



Chamber Connections

Vol. 44, No. 6

www.cdcc.net

June 2020



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A Heartfelt Farewell to An Amazing Airman

Col. Tyler R. Schaff is an incredible individual and an amazing American. During his assignment here in Dover, he has completely invested himself in our community and taken up residence in our hearts. He and his fabric have become part of the fabric of our town.

Tyler has served as the commander of the 436th Mission Support Group, Dover Air Force Base. He provides complete combat support, emergency services and the base infrastructure for over 7,200 personnel supporting the C-97 and C-17 aircraft assigned to the 436th and 512th Airlift Wing as well as the largest aerial port and only stateside mortuary in the Department of Defense. The

group include over 1,400 Airmen in six squadrons: Civil Engineers, Security Forces, Logistic Readiness, Communications, Force Support and Contracting.

On June 9th, Tyler will be leaving for his new assignment as the Wing Commander at Andrews Air Force Base. While this is going to be a big challenge and a great assignment, he says that he is leaving “kicking and screaming” because Dover has been such a special experience for him.

Well, Tyler, we must confess that we are tempted to hang on to your ankles as you try to exit! We have loved getting to know you. We have

See **Schaff** — Page 3



Central Delaware is Getting Back to Business!

The Central Delaware Chamber of Commerce (CDCC), in collaboration with the Kent Economic Partnership (KEP) and the Greater Kent Committee (GKC), initiated the creation and distribution of 100 “Getting Back to Business Starter Kits.” The starter kits were designed to be given to small businesses (less than 20 employees) who did not have access to some of the supplies they would need to re-open to their customers. Each starter kit, valued at over \$350, contained masks, gloves, wipes, hand sanitizer, disinfectant spray, and no-contact thermometers, as well as valuable coupons and

offers that could assist businesses in a re-start. Each kit also contained a “Getting Back to Business” brochure which outlined the various procedures and precautions that business owners would need to consider prior to a re-launch. The kits were funded through generous donations by a variety of partners and supporters including Kent County Levy Court, the City of Dover, Calpine, Chesapeake Utilities, First State Janitorial, Office Pride, Staples, and W. B. Mason.

Business Owners were eager to pick

See **Business** — Page 12



Counting on a Sweet Time!

Now that there’s a light shining at the end of the pandemic tunnel, it’s finally time to begin making plans to get back together! Mark your calendars for June’s Sunset Business Mixer – Wednesday, June 24th, from 5 – 7 pm, at Wattay Accounting, 28 S. Walnut Street, Milford, DE.

Our friends at Dolce Bakery & Coffee Shop and Wattay Accounting are teaming up to host this special mixer! This will be a joint mixer between the Central Delaware Chamber of Commerce and the Chamber of Commerce for Greater Milford. Members and guests can count on a wonderful evening of expanding their networks with not only Central Delaware’s business community, but also Milford’s business community.

Wattay Accounting, a well-known CPA firm in Smyrna, Delaware, is now excited to show off their Milford lo-



to provide certified financial statements, advice and training on Quickbooks, estate planning, entrepreneurial services, budget development and much more! Attend this mixer and learn much more about Wattay and what they bring to the community, as well as take a tour of their beautiful new location!

Dean, Stephenie, and the rest of the team at Dolce Bakery & Coffee Shop strive to provide delicious pastries and coffee – and a cheerful customer experience for all their guests. Dolce’s baked goods are made fresh every day

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www.cdcc.net

Judy's Journal



PRESIDENT - JUDY DIOGO

Always the Optimist!

Without a doubt this COVID-19 Pandemic has changed each of our worlds forever. We have been forced to deal with fear, uncertainty, conflict, illness, grief, and financial loss. But, as I write this article, I am going to take a cautious gigantic leap here and say, we are almost on the other side of it. As you well know, at the end of the day, I am always the optimist! I will always see the glass half full. I will always believe something wonderful is about to happen. I am always looking for the next miracle.

I have witnessed some pretty miraculous things during this Pandemic. So many people have come together to help one another. Grateful people have supported and encouraged our health care heroes. We have had businesses perform phenomenal pivots to create hand sanitizers. We have been amazed by the creativity and ingenuity in our schools as they have created shields for our health care workers. We have cheered on businesses as they have stepped up to provide meals for children who are missing their school lunches. We have seen neighbors outside talking to one another and getting to know one another. Families are enjoying meals together and playing games. This list could go on for days!

I have seen the CDCC Team rise to the occasion by keeping our members informed and engaged. They have cranked out an amazing amount of useful and timely information to help them weather this Pandemic storm.

I have also had the opportunity to be part of two amazing groups. First, our Getting Back To Business

Task Force who worked together to create 100 Getting Back to Business Starter Kits to help our small businesses be safe and ready to re-open. The second group I am proud to be a part of is our Association of Chambers of Commerce in Delaware (ACCD). For those of you who do not know, there are 14 Chambers of Commerce in our State, who have been working together for more than 25 years, as an Association to forward the economy of our State by helping our member's businesses grow.

I am here to tell you that, during this Pandemic, the ACCD has been working tirelessly and diligently to keep our businesses open and to get our businesses that were forced to close, re-opened. I just want everyone in the State to know and understand that the individuals who make up the ACCD are, in a word, PHENOMENAL! They have never stopped working. They have never strayed from their purpose or mission to re-open Delaware. They have collected data. They have been part of what seems now like a million zoom meetings and conference calls with the Governor, his staff, and key individuals at various state agencies. They have carried the torch to re-light our business community.

It is because I get to work with all these incredible people, my amazing CDCC Team, our Getting Back to Business Task Force, and the ACCD, that I can continue to see the glass half full. I can believe that something wonderful is about to happen. I can look for the next miracle. I can always be the Optimist!

Calendar of Events

June 2020

- Tuesday, June 2nd**
CDCC Board Retreat
POSTPONED
9:00am-4:00pm, TBD
- Thursday June 4th**
Leadership Central Delaware
VIRTUAL
8:30 – 10:30 am,
Energy and Environment Day
- Thursday, June 4th**
Kent County Open For Business
CANCELLED
8:30am-10am,
Kent County Levy Court
- Tuesday, June 9th**
CDCC Board Meeting
VIRTUAL
7:30 am
- Tuesday, June 9th**
Marketing Committee Meeting
VIRTUAL
9am, CDCC Board Room
- Wednesday, June 10th**
Coffee Coaching
VIRTUAL
8am-9am
- Thursday, June 11th**
Member Orientation
VIRTUAL
12:00pm, CDCC Board Room
- Friday, June 12th**
Legislative Luncheon
VIRTUAL
11 am - Noon
- Tuesday, June 16th**
LCD Steering Committee Meeting
VIRTUAL
12 pm
- Wednesday, June 17th**
Awards For Excellence Dinner
POSTPONED
(Possibly September TBA)
5:30pm—9:00 pm,
Dover Downs-Rollins Center
- Friday, June 19th**
LCD Closing Retreat
9:00am—3pm,
Harrington Raceway & Casino

- Wednesday, June 24th**
Ambassador Meeting, 4:30pm,
Wattay Accounting/Dolce Bakery-Milford
- Wednesday, June 24th**
Sunset Business Mixer with the Chamber of Commerce for Greater Milford
5pm-7pm,
Wattay Accounting/Dolce Bakery-Milford
- Tuesday, June 30th**
18th Annual 55+ Expo
CANCELLED
9:00am - 3:00pm,
Dover Downs Hotel & Casino
- July 2020**
- Friday, July 3rd**
In Observance of Independence Day
Office Closed
- Thursday, July 9th**
Member Orientation
8:30am,
CDCC Board Room
- Tuesday, July 14th**
CDCC Board Retreat
9 am – 4 pm,
Harrington Raceway & Casino
- Tuesday, July 14th**
Marketing Committee Meeting
CANCELLED
9am, CDCC Board Room
- Tuesday, July 14th**
Young Professionals Social
CANCELLED
12:00pm-1:00pm,
The Boulevard Live Entertainment
Restaurant
- Thursday, July 16th**
Bluesuiters Golf Tournament
Check In 10 am, Shotgun Start 11 am,
Maple Dale Country Club
- Tuesday, July 21st**
LCD Steering Committee Meeting
12:00pm, CDCC Board Room
- Wednesday, July 29th**
Ambassador Committee Meeting
3:30pm, Dover Federal Credit Union
- Wednesday, July 29th**
Sunset Business Mixer
5pm-7pm,
Dover Federal Credit Union

Thank you to the CDCC Cornerstone Members!

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

Chamber Connections

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

Schaff

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enjoyed our rich partnership with you. And we wish you and your family all the best as you move on to your next assignment. The folks at Andrews Air Force Base have no idea how fortunate they are to get you!

To our readers – Because of the COVID-19 crisis, Tyler was unable to personally greet everyone and say his goodbyes. Instead, he penned his thoughts in a beautiful article. He commented that this article was written because of his deep feelings for the Dover community and as an encouragement to keeping “doing what you’re doing” in support of the base. His article is reprinted here in its entirety with his permission.

Serving in the military is a noble profession; however, it comes with many challenges. One of those challenges is moving to a new community every few years, feeling like a stranger in your own community and struggling to become meaningful amongst “people who grew up together.”

I’m here to tell you that the amazing people surrounding Dover FB continue to welcome our Airmen with open arms. This sentiment truly makes Dover a treasure among Air Force assignments.

My command of the 436th Mission Support Group is quickly coming to a close here at Dover AFB, but before I depart for my next assignment, I want to express a heartfelt “thank you” to the community for an amazing assignment. I realize that Airmen come and go, in and out of your lives, and yet, we were truly treated as part of the community, despite the knowledge that many of us would depart in two or three quick years!

I’d like to thank the entire community for your ever-present support of Dover AFB. The Delaware congressional delegation and state leadership have been a pleasure to work with, as they continually strive to make Dover AFB a better place to live and work. I would also like to thank Mayor Christiansen, Dover City Council President Bill Hare and the rest of the City of Dover’s leadership for your unwavering support. Although I can’t name each city in the area, all the surrounding cities/communities continue to be



amazing throughout the “First State.” You have lived up to your reputation, for sure!

The Honorary Commander program at Dover AFB, led by Dawne Nickerson, is beyond amazing. The opportunity to show off our mission, while learning from you, has been the experience of a lifetime. I’d be remiss to not thank each of the past and current honorary commanders for their time, interactions and dedication to the program. I would especially like to highlight my honorary commander, Janie Libby. She is amazing! My only regret is that I didn’t have more time to learn from her – I will miss you, Janie!

Although I’m hesitant to single out too many individuals, I would like to express my appreciation to a few individuals who stood out to me: Mr. Mike Tatoian, Mr. Bobby Pancake and Ms. Lori Ewald, you are great Americans – Thank you for being passionate about supporting the Airmen of Dover AFB. I know you don’t do it for the recognition but because you want to contribute to the lives of our Airmen.

I personally have had the privilege of being a part of many local organizations that I’d like to personally recognize. The Central Delaware Chamber of Commerce, led by Judy Diogo, and the subcommittee of the Military Affairs Committee, led by past chair, Lynne Schaefer and now Evans Armantrading, have made a concerted effort to include the base in

all their events. Also, thank you to the Downtown Rotary Club for embracing me as a member and for the friendships; what you do for the community is really humbling!

Dover AFB is also fortunate to be a part of the Caesar Rodney School District. Thank you, Dr. Kevin Fitzgerald and the entire school board, for including Dover AFB as an integral member of the board and for always taking into account our military children. Also, thank you to Principal Nicole Jones of Dover Air Base Middle School, Principal Jason Payne of Major George S. Welch Elementary School, the friendly staff and

dedicated teachers; your commitment to our military children is so appreciated!

Last but by no means not least, the USO – The entire team is awesome, to include the many, many volunteers. Thank you for always being there, regardless of the occasion of time of day.

I challenge each of you from the great state of Delaware to continue to reach out to our Airmen and their families. Welcome them to your community, and keep on putting your heart into long-term relationships. Ellen, Alexis and I are grateful for the memories made from our time at Dover; they will truly be with us forever.

Mixer

Continued From Page 1

by hand with only the freshest ingredients. They believe the best baked goods and the best coffee elevate an experience, whether it arrives at the beginning of a business meeting or at the end of a girls’ day. Their friendly baristas, quaint historic building, and aromatic space are the icing on the cake.

Mixers provide an amazing networking opportunity. Business colleagues will gather in a casual setting to connect over hors d’oeuvres, beverages, and Dolce’s desserts and will have a chance to exchange business cards and ideas. This month’s mixer promises to be a special time

of reuniting after so many weeks of isolation. You will want to be sure and attend this event and make use of this valuable member benefit!

Be sure to register and attend this month’s Sunset Business Mixer! It will be wonderful to get back together and catch up with each other. In addition, it’s always a great goal to collect at least six business cards from new contacts you meet at the event. This is the perfect opportunity to catch up with other members and walk away with qualified leads. Be sure to register for this event by calling (302) 734-7513 or register online at www.cdcc.net through the Calendar of Events. We look forward to see you outside at Wattay’s in Milford at the end of June!

Vendor & Sponsorship Opportunities Available!

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Cornerstone Member - Kraft Heinz Dover



Front Line Heroes - #DoverStrong

As with everyone, Kraft Heinz Dover has been challenged by COVID 19. We have implemented measures to ensure we keep our people safe every day of operation; social distancing and masks have become the new norm. We have increased headcount to be able to meet production demands as well as sanitation regimens. Team Dover is made up of incredibly dedicated and passionate employees that make working through a global pandemic possible.

In the month of May, the business has seen sales forecast compared to last year up about 130%, with Stove Top sales at 195% versus 2019. This has been driven by people eating at home more due to Stay-at-Home orders. It shows how important our operation is and how people rely on our brands in these tough times.

Support Kraft Heinz Dover this summer with a fun "Wave Your Flag" cake made with Jell-O gelatin produced right here in Dover!

Wave Your Flag Cake

- What you need:
- 4 c. fresh strawberries, divided
 - 1 ½ c. boiling water
 - 2 pkg. (3 oz. each) JELL-O Gelatin, any red flavor
- Ice Cubes
- 1 c. cold water
 - 1 pkg. (11 oz.) prepared pound cake, cut into 10 slices
 - 1 1/3 c. blueberries, divided
 - 1 tub (8 oz.) COOL WHIP Whipped Topping, thawed

Let's make it:

1. Slice 1 cup strawberries; cut remaining strawberries in half.
2. Add boiling water to gelatin mixes in large bowl; stir 2 minutes, until completely dissolved. Add enough ice to cold water to measure 2 cups. Add to gelatin; stir until ice is melted. Refrigerate 5 min. or until slightly thickened. Meanwhile, cover bottom of 13 x 9-inch dish with cake slices.
3. Add sliced strawberries and 1 cup blueberries to thickened gelatin; stir gently. Spoon over cake. Refrigerate 4 hours or until firm.
4. Spread COOL WHIP over dessert. Top with fruit to resemble the United States flag, using strawberries for the stripes and remaining blueberries for the stars.



We face trials each day but the team continues to come together to ensure we provide food for America and beyond. Throughout the crisis, Kraft Heinz Dover has donated to Food Banks across the country including in Philadelphia, DC, Delaware, California and Missouri. We are producing and shipping around the clock to distribution centers and directly to grocery stores. We are proud to fulfill our purpose as a food company and produce food like Jell-O and Kool-Aid and Stove Top that brings smiles to people's faces and families together.



Cornerstone Member - Axia

Axia Management – Counting on Your Loyalty, Winning Your Trust

Patrons no longer care about a hotel’s meeting space... they are no longer concerned about a well appointed lobby... they are no longer excited about the breakfast options offered... a five-star rating is not even a meaningful measurement at this time. All of the amenities that usually can make or break a customer’s willingness to make a reservation are currently not part of the decision. Priorities have suddenly shifted away from a hotel’s ability to create a “home away from home” atmosphere. Would-be travelers no longer care about all the “extras.”

What do they care about? On what are they basing their decisions? What is at the top of their priority lists? Today’s hotel customers are interested in safety. They are obsessed with protocols and procedures for the sanitization and disinfecting of the facility. Post COVID-19 patrons want to be reassured that their trip to a hotel will not end in a trip to the hospital.

Creating a safe environment, building guest confidence, and re-winning trust are driving forces behind what is happening at Axia Management. The Kramedas family and their team are going the extra mile to ensure that their guests can experience a comfortable, worry-free stay at any of their properties. Customers should know that these new practices are not temporary, but they will remain in place for the foreseeable future. They will become the new way that Axia manages their properties from now on.

In Dover, the Hampton Inn, the Holiday Inn Express, the Sleep Inn & Suites, and Home2 Suites are all working tirelessly to follow a new list of protocols and procedures. Efforts are being made to ensure proper social distancing in common areas like the breakfast room or the lobby. Where possible, markings are beginning to appear, reminding customers not to get too close. Gone are the days of the hot breakfast buffets. Grab and go breakfast bags are the new, safer way to provide clients with their first meal of the day. Fitness centers are open, but they are limited to one person at a time and are cleaned in between uses. Swimming pools are not yet open, but they will be very soon and will be following state-mandated limitations on occupancy. Attendants are on hand to constantly clean and wipe down elevators, door handles, and other commonly touched spots in the building. Professional fogging is taking place in every Axia



property one time per week to ensure that germs are being killed and bacteria is not permitted to grow.

The Dover Hampton and the Holiday Inn Express are Hilton properties and are required to maintain Hilton’s standards for housekeeping and hygiene. Over the past several weeks, Hilton’s leaders have forged a partnership with RB, the maker of Lysol and Dettol, and created a new standard of cleanliness in their hotels around the world called the Hilton CleanStay™ with Lysol Protection. Through Hilton CleanStay™ and in consultation with Mayo Clinic’s experts, they will work to develop processes, training and other standards on top of their already rigorous cleaning protocols to ensure travelers, as well as front-line employees, see Hilton as their safest and most welcoming option.

Hilton’s new plan will concentrate on five key areas of focus:

1. Guest Room: “Proof” of cleanliness via a “cleaned just-for-you” room seal, demonstrating an increased focus on the 10 most frequently touched areas of a guest room for above and beyond disinfecting, and removal of unnecessary in-room collateral.
2. Welcome/Arrival: Low- to no-touch check-in, visible cleaning and sanitizing wipes and liquids in high-traffic areas.
3. Food & Beverage/Amenities: Operational changes in food benefits and delivery methods, as well as fitness center best practices.
4. Team Members: Preparedness and alternate gestures of hospitality that reduce or eliminate touch.

The folks at Axia have been working through this time of the pandemic, making sure that their



Weekly fogging helps to maintain a safe, germ-free environment.

properties are ready to be the safest, most hospitable home-away-from-home options possible. They have procured an ample supply of Personal Protective Equipment and have trained their hotel staff members. They are sure that Hilton’s plan is just one of the first in a long list of plans that will emerge from various hotel chains across the world – they will become the new standard for how hotel management is done. The team at Axia continues to be committed to making their high-quality hotels easy, comfortable, and convenient for their guests. As always, they are thankful for your loyalty and value your trust. They look forward to seeing you again soon!



Hampton Inn



Holiday Inn Express



Home2 Suites



Sleep Inn & Suites

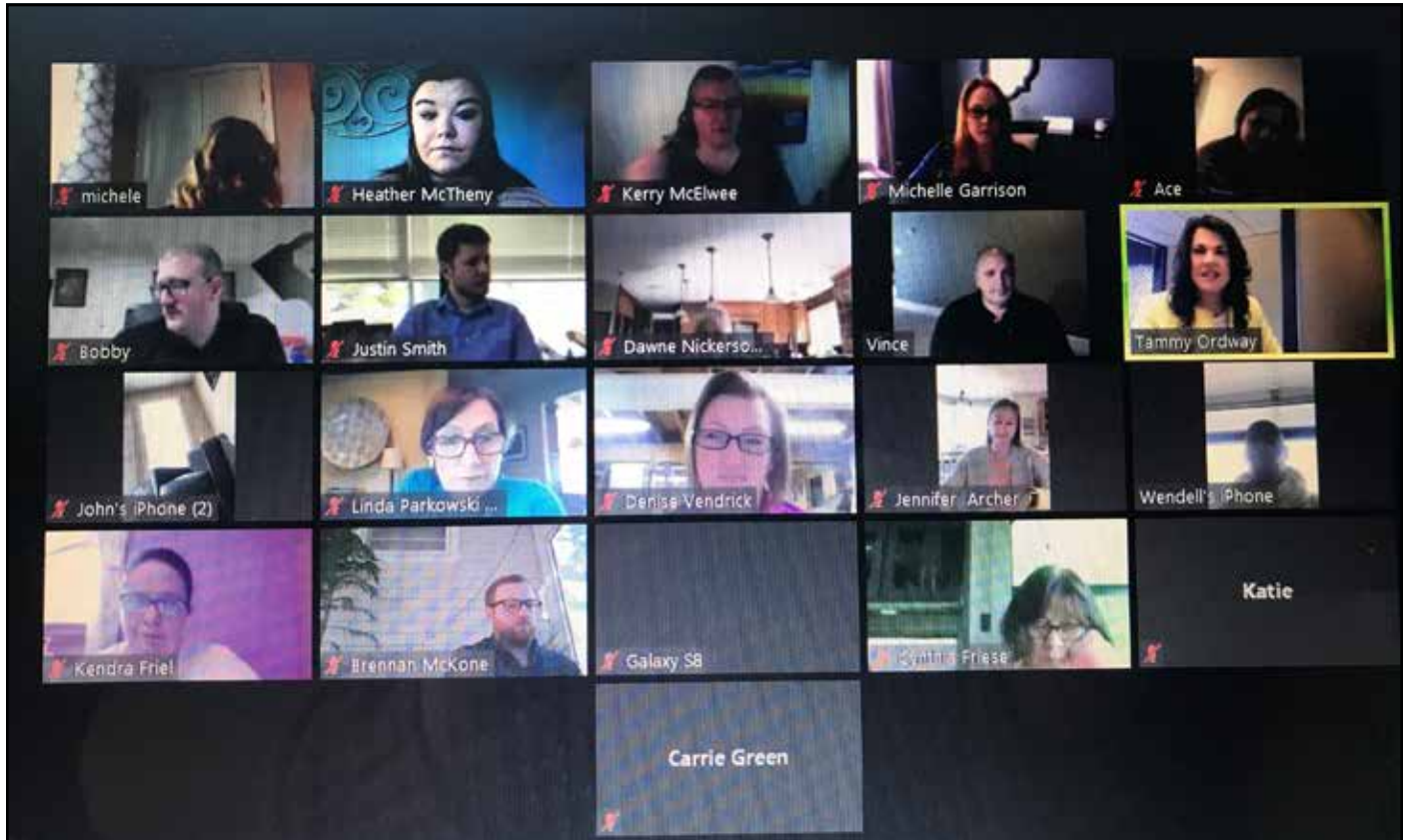
Leaders Learn Why Delaware is the Best Choice

Due to COVID-19 and all the precautions and guidelines that are currently in place, the blueprint for Leadership Central Delaware's Economic Development Day had to be altered. Instead of a day filled with visits and activities, this year's Economic Development Day consisted of a panel discussion via ZOOM with some of the area's leading experts in the field who candidly shared their perspectives on why Delaware is such a great place to do business.

The discussion began with a presentation from Tammy Ordway, Partner and Director of Entrepreneurial Services at Faw Casson Accounting Services. Tammy gave an overview of Faw Casson's role in helping to manage the economic landscape of the area. She talked a bit about how the role of a leader includes concern for the health and well being of the followers. Tammy shared some of things that the partners at Faw Casson are doing to take care of their people who are currently working from home. The company has done a great deal to make sure that everyone has the equipment and materials they need to be successful as they work remotely, as well as finding ways to boost morale and lift spirits. She also impressed on the class the importance of playing a strong role in serving the community. The example that she used was Faw Casson's initiative last year to do 75 acts of service to celebrate the company's 75th anniversary.

The next speaker was Kent Economic Partnership's (KEP) Executive Director, Linda Parkowski. The mission of the Kent Economic Partnership is to spur economic development in Central Delaware. Using business attraction and retention programs, the KEP efforts promote better employment opportunities for Central Delaware residents by being a premier economic "engine."

Linda explained that Central Delaware is an ideal location to start or expand a business. Located within close proximity to major cities, home to a strong workforce, boasting an excellent system of transportation and low land costs, and an outstanding business climate make Central



Delaware a perfect location. Taking her cues from the Rockport study completed a few years ago, Linda is focused on health care and manufacturing businesses that are looking to relocate. Relatively new to the scene, the Ready in 6 Initiative has helped sustain interest here in Kent County. This initiative assists businesses in streamlining the permitting process in order to make it easier for businesses to get started here.

Linda instructed that part of leadership is working collaboratively with diverse groups. She believes that work committees should always be comprised of people of varying ages, ethnicities, socio-economic backgrounds, etc. so they can make decisions that will work for the majority. She expressed that everyone should have a voice and the leaders must be able to listen, sort out the input, and make decisions that will improve life for the whole community.

The final speaker of the day was

Kurt Foreman, president and CEO of the Delaware Prosperity Partnership (DPP). Kurt explained that the DPP works hard to attract businesses to Delaware. He, like Linda, listed a number of reasons why Delaware is a wonderful place to locate a business. Delaware has one of the strongest economies in the region and is on the move. Home to Delaware's state capital since 1717, Kent County boasts nationally recognized institutions like the Dover Air Force Base and a diverse base of companies, manufacturers, and start-ups. Kurt shared that the DPP is currently working on 66 projects - he explained that, generally, he anticipates that one out of every ten will be confirmed. Perseverance and determination are leadership traits that Kurt uses every day to help improve and develop the economy in Central Delaware.

Class members found it fascinating to learn a bit about the economic landscape of Kent County. They

were very impressed with the leadership styles shown by the panelists and pleased to hear about all the good things they are doing to develop the economy in Central Delaware. They had the opportunity to see persistence, adaptability, and perseverance. When the presenters spoke about the current challenges that they are facing due to the pandemic, resiliency was more than evident!

While the class members were unable to experience Economic Development Day in the traditional way, they learned much from the panel opportunity. They will be given the opportunity to attend next year's Economic Development Day with the Class of 2021. As we all know, flexibility is an important leadership trait and kudos to the Class of 2020 for their patience and their flexibility as we have had to restructure the end of their leadership year. In a very unique way, even this will help to shape their leadership portfolios in a way that will benefit us all.



Preparing for the Class of 2021

As the Class of 2020 prepares to graduate and become a strong part of the Alumni Association, we are getting ready to welcome the members of the Class of 2021. Each leadership class is different and develops its own unique personality. We are very excited to meet this year's class and walk with them on their leadership journey!

If you are someone who is interested in developing resources and partnerships, understanding the role of leaders in Central Delaware, connecting with people of influence, and understanding the importance of collaboration among businesses, Leadership Central Delaware (LCD) could be the experience you've been looking for! LCD, the "Diamond Program" of the CDCC, is designed to develop leaders who are dynamic, effective, knowledgeable, and credible. Through a series of day long learning events (one per month), LCD can shape your leadership skills in a way that is not only good for you, but wonderful for your business as well!

If you are a business leader who has seen the results of LCD in the performance of your employees and coworkers, you may be interested in sponsoring the program. Sponsoring companies provide the resources that enable us to create the amazing programs and activities that make up the LCD year. Sponsoring companies can expect to receive ten months of advertising to over 1500 people through numerous CDCC avenues, engaged and connected employees ready to make a positive difference, and recognition as a company dedicated to making Central Delaware THE place to live, work, and play.

Last month, we held our annual LCD Invitational Reception virtually, which was very different for us. At that event, prospective class members had the opportunity to hear not only from CDCC staff members, but also LCD alumni and sponsoring businesses about how LCD had changed their lives. If you were unable to attend that reception, a recording of it is available on our website. Watching this event will give you a very accurate idea of what the LCD program has meant to our community.

You have not missed your chance - it is not too late to apply to be in the 2021 LCD class! Applications will be accepted until Monday, June 15th. After the applications have been received, interviews will be conducted, and the class members will be chosen. The Class of 2021



will be announced at the beginning of August and their leadership journey will begin.

If you are interested in applying for the class, but you are concerned about the timing because of COVID-19 and all the changes that are coming, don't let the pandemic scare you away! The knowledge and skills that you will build during your leadership year will greatly assist you as your business recovers. This could be the best decision you will ever make!

For more information about Leadership Central Delaware or to apply for the program, contact Heather McTheny at the CDCC Office (302)734-74513 or visit our website at www.cdcc.net. We invite you to experience leadership in a way you will never forget!

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Polytech Provides PPE During the Pandemic

Albert Einstein once said, "Imagination is everything. It is the preview of life's coming attractions." The incredible people at Polytech sure know something about that! They have used their creativity, their ingenuity, their drive, and their determination to reach the people of Central Delaware in many, many ways during the pandemic. In addition to keeping up with their students, ensuring the safety of their teachers, and deep cleaning their building, they have found meaningful ways to give back to the community. From face shields and ear savers to making hand sanitizer to providing school lunches and more, the folks at Polytech joined the ranks of those fighting against the virus right from the start.

As soon as it was announced in late March that schools were going to be closed for an extended period of time, Bob Bogdziewicz, Engineering Design Technology Instructor, asked his administrators if he could take one of the school's 3-D printers home. A friend of his in the Department of Education sent him some information about an associate in Lansing, Michigan, that he found interesting and motivating. The associate was part of a group of Technology and Engineering instructors who were 3-D printing Personal Protective Equipment (PPE) for front line healthcare workers.

Bob got to work and figured out a way to create face shield frames using the printer. He was then permitted into the school to use the la-



Bob Bogdziewicz
Engineering Design Technology Instructor

ser engraver to cut out clear Mylar shields that snap into the frames. Through word of mouth, Bob has distributed over 80 face shields to nurses, animal care workers, and colleagues who have requested them.

More recently, Bob has begun printing "ear saver" straps. Each face shield costs about \$1.50 to make and the ear savers are a little more than 10 cents. "That is a small cost for the safety and comfort they can provide," he commented. Bob intends to continue manufacturing the shields through the summer. Since the details and protocols for returning to school are still unfolding, Bob feels it may be important for staff members to have face shields to protect themselves and their students. He is simply helping them be ready.

Mr. Bogdziewicz has been teaching Engineering Design Technology since 2012. Prior to his teaching career, he worked as an apprentice, machinist, and supervisor in the ship repair and paper making industries in the tide water region of Virginia. His education includes a Master's degree in Applied Technology from Wilmington University, a Bachelor's degree in Occupational and Technical Studies from Old Dominion University, and a certificate as an Engineering Technical Assistant from Tidewater Community College. He also earned his Bachelor of Science degree in Social Studies from Youngstown University. Clearly his educational and occupational experiences have served him well as he continues to find ways to give back to the community.

Polytech High School, located in Woodside, Delaware, strives to provide a supportive environment that inspires a community of life-long learners through innovative opportunities, dynamic partnerships, and engaging practical experiences. Since the beginning of Polytech's service to Kent County in 1991, they have been preparing students for careers in 21 technical areas and for college through their rigorous academic study. By offering such a comprehensive curriculum, they afford students the skills and tools to pursue their chosen path in life.

Thank you, Mr. Bogdziewicz, for using your expertise and your imagination to make those face shields a reality! And thank you to the rest of the team at Polytech working tirelessly to support our community's frontline workers. Your contributions matter and your efforts have touched many lives!



**YOUR TOWN.
YOUR VOICE.
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Member News

Dover Strong

As the pandemic descended upon the capital city of the First State, rumors and fears about the Coronavirus (COVID-19) spread. The people of Central Delaware were bombarded with negativity from all sides. Fiscal challenges arose, physical attacks took place, shortages abounded. The news was bad... and getting worse by the minute.

In the midst of the gloom, however, were stories of great light. Courage, compassion, and bravery took root and began to grow. Neighbors helping neighbors became friends. Passionate people rose up to work in the trenches: health care workers, firefighters, volunteers, police, trash truck drivers, grocery store clerks, mail carriers... the list goes on and on. Heroes from all walks of life came forward to fight on the front lines to accommodate the needs of our community, stocking shelves and keeping us safe. As these amazing people took their places in the battle against an unseen enemy, it was clear that their strength was at the core of what would get us through the crisis.

Dover Mayor, Robin R. Christiansen, reminded the City Council in his annual State of the City address that, in its 300+ year history, Dover has lived through many other dire historic events. In the last three centuries the capital city has seen a Revolutionary War, a Civil War, two World Wars, other diseases, the Great Depression, floods, fires, earthquakes, tornadoes, and many other serious emergency situations. "We have not only survived these events, but we

have thrived and flourished," he remarked.

Mayor Christiansen believes that part of his job is to serve as one who lifts up the city at times like this. He views himself as a cheerleader for positivity and one who reminds citizens of the past, the strong make-up of the community, and what we can accomplish when we work together. In that role, he contacted some local sign companies to help him remind people of the strength of the Dover community.

Green and white yard signs began to spring up around town. The signs read, "Dover Strong - Thank You to our Heroes." The mayor himself placed them in the yards of people and businesses who were making positive contributions to the city in the midst of such dark days. Citizens were also encouraged to nominate heroes and obtain signs to place in the yards of those who were helping us all get through. As he travels around town, he is fully expecting Dover to "come roaring back" from this time bigger and better and stronger than ever... because of its amazing citizens.

"We must commit to the task of honoring those who lost their fight with this disease. We are Dover Strong and our best days are in our future," emphasized Mayor Christiansen. "One day we will awaken from this bad dream to a bright new day full of promise... I believe in Dover and I believe in each of you."

If you are interested in purchasing a Dover Strong sign, please call City Hall at (302)734-7005.



A Virtual Chat with our Legislators

As we continue through the pandemonium of the pandemic, your CDCC is working hard to continue the services and programming that are so valuable to you and to your business. One of the events that is most helpful to our small business owners is our annual Legislative Luncheon. This event provides an opportunity for a thoughtful conversation filled with ideas and information between legislators and members of the business community.

This gathering, a membership favorite, was originally scheduled to be held in March and was most recently postponed to June. Unfortunately, in order to stay within the guidelines of Phase 1 of our State's recovery, we will not be able to gather in June after all.

Your Chamber has been working diligently to create an alternative to this event that can allow for the same kind of exchange between our lawmakers and business leaders. To that end, we are planning to host a virtual Legislative Conversation that will allow a limited number of elected officials to come together and answer questions proposed to them by our Legislative Affairs committee. This event will give us all a chance to hear about what is happening at the General Assembly and weigh in on how the activities there affect Central Delaware's businesses.

The legislators will gather on Friday, June 12th, at 11 am, at St. Andrew's Great Hall (next door to the CDCC Office). They will observe proper social distancing as our moderator, David Boothe, of BIG Investment Services, leads them through the discussion. Our participating legislators will be Rep. William Bush, Sen. Dave Lawson, Rep. Charles S. Postles, Jr., Rep. Jeffrey Spiegelman, Rep. Bryan Schupe, and Rep. Lyndon Yearick. The event will be filmed and presented live on the Chamber's Facebook page. In addition, a recording of the event will be made available online on the CDCC website.

For more information about this Legislative Conversation, feel free to call the CDCC Office at (302)734-7513 or visit www.cdcc.net. Details about this event will also be shared through the weekly CDCC email system as well.



The Delaware State News knows that our local business partners have a lot of information to share with their customers and clients as they prepare to open their businesses. This could include hours of operation, details on products and services available, special safety precautions and more. We would like to help you share that information with the public in the most effective and affordable way possible. Please contact us so that we can put together a customized "re-opening" plan to meet your unique needs.

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Contact our Marketing Consultants today at adsupport@newszap.com.

Re-working the Calendar... Again!

As we prepare to enter Phase 1 of Delaware's Recovery Plan, new guidelines, procedures, and protocols are being put into place which allow us to begin to do business again, while remaining cautious and safe. These guidelines are being developed with our protection in mind. In order to help the economy and our society recover, we must strive for healthy communities and healthy businesses.

These new guidelines have forced us to, once again, go back to our Central Delaware Chamber of Commerce Calendar of Events and make some adjustments. In comparing our previously scheduled events to the new protocols, it has become clear that some events will need to be postponed or cancelled, while others will need to move from in-person events to virtual ones.

Our Annual Awards for Excellence Dinner, scheduled for June 17th, will be postponed. This evening of celebration and special awards, which includes the recognition of volunteers, the annual State of the Chamber address from our Board Chair, and the Leadership Central Delaware graduation typically attracts a crowd of about 300. Since gatherings of that magnitude are not within the guidelines, we will be postponing that event until sometime in September (TBA).

The 55+ Expo, the largest expo of its kind in the state of Delaware, typically attracts a crowd of 4,000 - 5,000 participants. In addition



to the size of the crowd, this event caters to a vulnerable portion of our population, our senior citizens. Unfortunately, these two factors make it impossible to safely hold the expo. It is with sad hearts that we announce the complete cancellation of this annual event for the first time in 19 years. But not to worry - this event will be back in 2021!

During these next several weeks as we walk through the Phases of the Recovery plan, it is likely that meetings, activities, and other events will either move to a virtual format or be postponed or cancelled. To keep up to date with all the latest schedule adjustments and any other COVID-19 related information, be sure to read the emails that come to you from the CDCC. Calendar information is also being updated on our website at www.cdcc.net. As always, feel free to call us at (302)734-7513.

Real Help in Real Time

The Central Delaware Chamber of Commerce would like to take this opportunity to thank all those members who presented and those who participated in our pandemic ZOOM series, "Real Help in Real Time." When COVID-19 prevented us from reaching our members in person

during a very uncertain, unsettling time, you all assisted us in connecting them with the critical and valuable information they needed to make it through. For that, we owe you a tremendous debt of gratitude.

The presentations offered were thoughtful

and timely. All of our presenters spent serious time and energy putting them together in a way that would not only be applicable, but would lend themselves to a virtual format. Your willingness to step up and help was amazing – we so appreciate your efforts.

A big thank you goes to:



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Tammy Ordway & Brian Stetina
Faw Casson



Central Delaware
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Heather McTheny

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CNU Fit



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Alan Kovitz
Elevations Unlimited



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Bayhealth – Dover Campus



Jessica Moyer
Icehouse Wellness & Community



Linda Arrey Nkwenti
Women in Leadership Development & Empowerment, Inc.



Marty Valania, Tonda Parks, Heather Cregar, Konrad LaPrade
Delaware State News



Audrey Brodie
First Class Properties



David B. Newman & Lisa Hammer
Leadership Techniques, LLC



David Boothe
BIG Investment Services

For anyone who missed a session and would like to catch up, many of the sessions were recorded. These recordings can be found on the CDCC website at www.cdcc.net. Thank you again for being part of "Real Help in Real Time" just when we needed it the most!

Business

Continued From Page 1

up their kits on Monday, May 18th. As Nicole Ali, owner of Trini Qui-zeen, expressed, "I was super-duper excited to receive a kit and even more excited after I opened it! The items in there will last me for several months and will be a tremendous help!" Hoong Chow of Keller Williams said it this way, "It was so awesome! The items in the kit will help me to protect my clients and myself!" At Auntie Anne's, Laura Bordeau described the kit as a lifesaver. "Auntie Anne's has implemented a policy that requires everyone to sanitize and disinfect their workplace every 30 minutes. We were unable to source sanitizers and masks. Thanks to the starter kits, we'll be ready and able to open on June 1st." Mandy Talley, owner of The Kritter Sitter, explained, "The kit came at the perfect time. I was just wondering how

I would possibly ever find the stuff I needed to have my business re-open in full swing. I am thrilled!" In planning for the re-start of programming at Delaware Aero Space Education Foundation, Dr. Stephanie Wright was overjoyed, "For an educational organization, the kit will assist us in providing a safe environment for children, parents, and staff. We are most appreciative and thankful to all the organizations that contributed to make this possible."

The Getting Back to Business Starter Kit will certainly assist businesses in having the supplies they need, but for some the message went far deeper than that. Andrea Caswell, owner of Fly High Cheer and Tumble, shared: "The kit meant so much to us because it contained items that we were not able to get on our own. But more than the valuable items, it meant so much to us to have the support of our community as we continue to maintain the safety of our youth while they continue to strive to exercise and maintain

a healthy lifestyle!" Bev Knight of Knight's Jewelers expressed it this way, "The kit provided us with a clean store and a clear head. It meant so much to us because through it we could feel the love of the community. We are so grateful for all the members of the community who stepped up and helped the CDCC do this for us."

As the business owners entered the drive-thru line, everyone's identification was checked. The kits were then loaded into their trunks or back seats while they remained seated in the cars in order to ensure proper social distancing. The business leaders were overwhelmingly thankful for this assistance! "We are so thankful and appreciative," expressed the Rev. Dr. Erika Crawford of Mt. Zion A. M. E. Church.

The idea for these starter kits was born out of the "Getting Back to Business Task Force." This task force, spearheaded by the CDCC, KEP, and GKC, was comprised of business leaders across many in-

dustries and agencies. The "Getting Back to Business" task force was comprised of business leaders across many industries and agencies. The task force worked to find practical, hands-on ways to assist businesses in preparing for opening their doors and bringing the public back into their places of business. To that end, they worked to develop, produce, and distribute the "Getting Back to Business" Brochure and the "Getting Back to Business" starter kits. The task force will continue their work until they are no longer needed and businesses are up and running again.

For more information about the "Getting Back to Business" task force or their work, please contact the CDCC at (302)734-7513. For all the latest information regarding COVID-19 and assistance for small businesses, feel free to visit the CDCC's new COVID-19 Resource page at www.cdcc.net.

Once again, thank you to the partners and supporters who assisted the CDCC, the KEP, and the GKC in making the Starter Kits possible:

**Kent County Levy Court
The City of Dover
Calpine
Chesapeake Utilities
First State Janitorial
Office Pride
W. B. Mason
Staples**





**Thank you, also,
to the members of the
Getting Back to Business Task Force
for your time,
your dedication,
your willingness to collaborate,
and your perseverance.
We are definitely
Strong Together!**



- Shane Breakie, Cheseapeake Utilities**
- Shelly Cecchett, Greater Kent Committee**
- Linda Parkowski, Kent Economic Partnership**
- Chaz Rzewnicki, Dover Federal Credit Union**
- Eric L. Buckson, Kent County Levy Court**
- Lincoln Willis, The Willis Group, LLC**
- David Anderson, City of Dover**
- Rachel Bowden, KraftHeinz Company**
- Michael Rasmussen, Painted Stave**
- Michael Fifer, Fifer Orchards**
- Kristin Garramone, Roma Restaurant;**
- Phil McGinnis, McGinnis Realty**
- Paige Fitzgerald, DEMA**
- Nick Polcino, Dover Downs**
- Richard Wilkins, Farm Bureau**
- Carolyn Fredricks, Modern Maturity Center**
- Lori Llewellyn, My Roots**
- Col. Matthew Jones, DAFB (Dawne Nickerson – DAFB)**
- Scott Kidner, Kidner & Associates**
- Brian Stetina, Faw Casson;**
- Lillie Crawford, Delaware State University**
- Judy Diogo, CDCC**

Ambassador's Corner

Thank You, 2019-2020 Ambassadors!

The CDCC Ambassadors are official representatives of the Central Delaware Chamber of Commerce. They serve as our voice in the community and work hard to share the Chamber's brand in order to spread the Chamber's mission and promote growth. They are critical in mentoring the CDCC's newest members and serve as liaisons for current members.

Ambassadors are often found helping out at Chamber events. They spend time reaching out to new members, as well as current members, and help to connect them with other Chamber members in an effort to help build networks and provide exposure. Ambassadors are called on to help celebrate milestone moments for members such as ribbon cuttings, busi-

ness anniversary celebrations, and 5-Star pinning ceremonies. In many ways, ambassadors extend the reach of the Chamber.

People who serve as ambassadors have been business members for at least one year and are in good standing with the Chamber. The Ambassadors attend an Ambassador orientation, learn from other ambassadors, and do a lot of learning and growing on the job! Ambassadors are highly visible at events and gain the satisfaction of helping to acclimate new members. They assist new and current members as they complete their journey maps and celebrate with them when they earn their 5-star pins.

The CDCC would like to take this opportunity to thank this past year's Ambassadors for all their hard work and time spent with our members.

A very special thank you to:



Deborah Edwards
Frontline Inspections



Erlene George
Primarica



United Way of Delaware

John G. Moore
United Way of Delaware



Deb Farley-Blunt
The Kritter Sitter, LLC, and
Eye Specialists of Delaware



Leah Gray
First Citizens
Community Bank



Nancy Quade
New Image, Inc.



Kate Greene
iMD4



Paul Seibert
PS Surety Consulting, LLC



Mike Fox
Splash! Designworks



Nina Jenkins
Harrington Raceway & Casino

For more information on connecting with your Ambassador or serving as an Ambassador, please contact Heather McTheny at the CDCC Office (302) 734-7513 or email at lcd@cdc.net. Ambassadors, thank you again - your service has been invaluable to the organization and we are better because of what you do!

Member News

Supporting Smyrna's Small Business Loan Fund

In response to the economic hardships small businesses are experiencing from the COVID-19 pandemic, the Smyrna Town Council is launching the Supporting Smyrna's Small Businesses Loan Fund ("SSSB Loan Fund"). The goal of SSSB Loan Fund is to offer immediate one-time financial assistance of up to \$3,500 to qualifying small businesses within the Smyrna town limits to assist small businesses to stay afloat and retain employees during the COVID-19 pandemic. Qualifying small businesses may have up to 50% of the loan forgiven if certain conditions are met. The Smyrna Town Council has appropriated \$50,000 to the SSSB Loan Fund, which shall be distributed, together with any private donations, in the order applications are received until the fund has been exhausted.

The Smyrna Town Council has set aside \$50,000 to fund the loan program. When asked where the money came from, Councilman Mike Rasmussen explained that there are currently some unfilled positions in

the town which has temporarily freed up some funds. In addition, the Town has a reserve fund. The plan is to see how the application process goes and meet again in mid-June to decide if more funding is needed. "The loan application is now live," remarked Mr. Rasmussen, "and so far, we have received four applications."

The loan funds shall be used to cover rent or mortgage payments and utility expenses for the small business' "bricks and mortar" location within the Smyrna town limits, employee payroll expenses of the small business, and accounts payable of the small business that occur in the ordinary course of business operations. The loan funds may not be used for any other expenses of the business or for personal expenses of the business owner(s). The expenses



covered by the loan must take place between June 1, 2020, and September 1, 2020.

Applications for these loans must be submitted no later than June 15, 2020. These are no interest loans and are to be repaid in 24 equal monthly payments in 2022 and 2023. Loan forgiveness of 50% is available for small businesses that are operational on December 31, 2022, have not defaulted on the terms of the promissory note, are in compliance with Section 1-14 of the Town Code (Good Standing Requirements), and have provided documentation to the Town demonstrating that the loan proceeds were spent on eligible expenses.

Loan applications will initially be screened by Smyrna's Town Manager to ensure that they fit with the intended use of the loans and that the applicant is indeed eligible. A committee of Smyrna staff members will then be responsible for the next steps in awarding the loans. Submission of an application does not obligate the Town to award a loan.

The Town reserves the right to reject applications if the Town identifies a potential conflict of interest or discovers that information on the application was false, inaccurate, or misleading.

Smyrna taxpayers are asked to join the Town of Smyrna in supporting small businesses by donating to the SSSB Loan Fund. To encourage taxpayers to donate to the SSSB Loan Fund, every Smyrna property owner who contributes at least \$100 to the SSSB Loan Fund will qualify for a Town of Smyrna property tax credit in the amount of 25% of the amount of the donation, to be applied to their next property tax bill. Donations may be made through the drop off box at the Smyrna Town Hall or online.

To learn more about eligibility for the SSSB Loan, gather more information, make a donation, or apply for the loan, visit <https://smyrna.delaware.gov/SupportingSmyrnasSmallBusinessLoanFund>.

Dover International Speedway serves as vital community focal point by hosting food distribution events, health screenings

Dover International Speedway's community outreach during the coronavirus (COVID-19) pandemic continued this week with two events assisting central Delaware families and first responders.

For the third time in three months, the Speedway partnered with the Food Bank of Delaware and the Delaware Department of Transportation on Wednesday to host a food distribution event behind the grandstands overlooking Turns 3 and 4.

The Monster Mile hosted similar events on March 20 and April 22, with track employees volunteering alongside Food Bank personnel providing foodstuffs such as milk, vegetables and cereal to families in need. In total, Dover food distribution events have assisted more than 5,800 area households this year.

Also on Wednesday, Dover International Speedway partnered with the Delaware Emergency Management Agency (DEMA) to host a drive-thru COVID-19 testing location exclusively for first responders at the Speedway's Fan Care Center.

During Dover's NASCAR weekends, as well as during the Firefly Music Festival, the Fan Care Center, behind the Monster Mile's frontstretch grandstands, is utilized for guests feeling ill or suffering a medical problem.

Wednesday's DEMA drive-thru testing event



served 72 Delaware first responders, who daily serve on the front lines of the COVID-19 fight.

"For years Dover International Speedway has been a great partner," said Delaware Emergency Management Agency director A.J. Schall Jr. "During this COVID-19 crisis, while trying to manage a changing workload, they remained committed to the State and its citizens by supporting Food Bank missions as well as testing sites. These types of partnerships are the foundation upon which our communities can begin to recover."

Since March, Dover's Fan Care Center has also been a remote headquarters for Bayhealth Medical Center's COVID-19 testing. Bayhealth, central



Delaware's largest health care system, has utilized the Fan Care Center 17 times as a drive-thru testing location.

"The staff and volunteers with the Food Bank of Delaware, Bayhealth and DeDOT deserve so much credit for what they are doing and I consider myself fortunate to be a small part of that and enjoy helping in any way I can," said Jim Hosfelt, director of Public Safety and Track Operations at Dover International Speedway, who has led the organization efforts for the at-track COVID-19 relief activities.

"It's not only [Dover International Speedway] employees who volunteer but it is also their family members, husbands, wives and children who come out. That's when you know you are part of a special group - when they are willing to share their families with the rest of us while working towards a common goal."

Kent County Levy Court establishes a COVID-19 Business Relief Fund

What grew out of a request for assistance from the Central Delaware Chamber of Commerce to help businesses acquire Personal Protective Equipment and cleaning supplies, became the establishment of the Covid-19 Business Relief Fund. At the May 12, 2020 Combined Business and Committee Meetings, Levy Court Commissioners voted in solidarity to establish the Fund that would help small business owners as they re-open their businesses.

Initiated at the May 8th Committee Meetings, Commissioner Eric Buckson asked his colleagues to consider allocating \$50,000. Of that \$50,000, a portion would be used to help fund the CDCC's

Getting Back to Business Starter Kits. The remaining balance would go to the newly established Covid-19 Business Relief Fund divided equally among

the six Levy Court Districts to award grants to qualified Small Businesses not to exceed \$500 per applicant. The request moved forward for a vote at the May 12th Business Meeting. All Commissioners agreed that establishing the Covid-19 Relief Fund is a step in a positive direction. The allocat-



ed \$50,000 was made available by the repurposing of money from the strategic fund.

To qualify, businesses must be located in Kent County, hold a valid business license, must have been in business for at least one year, with a maximum of 20 employees. The funds provided may not be used to pay debts incurred before March 17, 2020. Funds obtained from the grant may not be used to purchase real estate or vehicles. Businesses that are not covered under the grant include: any essential business which was open during the State of Emergency, Franchises and national chain stores/restaurants, Home-based businesses, internet-based businesses, and virtual

businesses, payday loan businesses, tobacco stores, faith based organizations, pawn shops, adult entertainment stores and real estate businesses.

To apply, complete and submit an application, a vendor form, complete W-9, and a valid business license and submit to: Kent County COVID Fund c/o Kent Economic Partnership 555 Bay Road Dover, DE 19901.

For more information, contact Kelly Pitts at Kelly.Pitts@co.kent.de.us or by telephone at (302) 744-2304. To access the loan application and other pertinent information, visit the Kent County Levy Court website at <http://www.co.kent.de.us/>.

The residents of Central Delaware and the City of Dover



salute our Heroes on Memorial Day



**– thank you for your service
and your sacrifice!**

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Central Delaware
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CDCC Special Feature

New Life... Even During the Pandemic

In the midst of the pandemic and all the activity happening around the fight against Coronavirus, nature gave the folks in our building a miraculous distraction. A beautiful female Mallard duck decided that our front flower bed would be the perfect place to lay her eggs and wait for her ducklings to arrive. She built an intricate, well-camouflaged nest and proceeded to lay a large number of eggs.

Since the mommy-to-be decided to make her home with us, we felt some responsibility to look after her and check on her during her time of waiting. We also decided to name her. Maggie was extremely patient as we gawked at her through the window and talked with her on our way in and out each day. She just watched – she watched us, she watched the little birds that tried to invade her territory, she watched the frequent walkers as they crossed our property.

In Maggie's waiting and watching, she taught us some things about patience. We experienced some tumultuous weather during Maggie's time with us. We had a tremendous amount of rain and a few ferocious windstorms. While we were concerned for Maggie out there in all that weather, she didn't seem worried at all – somehow she

knew that waiting and watching would get her through the storms... a good thing for us to remember, especially now.

About three weeks into our time with Maggie, she disappeared – and her nest was left in shatters... broken eggshells everywhere. After a brief search for Maggie, she was discovered in a nearby storm water management pond where she had gone to teach her baby ducklings how to swim! Her time of waiting was rewarded with nine fuzzy, adorable, curious and busy babies.

While we were convinced that we would be able to continue to check on her and watch as the babies grew, that's not how it went. We got to see the babies and take all the appropriate baby pictures - and then they all left us, probably to find more water and food... and a happy ducky life! Maggie the Miracle Mallard was such a gift during her time with us, as we witnessed the cycle of life continuing, even during the pandemic.

The signs are good that the current health crisis is retreating. As we long for the day when things go back to some kind of "normal," perhaps it would be good to take our cue from Maggie. Let's wait and watch – and find new life at the end of the storm!



Kent County Realtors offer aid to Baytree fire victims

This story is printed with permission from the Delaware State News, where it appeared on Tuesday, May 19, 2020.

By Mike Finney
Delaware State News

DOVER — While the coronavirus (COVID-19) outbreak has made everyone's life change in different ways over the past couple of months, the life-altering experience felt by the displaced residents of the Baytree Apartment Homes following a fire at the complex on April 2 is unimaginable.

Through it all, neighbors are still finding ways to help each other throughout these difficult times.

On Monday, the Kent County Association of Realtors (KCAR) invited 24 of those impacted Baytree residents to drive by their office in the Silver Lake Office Park in Dover where they distributed \$185 per family to those who were affected by the early morning blaze.

Monica Le Blanc, president and interim CEO of KCAR, said the group of Realtors started a GoFundMe account for the victims immediately after the fire. Fortunately, no one was injured in the scary event, but the blaze displaced residents from elementary school age to 81 and left all of them reeling.

"We raised \$4,300 — minus the GoFundMe fee — so we distributed around \$185 per family," Ms. Le Blanc said. "We just knew we had to reach out to these individuals and offer whatever help we could."

The April fire at Baytree Apartment Homes destroyed 24 residences inside two buildings that were condemned following the fire.

The city of Dover and Red Cross of Delmarva immediately sprang into action to assist the victims. About 50 people living at the complex in East Dover received supplies and shelter to cushion the sudden shock of losing their homes. Also, 21 pets (dogs and cats) were forced out.

In recent weeks, several community organizations have reached out to the residents to lend a hand.

Verna Uptigrow, a former Baytree resident, was thankful for all the support through what has been the most challenging time in her life.

"Not only was it tough, I was at work at the time (of the fire) and a co-worker came running to me and said, 'Hey is this your apartment complex?' and I was like, 'What?'" she said. "So then to make it so bad under this pandemic, I'm an essential worker. I work for the Blood Bank of Delmarva and I'm one of the mobile drivers. I was at work here in Dover and luckily my daughter (Nina), my dog and everybody was just frazzled.

"We ended up in a hotel that Thursday and that Friday my mother-in-law died from COVID in New York, that Sunday was my birthday, and it was just a mess. What mattered to me the most was that what was precious to me was safe. I've lived here in Dover almost eight years and the family that I moved here with all died within a year. So it was my daughter and I, and we're the only two in the state and we have no family. Eight years of my life were gone."

Ms. Uptigrow, who moved from New York City, said she has been touched by the goodwill.



Monica Le Blanc (left) and Jean Dowding, both from the Kent County Association of Realtors, dispersed checks on Wednesday to help residents impacted by the April 2 fire that took place at Baytree Apartment Homes in Dover.

"It's just been so eventful," she said. "Just the outreach really has brought a lot of tears to my eyes and all I can say is God is good and there are still good people in this world. It's just wonderful. It does your heart good. So, whenever I can, I pay it forward, whether it's a cup of coffee or whatever I can offer."

Faith Levan, another Baytree resident, had a memorable story of what's been a wild ride these past couple months.

"It's been really helpful," Ms. Levan said, of the support. "I was actually nine months pregnant when (the fire) happened, so we lost the whole nursery — we lost everything. It was horrible. So to have so many people coming together, it's been wonderful.

"One of first things we did after the fire was, we went to the apartment manager and got another apartment a week later. We were only out of an apartment for a week."

Then, on April 16, she gave birth to her son, Jimmy.

Rachel Hamelin also drove through the line at KCAR to pick up her assistance gift from the Realtors.

"I'm so grateful," she said. "This whole last year has really been difficult since I've been through a divorce and then with the fire it was overwhelming. But the amount of support that the community has given us is unbelievable. Everybody's been willing to donate whatever they have really just to help us out."

Jean Dowding, president-elect of KCAR, said that being the victim of a fire should not determine what a person's future turns out to be.

"Most people don't think (Realtors) do more than just take people out and show houses. But this community is our community," Ms. Dowding said.

"And just like them, when everybody is sheltered at home and are separated, it's important for people to understand we know that where they are right now is not where



Verna Uptigrow, a resident who was displaced in an April 2 fire at Baytree Apartment Homes in Dover, receives an assistance check from the Kent County Association of Realtors on Monday afternoon.

they're going to be always.

"Their conditions right now does not in any way dictate their destiny."

Area churches assist victims

Late last month, churches in the Interdenominational Ministerial Alliance and the Kent Ecumenical Organization purchased gift cards for families who were impacted by the fire. A total of 13 \$100 gift cards were given to the residents who were either still residing at a hotel or that the Red Cross referred.

The gift cards were presented on site by IMA Social Action Chair The Rev. Rita Mishoe Paige and member Justina Brewington-Comer. Kay Sass, from the Dover mayor's office, was also present. According to Rev. Paige and Ms. Comer, all the families were appreciative of receiving the

cards and were grateful to know that the churches cared about them.

The following churches participated: Dover Christian Church, the Rev. Theodore Henderson, pastor; New Beginnings Community A.M.E. Church, Frederica, the Rev. Rita Mishoe Paige, pastor; Calvary Baptist Church, Bishop W. James Thomas, pastor; Wesley United Methodist Church, the Rev. Amy Yarnall, pastor; Mt. Zion A.M.E. Church, the Rev. Dr. Erika Crawford, pastor; Central Baptist Church, the Rev. Michael Rogers, pastor; Mt. Carmel Church of the Living God, Bishop Nelson Lewis, pastor and Union Missionary Baptist Church, Bishop Doreina Miles, pastor.

Delaware State News staff writer Mike Finney can be reached at mfinney@newszap.com.

Keep the Press Running

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Dear Readers,

As the shadow of coronavirus creeps across our community, questions proliferate and abound.

Where will you find accurate and credible information about what is happening in our community? The latest explanation of steps taken by the state health officials to slow and stop COVID-19? An explanation of the steps taken by emergency rooms and doctors' offices to deal with requests for a coronavirus test? The latest information released by state and county officials, school superintendents, mayors and city councils on the local response to a rapidly evolving situation?

Where else but in the Delaware State News?

This is your newspaper. Our sole purpose is to serve you and our community as we face a time like no other in recent memory. Like you, we want to rise to the occasion and make a significant difference in our future.

It is for this reason that all our coverage of COVID-19 and the coronavirus is available for free to anyone who visits our web site at delawarestatenews.net. Everyone, not just our subscribers, deserve the right to have access to this information.

We are a nonpartisan news organization, and our unique corporate structure is designed to maintain our independence. Our company is owned by a nonprofit trust. There are no shareholders, no dividends are paid, and all after-tax profits are reinvested in our journalistic mission.

Many publishers are already ordering layoffs and mandatory pay cuts. Because we have the advantage of being owned by a non-profit trust, our company intends to do everything we can to avoid such measures. We believe our communities need us now more than ever. This is no time to hurt our employees, their families, or the communities we serve.

To pay the bills and to underwrite our publications and our journalism, we rely on a combination of business advertising and subscription revenue. During this time, our advertising revenue is naturally suppressed. For this April, we project a shortfall in advertising revenue of about 30 percent. We understand decisions certain advertisers have made to cut back, because like them, we are a local business, too, facing the same challenges as everyone else.

So, if you are a reader, and value our work, here's how you can help local journalism survive:

If you aren't already a paying subscriber to our newspaper or web site, please consider committing to a digital subscription. It is a simple and affordable thing to do. And if you would like to support this newspaper and our open access coverage of the coronavirus outbreak, then you can become a member of our Press Club. By joining online at delawarestatenews.net/pressclub/, you can make a quick and secure donation of \$10, \$25 or \$50 or \$100.

As a bonus for joining, you will get, besides the satisfaction of helping your community newspaper, a free three-month e-subscription to the Delaware State News. If you agree, we would appreciate your help. Visit delawarestatenews.net to subscribe or donate.

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New Member Spotlight

Meet Brock Morris and Diamond State Hardwood Flooring

Originally from Carroll County, Maryland, Brock Morris joined the United States Air Force at the age of 18 and served Active Duty until he was 27 years old. As an airman, Brock lived and served in many locations: Lackland AFB in Texas; Gulfport, Mississippi; Alamogordo, New Mexico; and finally, Dover, Delaware. Brock currently serves as a traditional reservist with the 512th Civil Education System.

Brock is extremely interested in professional development. Learning and growing are important to him. To that end, he has his A.A.S. in Construction Technology, a Bachelor of Science in Industrial Management and Applied Engineering. In addition, he is a graduate of Airman Leadership School and obtained the title of "Structural Craftsman" in USAF Civil Engineering.

A family man, Brock is married to Laura I. Gray-Morris (a previous owner of the Late Kirby & Holloway Diner). Laura teaches first grade at Sunnyside Elementary School. Brock and Laura are expecting a baby at the end of May. They are pleased to announce that they are having the first little girl in the family - she is preceded by 11 grandsons!

In October of 2018, Brock began his business, Diamond State Hardwood Floors. From installing hardwood floors to sanding to finishing, Diamond State is a full-service



hardwood flooring company. Brock enjoys educating his customers and making options available to them that they never even knew they had! In addition to installing new hardwood floors, Diamond State can sand already existing hardwood floors down to bare wood, stain them any color preferred by the customer, and finish them. The experts at Diamond State can take a tired, used, and worn out floor



and essentially make it completely new again!

Brock is excited to be a new member of the Central Delaware Chamber of Commerce. He is excited about the many ways that his membership will allow him to introduce his brand to our Central Delaware community. He is anxiously anticipating building a strong network within the Chamber which will give Diamond State

great brand exposure.

With the ability to finish a flooring project 98% dustless, customers will never see the mess - they'll just experience beautiful new floors!

For more information about Diamond State Hardwood Floors, visit www.diamondstatehardwoodfloors.com or call (302) 257-1605. Please join the CDCC in welcoming Brock and Diamond State Flooring to the Chamber!

New Member Spotlight

Meet Greg McNatt and Shore Metal Fabricators, LLC

Licensed and Insured Owner Greg McNatt first started roofing back in 1989. His growing knowledge in the roofing industry gained him the ability to run previous businesses and teach others the trade. With 30 years' experience in roofing and architectural sheet metal, this makes Shore Metal Fabricators, LLC, a good choice when choosing someone in the sheet metal industry.

We are a new family owned & operated East Coast Architectural Sheet Metal Company serving the Delaware area. The team at Shore Metal Fabricators LLC has the extensive knowledge and capabilities to fabricate and install ACM composite panels, foam wall panels, custom standing seam metal, seamless gutters and much more! We offer more than just exterior services. For those

passionate about home or business décor, we also offer ACM Composite interior and exterior custom décor/signs on Etsy. Check us out!

Just like any successful business it all started with a goal and a dream. Our goal was to be able to cut and route N Return ACM Composite panels. This goal was met and we are proud owners of our biggest and most effective piece of equipment, a 10ft CNC Table! This allows Shore Metal Fabricators to cut and fabricate Composite ACM. This is such a milestone for us because being family owned & operated meant initially getting started out of our garage.

Fast growing, Shore Metal Fabricators is excited to be part of the Central Delaware Chamber of Commerce (CDCC)! The CDCC will be instrumental in helping us grow

our name, establish our brand, and spread the good word about the services we can provide. We trust that the CDCC can help us succeed and expand our business! We are anxious to become involved with other Chamber members and grow our network.

We, Shore Metal Fabricators, are active on Facebook, Instagram and we have a website. Feel free to contact us via email at shoremetalfabricators@gmail.com. We are happy to schedule an appointment for you for a FREE estimate. We are even able

to assist you during the pandemic with appropriate social distancing and face coverings; we are family-safe.

For more information, visit our website at www.shoremalfabricators.com, find us on Facebook, or follow us on Instagram @shoremalfabricator.

Please join the Central Delaware Chamber of Commerce in welcoming Shore Metal Fabricators and Greg McNatt to the Chamber!



New Member Spotlight

Tiffany Rubin Introduces Silver Linings Home Healthcare



Tiffany Rubin

My name is Tiffany Rubin. I opened Integrated Health Associates LLC in 2013. After working in facilities, hospitals and home care, I wanted the opportunity to affect change at every client interaction. My husband and I also wanted to work to create a path to financial independence. We were affiliated with a franchise system for almost seven years; in May 2020 we rebranded and went independent.

The community just pulled us in and wove us into the fabric of Delaware! Chad and I are both native Pennsylvanians. We moved to Delaware in 2012 (from Oklahoma) due to Chad's assignment at Dover AFB as a C5 pilot. We are currently stationed at Joint Base McGuire/Dix/Lakehurst in New Jersey. Less than a year after moving here, we opened the business.

There are many hobbies I enjoy. I like to work. We are fortunate to have a kick-butt team that runs day to day operations so I can focus on projects, process improvement, and strategic planning. I was able to focus completely on the rebrand once we made the decision to do it; we only had 5 weeks! I really enjoy coaching and did that at CR for a few years. I will get back into it once the kids are older. I'm always reading something....usually three books at



a time - a business book (right now Building Strong Brands by David Aaker), a pleasure book (right now David Archer) and a religious book (right now the Universal Christ by Richard Rohr). Chad and I like to brainstorm, be outside, and do anything with the kids. Right now, it is a lot of water table time, reading, Disney+ and adventure walks.

Silver Linings Home Healthcare exists to keep people happy at home, wherever that home might be, by providing expert customized care with a mix of technology and people. We are a one-stop-shop for care, providing all levels of care throughout the entire State of Delaware.

Silver Lining Healthcare is a BBB A+ accredited full-service home health care and concierge company located in the heart of Delaware and providing care from border to border! With a leadership team that brought Top Employer awards for 2018 and 2019 to former companies, we boast an industry leading low employee turnover rate, superior customer satisfaction scores and unbeatable missed visit scores.

Our Executive Director, Allison Brooks, oversees the business. This is especially valuable to us since my husband and I are now living in New Jersey on a military assignment. Allison has been with the company since

2015 and really runs everything. We are so thankful for her strong determination and her loyalty to our clients. Our RN oversight provides extra expertise and ability to train. Our 24/7 commitment to care and on-call team is available to work on any short-notice situations that arise.

Our services include Companion, Personal and Nursing Care. Case Management, Medication Management, Respite Care, Dementia and Alzheimer's care. We are also very interested in partnerships and contracts - we like to think about what good human care can look like and work to operationalize it. Currently, we are launching a screening service - if your business needs to reopen (or is open) but you're concerned about the risks associated with people coming to work or customers coming in, we want to talk. Even after the "stay at home" order is lifted, we know there is a lot of uncertainty around exposure, and that a resurgence of the virus is possible. A screening program can give peace of mind, we can set the program up with specifics if your insurance company requires that from a liability perspective, and it can help customers feel safer.

We launched our Reliability Pledge on May 4th, 2020. If we are late, we pay our clients by the min-



Allison Brooks, Executive Director

ute. New programs will be announced in the coming months!

I originally came to the Central Delaware Chamber of Commerce through my first networking group, VISION, a group of entrepreneurs. They were all CDCC members and encouraged me to be involved as well. I had the honor of serving as Honorary Mayor, the result of a Chamber fundraiser. I have also served on various committees over the years. We are so excited that, with our new branding, Silver Lining Home Healthcare has been accepted into membership as a new member. The CDCC makes it easy for me to have team members registered. Honestly, one of my favorite things about it is the ability to get current information and stay "in the know" for business happenings throughout the area.

For more information about Silver Linings Home Healthcare, visit www.silverlininghealthcare.com. Once there, you will find "book now" and "refer to us" links, as well as telephone and email information. And always remember, "every cloud has a silver lining."

Please join the Central Delaware Chamber of Commerce in welcoming Silver Linings Home Healthcare to the Chamber!

New Member Spotlight

Meet Ryan Yoder and Waste Masters Solutions

I am Ryan Yoder, a Business Development Manager for Waste Masters Solutions. Originally from Middletown, Delaware, I live in Smyrna with my beautiful wife and two crazy boys! When I am not working, I enjoy spending my time outdoors, playing guitar, and training for power lifting.

I am a proud representative of a strong, local, veteran-owned company. Waste Masters Solutions is here to help with all your commercial trash & recycling needs. Whatever your waste management need, from dumpsters to portable restrooms, the professionals at Waste Masters are here for you. At Waste Masters, our objective has always been to provide our clients with reliable, flexible and high-quality waste management solutions. With more than 100 years of experience under our collective belts, our clients have come to rely upon our expertise, personalized service and extensive industry knowledge. As a privately owned company with trained professionals on staff and access to a nationwide network of partners, we're able to offer our clients an assortment of innovative environmental solutions including recycling, commercial and industrial waste solutions, concrete washout, porta potty restroom services and



high-quality waste management solutions. With more than 100 years of experience under our collective belts, our clients have come to rely upon our expertise, personalized service and extensive industry knowledge. As a privately owned company with trained professionals on staff and access to a nationwide network of partners, we're able to offer our clients an assortment of innovative environmental solutions including recycling, commercial and industrial waste solutions, concrete washout, porta potty restroom services and



more, serving Delaware and the Tri-State area.

Our dedicated team of seasoned professionals are committed to excellence — always striving to minimize client costs, optimize efficiency and reduce environmental impact. We pride ourselves on maintaining a positive work environment where employees are encouraged to develop their skills, and where hard work is recognized.

Our goal is to provide outstanding customer service — and we pride ourselves on not only meeting, but

consistently exceeding expectations. Furthermore, we value our clients as partners — making a point to communicate with them. Currently serving the Delaware, Pennsylvania, Maryland and New Jersey regions, our trained experts are ready to work closely with you to develop a specialized plan that suits your waste-management needs.

I joined the Central Delaware Chamber of Commerce (CDCC) because I have always been an avid believer in shopping local whenever possible. I hope to learn more about all the amazing businesses in Central Delaware, getting involved in our community and helping develop long lasting business relationships here in the first state. I feel confident that the CDCC will be able to assist me as I develop my network and as we strive to continue to grow our business.

For more information about Waste Masters, please visit <https://wastemasters.com/> or call (302) 824-0909. Please join the Central Delaware Chamber of Commerce in welcoming Ryan Yoder and Waste Masters to the Chamber!

New Member Spotlight

Meet Zully Bullock and Brightlights Photography

Zully Bullock is originally from the Dominican Republic and grew up in the Florida Keys. Last year, Zully and her family relocated to Delaware. An avid reader, Zully's absolute favorite author is Nalini Singh. As a child, Zully loved reading the Harry Potter books – they contained marvelous stories and they helped Zully to improve her English.

Zully owns Brightlights Photography, LLC. Zully photographs weddings, engagements, and portraits. Are you looking to capture the emotion of a special day? Do you need a professional portrait? Zully is an artist behind the lens. Zully can be reached by email at zullybullock@gmail.com. Clients can also feel free to call (757) 576-6484. To view some of her pictures or to read reviews, visit her Facebook page.

Zully has recently completed the Launcher Program, an experience designed to help entrepreneurs set-up or expand their businesses and provides access to resources and support. Upon completion of that program, Zully was motivated to join the Central Delaware Chamber of Commerce. She is excited to be a new member of the Chamber and is looking forward to expanding her network and make the connections she needs to successfully grow her business.

Please join the Central Delaware Chamber of Commerce in welcoming Zully and Brightlights to the Chamber!



Member of the Month

Name:

Cornelia Johnson

Title: Vice President and Campus Director, Terry Campus

Business:

Delaware Technical Community College (Delaware Tech)

Address: 100 Campus Drive, Dover, DE 19901

Hours:

Phone: 302-857-1000 (Main) or 302-857-1126

Website: dtcc.edu

Email: cornelia.johnson@dtcc.edu



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

Delaware Tech is the First State's only community college with four convenient locations located in Dover, Georgetown, Stanton, and Wilmington. We are an open-admission institution of higher education committed to Delawareans - to the success of our students, the local employers who hire our graduates, and our communities! Every year, tens of thousands of Delawareans take advantage of the opportunities for lifelong learning at Delaware Technical Community College including: degree programs that prepare them to go directly into the workforce; connected degree programs with area institutions for associate degree students seeking bachelor's degrees; developmental and general education courses; workforce training and customized corporate training programs for adults in the workplace; summer camps for kids; and courses designed to enlighten and enrich the lives of community members including retirees.

Tell us about your role in the business/organization.

As Vice President and Campus Director, I am responsible for the overall management of the Terry Campus encompassing all instructional, financial, administrative, operational, development, and community involvement programs in concert with the mission and goals of the College and in support of student success.

Tell us something that makes your business/organization unique.

Delaware Tech has earned its place as an educational leader in the state. The College is respected and trusted at the state and national levels because of its hallmarks of commitment, responsiveness, and vision.

We develop and offer relevant, high-quality, and affordable educational programs that prepare Delaware's workforce and support the state's economic development efforts. We are committed to strengthening partnerships with businesses, industry, and state and local government in order to better meet the needs of our communities.

What do you see for the future of

your business/organization?

What we are currently experiencing because of the COVID-19 global pandemic will influence how we operate in the future. The focus for Delaware Tech is now primarily providing quality instruction and student support services. However, the convenience of virtual instruction and services may influence students' expectations moving forward. Therefore, looking at the potential demand for virtual courses and student services, as well as a safe campus learning environment are critical in our planning for the future.

How has the Chamber helped your business/organization grow?

Delaware Tech has been a member of the Chamber for many years. We actively participate in Chamber events to network with local business and community leaders and I serve on the Chamber's Board of Directors. We also collaborate with the Chamber along with other Kent County community partners to host the annual Kent County Economic Summit, which advances the common goal of improving economic life in Kent County. The Terry Campus also sponsors the Chamber's military awareness and leadership programs. Our strong ties with the Chamber helps Delaware Tech to maintain continuous awareness of evolving economic development efforts and educational needs of our community.

What is your best advice to other businesses/organizations?

In order for an organization to thrive, I believe it is important to continually look for innovative and creative ways to improve their way of doing business. This requires getting unique perspectives and capitalizing on the team's strengths and sometimes bringing in new talent. In the process of making changes, it is vital to support, engage, and empower employees.

Equally important is active involvement with local organizations like the Chamber to build relationships and maintain communication with community leaders, groups, and employers. Together, our community can strengthen our position to tackle even the toughest of challenges amid a time of uncertainty.

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 May's issue! Amanda Bowie of Bayhealth – Dover Campus correctly identified the picture as “the tents outside Bayhealth's Emergency Room.” The photo was actually taken from Holden Dodge's parking lot.

Way to go, Amanda! Thanks for playing!

Thank You for Your Renewal!

Renewals for April 2020

NAME OF COMPANY	# OF YEARS
Dover Army Navy Store, Inc.	49
KraftHeinz Company	47
Dover Pools	44
Merill Lynch	38
POLYTECH School District	34
DFG Inc., DBA Still Insurance Agency	32
Kent-Sussex Industries, Inc.	28
Dover Family Chiropractic	26
Holly Hill Estates	25
Byler's Store, Inc.	23
Steve Welde	23
State Street Assisted Living	22
Hertrich's Capitol Lincoln Mercury	20
FANTINI RESEARCH	18
W.D. Pressley, Inc.	18
Home Instead Senior Care	17
Correctional Officers Assoc. of Delaware	15
Knights Fine Jewelry Ltd.	15
First Class Properties	14
Dover Behavioral Health System	13
Green Diamond Builders, Inc.	13
HandyTube	12
Alternative Solutions	11
Emlyn Construction Company	11
Service Energy / Poore's Propane	10
Weiner Benefits Group	10
A Registered Agent Inc.	8
M&D Plumbing and Drain Cleaning Spec. Inc.	8
Nurse Next Door	7
W.B. Mason Co., Inc.	7
Excel Business Systems	6
Spay Neuter Clinic	5
The Moving Experience	5
BDK Inc., I.T. Services	4
Caring Hearts Home Care, LLC	4
Delmarva Printing Inc.	4
Eric Crossan Photography	3
Lenape Builders, Inc.	3
Detailing by WENDELL	2
Heartland	2
The House of Coffi	2
Chicka Artistica	1
GoodBetterBest Technologies, LLC	1
Keller Williams - Hoong Chow	1
Leadership Delaware, Inc.	1
The Bold Companies	1

New Members

Mr. Joel Ellwanger 680 Hickman Rd Greenwood, DE 19950 410-479-1277	Mr. Anthony P. Bonanno Milford, DE 19963 800-323-0634
Mrs. Cathy Escherich 41 East Glenwood Avenue Smyrna, DE 19977 302-659-1600	Mr. Ryan Yoder 19 Davidson Ln. New Castle, DE 19720 302-530-1742

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