.

KRM Development Corporation is a full-service developer with facilities in Maryland, Delaware, Georgia, Texas, Ohio, North Carolina and Pennsylvania. Headquartered in Chestertown, MD, KRM is committed to providing superior customer service to each of their valued customers. Because they maintain an inventory of space, they promise that their clients can get

settled into their new professional office locations faster and with less hassle by choosing to partner with KRM Development. As a full-service developer, they are happy to support all phases of the development process – from construction to leasing to space planning and maintenance. The team at KRM is fully focused on Providing complete customer satisfaction. For anyone looking for commercial space, they stand ready to assist in finding a perfect new location.

To learn more about KRM and the Duck Creek Business Campus, call (410) 810-1574. You can also visit them on the web at www.krm-dev.com. Please join the Central Delaware Chamber of Commerce in congratulating KRM and the Duck Creek Business Campus on their new location!



CDCC joins The ALI Group for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for The Agape Life Insurance Group (ALI) on Wednesday, November 11th, at 4 pm. The ALI Group is an office of Lincoln Heritage Life Insurance Company. The ceremony was held at their location at 896A S. State Street, in Dover. Chamber members, ambassadors, and staff members joined agency managers, Quwali and Tishalla McNeil, for the Grand Opening of their location!

The ALI Group's job is protecting families. Upon the death of a loved one, there are hundreds of decisions to be made by family members and friends. Some of those decisions have the potential to be very costly. The ALI Group promises to assist families as they prepare for these inevitable times. With their policies in Whole Life and Funeral Insurance, they enable customers to cope with the many details that arise at end of life. Their products are designed to help everything go as smoothly as possible during a time of intense emotions and stress. Lincoln Heritage offers several family support services to help clients during every step of these difficult journeys. "Our goal," states Tishalla, "is to help bless as many families as possible."

As a family owned and operated company, Lincoln Heritage and the ALI Group do business differently than most life insurance companies. While many companies answer to Wall Street, they answer to their clients. While many answer phones with an automated menu, they answer with a person. They believe that every customer deserves their time and attention – life insurance is important and it is personal. The



customer is at the fore-front of every decision they make.

This ribbon cutting is especially meaningful for the McNeils. "Q" and Tish are proud graduates of NCALL's Launcher Program. The Launcher Program is a training program for entrepreneurs who are interested in starting or expanding their businesses. This program, delivered by several partners, provides the tools and education that help to ensure continued success.

The ALI Group is proud to be a part of the Central Delaware Community and they are interested in finding ways to give back. Their vision for their business to grow and thrive. They want to see additional offices, expanding their reach into New Castle and Sussex counties. Their desire is to provide employment opportunities as well as to insure and educate the citizens of Delaware. Members of the Central Delaware Chamber of Commerce,

the McNeils are interested in helping other small business leaders to become connected by serving as CDCC Ambassadors.

For more information, please contact The ALI Group at (302) 525-3000, or connect through email at lhmanager.aligroup@gmail.com. Please join the Central Delaware Chamber of Commerce in congratulating Lincoln Heritage and the ALI Group on the Grand Opening of their new location!

CDCC joins Lean on Me Caregiving for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Lean on Me Caregiving on Thursday, November 19th, at 4 pm. The ceremony was held at their location, 2177 S. Governor's Avenue, in Dover, inside the Pro-Spect building across from Mike's Food Mart. Chamber members, ambassadors, and staff members joined Eldercare Consultant, Laura Garofoli, and the team at Lean on Me Caregiving as they celebrated their grand opening!

At Lean on Me Caring, clients choose their caregivers, their preferred number of hours, and the payment plan that fits their needs. Lean on Me personnel join with the client to form a "care team." This ensures that clients will be cared for by people they have met. Lean on Me's services include, but are not limited to, Personal Care & Hygiene, Companionship & Socialization, Homemaking & Organization, Meal Planning & Preparation, Restorative & Respite Care, Transitional Care from recent hospitalization, Medication Reminders, Nutrition & Hydration Assistance, Mental Stimulation & Assistance with Wellness Routine, & Pet & Plant Care. Laura and her team offer free in-home assessments and do not require a minimum number of hours.

Lean On Me Caregiving is committed to providing home care services that enhance the wellness, dignity, and wholeness of those they serve. They are dedicated to building long term relationships with their clients through quality training, superior customer service, and collaborative and supportive living



care systems. Their goal each day is to create positive experiences for clients by assessing their needs, providing appropriate care, and keeping their promises. They strive to be recognized as the leading home care agency in Delaware, as evidenced by their company values, iCARE: integrity, compassion, advocacy, resourcefulness and excellence.

Lean on Me Caregiving is proud to be a part of the Central Delaware Community. Volunteering has been a part of Laura Garofoli's life for

as long as she can remember. She faithfully participates in the National Care Planning Council's Family Caregiver Relief Day. Each year, she spends time educating caregivers worldwide. In addition, on this special day, she drives throughout the community visiting caregivers and recognizing their work with a gift. This past year, Laura was able to donate more than 50 masks and gloves to local caregivers and assisted living facilities. As her business takes off and grows, she is hopeful that she

will be able to expand her donation budget to include more opportunities for giving back.

To learn more about Lean on Me Caregiving, or to schedule an in-home assessment, call (302) 232-3113. You can also visit them on the web at www.leanonmencaregiving.com to discover more about what they offer. Please join the Central Delaware Chamber of Commerce in congratulating Lean on Me Caregiving on their Grand Opening!

New Member Spotlights

Meet Lauren Ford, Randi Sachetta, and Mindful Heart Yoga and Fitness

Helping clients with a complete mind, body, spirit connection, Mindful Heart Yoga and Fitness, is located at 1 W. Commerce Street, in Smyrna Delaware. Through a variety of yoga and fitness classes scheduled throughout the week. Mindful Heart Yoga and Fitness offers a variety of membership packages including opportunities for unlimited fitness and yoga classes, drop-in opportunities, and experiences available for other services such as Reiki sessions and Tarot reading, as well as workshops and other events all designed to help participants forget the outside world for a while and re-connect with their breath and with themselves.

Co-owner of Mindful Heart Yoga and Fitness and a 200hr certified yoga instructor, Lauren Ford began her healing journey after a battle with cancer in her early 20's and found a passion for sharing the true gift of realizing her mind, body, and spirit connection through fitness. Turning to something that would help her heal, she used this experience to grow, restore and change herself, and experience her own self-love. Lauren is the mother of two and has an amazing husband who loves and supports her (literally with agro-yoga!). Lauren's goal is to help clients achieve total body awareness through yoga, meditation, sound healing and reiki. She is passionate about Aerial yoga and assisting her clients to optimize the benefits of the practice (being upside down is amazing!). She loves inversions and helping her clients understand it's not JUST about how many handstands you can do, or how long you can stay in forearm stand, but how it can help one use their core, improve balance and strength the body. She loves teaching Pre-Natal and Post-Natal yoga, as well as instructing students about how to invite their little ones to practice with her "Mommy and Me" yoga classes!

Randi Sachetta, co-owner of Mindful Heart Yoga and Fitness, is a certified personal trainer, fitness instructor, 200hr certified yoga instructor and is reiki-certified. She lives in Dover, and has an amazing partner, stepson who love and support her. She loves working out, practicing



yoga, being in nature, playing Zelda, and Mexican food. Rachel's dream is to help her clients achieve total body wellness. It's not just about being "skinny" or "fit" or "strong" or "flexible," it's about complete mind, body, spirit connection and balance. She helps her clients achieve this goal through fitness (HIIT classes, strength training, yoga, mobility work), meditation, self-love and healing, becoming present and nutrition coaching, teaching her clients by working with their own personal needs, levels and goals.

Mindful Heart Yoga and Fitness is excited to be part of the CDCC! Lauren and Randi are excited to connect and work with the surrounding community. They are anxious to answer a community need by bringing this new practice to Smyrna. Mindful Heart is ready to bring the "heart" back on Main Street!

To learn more about Mindful Heart Yoga and Fitness, visit their website at www.mindfulheart-yogaandwellness.com. They can also be found on Facebook or by using their new app, Vagaro. Please join the Central Delaware Chamber of Commerce in welcoming Mindful Heart Yoga and Fitness to the membership!

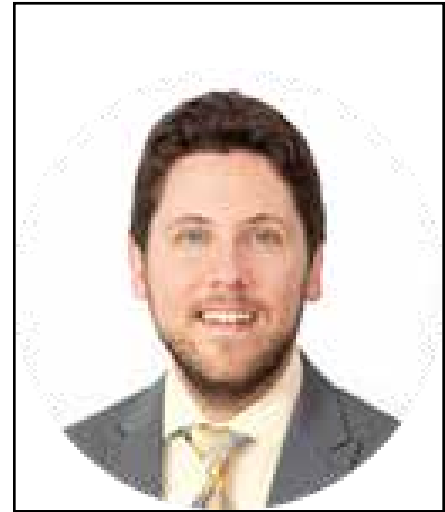


Meet Mike Tolliver and Allstate Insurance

Widely known for its company slogan, "You're in good hands..." the Allstate Insurance Company has been serving the American public since 1967. The Corporation, headquartered in Northfield Township, Illinois, ranked 79th in the 2019 Fortune 500 list of the largest United States corporations by total revenue. Allstate offers a multitude of policies covering homes, condos, autos, motorcycles, renters, businesses, ATVs, boats, and life. They stand ready to assist clients in protecting their homes, properties, and financial futures.

Mike Tolliver owns an Allstate agency in South Dover. He offers home/auto/umbrella policies, business owner and commercial auto policies, group benefits, and life insurance/annuities and investments. His is truly a one-stop financial shop for all of life's needs. As a Certified Financial Planner® who has worked in financial services for almost a decade, he is fully equipped as an Allstate agency owner to provide all the financial resources his clients could possibly need. One of the things Mike enjoys most is offering customers options for a wide variety of coverage and services. Clients can depend on him to help them plan while looking at the big picture. He is committed to helping Dover residents assess their immediate and long-term needs and choose options that will help them achieve their goals.

Born and raised in St. Louis, Missouri, Mike's career began as a financial planner. After a stint in Denver, Colorado, Mike and his wife relocated to Central Delaware in 2017. In August, the Tollivers welcomed their first child, Levi James. They are looking forward to raising their family here in Delaware, their "land of milk and honey." When Mike isn't assisting clients, he enjoys hiking, brewing



beer, volunteering with non-profits, and teaching. He has earned three Masters degrees and has taught Business Ethics at the University of Missouri, Northeastern University, and Park University online. He is an Elder at his church and a board member for the Mid-Atlantic Orphan Care Coalition.

Mike is thrilled to be part of the Dover community and a new member of the Chamber. He has always been a strong supporter of chambers throughout his career and understands their place in helping business leaders connect to the community. He was especially excited to learn that the CDCC is a five-star chamber. "I am excited to benefit from all the opportunities they have worked so hard to create," he commented.

For more information about Allstate Insurance and to connect with Mike, please visit his website at www.allstate.com/miketolliver or give him a call at (302)698-9272. Please join the Central Delaware Chamber of Commerce in welcoming Mike Tolliver into our membership!

Meet Jennifer Jacobo and Century 21 Gold Key Realty

Dedicated to providing personalized and professional service, Century 21 Gold Key Realty stands ready to serve customers in all their real estate needs. Century 21's team of highly trained and experienced agents specializes in relocation, first-time home-buying experiences, distressed properties, corporate and military relocation, investing, property management, seller representation, retirement communities, new construction representation, and more. With offices throughout Delaware and some portions of Maryland and Pennsylvania, Century 21 Gold Key Realty is excited and ready to connect with families who are looking for their new place to call home!

With the Zillow website marked as a favorite on her computer for many years, Realtor Jennifer Jacobo, dreamt for a long time about a career in real estate. For Jennifer, real



estate is not just a job, it is a passion for helping families find homes and achieve their dream of home ownership. As a realtor, she believes it is her duty to walk her customers through every stage of their transaction. She strives to deliver world-class service and build long-lasting relationships. She considers her clients part of her extended family, a perspective that makes her stand out.

Born and raised in New Jersey where she met her husband of 15 years, Jennifer is also the mother of five. She and her family relocated to Delaware eight years ago. Her original career in the finance industry as a loan officer helped to equip her for her dream career as a realtor. Out-



side of real estate, Jennifer's life is all about her family and providing the best for her children and, one day, their children. Jennifer also loves interior design, shopping, early morning bike rides and travel.

Jennifer is thrilled to join the

Central Delaware Chamber of Commerce. She is impressed that the Chamber strives to communicate job opportunities to the community and so avidly supports local small businesses. Of great importance to Jennifer, as both a resident and a realtor, is the fact that the CDCC promotes the social interest of the community by strengthening the freedom of private businesses, as well as having a huge impact on the community and the residents of Delaware. She is excited to get to know other Chamber members and increase her network.

To connect with Jennifer, find her on all social media platforms @JenniferJRealty or feel free to email her at jenniferjacoboc@21gk.com. Please join the Central Delaware Chamber of Commerce as we welcome Jennifer Jacobo and Century 21 Gold Key Realty to our membership!

New Member Spotlights

Meet Jay Wallace and j wallace, LLC

Formed more than 14 years ago, j wallace, LLC, specializes in large format graphics production. Jay and his team serve regional and national clientele for events marketing, outdoor advertising, point-of-purchase signage, portable displays, and corporate graphics. Whether customers are interested in producing a banner, national in-store signage, an eco-friendly banner stand, or a custom digitally-printed wall mural, j wallace, LLC, is ready to help.

The core business of j wallace, LLC includes trade show exhibits, portable displays, indoor + outdoor banners, custom wallcoverings, fabric printing, window graphics, custom acoustic panel graphics, and a variety of custom specialty builds. They serve all classes of trade, and all sizes of businesses, both regionally and nationwide. At the onset of the COVID-19 pandemic, the company added PPE clear protective shields and sneeze guards to their inventory.

Founder and owner of j wallace, LLC, Jay Wallace moved to northern Delaware from Central Pennsylvania in February, where he has been introduced to "all things Delaware" by his girlfriend. He has been in the graphics arts industry for over 30 years and particularly enjoys assisting customers in bring their project dreams to fruition. Recently, he has been happy to help clients navigate their way through the uncertainty of the global pandemic. When he's not busy designing his next project, Jay loves to sample food and wine from the area's fine restaurants. He also enjoys biking and hiking in the ar-



ea's State Parks. He is an avid Penn State football fan – even in a challenging season like this one!

Jay is excited to be a part of the CDCC. He is looking forward to taking advantage of all the networking opportunities and getting to know the Central Delaware business community. He is very much looking forward to some face-to-face contact with other members as we head into 2021.

A great way to connect with Jay and his company is by visiting their website, a great source for inspiration, at www.jwallacellc.com, as well as the company Facebook page at www.facebook.com/jwallacellc. Please join the Central Delaware Chamber of Commerce as we welcome j wallace, LLC, into our membership!

Ambassador's Corner

Erlene George



Erlene is the owner of a financial education business. She teaches people how money works so they can make informed decisions about how to manage their finances. Her mission is to help families earn more income and become properly protected, debt free and financially independent. She offers a variety of products and services designed to help people achieve their financial goals. Some of these products and services include investments, retirement planning, debt solutions, life insurance, identity theft, legal protection, long term care, Vivint Smart Home security system, auto and home insurance referral program and a complimentary financial needs analysis to see if they are on track to achieve their goals and dreams. Best of all, during these unprecedented times, she is happy to serve her clients virtually to maintain social distancing.

Previously, for 20 years, Erlene was the owner of three floral businesses in Dover and became involved with the Chamber of Commerce during that time. She is grateful to the chamber for their education, marketing, legislation and networking opportunities, all of which have aided her businesses. Networking is key for business as well as personal growth and development. The numerous chamber networking events have made this possible through building sustainable relationships instead of just adding to your number of connections. In addition, the chamber has been an invaluable source of information these past several months, keeping us informed through their bulletins and newsletters.

Erlene is a graduate of the Leadership Central Delaware class of 2018 and an active member of Fund for Women. She enjoys helping others and strives to make a positive difference every day. Being an Ambassador affords her the opportunity to do this, as well as to give back to the community that has supported her for so many years. Another way she gives back is by providing complimentary Financial Wellness Workshops throughout the business community, including owners/employees/customers. In addition, she is expanding her business and looking for motivated, caring people to grow with her. Let her know if there is someone that keeps their career options open and could benefit from this amazing opportunity to diversify their income online via teleconferencing, especially in these challenging times. To schedule your workshop, financial needs analysis and/or receive additional information, please contact Erlene @ 410-708-0678 or egeorge@primERICA.com.



Capital Holiday Celebration

A New Twist on a Favorite Tradition

This year's Celebration will be an "on the go" event!

Feel free to drop in and out of the various activities around town as your schedule permits. In an effort to promote safety, we have spread the celebration out - all over town!

Enjoy the Celebration at your own pace!

- Dover Public Library will furnish a children's craft Grab 'n Go Kit to take home from 2 - 6 pm
- Bring a nonperishable food item to benefit local food pantries to the truck parked across from the Library on Federal St. from 2 - 6 pm
- Participate in a Holiday StoryWalk® featuring The Wish Tree by Kyo Maclear
- Enjoy the merchant windows beautifully decorated with the theme "Holiday Wishes" for the Holiday Window Contest
- Catch a glimpse of Santa riding around town!
- Bring a letter to Santa to place it in Santa's special mailbox located in the Children's section of the Library
- Enjoy holiday-themed instrumental jazz fusion by the Fig Tree Band 5:30 - 7:30 pm
- Many merchants will be open for holiday shopping until 8 pm

Mayor Christiansen will light the City Christmas Tree at 6 pm in front of City Hall... watch the tree come to life on Facebook Live!

**Friday, Dec. 4, 2020
2:00pm-8:00pm
Downtown Dover**



**Shop Local. Eat Local. Spend Local.
Enjoy all things local this holiday season!**

Thank You for Your Renewal!

NAME OF COMPANY.....	# OF YEARS
Dover Air Force Base	45
Highmark Blue Cross Blue Shield Delaware	41
Peter A. Oldziew & Associates, PA.....	29
Veeco Park, Inc.	27
MyEyeDr.	26
Chick's Saddlery	19
SCORE Delaware	14
Robert M. Berglund	13
Miller Environmental Group Inc.....	13
Compass Investment Advisors, LLC	11
Restaurant 55 / DDEGE Investments, LLC.....	9
Aflac Mid Atlantic Region Team - Sack	8
All Smiles Family & Cosmetic Dentistry.....	8
Atlantic Refrigeration & Air Conditioning, Inc.	8
Care First Dental Team - Robert R. Coope, DDS.....	8
CNU Fit, LLC	8
Delaware Community Foundation.....	8
Delmarva Digital.....	8
Hudson, Jones, Jaywork & Fisher.....	8
Key Advisors Group, LLC	8
ARTT Studio 4 Hair	7
S&G Accounting & Tax Services	6
Aurora Academy of Hair Design.....	5
Jobs for Delaware Graduates	5
Staples Copy & Print.....	5
Delaware Solid Waste Authority	3
Fairway Independent Mortgage Company	3
Fireside Partners, Inc.	2
Jdog Junk Removal.....	2
Maxed Out Vape	2
The Brick - Wood Fired Eats.....	2
Brighton Suites Hotel.....	1
Central Delaware Housing Collaborative	1
Courtside Pickleball & Tennis Club	1
Dolce Bakery and Coffee Shop	1
Growing Bones Pediatrics + Neuromuscular Orthopaedic	1
Mohawk Electrical Systems, Inc.	1
Scentsy.....	1

New Members

Allstate Insurance - Michael Tolliver Mr. Mike Tolliver 500 Walnut Shade Rd. Dover, DE 19901 302-698-9272	Freedom Enterprise, LLC Ms. Evie Zerefos 19 Jump Drive Smyrna, DE 19977 302-593-4287
Connect Delaware Mr. Kevin Cameron 103 Glen Avon Ct. Newark, DE 19702 610-864-8000	High Horse Performance Ms. Rebecca Schwartz 93 Artisan Dr Smyrna, DE 19977 302-894-1115
Delaware Brain and Spine Ms. Katie Christiansen 200 Banning Street, Suite 200 Dover, DE 19904 302-922-3806	Key 2 Clarity Counseling Services Mr. Larence Kirby 109 S State St. Dover, DE 19901-7313 302-213-3121
Donnell Fears Salon for Men & Women Mr. Donnell Fears 32 W Loockerman St, Suite 109 Dover, DE 19901 302-437-6364	Mindful Heart Yoga & Fitness Ms. Lauren Ford 1 W Commerce St Smyrna, DE 19977 302-535-0164
Dover Housing Authority Mr. Rufus Mincey 76 Stevenson Dr Dover, DE 19901 302-678-1965	Mobtown Offroad, LLC Mr. Joseph Arsenault 299 Clukey Drive Suite C Harrington, DE 19952 833-662-8696
Dover Skating Center Ms Deborah Lewis 2201 S. DuPont Hwy Dover, DE 19901 302-697-3218	Sophisticated Scrubs LLC Ms. Jenea Hall Townsend, DE 19734 610-505-8913
	Tracy Palmer Ministries, Inc. Mrs Tracy Palmer 301 Cassidy Dr., Suite B Dover, DE 19901 302-698-8889

Coffee On Us!

Sponsored by La Baguette & Catering

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:

La Baguette Bakery & 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!

"There was no winner for the November Contest... the photo was of the front entrance to Maple Dale Country Club and it's lovely Autumn decorations. Don't forget to play in December – you'll recognize the location!"

****Please note that the same person is qualified to win the Coffee on Us Contest only twice per calendar year.****

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**mvalania@newszap.com
galaxy110.com**

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