

Chamber Connections

Calling All Golfers – It’s Time for a TEAM Dover Event!!!



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Calling ALL Golfers!

Central Delaware Chamber of Commerce

2020 BLUESUITERS GOLF TOURNAMENT

GOLF REGISTRATION & AIRMEN SPONSORSHIPS AVAILABLE

WEDNESDAY, MAY 20
MAPLE DALE COUNTY CLUB

Check-in 10:00am | Shotgun Start 11:00am
\$80 Registration Fee includes Golf, Lunch, Dinner, & Snacks!

REGISTER TODAY:
Call the CDCC Office (302)734-7513
OR email cfriese@cdcc.net

Now that Spring has sprung, it’s time to pull out that golf equipment and get it into tip-top shape – polish those clubs, clean those shoes, get those cobwebs out of your bag, and begin assembling your favorite golfing gear. The CDCC’s Annual TEAM Dover golfing event is just around the corner – the Bluesuiters’ Golf Tournament is coming soon!

This event, hosted by the Central Delaware Chamber of Commerce’s Military Affairs Committee, is designed to help maintain and strengthen the positive and supportive relationship the CDCC and the community enjoy with the Dover Air Force Base. This unique tournament connects personnel from DAFB and members of the community for a day of golf and networking.

This year’s golf outing will be held on May 20th at Maple Dale Country Club. Registration will begin at 10 am, with a shotgun start at 11 am. This golf tournament is open to golfers of all skill levels – from the novice to the seasoned golfer. Golfers will play on teams of four – two DAFB members and two civilians – to help foster great relationships, create partnerships, and spark incredible conversations. A delicious dinner will be served after the tournament in the clubhouse.

Golfers can look forward to some pre-game time at the course’s driving range. Registration will begin at 10 am – with an 11 am shotgun start. Activities will include a hole-in-one contest featuring amazing prizes and a golf ball drop used to determine the day’s 50/50 winner. In addition, each golfer will have an opportunity to receive a door prize and goody bag. One lucky winner could receive a fabulous hole-in-one prize along with a gold tee from Sayers Jewelers and Gemologists. Snacks and beverages will be available on the golf course provided by CDCC member businesses.

See Bluesuiters — Page 19

The Chamber Mini Masters – NEW DATE Announced!



After careful consideration, the CDCC has decided that the best course of action is to reschedule our Mini Masters Golf Tournament which we were planning to hold at the end of this April. We will now host the tournament next April, the 28th, 2021 from 4 p.m. to 7 pm. At Tre Sorelle Ice Cream & Mini Golf in Wyoming, DE. This event will still be done in conjunction with our April Sunset Business Mixer.

The CDCC wishes to extend a heartfelt thank you to Mike Marasco and the team at Tre Sorelle for hosting this event and for working with us to reschedule this new, fun-filled event. This event will, in every way, be our own version of the famous Masters Tournament... in miniature. Teams of four will make their way around the miniature golf course in pursuit of prizes, including the coveted BLUE jacket. There will be many ways to get involved, either by playing or by sponsoring... or even just coming out to watch the fun and cheer on your favorite golfers!

Mark your calendars now. You’ve got a whole year to get your “putt-putt” perfected! We will be seeking sponsors and teams in the early part of 2021... so now there’s



plenty of time to assemble your teams, practice, and strategize... after all there are prizes at stake here and you know you want to win those bragging rights, not to mention the BLUE jacket.

THE Chamber Mini Masters will be taking the place of the CDCC Honorary Mayor Campaign. All proceeds from the evening’s activity benefit the Central Delaware Chamber of Commerce and are spent supporting and sustaining the many programs that help you and your business to thrive here in Kent County.

For more information about participating in the Chamber Mini Masters or signing up to be a sponsor, please call the CDCC Office at (302)734-7513 or visit us at www.cdcc.net. We look forward to next Spring when we tee off together at THE Chamber Mini Masters!



Judy's Journal



PRESIDENT - JUDY DIOGO

Unprecedented Circumstances

“Unprecedented Circumstances.” Those are words we have not had to use very often in our everyday communications, but for the past few months we have heard that phrase a great deal. The only thing you can do when you hear those words is to make a plan - and that is exactly what your CDCC Team has done!

Due to the widespread Coronavirus (Covid-19 pandemic) and the Governor's request that all events with more than 100 people be cancelled, we immediately began working to reschedule two of our major events for the year. Our Legislative Luncheon was moved from March 26th to Friday, May 1st. Our 55+ Expo was moved from April 23rd to June 30th.

It is our hope that, by rescheduling these events, we will still be able to provide the value and benefits they offer to our Chamber Members, without putting anyone's health or well-being at risk.

If you were scheduled to participate or attend either of these events, we are going to assume

you will still be joining us, unless we hear from you directly.

We would also like to give a shout out to Advantech, who was scheduled to host our March Sunset Business Mixer. They contacted the Chamber immediately and were extremely kind and generous about cancelling their event in light of the current circumstances.

Your Chamber has also sent a letter to the Governor requesting that some type of financial assistance be set aside and provided to our businesses who are certainly going to be impacted by this situation.

In this time of uncertainty, one thing we know - and we know it without a doubt here at the CDCC -- is that the businesses and residents of Kent County will work through this situation together and they will support one another in any way possible - that is just the Kent County way - that is and always will be our “Precedented Circumstance!”

Calendar of Events

- March Sunset Business Mixer at Advantech - CANCELLED.
- Legislative Luncheon - POSTPONED until May 1st.
- 55+ Expo - POSTPONED until June 30th.

April 2020

- Thursday, April 2nd**
Leadership Central Delaware Health and Human Services Day
CANCELLED
- Thursday, April 2nd**
Kent County Open for Business
CANCELLED
- Wednesday, April 8th**
Coffee Coaching
CANCELLED
- Thursday, April 9th**
Member Orientation
CANCELLED
- Friday, April 10th**
Good Friday - Office Closed
- Tuesday, April 14th**
CDCC Board Meeting
CANCELLED
- Tuesday, April 14th**
Marketing Committee Meeting
CANCELLED
- Tuesday, April 21st**
LCD Steering Committee Meeting
CANCELLED
- Thursday, April 23rd**
18th Annual 55+ Expo
Dover Downs Hotel & Casino
POSTPONED until June 30th.
- Wednesday, April 29th**
Ambassador Meeting
Tre Sorelle Dolce Ice Cream & Mini Golf
CANCELLED
- Wednesday, April 29th**
Sunset Business Mixer/
The Chamber Mini Masters Golf
Tre Sorelle Dolce Ice Cream & Mini Golf
CANCELLED

May 2020

- Thursday, May 7th**
Leadership Central Delaware
8:00am-5:00pm,
Economic Development Day
- Thursday, May 7th**
Kent County Open for Business
8:30am-10:00am,
Kent County Levy court
- Tuesday, May 12th**
CDCC Board Meeting
7:30am, Chesapeake Utilities Corp.
- Tuesday, May 12th**
Marketing Committee Meeting
9am, CDCC Board Room
- Tuesday, May 12th**
Young Professionals Social
12:00 pm-1:00pm,
The Boulevard
Live Entertainment Restaurant
- Wednesday, May 13th**
Coffee Coaching
8:00am, CDCC Board Room
- Thursday, May 14th**
Member Orientation
8:30 am, CDCC Board Room
- Monday, May 18th**
CDCC Executive Committee Meeting
8:00am - 10:00am
CDCC Board Room
- Tuesday, May 19th**
LCD Steering Committee Meeting
12:00 pm, CDCC Board Room
- Wednesday, May 20th**
Bluesuiters Golf Tournament
10am reg,
11am shotgun start,
TBD
- Monday, May 25th**
Memorial Day - Office Closed
- Wednesday, May 27th**
Ambassador Meeting
4:30pm, Lessard Builders
- Wednesday, May 27th**
Sunset Business Mixer
5pm-7pm, Lessard Builders

Thank you to the CDCC Cornerstone Members!

The CDCC Cornerstones
Est. 2013

An Industry Exclusive CDCC Marketing Package!

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www.cdcc.net

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 - Harrington Raceway & Casino

Harrington Raceway Opens its 74th Season!

Harrington Raceway will open for its 74th season of live harness racing on April 13 with a post time of 4:30 p.m. With 65 days of racing scheduled, many of the First State's top Standardbred equines are expected to be showcased throughout the season.

Live racing will be conducted primarily on a Monday through Wednesday schedule throughout the season with a few exceptions. A full schedule is available on www.harringtonraceway.com. The Delaware racing circuit is on hiatus in much of July and early August with the highly anticipated one-off July 30 annual Governor's Day program (special 7 p.m. post time) during the Delaware State Fair.

The most prestigious day of racing annually, the fair day racing program sports approximately \$600,000 in total purses on a racing program filled exclusively with horses that are either Delaware owned or bred, which keeps the money local. Most of that purse money is dedicated to four \$100,000 Delaware Standardbred Breeders



The Governor's Cup was awarded to Sicily's team last year during the Delaware State Fair.



Artrageous, the 5-year-old with 20 career wins to date

Fund final races featuring horses whose owners/breeders have made investments in Delaware agriculture by breeding at local farms to in-state stallions.

The fall season is highlighted by the Bobby Quillen Memorial Pace, named in honor of the late legislator who was a huge harness racing fan and a member of the Harrington Raceway and Dela-

ware State Fair's Board of Directors. The Quillen Memorial (September 21) routinely draws some of racing's top horses annually and has included some racing legends over the years such as Foiled Again and Wiggle It Jiggleit. The 2019 edition saw one of the fastest miles in track history when American History dazzled fans with a 1:49.3 performance.

Trackside dining is available nightly in the clubhouse. Reservations can be made on race nights by calling 302-398-5928. The clubhouse has been a popular home for group parties/corporate outings. Free race sponsorships are included in group packages and interested parties can contact Jeff Sanders for more information at 302-398-4920, ext. 6071.

Cornerstone Member - Chesapeake Utilities Corporation

An Empty Field Transitions Into a Community Resource

In April of 2019 the employees at Chesapeake Utilities were settling into their new building on Bay Road in Dover and Vice President Shane Breakie challenged his team to do something positive with the field and storm water pond behind the building. Later that month the area was enhanced during an Earth Day employee event with the installation of bird, bat, and butterfly boxes around the tree lined perimeter. However, there was still more to do.

As a part of the initial planning for the building, an outdoor amphitheater and walking trails, were items that were put on a wish list for the area. The large area had more potential and there was a desire to create something even more beneficial for the community, in addition to the walking trails.

The space was large enough to accommodate several buildings. A cross-departmental team considered using the space as an on-site training facility. Chesapeake Utilities Corporations' field workers are highly-skilled and they have qualifications that need to be maintained through training programs and seminars. Typically, these are accomplished through simulators, on-line and on the job. The team working on the concept of the training facility researched and found that there were existing facilities across the country. They incorporated the best practices from several of the facilities and Chesapeake's "Safety Town" concept was born.

To benefit the community, once completed, Safety Town will be available for training not just for the corporation's employees but for First Responders across the region.

The concept is relatively straightforward. Safety Town is a small-scale town encompassing approximately two acres that will serve as a training facility. The town contains miniature versions of homes, multi-family units, streets, streetlights, confined space areas and natural gas pipelines. Natural gas does not actually flow in the distri-

bution system that 'feeds' the town, but compressed air does, giving trainees the most realistic training experience possible. It is very beneficial for industry specialist and first responders to train in facilities that replicate real-life situations.

The project broke ground in March 2020 with an estimated completion within this calendar year.

The construction contract was bid on by multiple contractors. In the end, Tidemark Construction, an active member of the Central Delaware community, won the bid. In keeping with the community resource concept Tidemark Construction included in their proposal the idea to build the project enlisting members of the Poly Tech High School Building Construction class. When the school year resumes, the students will build the structures in their class at the school.

The students will receive hands on experience building the shed-sized structures, designed to look like homes and businesses. The buildings will then be brought to the Safety Town site and put in place.

In addition to the replica village, on the site there will be a large training building for employees and First Responders. The original concept of a walking trail and outdoor amphitheater has not been lost either. The trail will be located around perimeter of the property, where the

bird, bat, and butterfly boxes are located. The outdoor amphitheater will be located behind Safety Town, with a backdrop of the storm water pond.

Chesapeake Utilities is looking forward to Safety Town having an important role in our community for employee and First Responder general training, operator qualifications, and re-qualifications. Safety is our number one priority.



MQ Riding, Chesapeake's Marketing & Communications Manager, shows off an insect house.



Plan View of Safety Town



The Future Site of Safety Town



Earth Day 4/22/19



Stormwater pond trash pick up

Safety First!

On Thursday, March 5th, our LCD Class of 2020 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 thinking ahead, preparedness, and the art of clear and widespread communication. They met with various public servants and visited several agencies who, while all concerned about public safety, dealt with varying aspects of how to secure our community.

The day's activities began at Dover Downs with a panel discussion addressing "Law Enforcement issues of Today." Our distinguished panelists for this conversation were Smyrna Police Chief, Torrie James; Captain Josh Bushweller of DIAC DE State Police; FBI Special Agent David Bole, and Lt. Col. Schneider Rislin, 436th Security Forces Squadron Commander. While each of the panelists spoke from within the context of his specific role, they all spent time discussing the need to build healthy, impactful relationships with the community and with the other law enforcement agencies. They also stressed the importance of teambuilding and communication. In addition, they talked about the pros and cons of using social media to help solve cases and dispense information to the public.

The rest of the morning was spent working through two hands-on exercises that served to bring the panel discussion to life. First, the class members participated in a training session that helped them to understand the best steps to take if they are ever confronted by an active shooter. Master Corporal Angela Garnsey of the DE State Police, Division of Gaming



When managing an emergency, there's a lot to consider.



Class members practiced using a tourniquet.



A program of the Central Delaware Chamber of Commerce

Enforcement taught the class how to apply a tourniquet and each participant practiced their newly learned skill. Next, the group was led through a "threat scenario." They were divided into teams, told the details of a fictitious event involving a possible shooter at a school, and, under the guidance of a security team from Dover Air Force Base, were charged with using what they'd learned so far in the day to generate a plan to deal with the situation.

The Class of 2020 spent the afternoon touring three facilities. They traveled to Fireside Partners, Inc., and heard from their team about the work they do in recovery and emergency management. Fireside is a worldwide emergency services provider. Fireside Partners, Inc., has a strong foundation in incidents dealing specifically with aviation, but they are also able to assist in needs that arise from rail, marine, manufacturing, energy, or any other industry. The class members were surprised to learn that Fireside is the only agency of their kind in the world!

The class also toured the Delaware Information and Analysis Center where they help to safeguard the community by serving as a dynamic security nexus. To detect, prevent, investigate, and respond to criminal and terrorist activity, they disseminate intelligence and facilitate communications between state, local, federal agencies and private sector partners, to help them take appropriate action on threats and public safety issues. Often DIAC is able to provide data to local law enforcement agencies about the amount of activity in certain locations at certain times of the day - this data helps to inform decisions about police action as they are being made.

The final stop of the day was at the Delaware State Police Training Academy. Our class had the amazing experience of witnessing a demonstration by the K-9 Unit. They were amazed at the discipline and accuracy of the dogs as they search for drugs and helped to apprehend a criminal. The class members were taken on a tour at the Training Facility where they make it a priority to manage and prepare people, both physically and mentally, to do their jobs well.

The day's events and activities provided the Class of 2020 with an excellent overview of how Delaware handles the task of responding to threats, preventing emergency situations, and protecting the general public from dangers affecting safety. The class members were also given an insider's view of how the leaders in this high pressured industry draw on their well-honed skills including the gathering and application of data, the ability to set attainable goals, and the art of decision making and discernment, not only in everyday business situations, but in situations of life and death. Their exposure to this segment of our business community motivated them to consider their role in their personal safety, and that of their family members, colleagues, and friends.



Lt. Colonel Schneider Rislin shared the variables that are considered when addressing a threat.



When presented with an imminent threat, how will you respond?



Communication plays an important role in deciding the best course of action.



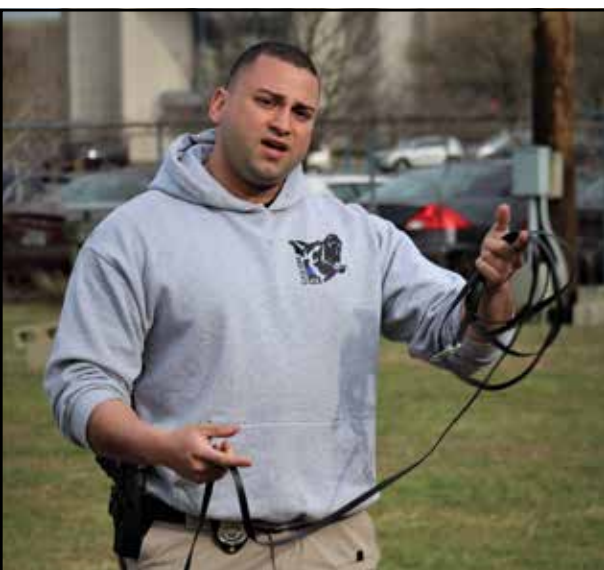
An agile member of the K-9 squad secures an offender in place.



Our distinguished panel of law enforcement experts helped the class understand the importance of communication and relationships.



In emergency situations and threats, DIAC is at the center of the it all.



Cpl. Balaguer explained to the group how the K-9 unit's training is motivated by a system of rewards.



Class members jump in to learn how to respond to an active shooter.



The day included a tour of the Delaware State Police Training Academy.

The right help at the right time.

Visit the Business Resource Connection at www.DelBiz.com to search 300 programs for small businesses statewide.

Nest Spa & Skin Care Boutique
Milton



LCD Class of 2020 Impacts the Community

Part of effective leadership is finding a way to have a positive impact, to lead in such a way that followers feel served. Effective leaders have a profound effect on those around them. Their leadership example can motivate followers, causing a ripple effect of positivity!

During the Opening Retreat last September, the LCD Class of 2020 chose to take on three projects that would benefit the community. They were charged with building their leadership skills by using them to have a positive impact in the community. The class elected to work collaboratively on three separate projects. The tasks involved planning, fundraising, teamwork, goal setting, and many more skills that define leadership. As we draw closer to the end of the LCD year, the fruits of their labor are being noticed around town!

At the Central Delaware Housing Collaborative's latest project, the renovation of a building into a shelter for women, participants from the class worked together to clean, paint, install cabinets, and do many other tasks in order to make the facility "move-in ready." Volunteering over several weekends, the class members are down to the final details. The final tasks include hanging curtains and moving in furniture. The first inhabitants of the newly renovated property are likely to move in during the month of April.

In another project, the class was asked to provide landscaping around the new maintenance building at the Delmarva Council Boy Scouts' facility on Baden Powell Way in Dover. For this project, the class created a landscaping plan and then went to work raising funds and soliciting donations. The funds were used to purchase plants, shrubs, tools, and whatever else was needed to complete the project. The mulch for the project was a donation of the City of Dover. This project will take on an interactive aspect when approximately 75 boy scouts come out to volunteer their help with its implementation, working side by side with our leadership students in a day-long event later this Spring.

Finally, the class initiated a book drive for Read Aloud Delaware. Over the course of the year, they collected almost 2,000 books. The books were cleaned, packed up, and delivered to the folks at Read Aloud. The gift of these books will go a long way in helping the volunteers at Read Aloud reach the children of Central Delaware.

The members of this year's leadership class have done a magnificent job of working together. They have shown patience and skill as they worked through the various steps of each project. Their work is much appreciated by members of our community. This group of emerging leaders promises to be a gift to Central Delaware - a gift that keeps on giving!



A program of the Central Delaware Chamber of Commerce



It's amazing what a coat of paint can do.



Working together makes it fun!



Out with the old - in with the new!



Many hands make light work.



Teamwork makes the dream work!



Sharing coffee, a chat, and a project – what a vision!



Dreaming about the future is fun.

Creating a Visible Vision!

Vision has been defined as the ability to think about or plan the future with imagination or wisdom. In Leadership Central Delaware and Leadership Mastery, a great deal of time is devoted to developing the skill of “visioning,” the ability of picturing something in order to set a direction for its completion in the future. The idea of creating a vision can be an overwhelming and somewhat daunting task until it’s mixed with magazines, poster board, glue, and scissors!

On Wednesday, March 4th, our Leadership Mastery participants

gathered in the CDCC Board Room to create “vision boards.” A vision board is an illustration of one’s plan for the future depicted on a handmade collage-style poster filled with pictures, words, and phrases that tell a story about the board’s creator and serve as inspiration/motivation for reaching the goals he/she has created for the future. As the group worked, the boards came to life telling each person’s story. At the end of the session, the vision-ers each shared their vision with the group.

The mastery students will be spending time in the next few

weeks creating goals based on their vision boards. The group will reconvene in one month’s time to discuss their goals and strategies for meeting them. Classmates will add ideas that help to bring clarity to the goals that are created. The goals will be re-visited in monthly mastery sessions as support and encouragement are offered. Once the goals are reached, the process will begin again!

For more information about the Leadership Mastery program, please contact Heather McTheny at the CDCC Office (302)734-7513 or online at www.cdcc.net.



A program of the Central Delaware Chamber of Commerce



Sharing stories helped to clarify the vision.

YOUR Chamber is here for you...

We are living in an unprecedented situation. Our community has never faced anything quite like COVID-19. There is really no way to measure what the full impact will be or anticipate the effects the coronavirus will have on our community. In many ways, these are very uncertain times.

We want you to know, that in the midst of it all, there is something that you, our business members, can be absolutely certain of: YOUR Central Delaware Chamber of Commerce is here for you! You have our word that we will walk beside you and we will weather this storm together.

In order to best serve you, we will need to hear from you. Let us know what you need. Help us understand your situation. Throughout this public health crisis, there are several things that you can count on from YOUR (CDCC) Chamber:

- We will continue to be your legislative voice – locally and nationally. We have already been on calls with our federal and state legislators to suggest measures to help our businesses, such as expanding unemployment and small business loans/grants. We will be your advocate and we will work hard to find you the assistance you need.
- We will keep the lines of communication open so that your fellow Chamber members and members of our community are hearing about what you are doing to continue to serve them. We will broadcast your news and updates via our weekly emails and on social media.
- We will continue to help people understand the importance of supporting our local small businesses – especially now.
- We will work with you to give you flexibility in terms of payments. If you run into a financial crisis in your business, PLEASE communicate with us so that we can find ways to help you. If the only way that you can sustain your membership with us is through a payment plan, we have options for you.
- We will still be here when this is all over. YOUR (CDCC) Chamber will be on hand to help you pick up the pieces, begin again, and move forward. We are here to help you now – and we will be here to help you then!

It will be critical for us to stay in touch with each other during this time. Please contact us and let us know what's happening with your business. We can only help you if we know how you are being affected. Everyone will feel this crisis in their own different way – tell us what your unique needs are so that we can help you create a plan for the future.

- For general information, call the Office at (302)734-7513 or email info@cdcc.net.
- To let us know your particular situation or to request a payment plan, contact our Director of Membership: Heather McTheny (lcd@cdcc.net).
- For information on the status of events, contact Cristal Brenneman (cbrenneman@cdcc.net) or Cindy Friese (cfriese@cdcc.net).
- To communicate information regarding your business's change in products and services, hours, or practices, contact Dina Vendetti (marketing@cdcc.net).
- To broadcast cancellations or postponements, contact Dina Vendetti (marketing@cdcc.net).
- For information regarding legislation, contact Judy Diogo (jdiogo@cdcc.net).

For anything else that we should know or could assist you with, please call (302)734-7513.

*We care about you. We stand ready to help you.
YOUR (CDCC) Chamber is here for you!*



Excellence in Business -- And Then There Were Nine

At the Central Delaware Chamber of Commerce, we are so proud of our members. The businesses that make up our membership are using their innovative natures, their creativity, their knowledge base and their high level of skill to do amazing things. In short, our member businesses are some of the brightest and best that Central Delaware has to offer!

Choosing excellence out of such an incredible pool of businesses is hard work, but the Excellence in Business Committee, comprised of previous award winners, has helped to narrow down the field. We had a record number of nominees this year – that just goes to show that are members are doing great work and it's being recognized. That's a wonderful thing for all of us. After a close look at all the candidates - Large Employer of the Year, Small Business of the Year, and Young Professional of the Year – and a lot of thoughtful discussion, three nominees in each category rose to the top. The nominees were chosen based on the professionalism and performance that create their business image, their leadership capabilities, their capacity to learn and grow, their response to challenging situations, and their involvement in

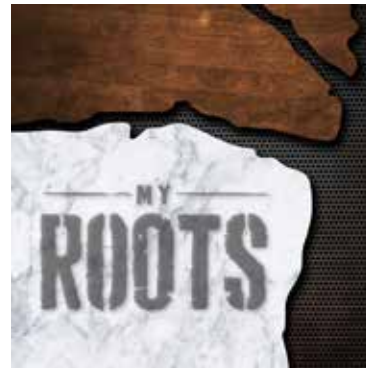
the community.

We wish to thank everyone who sent in nominations for this prestigious process. It is a tremendous honor to be nominated by a group of business professional peers. These are people who completely understand the ins and outs of day-to-day business in and for the community. These nominations and the voices of fellow members carry a lot of weight.

Now it's time to begin thinking about who will receive your votes as the best in each category. Voting will take place in the month of May. Biographical and business information will be published in the May Issue of the Chamber Connections and on the CDCC website to help to inform your decision. In the meantime, you may wish to check out the websites of the nominees to learn more about who they are and what they do. It is so important that every business be involved in this process.

Here we go... drum roll please... YOUR Central Delaware Chamber of Commerce is pleased and proud to announce our nominees for the 2020 Excellence in Business Awards...

Small Business of the Year



Large Employer of the Year



Young Professional of the Year



**Bobby Jones, Owner,
Bright Side Exteriors**



**Heather Contant,
Director of Media Relations &
Communication, DEMEC**



**Ashlé Walker,
Member Experience Manager,
Dover Federal Credit Union**

The official ballot will be mailed to our CDCC members at the end of April. Our members are asked to vote (1 vote per business) and return those ballots to us no later than May 27th. All nine of our nominees will be honored and celebrated at our Annual Excellence in Business Award Dinner on June

17th at Dover Downs Hotel & Casino. The winners will also be named at that event.

Remember – your votes will determine the winners! Thank you ahead of time for being part of this process. We look forward to celebrating with you on June 17th!

Edward Jones
MAKING SENSE OF INVESTING



- ✓ Saving for Retirement
- ✓ Living in Retirement
- ✓ Education Savings
- ✓ Insurance Needs
- ✓ Estate Considerations



Christopher Smith
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YOUR NEWS.**



A Wonderful Gathering hosted by Keystone

On Wednesday evening, February 26th, the team at Keystone Funding welcomed over 100 Chamber members to their brand-new facility. In the shopping center with the Kent County Public Library, Keystone has taken over the top floor with their state-of-the-art location. Open workspaces that offer opportunities for collaboration, energy efficient lighting, an awesome conference room perfect for group meetings... our members and guests were thrilled to see Keystone's home!

We would like to extend a big thank you to the folks at Keystone for hosting our mixer and

for welcoming all of us with such warm hospitality. Our Chamber members enjoyed an evening of networking, sharing business cards, and catching up with colleagues over delicious refreshments. Several members were excited to win drawings for amazing door prizes. Mike Lee, of Master Networks, was named the Member of the Month for April. Jennifer Foraker was excited to receive her pin designating her as our newest 5-Star member. It was an evening filled with making contacts and renewing business relationships!

Unfortunately, our March mixer, which was

to be held at Advantech, Inc., in their new facility has been cancelled for the time being. In light of the public health emergency we are facing and the Governor's directives to eliminate large group events and practice social distancing, we will not be gathering on the 25th of March as we had planned. Hopefully, we will have another opportunity to see the beautiful new building and learn more about Advantech and what they do at a later date. Until then, continue to wash your hands, keep your distance, find ways to assist those in need, and be healthy.



Mixers are a great time to get together!



Ambassador Paul Seibert and his wife, Gina, share a smile.



Paul Jones, Diamond State Financial Group, and his wife, Ceil, Myers Realty, smile as they announce their upcoming 50th Wedding Anniversary! Congratulations!



Smile for the camera!



LCD Class of 2019 was in the house.



It's all about building relationships.



It's all about getting to know fellow business members.



It was a great evening of networking and problem solving.



John Ghanayem, Chief Financial Officer at Keystone, thanked everyone for coming.



Connecting with colleagues is a valuable part of the mixer!



Cristal Brenneman congratulates Mike Lee on winning "Member of the Month" for April.



Realtor Walt Simpson was pleased to win a door prize.



Barbara Steele, of the Women's Journal, was a happy drawing winner!



Steve Harrell, Auctioneer, didn't even have to bid to win this prize!



Dr. Eunice Gwanmesia, Unity Solutions, won the 50/50 raffle – show me the money!



Deb Edwards, Frontline Inspections, grins over her bucket of garden supplies.

Member News

Shopping to the Tunes

Imagine strolling down the sidewalk on the main street of the Capital City of the First State and finding yourself walking to the beat of live music... how cool! Well, here in Central Delaware in Dover's Downtown shopping district, a scene like this doesn't need to be left up to your imagination. Two very talented high school seniors have been making it happen!

Wesley Melvin, Caesar Rodney High School, and Grady O'Connor, Dover High School, have been providing shoppers with some amazing music as they travel from boutique to boutique. They have played in some of the shops downtown on weekends and during First Friday celebrations. Sometimes they play together, sometimes in separate locations - in order to spread the wealth. Particularly captivating is when they play together outside on the sidewalk. There's a certain synergy and creativity that comes from improvising and playing off each other's musical ideas that makes their duet time especially intriguing.

Grady O'Connor first thought he'd be a drummer. When that didn't turn out to align with his talents or taste, he turned to the saxophone.

While adept at many genres of music, Jazz is where his heart is. He is happy playing solos, and even happier in an ensemble when the band is "swingin'." Grady is proficient on the piano as well as the sax. In addition to his high school music commitments, he can be found interning as assistant choir director at Wesley United Methodist Church. Grady intends to continue his life in music as he moves on to college.

When asked why he became involved in music, Wesley muses that his mother made him do it. "I only chose the saxophone because we had one laying around the house," he remembers. While Wesley is comfortable doing solo work, he prefers to play in a group. "It's more fun to interact and build the music/ideas off other musicians." Wesley's versatile talent, playing not only sax, but also flute and clarinet, is sure to lead him into the musical career of his dreams.

In keeping with their mission to "drive an improved quality of life for the residents and visitors of Dover, Delaware," the Downtown Dover Partnership is happy to engage musicians to perform in the city's downtown. Musicians are appreciated



during the First Friday celebrations, during certain holidays, and as buskers along the downtown streets on any day. For more information, call the DDP at (302)678-2940 or emails Diane@DowntownDoverPartnership.com.

As the First Friday celebrations resume later this Spring, look for Wesley and Grady... or better yet, listen for them! Please join the CDCC in thanking these two bright, young musicians for sharing their talent here in Central Delaware.



Something's Always Brewing in Central Delaware

Tucked away off the beaten path, just three miles from bustling downtown Dover, is one of Kent County's favorite gems. With its interesting history and wide variety of craft beers and sodas, the Fordham & Dominion Brewing Company is a source of great pride for Central Delawareans. The second largest craft brewery in Delaware, the folks at the Fordham & Dominion Brewing Company are always ready to take the next step and try something new. Their innovative and creative ideas keep their customers anticipating what's brew-

ing next!

The Fordham & Dominion Brewing Company got its start in 1995 in the Ram's Head Tavern in Annapolis, MD. In 1703, Queen Anne issued a charter to establish a brewery in Maryland's capital city to Benjamin Fordham for whom Fordham was named. Fordham's reputation for fine beer spread and in 2003, the brewery was moved to Central Delaware. Another brewpub, the Old Dominion Brewing Company was established in 1989 in Ashburn, Virginia, and was quickly recognized for its quality products including craft beers and gourmet sodas. In 2007, the two companies joined forces, and in 2009 consolidated into the brewing company we know and love today, Fordham & Dominion.

The team at Fordham & Dominion is so excited to be in Central Delaware and want very much to focus on building partnerships with local businesses. Dustin Davis, president of Fordham & Dominion, has worked hard in his first six months to maintain a practice of obtaining the materials necessary to create, package, and ship the brewery's products from sources as close to home as possible. This practice not only goes a long way to support the local economy and build business partnerships, but it also gives Dustin some serious peace of mind: "If I order something from someone relatively nearby and something happens to stall or even

halt delivery, I can just go get what it is!"

Dustin is also very interested in partnering with other breweries, wineries, and the like, in ways that will benefit everyone. While the tap room at Fordham & Dominion (FoDo) only serves FoDo's beers, they also serve wine from local vintner, Harvest Ridge Winery in Maryland. In another move to collaborate, help another local brewer, and provide a new treat to area potent potable connoisseurs, Fordham & Dominion is working with a brewer in Ocean City, Maryland, Hoop Tea, to bring a line of locally brewed hard teas to Central Delaware. Brewing a batch of hard tea takes three to four weeks, so these teas are likely to arrive on the scene by late April.

Fordham & Dominion expanded the tap room in 2019 where customers can come to enjoy the FoDo's selection of brews. Patrons can enjoy flights, full pours, beer to go, and FoDo merchandise such as hats, shirts, and other fun items emblazoned with the company's name and logo. FoDo team members are always on hand to help educate folks about how the beer is made, what the ingredients are, and how to most successfully pair beers with favorite foods. "People often think of pairing as a wine thing," mused Dustin, "but the choosing the right beer at the right temperature can elevate anyone's favorite dish." The tap room is

open Tuesday through Friday, 3 - 9 pm, Saturdays 12 - 8 pm, and Sunday 12 - 6 pm.

For more information about the brewery, tastings, and tours, visit the Fordham & Dominion's website www.fordhamanddominion.com. Also be sure and find information on the Brewing Company's events, such as their annual festival that offers tours, brews, food, and live music! We all know there's always something brewing here in Central Delaware - check out the hotspot that makes that happen!



Zoe Seavey, Marketing, Events, and Taproom manager, is pictured with Dustin Davis, FoDo president, in front of the taproom's current selections.



The second largest craft brewery in Delaware produces about 300,000 cases per year.



The brewing company's canning line is extremely efficient and insures the fresh taste of the product is maintained until a consumer pops the tab.



The company's bottling line insures freshness and high quality.



Now that's a lot of sugar!!!



Dominion Handcrafted Sodas are a delicious alternative to the company's brew selections.



Keeps, kept cool in storage, are ready and just waiting to be tapped!

55+ - Same Incredible Expo – New Date

The outbreak of COVID-19 has evoked a barrage of emotions and behaviors. Some are responding to the threat by stocking up on everything from hand sanitizer to non-perishable food items to toilet paper, while others are spending their days in self imposed (so far) quarantine. Still others are going about normal life until mandated otherwise. As we watch the news reports we see fear, sorrow, panic, concern, and even anger. We are certainly living in uncertain times.

On the other hand, there are also many lessons being learned as this emergency health situation continues. One of those lessons is the need to be prepared to take care of ourselves and those around us. The Central Delaware Chamber of Commerce's 19th Annual 55+ Expo is an event designed to help do just that – learn what we need to do prepare for our own future and the futures of those we love. The 55+ Expo is NOT an event just for senior citizens. Much of what happens at the event is planned with seniors in mind and much of our focus is on helping them to maintain lives filled with good health and energy for every day. If however, one waits until they've reached those "golden" years before starting to envision and plan how they want them to look, it will be difficult, if not impossible, to make those dreams come true. In addition, many in the age bracket

et 35 and older find themselves caring for aging relatives. In addition to our Caregiver's Support Center, the 55+ Expo, with over 100 vendors, features a variety of goods, services, and resources that can help.

On its NEW DATE, Tuesday, June 30, 2020, from 9 am – 3 pm, over 4,500 people from Delaware and surrounding states will gather at Dover Downs Hotel & Casino for one of the largest expos of its kind in Delaware, the CDCC's 19th Annual 55+ Expo. The Central Delaware Chamber of Commerce is pleased to present an event designed to bring seniors and their caregivers together with the products and services that will allow them to live their best lives. This FREE event will showcase businesses that can assist our seniors as they do their best to maintain active lifestyles and stay involved in their local communities.

Bayhealth Medical Center will be on hand to provide free health screenings and informational tables in our Wellness Center. Consultants will be there to help answer questions and offer guidance on the journey to better health. This day-long event will also feature sponsor-conducted seminars and live entertainment.

The 55+ Expo also offers help for a younger generation that may be providing care for par-

ents and grandparents in the Caregiver's Support Center which will be presented by the Cooperative Credit Union Association. Caregivers bear an enormous responsibility. Knowing the multitude of resources that are available and how to find them will be a critical component as you care for your family's older generation.

The CDCC would like to take this opportunity to thank our businesses that have already committed to sponsoring this event: our Wellness Center Gold Sponsor: Bayhealth Medical Center; our Caregiver's Support Center Gold Sponsor: Cooperative Credit Union Association; our Gold Sponsors: AARP, Encompass Health Rehabilitation Hospital of Middletown, First State Orthopaedics, Highmark Delaware, Home Instead Senior Care, Humana, The Center at Eden Hill; our Media Sponsor: Dover Post; our Event Sponsor: Dover Downs® Hotel & Casino; our Network Nook Sponsor: DART, and our Entertainment Sponsor: iHeartMedia (1410 WDOV & 1450 WILM).

For more information, call the CDCC Office at (302)734-7513 or visit our 55+ Event page at <https://cca.cdcc.net/EvtListing.aspx?dbid2=D-ECDEL&evtid=143361&class=B>. We look forward to seeing you on our new date, June 30th! Until then, stay healthy and be well.



The Expo opens with the singing of our national anthem.



The therapy dogs are always a hit!



Over 100 vendors are on hand to share ideas and information.



Seminars are offered to help participants learn about pertinent topics.



Guests enter the Expo excited to get started gathering information.



Delightful afternoon entertainment will be offered.



Free health screenings are brought to our guests by Bayhealth.

CDCC joins Blue Hen TV & Appliances, Inc., for a Ribbon Cutting Ceremony

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Blue Hen TV & Appliances, Inc., on Saturday, March 7th, at 10 am. The ceremony was held at their new business location at 401 Cassidy Drive, Suite E, in Dover. Chamber staff, ambassadors, and friends joined business owner, Randy Farrow, to celebrate Blue Hen TV's new location and re-branding.

Mr. Farrow has been in the television business for quite some time. He recently purchased Al's TV in Smyrna and made the decision to combine Felton's Blue Hen TV with Al's to form a new business in Dover. He is excited to offer all the services of two TV repair shops in one location!

The mission of Blue Hen TV & Appliances is to repair and sell televisions and provide customers with quality service for all their electronic needs from education to set up to repair and installation. Blue Hen TV & Appliances, Inc., is an authorized service center for all major brands. They can repair equipment produced by a wide variety of manufacturers. For customers who are interested in purchasing or need repairs for their televisions and electronics, Blue Hen TV is the local expert!

Proud to be part of the Central Delaware community, Mr. Farrow is interested in giving back by providing the best service available. He also aspires to someday be part of the public service community. Mr. Farrow has been involved with several churches and other public



organizations which have helped him to understand both the blessings and the challenges faced by people in our region. He is anxious to work on solutions to help improve the community. He is excited to have taken his first step in doing that by becoming a member of

the Central Delaware Chamber of Commerce!

To learn more about Blue Hen TV & Appliances, www.bluehentv.com or call (302) 697-9681. Please join the CDCC in congratulating Randy Farrow and Blue Hen TV & Appliances, Inc.!

CDCC Congratulates Brandywine SPCA on their Grand Opening

DOVER – The Central Delaware Chamber of Commerce wishes to congratulate the Brandywine SPCA on the Grand Opening of their Dover campus! A ribbon cutting ceremony was held at their new location – 1757 Horsepond Road in Dover – at noon on Saturday, March 7th, to mark the occasion. The new facility includes an adoption center, stray dog holding, a low-cost veterinary clinic, and opportunities for families to get involved through volunteering, fostering and humane education. The Dover Campus completes the BVSPCA's strategic plan to open a full-service facility in each county.

"We're proud to have achieved this milestone for the pets and pet families of Delaware," said Adam Lamb, BVSPCA CEO. "We can now provide comprehensive, high quality, consistent resources across the state, and Kent County will finally have access to many services currently lacking in this area."

The Dover Campus addresses several unmet needs in the Kent County community. They include low-cost veterinary services; intake intervention programs, such as a pet food pantry and behavior counseling for owned pets; and humane education initiatives, such as birthday parties and service projects that help the animals. The facility also houses stray dogs in their hold period as part of the BVSPCA contract with the Delaware Office of Animal Welfare (OAW) to provide state-wide animal services.

The Dover Campus is located at 1757 Horsepond Road. Previously an animal shelter that sat unused for many years, the BVSPCA renovated and upgraded the site to include the latest in progressive animal sheltering and modern veterinary technology.

The shelter houses upwards of 65 animals at any given time and includes features reflective of the BVSPCA's progressive practices. Dogs enjoy play yards and daily playgroups, as well as indoor/outdoor



kennels with details like sound-proofing in the ceilings and glass doors to optimize health and reduce stress. Cats live in a free-roaming room for less stress and an engaging adopter experience.

The Animal Health Center provides high quality, low-cost veterinary care for family pets. Services include preventive care, sick visits and spay/neuter surgeries. The clinic also offers spay/neuter for community cats.

The Dover Campus is the fifth BVSPCA location. It joins the New Castle Campus, the Georgetown Campus, the West Chester Campus (in Pennsylvania), and the Animal Rescue Center in Georgetown. The Delaware facilities opened in under four years with \$4,600,000 in private donations. The BVSPCA invested

\$1,200,000 of that to complete the Dover Campus, including a generous lead gift from the Petco Foundation.

The Dover Campus Grand Opening celebration and ribbon cutting was attended by several hundred people. Speakers included Governor John Carney; the Honorable Jennifer Ranji, Family Court Judge; Senator Nicole Poore; Senator Trey Pardee; and Adam Lamb, BVSPCA CEO; and other visiting dignitaries. In addition to discussing the progress made by the BVSPCA for Kent County and across the state, speakers unveiled the BVSPCA Delaware Advisory Board.

The BVSPCA Delaware Advisory Board brings together leaders from across the state in support of the animals and the mission of the BVSPCA. "We're honored to have such

high caliber leaders who are also animal advocates to be helping us," Lamb continued. "Advisory Board members provide critical insight into needs and opportunities in the community while helping us access needed resources and collaborations."

The Grand Opening celebration marked the first day of business for the Dover Campus. The adoption center is open Saturday and Sunday from 10am to 5pm, and Tuesday through Friday from 12pm to 5pm. The Animal Health Center will start seeing family pets on March 30th.

To learn more about Brandywine SPCA, please visit www.bvspca.org or call (302) 516-1007. Please join the CDCC in congratulating Brandywine SPCA and in thanking them for the services they provide here in Central Delaware.

CDCC joins La Baguette Bakery & Catering for a Ribbon Cutting Ceremony



DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for La Baguette Bakery & Catering on Saturday, March 7th, at 9 am. The ceremony was held at the bakery at 323 S. Governor’s Avenue, in Dover. Chamber staff, ambassadors, and friends joined Chef Ludovic and Anita Bezy to celebrate Customer Appreciation Day and the Bakery’s 3rd Anniversary!

Three years ago, Chef Ludovic and Anita were able to realize their dream of opening their own store front. Many years of pondering the best way to share their fine French breads and pastries came to fruition under the bold blue, red, and gold sign that reads “La Baguette

Bakery & Catering.” In early 2017, the Bezys began a life of offering baked goods and meals to their many fans in Central Delaware. Breads, croissants, pastries, cookies, cakes and other desserts are all made on site, fresh every day, and can be enjoyed in the bakery or delivered directly to customers. The team at La Baguette offers sandwiches made to order with only the freshest ingredients including Boar’s Head products and tasty savory specialties. In addition, La Baguette offers large scale catering services. At La Baguette, every mouthful is made with love.

Proud to be part of the Central Delaware community, the Bezys work hard to give

back. They often donate food to local shelters and community servants. In addition, they have been great supporters and volunteers for Habitat for Humanity, the Civil Air Patrol – DAFB Squadron, and the American Heart Association. La Baguette is also an active member of the Central Delaware Chamber of Commerce and support CDCC activities and events with their presence and their generous donations.

To learn more about La Baguette Bakery & Catering, visit <http://www.labaguettede.com/> or call 302-741-0180. Please join the CDCC in congratulating the folks at La Baguette on their third anniversary of providing quality goods and services to Central Delaware!



It's time to "Practice the Pause..."

An Important Message from Your CDCC

Due to the seriousness of the spread of COVID-19 and in compliance with Governor Carney's declaration of a State of Emergency for Delaware, the following events/activities/meetings are now

CANCELLED:

Wednesday, March 25: The March Sunset Business Mixer (including ribbon cutting and Ambassador meeting ribbon cutting)

Wednesday, April 1st: Leadership Mastery Combined Meeting

Thursday, April 2nd: LCD Health and Human Services Day

Thursday, April 2nd: Kent County Open for Business

Friday, April 3rd: Leadership Mastery Meeting - Group 3

Wednesday, April 8th: Coffee Coaching

Thursday, April 9th: Member Orientation

Tuesday, April 14th: CDCC Board of Directors Meeting

Tuesday, April 14th: Marketing Committee Meeting

Tuesday, April 21st: LCD Steering Committee Meeting

Wednesday, April 29th: Ambassador Committee Meeting

Wednesday, April 29th: THE Chamber Mini Masters

We will be constantly monitoring the situation and, as new details or other potential changes come to light, we will continue to keep you as informed as possible.

Be safe... Be healthy...

take appropriate precautions to stop the spread.



U.S. Census: Counting on You

There's a short list of things that happen once every ten years: the year ends with a "0," a world-famous passion play is performed in the Bavarian town of Oberammergau, Germany... and a census is taken by the federal government to determine the country's population and trends related to the number of people living within our borders. It's 2020 and the decennial U.S. Census is well underway!

The Census Bureau serves as the nation's leading provider of quality data about its people and the economy. This scientific organization, focused on data, is the federal government's largest statistical agency. Information generated by the Census bureau is used to make far-reaching decisions that help to shape the future of our nation.

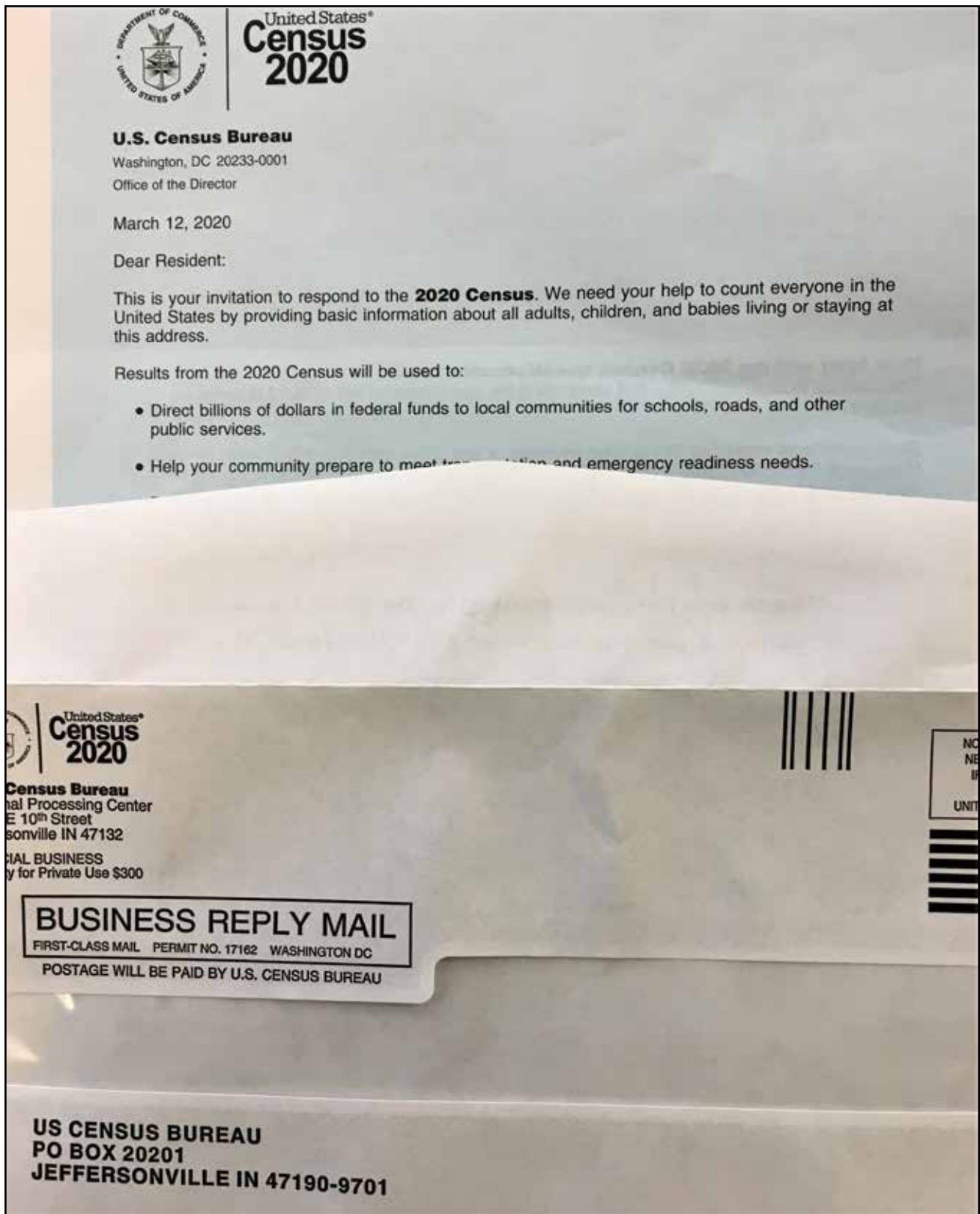
Participating in the census is so critically important that the U. S. Constitution empowers the Congress to carry out a census in "such manner as they shall by Law direct" (Article I, Section 2). The Founding Fathers included the census in the U. S. Constitution because counting each and every person living in the country was the only way to insure fair representation in the Congress. While each State is given two senators, the number of representatives in Congress is determined by population.

In addition to fair political representation, knowing the number of people – citizens and non-citizens – plays a pivotal role in a number of areas of public life. Clearly the numbers help to inform decisions about apportionment and redistricting in conjunction with fair representation. Census numbers also play a critical role for all of us because these Census numbers determine the funding for schools, hospitals, roads and other public projects. The numbers are crucial to businesses in determining the changing needs of a changing population. The Census gives lawmakers a snapshot of America that helps to determine where state and federal dollars are needed.

Complete population information including not only numbers, but also other details, is crucial in knowing how to respond to emergencies and disasters. Census data plays a key role in determining where and how much help may be needed. Details regarding demographics also assist in tracking other matters of public health such as tracking disease outbreaks.

By this time, most of our readers have received their invitations to participate in Census 2020. The Census Bureau offers two ways to complete this civic duty. Participants may complete the questionnaire that was sent to them by answering the questions and mailing it back in OR participants may complete the census online at www.my2020census.gov. In order to utilize the online option, responders must use the 12-digit Census ID which appears on the questionnaire. The census bureau encourages participation online, for those who are able, in order to help "conserve natural resources, save taxpayer money, and process data more efficiently." Answers to census questions are kept completely confidential. Those who do not fulfill their census obligation will receive a visit from a Census Bureau interviewer who will collect answers in person.

The Census is available in a variety of languages. It takes approximately 10 minutes to complete. The Census is a very simple questionnaire that requires no research – just straightforward answers to multiple choice questions. The CDCC encourages everyone to complete their Census form promptly so that we can receive the dollars needed to fund our schools, hospitals, roads and other public projects. We all know that good decisions can only be made with adequate information. Please assist your government in making the best decisions possible for the future of Americans by providing the information that will help them in shaping our country's future. We're counting on you!



Start here OR go online at my2020census.gov to complete your 2020 Census questionnaire.
Use a blue or black pen.

Before you answer Question 1, count the people living in this house, apartment, or mobile home using our guidelines.

- Count all people, including babies, who live and sleep here most of the time.
- If no one lives and sleeps at this address most of the time, go online at my2020census.gov or call the number on page 8.

The census must also include people without a permanent place to live, so:

- If someone who does not have a permanent place to live is staying here on April 1, 2020, count that person.

The Census Bureau also conducts counts in institutions and other places, so:

- Do not count anyone living away from here, either at college or in the Armed Forces.
- Do not count anyone in a nursing home, jail, prison, detention facility, etc., on April 1, 2020.
- Leave these people off your questionnaire, even if they will return to live here after they leave college, the nursing home, the military, jail, etc. Otherwise, they may be counted twice.

1. How many people were living or staying in this house, apartment, or mobile home on April 1, 2020?

Number of people =

2. Were there any additional people staying here on April 1, 2020 that you did not include in Question 1?
Mark [X] all that apply.

- Children, related or unrelated, such as newborn babies, grandchildren, or foster children
- Relatives, such as adult children, cousins, or in-laws
- Nonrelatives, such as roommates or live-in babysitters
- People staying here temporarily
- No additional people

3. Is this house, apartment, or mobile home — Mark [X] ONE box.

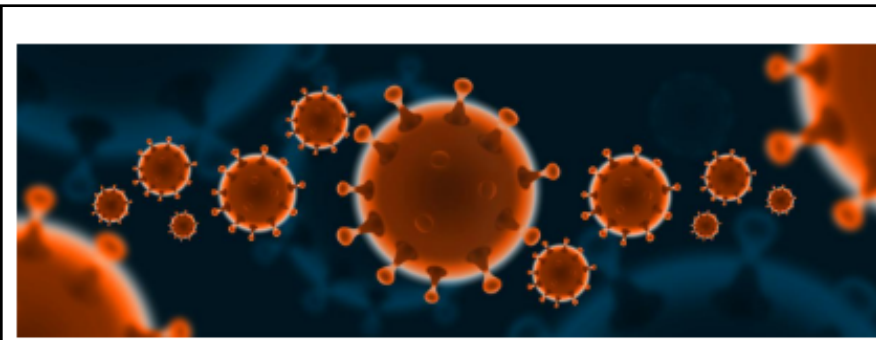
- Owned by you or someone in this household with a mortgage or loan? Include home equity loans.
- Owned by you or someone in this household free and clear (without a mortgage or loan)?
- Rented?
- Occupied without payment of rent?

4. What is your telephone number?
We will only contact you if needed for official Census Bureau business.

Telephone Number - -

FORM D-Q1 (05-31-2019) 11500018

Valuable Corona-Related Information



NEWS:

Statewide COVID-19 Testing Plan Unveiled

Delaware officials today announced a coordinated statewide plan to ensure individuals with symptoms consistent with COVID-19 will have access to safe and efficient testing.

Tests will be administered at no cost to the patients.

Through a collaborative effort between the Division of Public Health (DPH), Delaware Healthcare Association, and each of the health care systems in the state, this plan aims to streamline the testing process, reduce the burden on the health system, ensure the safety of patients and health care workers, and better meet the COVID-19 testing needs of Delawareans.

"Our goal right now is to limit the spread of the virus," said Governor John Carney. "The community-based testing plan we are announcing today builds on our already established infrastructure...in an effort to make testing more readily accessible for those in need."

Beginning Monday, March 23, Delaware health systems will operate standing health facility test sites, where health care staff will test individuals who have been evaluated by a medical provider and have symptoms consistent with COVID-19. A physician order or prescription will be required.

Standing health facility test sites will include:

- **New Castle County:** ChristianaCare will operate two testing sites, one in Newark, one in Wilmington; Saint Francis Healthcare will operate one site in Wilmington.
- **Kent County:** Bayhealth will operate one testing site in Dover.
- **Sussex County:** Beebe Healthcare will operate two testing sites, one in Millsboro and one in Frankford; Nanticoke will operate one testing site in Seaford.

Symptomatic individuals who want or need a COVID-19 test, and who have access to a health care provider, will need to be evaluated by their provider. Teleconsultation is preferred unless the provider determines in-person consultation is needed. If COVID-19 symptoms are present, the patient can be referred to a standing health facility test site.

Individuals who do not have access to a health care provider can call the DPH Call Center, or call centers run by Christiana Care or Bayhealth, and medical personnel will determine if the caller meets criteria for testing. Medical personnel will provide the appropriate documentation that will give the caller access to testing at a standing health facility test site.

If you are experiencing symptoms of fever, cough, or shortness of breath, before leaving your home, call your health care provider or the DPH Coronavirus Call Center at 1-866-408-1899 first to discuss whether you should be tested for coronavirus. Testing is NOT recommended for those who do not have symptoms.

There is no need to go to the emergency room, unless you are having significant difficulty breathing. Delaware's hospitals are prepared for coronavirus, but it is important to preserve resources for those that truly need them and avoid unnecessarily exposing vulnerable people to the virus. If you have a medical emergency, call 911 and make sure to let the dispatcher know what symptoms you are experiencing.



DE DOL NEWS: The Delaware Department of Labor expands unemployment benefits to workers affected by the COVID-19 pandemic

In accordance with the Governor's amended State of Emergency declaration, the Honorable Cerron Cade, Secretary of Labor for the State of Delaware has issued new guidelines to enhance

the flexibility of Delaware's unemployment insurance program to provide cash assistance to many Delaware workers whose employment has been impacted directly by coronavirus [COVID-19] and who would not typically qualify for benefits.

The new Unemployment Insurance guidelines to be issued by the Secretary of Labor are as follows:

* Workers will be eligible to receive unemployment benefits if an employer needs to curtail or shut down operations temporarily because of the Governor's State of Emergency declaration or the coronavirus outbreak.

* A worker who has been ordered by a medical doctor to self-quarantine as a result, or due to risk of exposure to coronavirus COVID-19 will be eligible to receive unemployment benefits.

* Parents or guardians who have been forced to quit or take unpaid leave from their jobs to care for children due to the Governor's emergency closure of schools will be eligible for benefits.

* Workers who have been forced to quit or take unpaid leave to care for a loved one who has contracted coronavirus COVID-19 will be eligible for benefits.

* If a worker falls ill to COVID-19 and is unable to work, they may be eligible for unemployment benefits.

* Part-time workers may be eligible for benefits.

* The definition of weekly work search requirements will expand to include a wide variety of activities that meet the requirement, unemployment insurance deadlines may be modified for mandatory appointments, and applying for training programs or mandatory re-employment service appointments and workshops.

Although DOL offices will be closed to public access during this State of Emergency, the Delaware Department of Labor remains operational and offers the ability for Delawareans to file for unemployment benefits online at the following link: <https://ui.delawareworks.com/>. Questions can answered via email at dol_dui_wilmington_claims@delaware.com or via at 302-761-8446.

A list of other agency services and contact information is available on their website at <https://dol.delaware.gov>. You may also download a copy of this resource guide by clicking here.

Delawareans with questions about coronavirus [COVID-19] or their exposure risk can call the Division of Public Health's Coronavirus Call Center at 1-866-408-1899 or 711 for people who are hearing impaired from 8:30 a.m. to 8:00 p.m. Monday through Friday, and 10 a.m. to 4 p.m. Saturday and Sunday, or email DPHCall@delaware.gov. For the latest on Delaware's response, go to de.gov/coronavirus.



SBA Disaster Assistance in Response to the Coronavirus

- The U.S. Small Business Administration is offering designated states and territories low-interest federal disaster loans for working capital to small businesses suffering substantial economic injury as a result of the Coronavirus (COVID-19). Upon a request received from a state's or territory's Governor, SBA will issue under its own authority, as provided by the Coronavirus Preparedness and Response Supplemental Appropriations Act that was recently signed by the President, an Economic Injury Disaster Loan declaration.
- Any such Economic Injury Disaster Loan assistance declaration issued by the SBA makes loans available to small businesses and private, non-profit organizations in designated areas of a state or territory to help alleviate economic injury caused by the Coronavirus (COVID-19).
- SBA's Office of Disaster Assistance will coordinate with the state's or territory's Governor to submit the request for Economic Injury Disaster Loan assistance.
- Once a declaration is made for designated areas within a state, the information on the application process for Economic Injury Disaster Loan assistance will be made available to all affected communities as well as updated on our website: SBA.gov/disaster.
- SBA's Economic Injury Disaster Loans offer up to \$2 million in assistance and can provide vital economic support to small businesses to help overcome the temporary loss of revenue they are experiencing.
- These loans may be used to pay fixed debts, payroll, accounts payable and other bills that can't be paid because of the disaster's impact. The interest rate is 3.75% for small businesses without credit available elsewhere; businesses with credit available elsewhere are not eligible. The interest rate for non-profits is 2.75%.
- SBA offers loans with long-term repayments in order to keep payments affordable, up to a maximum of 30 years. Terms are determined on a case-by-case basis, based upon each borrower's ability to repay.
- SBA's Economic Injury Disaster Loans are just one piece of the expanded focus of the federal government's coordinated response, and the SBA is strongly committed to providing the most effective and customer-focused response possible.
- For additional information, please contact the SBA disaster assistance customer service center. Call 1-800-659-2955 (TTY: 1-800-877-8339) or e-mail disastercustomerservice@sba.gov.
- Visit SBA.gov/disaster for more information.



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To the World Trade Center Delaware Community,

As you are aware, the severity and extent of the Coronavirus has made a critical impact on medical supplies. The World Trade Centers Association of which World Trade Center Delaware is a member, is developing a list of potential suppliers of products and services to aid in combatting the COVID19 outbreak.

This List will be maintained by the WTCA and will be provided free of charge to all WTCA members. WTCA does not screen nor verify the information provided on the List. The information provided on the List is on an "as is" basis. WTCA does not provide any guarantee or warranty whatsoever regarding the information on the List. By using this List, you do so at your own risk, and you agree that WTCA cannot be held liable for any damages whatsoever or responsible in any way, for any event that results from the use of any information provided on or relating to the use of the List, including but not limited to any financial losses or any negative outcomes.

If your company would like to be included as a supplier of products or services on this List, please contact Carla Stone, cstone@wtcde.com at World Trade Center Delaware with the following information:

- Manufacturing Company Name
- Notes (i.e., type of goods/services offered by manufacturing company)
- Manufacturing Company Website

Your assistance is vital to helping us respond to this worldwide outbreak.

Best regards,

Carla Sydney Stone
President

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Delaware State News
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NEW DATE

18th Annual

Legislative Luncheon

Friday, May 1, 2020
11 am - 1:30 pm

Dover Downs Hotel & Casino



(In this time of a national public health emergency, there is some uncertainty concerning schedules and events. The CDCC remains hopeful that the crisis will be resolved in time for this event to be held. Rest assured that you will be informed of any changes in the schedule as soon as possible.)

Bluesuiters

Continued From Page 1

We are so grateful for the help of our sponsors in bringing this tournament to the community. We'd like to say a special thank you to Burke Equipment, Darren Corder, CMVLP, Caliber Military Lending, Delaware Municipal Electric Corporation, and Pinnacle Rehabilitation & Health Center. It's not too late to help sponsor this TEAM Dover event. Anyone interesting in getting their company name out in front of over 100 business leaders and military personnel, contact Cindy Friese at cfriese@cdcc.net. Sponsorships are still available - or you may consider sponsoring a snack station on the course!

The tournament cost is \$80 per golfer, which includes lunch on the

course and dinner at the clubhouse after the event. Perhaps you'd like to thank someone from Dover Air Force Base for their service by sponsoring their golf for the day - this kind of sponsorship is also \$80. If you would like to participate in the tournament by golfing, sponsoring, or donating a door prize, please contact Cristal at the CDCC Office at 302-734-7513 or by email cbrenneman@cdcc.net. We are excited to see you on May 20th for this fun event!

(In this time of a national public health emergency, there is some uncertainty concerning schedules and events. The CDCC remains hopeful that the crisis will be resolved in time for this event to be held. Rest assured that you will be informed of any changes in the schedule as soon as possible.)

5 Star Members



The Central Delaware Chamber of Commerce congratulates Jennifer Foraker of Moore Seal, Inc. on her pinning as a 5-Star member! We also wish Jennifer, shown here with Heather McTheny, Director of Membership, and Taylor Bowen, Retention Specialist, warm wishes for a happy new year – the pinning was on her birthday!

Ambassador's Corner

Hi! My name is Paul Seibert and I'm one of your Ambassadors of Central Delaware Chamber of Commerce. I originally hail from Baltimore area and I moved to New Jersey in 1993. In 2005, I moved with my wife, Gina, to Smyrna to pursue a job opportunity, and we have lived happily here ever since. Gina is an insurance account executive and works in Dover for Pfister Insurance, a long time Chamber member.

Gina and I have three children: all boys - all grown, all married, and three beautiful grandchildren between the ages of 2 & 4. Our boys have pursued various careers: one's a high school math teacher, another is an airport operations manager, and one is a comic book artist who has participated previously in the Dover Comic Con. Of our three daughters-in-law, one is a PhD, one is a 5th grade teacher and the other works in agent relations with a large real estate company. Since they all live in NJ, we do our best to see them as often as possible.

In early 2018, I decided to put my many years of industry experience to work for myself, so I started my own company, PS Surety Consulting LLC (PSSC). PSSC is a construction bond broker and most of my clients are construction companies, large and small, who need bid, performance and payment bonds to guarantee their work to a third party-usually the one who is paying for the work. The bonds are guarantees of performance of contractual provisions, so my job requires me to perform credit analysis, financial analysis, read contract documents as well as perform referencing on past performance. At the same time, I began PSSC, I aligned myself through a type of franchising arrangement with KOG International, Inc., one of the largest construction bond brokers in the region. I also sell my products to business owners who need them



as part of licensing requirements from States/Countries, etc., plus building owners who may need a DelDOT entrance bond.

I joined the CDCC when I started my business, as a means of networking and getting to know more people in the community. I've found it highly beneficial, as the CDCC team is enthusiastic and will do whatever it takes to promote business in Central Delaware. That enthusiasm is why I decided to become an Ambassador, as it helps me to meet people and learn more about what they do. Joining the CDCC has been great for my business

VENDOR & SPONSORSHIP OPPORTUNITIES AVAILABLE!

JULY 25

W3 WHAT WOMEN WANT FEST

**Wild Quail Golf & Country Club
Wyoming, DE**

A festive and relaxing day for women to gather together with their gal pals of all ages for a few hours of fun doing the things they love to do best!

The W3 Fest includes vendors, great food, door prizes, giveaways, a fashion show, demonstrations and entertainment.



AUG 15

DOVER COMIC CON

Downtown Dover, Delaware

Dover Comic Con is family-friendly, indoor-outdoor pop-culture festival with over a hundred vendors, artists & artisans, authors, a cosplay competition, fan groups, pop-culture cars, food trucks and panel discussions throughout the day. With the support of many local businesses and the City of Dover, this event has quickly grown into one of Dover's best-loved community events.



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302.741.8200 • dsnevents@newszap.com

Your link to events presented by the Delaware State News, Salisbury Independent, Dorchester Banner and County Times

New Members' Spotlight

Lisa Pearson



My name is Lisa Pearson and I am a Realtor right here in Central Delaware. I am extremely close to my family, so we all ended up moving to Central Delaware from New York, one after the other. Life in Central Delaware is a lot different than in New York City and it took me a while to get used to my new surroundings, but I quickly made many new friends and established myself in the community. I am married and have three daughters, including a set of twins. When I am not busy at work, I enjoy spending time with my family, taking day trips to explore historical and cultural sites around Delmarva and nearby destinations, and sometimes just relaxing by the pool or beach, or better yet boating on the upper Chesapeake Bay.

I am a Realtor with Diamond State Realty, headquartered in Dover, Delaware. As a real estate agent, I serve Buyers, Sellers, Investors, Landlords & Tenants. I advise clients about market conditions, conduct walkthroughs, and provide guidance and assistance through the process of buying, selling, or leasing properties. Customer satisfaction is my top priority. I listen carefully and learn everything I can about my client's preferences. Then I match them to their dream home. It's very fulfilling personally knowing I play a role in such an important decision in their lives.

I am very excited to be part of the Central Delaware Chamber of Commerce! I chose to join the Central Delaware Chamber of Commerce for many reasons. I believe that my membership will help increase my visibility in the community and establish a positive perception among consumers and business owners. I am also excited to engage my peers in the various networking events and professional leadership development opportunities. I am anxious



to meet and network with Chamber members – those relationships are key when doing business in Central Delaware and the Chamber will help me create and maintain them.

If you want more information on how to buy or sell real estate, please contact me at lisapearson-realtor@gmail.com or reach me directly at (302) 698-7850. Please also feel free to stop by the office at:

Lisa P. Pearson, Realtor
Diamond State Realty
834 South State Street
Dover, Delaware 19901
(302) 741-2000

Coffee On Us!

The Central Delaware Chamber of Commerce would love to treat you to a cup of coffee! The photograph on our front page header will change each month, depicting picturesque and unique locations right here in Central Delaware. These photos are the subject of a monthly contest that we like to call "Coffee on Us."

If you recognize the location of the header picture on our front page, be the first to CALL the CDCC office with the correct answer (302)734-7513, and you'll win a \$5 Starbucks Gift Card! You'll also see your picture and company name on our Facebook page – and, of course, you'll win bragging rights for the month!

"Congratulations to our contest winner for March's issue! Shari Sack, of Aflac's Mid-Atlantic Region Team, correctly identified the picture as "Legislative Hall." The photo was taken in the House of Representative's Chamber. Way to go, Shari! Thanks for playing!"

New Members' Spotlight



Steven Dow



I grew up in the Caribbean as the son of missionaries and moved back to Dover when I was 13. My mom graduated from Caesar Rodney High School as a teenager, and I went to high school in Central Delaware as well, but I moved to the beach area soon after. With 10 years in finance under my belt, I am now moving back to Dover as a 31-year-old owner of a new small business, who loves to volunteer in the community theatre world. I am currently directing "The Producers" at Possum Point Players in Georgetown opening Sept 18th.

Being someone who ruined his own credit at a young age and rebuilt it himself, I have a passion for those who are trying to obtain credit and cannot, for whatever reason. Whether you've been declined for a new car, new house or a small business loan, I am ready to work with you to not only re-

pair credit, if that's the issue, but also to be with you through the entire loan process to help facilitate your relationship with the lender. I want the whole process to be as smooth and seamless as possible for you. You can learn more about my business, Relas.io, on my website: www.relas.io or call (302) 404-0437.

Making the move back to Dover, I wanted to become a member of the best chamber in Delaware – that's why I chose the CDCC! Dover was my home for some of the most important years of my life and I can't wait to see what this partnership with the CDCC is going to bring!

Save the date!

W³

WHAT WOMEN WANT FEST

Saturday, July 25, 2020

10 a.m. - 3 p.m

Wild Quail Golf & Country Club • Wyoming, DE

Gather your gal pals for a few hours of fun doing the things you love to do best!

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For more information visit the event website at DelmarvaEvents.net

Member of the Month

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

Master Networks is a membership network of learning-based, service-oriented entrepreneurs and business leaders. We have chapters all around Delaware with many more to come, including in Maryland. Each chapter meets weekly for one hour and follows an impactful agenda packed with world class business training. Members build strong relationships and talk about their businesses so direct referrals can be passed every meeting. There are even benefits outside of the chapter meetings, such as access to our online business training platform called Master Networks University, and events with top-notch speakers and training.

Tell us about your role in the business/organization.

I was a faithful, committed member of Master Networks for years before the opportunity to become a regional partner developed. Knowing how much my chapter had done for me as an entrepreneur made it an easy decision. As a Regional Partner, one major role is growing our region (DE/MD) by starting new chapters wherever there is a need. Master Networks is a tremendous resource for business owners, sales professionals, and entrepreneurs, so we are working to reach as many people in our region as



Name: Michael Lee

Title: Regional Partner

Business: Master Networks Delaware & Maryland Region

Address: 615 Otis Dr. Dover, DE 19901

Phone: 302-319-4722

Website: masternetworksdemd.com

Email: demasternetworks@gmail.com

possible. Another role is training our chapter leaders and even our members. The Master Networks model has been carefully designed to achieve the greatest impact for members, so Regional Partners constantly teach and train to make sure our members get the most out every meeting.

Tell us something that makes your business/organization unique.

One aspect of Master Networks that makes us unique is the emphasis on relationship building. We do pass referrals in our chapter

meetings, however that is not the focus of the meeting. Our biggest focus is on creating meaningful relationships within our chapters and even within the entire region. The results have been life changing for many members, and our sense of community is wonderful. By training and focusing more on relationships instead of transactions, I have personally gotten the chance to see dozens of business owners grow their companies to unimaginable levels.

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

The future of Master Networks in the Delaware/Maryland region is more chapters. We are working on starting chapters in nearly every city in the state now, and multiple chapters in larger cities. We are also working on bringing chapters to cities all through Maryland. Master Networks will continue to reach more like-minded entrepreneurs and provide new and relevant training as we support their growth.

How has the Chamber helped your business/organization grow?

The Chamber of Commerce has been a great resource for Master Networks by helping us connect with more business owners and their employees. We have a similar mission focused on supporting entrepreneurs, so networking through the CDCC has allowed us to reach more businesses and get more local support.

What is your best advice to other businesses/organizations?

My best advice to other businesses is to invest in relationships. Every single relationship you create opens a new door with unknown opportunities. I strongly believe that all obstacles can be overcome and success can be found by meeting the right person, at the right time. Investing in growing networking skills, existing relationships, and opportunities to start new relationships can be a life-changing investment for any entrepreneur.



The Board of Directors meets monthly to guide and support the work of the Chamber.

The CDCC Board of Directors is Tied to the Community

The CDCC Board of Directors is a volunteer organization comprised of representatives from 20 member businesses. The Board of Directors oversees the work of the CDCC and serves as the policy-forming branch of the Chamber. Board members gather monthly to offer guidance and support for the work of the Chamber.

In order to be completely informed, the Board of Directors must find ways to be tied to the community. To that end, there are several community leaders who attend the board meetings to provide updates and information on various efforts and projects. This way everyone is on the same page and all efforts are more successful in supporting the local businesses. Representatives from Kent County Levy Court, Kent Economic Partnership, and Kent County Tourism report on their work in the community. In addition, the Wing Commander of the 436th at Dover Air Force Base and the Mayor of the City of Dover also attend the meetings.

While the board members are the ones who ultimately vote on policies and make decisions affecting the future of the CDCC, this collaborative effort, including the community's leaders, creates a certain synergy that spawns creativity and camaraderie. While the work of the board is often done "behind the scenes," the fruit of their labor is seen in the vibrant work of the CDCC as it continues to serve as THE essential resource for the development of businesses in Kent County.



Mayor Robin R. Christiansen was pleased to introduce Dover's new police chief, Thomas A. Johnson, Jr., to the members of the board.



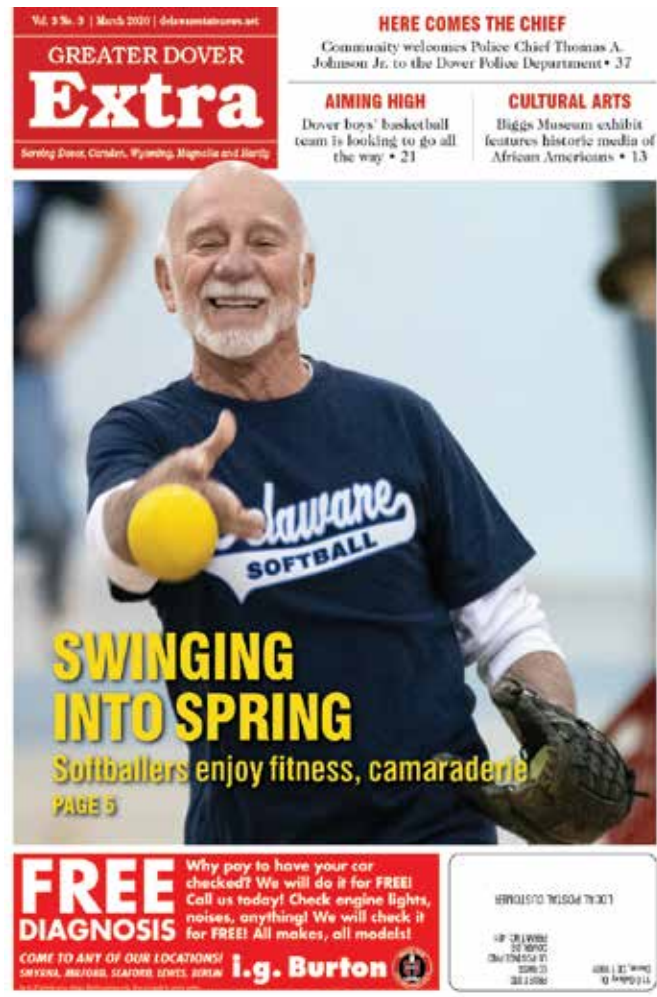
Col. Matthew E. Jones, Commander, 436th Airlift Wing, Dover Air Force Base, along with the base's Chief of Public Affairs, Dawne Nickerson-Banez, attend to maintain the strong relationship with our military personnel and our community leaders.

Thank You for Your Renewal!

NAME OF COMPANY	# OF YEARS
Pfister Insurance, Inc.	49
Edgwell Personal Care	48
Eagle Group (Metal Masters)	42
Family Dental Associates	40
The Elizabeth W. Murphey School, Inc.	38
Kent County Association of REALTORS	32
Regulatory Insurance Services, Inc.	26
McKinney's Towing & Road Service	25
i.g. Burton & Co., Inc.	24
Merle Norman Cosmetics	24
Lighthouse Construction, Inc.	22
Kent Sign Co.	21
PR Delaware LLC	21
People's Place	18
First State Manufactured Housing Assoc.	17
Bob Johnson's Computer Stuff, Inc.	16
Delaware State Housing Authority	16
Hertl's Bath & Tile Solutions	16
Legal Shield	16
Go Glass	14
WSFS Bank - West Dover Banking Office	14
Yencer Builders, Inc.	14
Liberty Mutual Insurance	10
State Farm Insurance - Bennett Ins. Agency Inc.	10
Westover Companies - Lake Club Apts	10
Best Western Galaxy Inn	9
Corp1, Inc.	9
Pinnacle Rehabilitation & Health Center	9
Precious Moments Preschool & Childcare Center	9
Auntie Anne's Soft Pretzels	8
Atlantic Refrigeration & Air Conditioning, Inc.	7
Bright Future Pediatrics	7
Delaware First Media Corporation	7
Delaware Health Information Network	7
Harrington Insurance Agency, Inc.	7
Harvest Years Senior Center	6
Law Offices of Bonnie M. Benson	6
PPG Paints	6
Spay Neuter Clinic	6
Wattay Accounting - Smyrna	6
Dover Capital City Rotary	5
JEM Pest Solutions Inc.	5
Liberty Tax Service	5
AAA Midatlantic	4
Caliber Home Loans - Newark	4
Encompass Health Rehabilitation Hospital of Middletown	4
Holiday Inn Express - Harrington	4
KRM Development Corporation	4
Qdoba Mexican Eats	4
Renewal by Andersen	4
Sleep Number by Select Comfort	4
DEMEC	3
People Ready	3
Secure Data Computer Solutions, Inc.	3
Campus Community School	2
Five Star Home Foods	2
Hampton Inn - Milford	2
Post Acute Medical	2
PS Surety Consulting, LLC	2
Tidewater Utilities, Inc.	2
Capriotti's of Dover, Inc.	1
Cooperative Credit Union Association, Inc.	1
Fireside Partners, Inc.	1
Fly High Cheer and Tumble	1
Forever Fit Foundation	1
GenRx Testing Solutions, LLC	1
Schlosser & Associates Mechanical Contractors	1
TS Miller	1

New Members

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Brookdale Dover Genevieve Kaczmarczyk 150 Saulsbury Road Dover, DE 19904 302-674-4407	Lincoln Heritage/The ALI Group Tishalla McNeil 896A S. State St. Dover, DE 19901 302-526-2185
Clean Sweep Custodial Services, LLC Alvin Emory P.O. Box 10404 Wilmington, DE 19850 302-655-1661	Premier Staffing Solutions Paco Hernandez 123 W Market Street Georgetown, DE 19947 302-856-3500
Decorating Den Interiors Janice U. Hinzman Wyoming, DE 19934 302-697-9354	Savoy Associates Darlene Wynne 200 Continental Drive Suite 305 Newark, DE 19713 302-200-8144
Deisem Marc Deisem Dover, DE 19901 302-399-7594	Shortcutz Lawn & Landscape Co John Orona 3008 S State Street Camden, DE 19934 302-538-6007
Dover Spouses' Club Lauren Smyrski PO Box 2001 Dover AFB, DE 19902 302-943-5931	Speak2MC LLC Marcia Chambers 587 Carrington Dr. Dover, DE 19904-3921 302-506-0096
Empower Your Purpose LLC Jacquie Metzger 139 Pier Head Blvd. Smyrna, DE 19977 302-659-9397	Walt Simpson Realty, LLC Walt Simpson 216 E. Camden-Wyoming Ave. Camden, DE 19934 302-242-5146
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