

Chamber Connections

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July 2020



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The Tourney is ON Last Call for Golfers!

You'd better clean up your spikes, dust off those golf clubs, and choose your best, flashiest golfing apparel because the very popular TEAM Dover event, The Bluesuiters Golf Tournament, is happening soon! After a lengthy postponement due to the pandemic, your CDCC is thrilled that the regulations will now allow this much-loved golf tournament to go on, with all the precautions necessary to keep participants safe as they make their way around the course and interact with each other.

The Bluesuiters Golf Tournament, hosted by the Central Delaware Chamber of Commerce's Military Affairs committee, is designed to help maintain and strengthen the positive and supportive relationship the CDCC enjoys with the Dover Air Force Base. This unique tournament connects personnel from DAFB and members of the community for a day of golf and networking. You do not want to miss this incredible

See Bluesuiters — Page 15

Christmas in July – Making Plans for the Holiday Gift Auction

The Holiday Gift Auction is one of the biggest events of the year and is open to the public. This year's event will be held on Wednesday, October 28th, at Maple Dale Country Club in Dover. From 5 – 8 pm, guests will be invited to browse through over 150 items that have been donated by local member businesses, enjoy wonderful food, visit with friends and business associates, and bid, bid, bid!

Our auction items are donated to us by a variety of local member businesses. The items are always of a high quality and give our shoppers an opportunity to purchase unique items for themselves or for the people on their holiday shopping lists. A wide range of items – from food to jewelry to clothing to experiences – provide a vast array of purchasing possibilities for our guests. This event is one of the ways we can support our member businesses – it gives us an opportunity to highlight their goods and services! Businesses responsible for

See Auction — Page 20



An Evening by the Water with Dover Federal Credit Union



Mark your calendars for July's Sunset Business Mixer – Wednesday, July 29th, from 5 – 7 pm, at Dover Federal Credit Union at 1075 Silver Lake Boulevard, in Dover, DE. Members and guests can look forward to a wonderful evening of expanding their networks with Central Delaware's business community. The event will be an outdoor, tented event in a beautiful setting at the edge of Silver Lake.

Originally chartered in 1958 by a small group of Air Force and civil-



ian workers at Dover Air Force Base and celebrating over 60 years of service, Dover Federal Credit Union's goal has always been to operate a member-owned financial cooperative, democratically controlled by its members. Its purpose is to promote thrift, provide credit at competitive rates, and provide other financial services to its members. Today,

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Judy's Journal



PRESIDENT - JUDY DIOGO

“Eager for July”

You know how a child feels on Christmas Eve. The excitement. The anticipation. That is how your Chamber, the CDCC feels about July 1st. We are hopeful that on July 1st we will be into Phase 3 and our economy will start to rebuild!

As your Chamber, we have worked tirelessly to be the voice for our business community here in Kent County during this COVID-19 Pandemic. We have created a variety of new publications including a Daily Bulletin to keep you all in the know on the latest COVID-19 information from numbers, to phases to products. We also created email publications to provide updates on area retailers, restaurants, hotels, financial institutions, non-profits and the list goes on.

As part of the Association of Chambers of Commerce for Delaware (ACCD), the CDCC has participated in regularly scheduled calls and Zoom Meetings with members of the Governor's Team to communicate to them what we have been hearing from you, our businesses: what you need; how you need to operate; the obstacles you are facing; your financial concerns; and again, the list goes on.

One thing I think we can all agree on is that this has been a very challenging time. However,

as your Chamber, we are hopeful that, in Phase 3, we will see the tide change for our businesses. We have heard you and we have communicated that you are ready to open.

We have asked that the “restrictions” we have seen in the previous phases become “recommendations”. We are encouraged, during our meetings, to hear more confidence in our businesses to provide safe environments for both their employees and their customers, and we are hopeful that all our businesses will have the opportunity to open in Phase 3.

I think we all understand that we will need to continue to take precautions during the next few months. This could include wearing face coverings and social distancing as much as possible. I also believe we can agree that individuals will choose where and when they go out to eat and shop.

We are eager to see Phase 3 coming our way and we anticipate it coming as early as July 1st. We very much appreciate your trust in the CDCC. Thank you for giving us the opportunity to be your voice. We thank those on the Governor's Team for continuing to meet with us to work toward getting our economy back up and running!

Calendar of Events

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

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
4:30pm,
Dover Federal Credit Union

Wednesday, July 29th
Sunset Business Mixer
5pm-7pm
Dover Federal Credit Union

August 2020

Thursday, August 6th
Kent County is Open For Business
TENTATIVE

Tuesday, August 11th
CDCC Board Meeting
7:30am

Tuesday, August 11th
Marketing Committee Meeting
9am
CDCC Board Room

Thursday, August 13th
Member Orientation
12:00pm
CDCC Board Room

Tuesday, August 18th
LCD Steering Committee Meeting
12:00pm
CDCC Board Room

Monday, August 24th
CDCC Executive Committee
8:00am-10:00am
CDCC Board Room

Wednesday, August 26th
Ambassador Meeting
3:30pm
Harvest Ridge Winery

Wednesday, August 26th
Sunset Business Mixer / Member to Member Expo
4pm-7pm
Harvest Ridge Winery

Thank you to the CDCC Cornerstone Members!

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Est. 2013

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

Chamber Connections

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

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

Cornerstone Member - Dover Federal Credit Union

Dover Federal Credit Union Practices “People Over Profit” During Pandemic



As the onset of the pandemic grew imminent, the team at Dover Federal Credit Union (DFCU) went to work planning new strategies and anticipating their needs and the needs of their customers. The days prior to the Governor’s “Shelter in Place” Order were filled with intensity and were marked by difficult conversations. No one was sure of the significance of COVID-19’s impact, but as the crisis mounted, the folks at DFCU knew exactly what they had to do: take care of their members.

It became clear that DFCU’s employees were going to be sent home to work from remote locations. While most knew the basics about checking emails and staying engaged, the idea of working from locations completely away from the office was brand new. In an effort to test it out and educate everyone, the leadership initiated an experimental remote workday. This proved to be a great way to build strategies and work out the glitches. Lessons were learned, necessary equipment was obtained, and, when continuing the work from a different location soon became a reality, the team was ready.

“Business as they knew it” took a turn; the focus had everything to do with the members. Even though making help available for their clients would not be profitable for the company and solutions to the needs of their members would, in many ways, erase the credit union’s income, the decision was made that, for each one, they would use the phrase “people over profit” as their touchstone. “Members really drove every decision that was made,” remarked Tyler Kuhn, Assistant Vice

President of Marketing and Digital Services. Even though this new way of operating would mean long days and many hours - even working on the weekends, their goal became helping their members, especially “the little guys,” be able to take a breath and stay afloat.

With the creation of the Paycheck Protection Plan (PPP), a brand-new loan created by the Small Business Administration, calls came pouring in. With each call, a new strategy developed to assist the members. There was a big learning curve for employees as this new loan emerged. The paperwork surrounding the PPP was tremendous and there were many questions that begged answers. How much could be borrowed? At what rate? What were the terms? Would the loan be forgivable? The team went to work learning and putting into place every detail of the process.

DFCU began expanding and changing their traditional lending guidelines, even doing things that are not normally part of a credit unions playbook. They began allowing members to skip payments for 90 days, enabling them to keep more cash in their pockets for immediate use. Members were able to borrow significant sums of money with a 0% interest rate. Other lending opportunities were developed that provided clients with up to 1% cash back and 90 days until their first payment in order to free up cash immediately. Free credit score analyses were offered, helping members to get themselves and



their accounts into a healthier position. These actions, initiated by DFCU, provided help in real time and members felt the results.

To date, many loans have been granted, from the smallest loan of \$1,000 to much larger sums. Some of these loans were given to current and long-time members of the credit union, while others were given to people who just joined the credit union after being turned down by other lending agencies. Over 1,000 skipped payments have been allowed.

As the crisis begins to wind down and businesses begin to re-open, the team at DFCU continues to remain diligent, assisting members at every step along the way. Because of their concern for their members and their amazing flexibility, the depth of the member relations has grown. The credit union is also pleased to welcome many new members to their list of shareholders. At the end of the day, the folks at DFCU feel a great sense of accomplishment and pride, knowing that, in the midst of a very dark time, they were able to come through for their members. “It was cool to see how thankful people were,” commented Kuhn, “and it



felt good to know that our actions were immediately helping people.”

Originally chartered in 1958 by a small group of Air Force and civilian workers at Dover Air Force Base and celebrating over 60 years of service, DFCU’s goal has always been to operate a member-owned financial cooperative, democratically controlled by its members. Its purpose is to promote thrift, provide credit at competitive rates, and provide other financial services to its members. Today, DFCU’s over 42,000 members include the military, Delaware families, and over 450 Workplace Partners.

To learn more about Dover Federal Credit Union, feel free to call them at (302)678-8000, or visit their website at www.doverfcu.com.

Cornerstone Member - RR Commercial Realty

R&R manages commercial assets, so you don’t have to

While R&R Commercial Realty provides top-shelf service to buyers and sellers on Delmarva, one of our lesser known services is property management.

As anyone who owns a commercial property knows, they’re management intensive. To produce the maximum return on investment this asset class needs constant attention. Responding to emergencies and staying on top of routine maintenance are bare minimums. But, deep market analysis, innovative tenant acquisition/retention strategies and shrewd capital improvement projects are all needed to take these investments to the next level.

R&R Commercial Realty has been a market leader in these services since 1996. Since then, we’ve established long-standing contracts in all three counties of Delaware and built a network of nationwide industry contacts.

No commercial property is too big or small and no task is outside our expertise. We offer an à la carte suite of services depending on how much or little the property owner needs. From just relying on a trusted local firm to collect rents to comprehensive, top-to-bottom administration; R&R Commercial Realty is your solution.

Our management services include retail, office and industrial properties. Our firm is capable of overseeing the daily details of the



management and operations of your property without losing sight of the owner’s overall objectives. We understand the delicate balance between controlling operating expenses and providing a level of service that ensures value.

Our list of service include, but aren’t limited to:

- Common area enhancement services
- Janitorial services
- Landscape maintenance and enhancement
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- HVAC maintenance
- Tenant relations/negotiations
- Collections and evictions
- Lease renewals
- 24/7 emergency response
- Vacancy management
- Marketing
- Capital improvement management
- Vendor contract services
- Financial reporting and record



keeping

It’s important to note that not all management companies are created equal. With R&R Commercial Realty, you’re getting more than just a steady hand at the wheel. With a thick rolodex of satisfied customers, this firm has been built on the bedrock of proven performance. In a small market like the Delmarva peninsula, reputation counts. Ours is one of competence, reliability, conscientiousness, determination, and professionalism. It’s our job to know this market, and we’ve developed an understanding of it that only comes with decades of experience.

By putting R&R Commercial Realty to work as your property manager, you get our team, reputation, and the institutional knowledge that’s been painstakingly acquired

through years of hard work. That’s a superior product available nowhere else in Delmarva.

About R&R Commercial Realty:

Established in 1996, R&R Commercial Realty is a highly successful real estate firm located in the center of the Delmarva Peninsula. With a focus on commercial real estate, R&R is one of the most visible and well-respected local firms. Services include commercial & industrial sales and leasing, land sales and development as well as property management. For additional information about R&R Commercial Realty and its extensive inventory of commercial property, visit our website at www.randrcommercialrealty.com or contact our offices at 302-674-3400 or info@randrcommercialrealty.com.

The LCD Class of 2020 Ends Their Year With Power

As Leadership Central Delaware's year of day-long learning experiences came to a close with Energy & Environment Day, the safety protocols and precautions of Phase 1 forced the planned outline for the day to be abandoned and replaced by a virtual experience. While ZOOM did not offer the same aesthetics as the St. Jones Reserve typically does, it did allow the class to gather for conversations about electricity, natural gas, and how to best care for the Earth. The platform for the day was a panel discussion among some of the area's leading experts in the energy industry who spoke about how energy is produced and distributed in Central Delaware and entertained questions from class members.

Dave Detrick, Manger of Sales at Chesapeake Utilities Corporation and graduate from LCD Class of 2013, gave an overview of the process involved in dealing with natural gas. For more than 100 years, his company has successfully delivered safe, secure, reliable and efficient solutions that are environmentally and economically smart. Dave spoke in detail about the various sources of natural gas, how it is cleaned, and what goes into its distribution. He also shared that the Chesapeake Utilities Corporation is now exploring the possibility of working with recyclable natural gas, which is able to be refined with much less waste.

Dave also shared with the group a little bit about how COVID-19 was addressed by his company. The vast majority of on-site workers are now working remotely from their homes. That is not likely to change in the foreseeable future. The company showed remarkable leadership in making sure that their employees had everything they needed in terms of equipment to make this new reality work. The company leaders were also very concerned about the affect this separation and isolation would have on their workers. To that end, they worked hard to continue to maintain clear communication in order to keep their workers engaged. Chesapeake's CEO even called every employee one time per month just to check in and make sure that they were doing okay.

Ed Jackson, founder and owner of Affinity Energy Management, shared his insights on leadership. His company works as an energy broker to connect energy consumers to suppliers. He assists customers in shopping competitively for electricity and natural gas. His resume shows a remarkable career in various roles in the energy business, from worker to manager to owner - or as he put it, "I used to work for the man - now I am the man." He has been a sole proprietor for 14 years. He describes his career as incredibly hard work, but as also highly gratifying. He encouraged the class members to remain focused on what they want their lives to look like. He advised them to set goals and create action plans in order to achieve their dreams. He also shared his insights about the ever-present element of risk and how important it is to be aware of, but not intimidated by it.

The final member of the day's panel was Pat McCullar, president and CEO of Delaware Municipal Electric Corporation, otherwise known as DEMEC. DEMEC has been in Delaware for more than 40 years and is a joint action wholesale electric utility. The continued goal and mission of DEMEC is to advance the principles of public power community owner-



A program of the Central Delaware Chamber of Commerce

ship and provide competitive, reliable energy supply and services to its members' communities. DEMEC is able to accomplish its mission through active representation and participation in regional and federal arenas.

Pat shared with the class the growing impact of solar energy and solar panels in today's world. While DEMEC already works with renewable energy, they are planning to increase this sector of their business. Renewable energy currently comprises 16 of their business - their goal is 25%, which would allow them to power an additional 24,000 homes. This kind of energy helps to reduce emissions and is good for the environment. In terms of reducing emissions, their goal of 25% would be the equivalent of removing 32,000 cars from the road.

Pat also talked about leadership

and the importance of good leaders. He feels strongly that good leaders will hold people to the highest possible standards, they will take the best possible care of their people, and they will provide the freedom necessary for their people to excel and innovate. The main fundamentals of leadership that are in place at DEMEC are leading by example, creating a healthy culture, providing adequate training, setting the bar high, setting clear goals and direction, and celebrating everyone's wins and accomplishments.

Energy & Environment Day turned out to be an information packed morning for the class members. They were extremely engaged in the conversations and asked many questions. They seemed very interested in what the energy of the future would enable people to do differently. Most of all, these emerging leaders were amazed by the process involved in getting energy from its source into their homes and business. They commented that turning on the lights or the stove was something they had taken for granted - even starting the car seemed more like a right than a privilege. They found the day helpful and relevant and left with a new appreciation for the environment and for the way it provides for us. One might say that the conversation left them pretty "charged up!"

While this was the last of their monthly sessions for the year, the

class will be together for a closing retreat in late July (postponed from mid-June). At that retreat, they will have an opportunity to collectively reflect on the year and what it has meant to them and to their businesses. They will also hear about possible next steps in their leadership development. The Class of 2020 will graduate at the Awards for Excellence Dinner which is now being planned for some time in September. The class will have additional opportunities to reunite next Spring as they will be invited to join the Class of 2021 for the in-person version of the days they missed due to the pandemic.

This was a very different kind of a year for our leadership students, as it has been for all of us. There were many changes in program and format. Our Class of 2020 showed great flexibility, resiliency, strength, and courage as they continued to engage in the events and activities, even when they were moved to a virtual platform. They have practiced critical leadership skills in real time - and they have shown great promise. We are excited about our soon-to-be newest alumni and we are anxious to see their impact on Central Delaware. Please join us in congratulating the Class of 2020 as they complete this step of their leadership journey!

Sponsors confirmed as of 9.26.19



Thank you to our Sponsors!































Mary Randall, Coordinator of Kent County's Read Aloud Delaware program, received 2,683 books from the Class of 2020.



Have garden tools – will travel!



Many hands make light work.

Learning Leadership and Making an Impact



Planting and Planning go hand in hand.



Beautification at its best!



Kitchen – before



Kitchen – after... WOW!



The House of Hope stands ready to help.

One of the requirements of our Leadership Central Delaware curriculum each year directs class members to work together on projects that will benefit the community. These Community Impact projects help students to apply their developing leadership skills to real-life situations that will help other members of the Central Delaware community. Project proposals are submitted each year by non-profit member businesses and are voted on by class members at their Opening Retreat in September.

While only required to complete one project, this year's class voted to participate in three Community Impact projects. They chose to help provide landscaping for the Boys Scouts of America around their newly constructed maintenance building. In addition, class members worked to help renovate and renew a building owned by The Central Delaware Housing Collaborative (CDHC) which will become a new women's shelter. Finally, to benefit the children of our community, the class launched a book collection for Read Aloud Delaware. Class members were responsible for planning, budgeting, fundraising, and working as a team to properly execute each project.

We are pleased to report that all three projects will be completed by the time you read this article! The class appointed project managers, divided up the tasks, played to their strengths, and never gave up until the work was done. They worked with determination and persistence, even as challenges arose and hurdles threatened to block their progress. With every issue that arose, they simply used their flexibility to pivot to a new strategy and kept on working, taking notes and learning lessons along the way.

Class members spent many weekend and weeknight hours working at the CDHC House on West Division Street. They painted, cleaned, put in new cabinetry, new flooring and carpet, and did some landscaping. Work on the house "refresh" is now complete and class members are looking forward to an open house and a ribbon cutting, still in the planning stages. According to Dan Houghtaling, Chair of the Collaborative, "The 2020 LCD class played a big part in helping to clean the house out and in cleaning and painting all the rooms to give the house a fresh look. Thanks to the LCD Class of 2020, the CDHC House of Hope is a reality and opening its doors on July 6."

Since the Boy Scout project was an outdoor project, it had to wait until late Spring. Preparation for the project began long before the new landscaping was actually installed. Class members made calls and received donations from community businesses for the necessary plants and shrubbery. Measurements were taken and plans for planting were designed. Once the weather warmed up and there was no longer a threat of frost, class members went to work. The maintenance building at the Boy Scout complex is now surrounded by beautiful landscaping, including new plants and a fresh new layer of mulch. Ray Teat, Director of Support Services, explained, "The leadership landscaping project at Akridge Scout Reservation has taken our new office facility to the next level. The landscaping provides a professional, finished look to a beautiful building. That appearance speaks volumes to our friends and com-

munity about the Boy Scouts of America! Thanks, CDCC Leadership!"

Throughout the course of the year, our class members collected gently used and new books for Read Aloud Delaware. Once the books were gathered, the group spent a day or so cleaning each book and making minor repairs where necessary. They then packed the books into cartons to be ready for delivery. On Monday, June 15th, they delivered 2,683 books to Mary Randall, Read Aloud's Kent County Coordinator. Ms. Randall was thrilled with the donation and the efforts of our class. She thanked the group and talked about what a huge impact their donation will have on the children in our community. "The leadership program's successful book drive has given us the opportunity to spread the joy of literacy to the children of Kent County," she remarked. "This donation has helped countless children in Delaware learn to love to read."

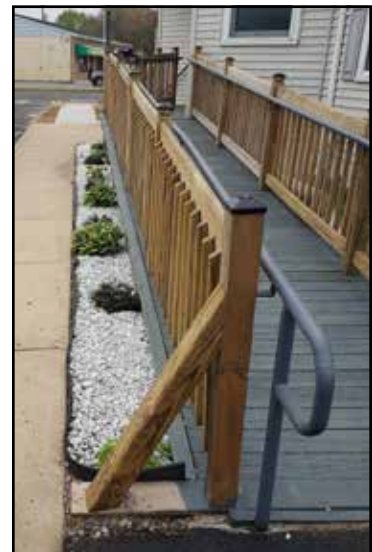
The community definitely felt the impact of the projects, but the class felt a certain impact as well. They learned about the need for good clear communication. They expanded their understanding of determination. They became proficient at teamwork. When asked which parts of the project would enhance their leadership growth, Trey Bowden of Good, Better, Best Technologies commented, "The importance of keeping communication lines open and forging ahead with action despite unforeseen challenges that always seem to pop up." Classmate, Dawne Nickerson, 436th Airlift Wing/Public Affairs Chief, Community Engagement, reflected, "I learned how to better work as a team, focusing on everyone's forte and using the right people in the right places." "I learned a lot about myself especially a need for more patience and flexibility," observed Vince Setnar, "This project provided me a great experience and opportunity to better understand myself and how to address challenges."

In addition to the skills they learned, the impact projects also left their impression on the hearts of the class members. They spoke of being proud and feeling good about what they had accomplished. Courtney Duncan of Merrill Lynch, said it this way, "It made me feel like I was part of something bigger than myself." "Being a part of community impact projects that benefit young people in Delaware gives me a great sense of pride to be able to help future generations," remarked Brennan McKone, Chesapeake Utilities Corporation. They observed the growth in class unity, "It's amazing how quickly you can make positive change occur when you are headed down the same general path." Dawne is still in awe about how much the class was able to accomplish, "We did a lot of good for a lot of people. Over 2600 books, the Boy Scout's building looks great, and we flipped a house. That is #dogood if I ever saw it!"

Once again, the Class of 2020 rose to the challenge. Their drive and determination, combined with their sheer hard work, made a significant positive impact on our community: three projects, 2,683 books, a renovated living space, landscaping... done by 23 busy people with varying skill sets and backgrounds in their spare time... during a pandemic. WOW! That takes some serious leadership!



It took some serious muscle power to dig the holes for all those beautiful plants.



A little new landscaping make it look more like home.



Bedroom – before the TLC of the Class



Bedroom – after new paint, carpet, and bunk beds

Member News

Fifer's is Winning – Even After the Rules Changed!

One doesn't have to spend much time playing games with children to understand that "fair" is extremely important and it's never okay to change the rules mid-stream. If a game is set to be played a certain way, it's not okay to change the agreed upon regulations until the start of a new game – and even then, it might take an act of Congress!

For many, learning to cope with the restrictions and new protocols that came with COVID-19 was hard work. Procedures and processes that had long been the "norm" for businesses were no longer acceptable, and new ways of doing business often had to be invented spontaneously... in keeping with the rules. And just when everything seemed to slip into a new routine, the rules would change... yikes! Some were unable to keep up with the frequent changes, others did not have the manpower to make the alterations, and still others just got tired and decided not to re-open until it was all over.

For Fifer's, the rules changed just prior to April 3rd, the day of the seasonal Grand Re-Opening. Fifer's closes annually, just before Christmas, and always re-opens during the first week in April. At the onset of the pandemic, the team at Fifer's had spent many hours getting the store ready for customers, doing their best to provide what would be a safe experience for all. Hand sanitizing stations were installed, the now commonplace 6 ft. markings were placed on the floors, and the staff received new instructions regarding the wearing of face masks and gloves. On Tuesday, March 24th, the Governor's Office issued the shelter-in-place order and the rules all changed – just like that!

The team at Fifer's found themselves searching for a new way to distribute their products, both on a commercial and a retail level. Under the direction of Curt Fifer, Wholesale Sales Manager, the wholesale market for asparagus and strawberries was strong but included new and different customers because schools and restaurants were closed.

For direct to consumer sales, Mike Fennemore, Retail Sales Manager, desiring to keep his employees and customers safe, developed an Online Shopping Program using software they had previously used for Restaurant orders. Soon, a strategy for Curbside pickup evolved. Customers were able to place orders online twice per week and pick up their produce at their designated appointment time without ever getting out of the car! This seemed to satisfy their patrons' longings for asparagus, strawberries, cider donuts, kettle corn, and all the other Fifer favorites people spend the winter looking forward to. With a great deal of precision, orders were taken and filled, pick up times were

scheduled, and items were taken home to enjoy.

In a moment of wild creativity, and as a substitute for the Pick Your Own Strawberry Patch, the team at Fifer's initiated a "Drive-Thru Strawberry Patch!" Cars were directed around the strawberry field, past the high tunnels that house tomatoes, near the dwarf apple trees and back through the strawberry check-out tent where customers could purchase freshly picked berries by the flat. Well over 1,000 cars "took the tour" on Memorial Day and the following Saturday. Besides being a unique way to obtain strawberries, this drive-thru alternative served as a family outing for many who had been cooped up for such a long time! After the Drive Thru Strawberry Patch was such a success, Fifer's initiated Drive-Thru Pop-Up Tent Sales in our Store's Parking Lot on Non-Curbside Days which also became quite popular.

As we draw closer to the depths of summer, there is plenty for customers to look forward to and much progress is being made. "For a while, we could only plan one day at a time," mused Mike, "now we've progressed to a week at a time!" The blueberry patch is currently open for people to come and pick their own blueberries. Next on the "you-pick" list will be the sunflower patch, where customers can come and cut their own beautiful sunflowers. The Fifer family is cautiously hopeful that summer and fall activities like Peach Ice Cream Day and Fifer Fall Fest can be planned and carried out. As far as specifics, they are unable to commit to exactly how the events will take place, because there is no way to determine what tomorrow may bring in the way of regulations. The best thing to do is to keep checking the Fifer Website and Facebook Page for updated information. Mary Fifer Fennemore, 3rd Generation Family member and Office Manager commented, "We're working hard to provide Kent County with great farm produce and experiences, and FLEXIBILITY is the name of the game at Fifer's...like being a rubber band!"

In the meantime, there is always something interesting and fun for customers to do and to anticipate at Fifer Orchards. The ingenuity and flexibility of the team at Fifer has a real knack for generating new ideas – even in a situation where the rules have changed. They are excited to welcome everyone back to the farm and look forward to special events still to come. The Country Store at the Farm, just west of the little town of Wyoming is now open for walk-in customers Monday – Saturday, 9 am – 6pm. For more information, visit their website at www.fiferorchards.com.



Virtual Legislative Conversation Reaches Thousands

On Friday, June 12th, your Central Delaware Chamber of Commerce was pleased to hold a virtual version of its annual Legislative Luncheon. Each year, all Kent County senators and representatives are invited to participate in this event, where current issues are discussed and there is a lively exchange of ideas. The Legislative Luncheon is known for connecting legislators and residents, exemplifying the way governing happens in Central Delaware.

Lawmakers gathered at The Great Hall at St. Andrew's Lutheran Church, along with a moderator and a few members of the Chamber staff, to discuss the issues that are currently the topic of conversation among members of our state's General Assembly. Social distancing was enforced at the event as well as a limit on attendance. The event was broadcast on Facebook Live and was recorded for the CDCC's website.

While filming and broadcasting the event was a new twist for the Chamber, this new strategy seemed to broaden the reach of the CDCC to an audience bigger than ever before. The ever-popular Legislative Luncheon typically draws a crowd of about 250. According to the analytics on Facebook, the broadcast boasted a reach of almost 16,000 people, while 4,500 of those were actual viewers. During and after the broadcast, 910 people actually engaged with the broadcast by posting a reaction, making a comment, sharing the post, or tagging the post in a post of their own. In addition, several viewers have watched the recordings of the event on the website. Perhaps, in addition to the in-person interaction at the Legislative Luncheon, broadcasting will become a standard strategy for reaching a larger audience.

The CDCC would like to thank the legislators who were able to participate: Sen. Dave Lawson, Rep. Charles S. Postles, Jr., Rep. Jeffrey Spiegelman, Rep. Bryan Shupe, and Rep. Lyndon Yearick. Thank you to David Boothe, of BIG Investment Services, for serving as the day's moderator. Thank you also to the team at St. Andrew's for making it possible for us to utilize the Great Hall for our event.

We would also like to thank our generous sponsors for their support of the Legislative Luncheon. Thank you to our General Assembly Sponsors: Allen Insurance Group, Artesian Water Company, Inc., C.S. Kidner Associates/Capitol Strategies, Comcast, Delaware Association of Realtors, Delaware State News, Delmarva Power, Del-One Federal Credit Union, Delaware Municipal Electric Corporation, Dover International Speedway, Highmark Blue Cross Blue Shield of Delaware, McGinnis Commercial Real Estate Co., Pepsi Bottling Ventures of Delmarva, Shore United Bank, Still Insurance Agency powered by Ascela, The Malmberg Firm, LLC, The Willis Group, LLC, and Wilmington University. Thank you also to our Platinum Sponsors: Axia Management, Chesapeake Utilities Corporation, Dover Federal Credit Union, Harrington Raceway & Casino, KraftHeinz, L & W Insurance, PAM Rehabilitation Hospital of Dover, and R & R Commercial Realty.



Rep. Bryan Shupe



Rep. Jeffrey Spiegelman



Rep. Spiegelman made a sign to implore visitors to come back to Delaware.



Rep. Charles S. Postles, Jr.



Sen. Dave Lawson



Rep. Lyndon Yearick



Lawmakers practiced appropriate social distancing during the event.



Legislators made every effort to look into the cameras and connect with viewers.



Moderator David Boothe of BIG Investment Services

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Member News

Dover High's Graduation on Track to be Memorable!

Since the middle of March, the pandemic has wreaked havoc with many groups of people. Workplaces have been closed, schedules have been rearranged multiple times, in-person school classes were discontinued, and events of all kinds have been cancelled. Many annual traditional activities have been completely re-worked!

COVID-19 disruptions were especially disappointing for Central Delaware's high school seniors. Dr. Dan Shelton, superintendent of the Capital School District observed, "This was a difficult year and there were many traditions that our students were mourning." Students were unable to finish their last days of high school in person, proms were cancelled, and the familiar graduations that most had dreamt of were put on hold. That is, until a little ingenuity and a lot of creativity took over, resulting in one of the most memorable graduations ever!

Understanding the situation and wanting to help in any way possible, a small group of leaders from the Capital School District and Dover International Speedway got together and a wonderful partnership was formed around creating a unique ceremony for Dover High's seniors. The team at the speedway handled the logistics with the line up and the track, the Capital School District folks went to work planning how to monitor the order so that the diplomas and gift bags would be ready to be present to the correct graduate. "It was a real team effort and I think it went off fantastically," Dr. Shelton remarked afterwards.

"Any event such as this is not possible without the support of a lot of great people and I consider myself fortunate to work with the motor-sports team at Dover International Speedway," commented Jim Hosfelt, Director of Public Safety and Track Operations. "When we began planning, we asked for volunteers to support the event and without hesitation they stepped forward with their time and energy. Many of them are Dover High School alumni so it brought back some great memories in that respect as well."

The school orchestrated a very well thought out, well produced virtual graduation on Wednesday, June 3rd. Traditional speeches



were given and special recognitions announced. It was a ceremony with all the expected pomp and ritual. A virtual platform did not allow, however, for the hand-off of the coveted diplomas. An incredibly unique "part two" of the graduation event would take place the next evening.

On June 4th, a steamy Thursday evening, decorated cars filled with proud seniors, donned in their blue & white commencement regalia, and accompanied by happy family members poured into the parking lot of the speedway. The cars were placed in groups of twenty-five and lined up for the festivities. At the appropriate moment, drivers were given the go ahead and members of the Class of 2020 entered the Monster Mile for their victory lap! In groups of twenty-five, cars followed a pace car around the track and eventually entered Pit Road, where they were greeted by faculty members and administrative staff members waving flags and cheering them on. The graduates then pulled into Victory Lane to receive their hard-earned, well-deserved diplomas! This was a once-in-a-lifetime opportunity and allowed this year's graduates to "go out in style!"

"I am sure that at their 25th high school reunion, they will still remember their graduation ceremony!" commented Mike Tatoian, President and CEO of Dover International Speedway. "While it was not how they likely would have preferred it, we were very happy to play a small role with turning a crummy situation for them into a unique

See Dover — Page 9



Dover

Continued From Page 8

opportunity that many around the country didn't get!"

Tim Horne, Senior Vice President and CFO, put it this way, "While it may not be what the graduates and their families wanted and deserved after reaching such a milestone - we were very happy and honored to at least make it something that they will certainly never forget."

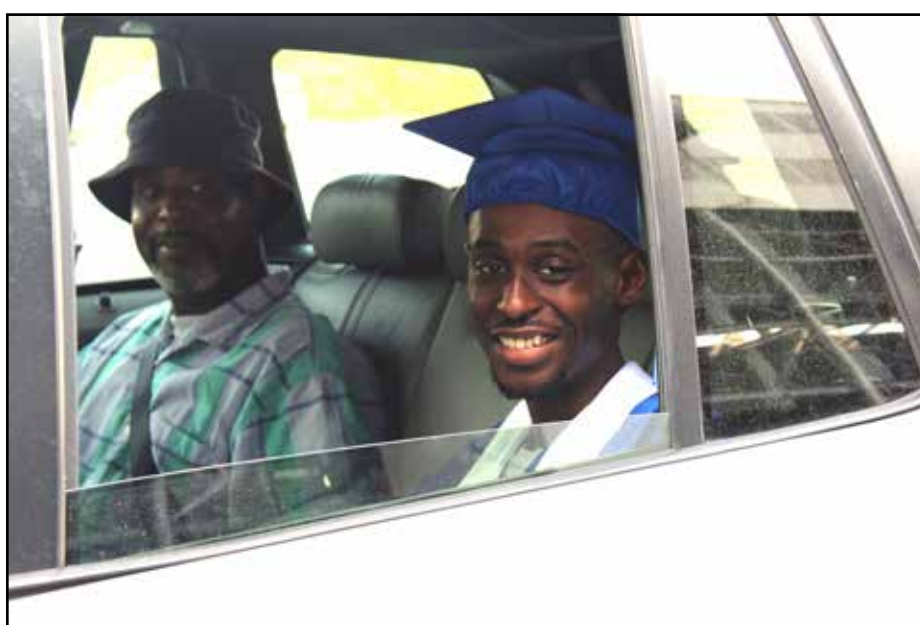
The evening's tribute was a bright spot in an otherwise dark time for Central Delaware. While the pandemic was still on everyone's mind and civil unrest soared, a marvelous celebration took place for a group of students, their families, and the community. "The one thing that struck me was that for those four hours everyone forgot the craziness in the world around us and directed their attention to the young men and women of Dover High's Class of 2020," observed Jim Hosfelt. "Their senior year was upended by something out of their control and it was our hope to send them off with a one-of-a-kind experience."

A special thank you is owed to the group of people who made this

unique celebration possible. Thank you to Dr. Dan Shelton, superintendent of the Capital School District, and Dr. Courtney Voshell, principal of Dover High School, and their entire team. Thank you also to the folks at Dover International Speedway: Mike Tatoian, President and CEO, Tim Horne, Sr. Vice President and CFO, Patrick Long, Director of Event Operations, and Jim Hosfelt, Director of Public Safety and Track Operations. Tim Horne remarked, "There were also many people who

typically work our race weekends that jumped at the opportunity to volunteer to help pull this off for the students and their families."

Please join the Central Delaware Chamber of Commerce in thanking the folks at Dover International Speedway for this magnanimous gesture to help the community! Also, join the CDCC in congratulating Dover High School's Class of 2020!



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Member News

The Church at its Best: Gathered or Scattered?

It seems that, throughout history, there have been very few circumstances that have forced the sustained closure of churches. Occasionally, a weather event of some kind will delay or even cancel a service or two, but to completely shut down churches for three months or more at a time is largely unheard of! To close the doors of the place where the godly gather seems to fly in the face of the faith they share. The Pandemic of 2020 has done the unthinkable and has forced parishioners to cling to their faith while only being able to virtually cling to each other.

Church leaders have done their best to remain connected to their members. Many churches have stepped into the world of virtual worship, broadcasting services online via Facebook live or using ZOOM or other platforms to connect their folks. Pastors and members alike have been amazed at the number of people that tune in to virtual Sunday morning worship experiences, often doubling or tripling their worship attendance.

At St. Andrew's Lutheran Church in Dover, Interim Pastor Gordon Simmons shared that there exists a strong network of communication. The pastoral care committee has taken the lead on making sure that people are connected. Pastor Gordon maintains a practice of calling the people who are on the prayer list. He also publishes a "Thought for the Day" that reaches many on Facebook. "The hardest part has been not being able to provide in-person care for those in the hospitals and nursing homes," he commented. He mused about becoming a ZOOM expert, using the platform to offer Bible Studies as well as for Church Council meetings

and Confirmation classes.

Rev. Dr. Erika Crawford at Mt. Zion A.M.E. Church in Dover is leading ZOOM Bible studies. She is also hosting a conference call each day at 7 am and at 7 pm that give people an opportunity to connect with her for pastoral care and prayer. She has tracked an average of 40 people on the 7 am calls and 60 on the evening calls.

As businesses begin to re-open and the imposed restrictions lessen, there is talk of when and how churches will re-open. Pastors are hearing of a deep longing among their parishioners for a return to corporate worship and an opportunity to reunite, to gather to celebrate the faith they share. Faith and spirituality are the strongholds on which many people depend. The absence of corporate worship experiences has tested that faith and, in some ways, threatened that stronghold. "There is something that happens psychologically when people sense that they are out of community," remarked Rev. Dr. Erika Crawford of Mt. Zion A.M.E. Church in Dover. "It has to do with the way we were created."

While churches have been closed to the public, the work of the church has continued. Pastors and church leaders have worked diligently to remain connected with their members. Many churches have placed themselves on the front lines during this time feeding the hungry, supporting the first responders, providing guidance and counsel to those in trouble. A popular catch phrase points out that "the church has not been closed, it has been deployed," as it has continued to work to connect people with what they need, both physically and spiritually, and pray for those who are

hurting. Outreach at many churches has continued through the crisis. At St. Andrew's, members have played a pivotal role in the massive food distribution experiences at Dover International Speedway and are currently working on their own food drive. In addition, they shared their palm branches from Holy Week with the community by placing them outside the sanctuary doors and distributing them at the hospital. Being banished from the comfort of the sanctuary has sent worshippers into their neighborhoods to share their faith. "The church at its best is not the church gathered," commented Pastor Erika, "The church at its best is the church scattered."

As far as re-opening the church for worship, plans are uncertain, to say the least. There are many people who are very anxious to return, while others are afraid to venture out. The congregations at both St. Andrews and Mt. Zion, like many mainline churches, are comprised of mostly people over the age of 65 or who have underlying health concerns. Pastor Gordon at St. Andrews and Pastor Erika at Mt. Zion commented on the many details that must be addressed before public worship can begin again. Social distancing will limit the number of people who are able to come. Services may need to be added to accommodate the congregations. Complete sanitizations between services may make additional services cost-prohibitive. People will no longer be able to share Bibles and Hymnals. They must be encouraged to wear clothing that is washable. Parishioners may be asked to submit to temperature checks. Decisions will need to be made regarding the collection of

the offering and the distribution of Holy Communion. Even the singing of hymns and spiritual songs may be prohibited.

"We will need to be ready to do some grief counseling when worship begins again," remarked Pastor Erika. "Church as we knew it has died. Church will now become work - it will no longer be a default practice, but now it must be done with intention."

The folks at St. Andrew's are hoping to re-open in some way during the month of July. The people at Mt. Zion will be experimenting with occasional outdoor worship services beginning in August. The willingness of parishioners to attend services is still in question. Some are afraid to leave their homes, others have gotten used to the convenience of worshipping online, and still others are very anxious to come back to church. Attendance and the role of the church are part of the unknown, according to Pastor Gordon, "There is no way to predict how people will feel or where that leaves the church. Some people will hardly be able to wait to come back, while others may come to the notion that they can get along without the church after all."

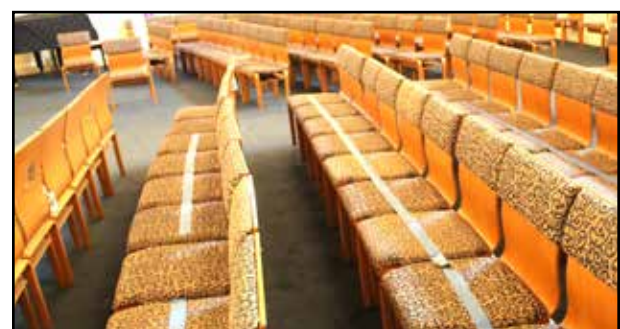
Many questions and concerns are still swirling about the re-opening of churches everywhere. Inside the congregations there are frequent discussions, plans are being made, and the safety of the worshippers is given the highest priority. Until the decisions are made, people are encouraged to remain faithful, to continue praying, and to actively "be the church" - especially while they are scattered.



Bibles and Hymnals have been removed from the pews to avoid transfer of germs.



Mt. Zion's will be able to seat about 70 parishioners if they social distance, but sit in family groups.



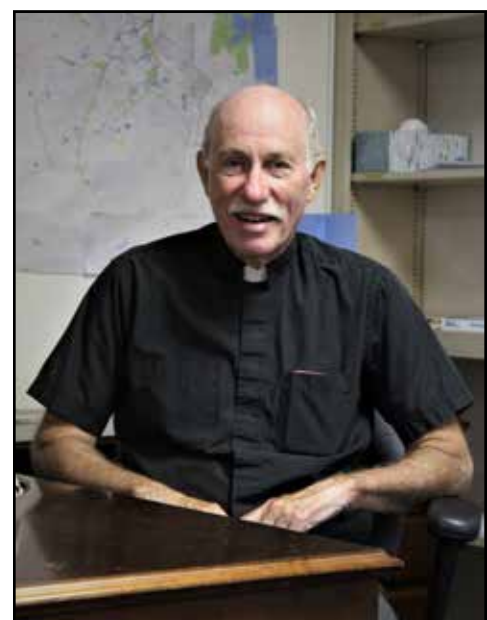
Experimenting with seating at St. Andrew's has resulted in a safe capacity of 40 people.



Rev. Dr. Erika Crawford



St. Andrew's Sanctuary has been the setting for the filming of virtual worship.



Interim Pastor Gordon Simmons

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 C.S. Kidner Associates/Capitol Strategies
 Aurora King
 Larence Kirby
 Shawna Kirlin
 /ME The Moving Experience Real Estate
 Kitty Knight LLC
 Knights Fine Jewelry Ltd.
 Koski Enterprises Inc.
 KraftHeinz Company
 KRM Development Corporation
 L & W Insurance Agency
 La Baguette Bakery & Catering
 Monarcas Inc. La Hacienda
 LakeView Realty, Inc.
 Landmark Science and Engineering
 Laura's Choice
 Law Offices of Bonnie M. Benson
 Senator David G. Lawson
 Leadership Delaware, Inc.
 Leadership Techniques, LLC
 LeafFilter North of Maryland, LLC
 Lean On Me Caregiving, LLC
 Leander Lakes, LLC
 Legal Shield
 Lenape Builders, Inc.
 Lessard Builders, Inc.
 Janie Libby
 Liberty Mutual Insurance
 Liberty Tax Service
 Lighthouse Construction, Inc.
 Lincoln Heritage /The ALI Group
 Lisa Pearson, Realtor - Diamond State Realty
 Liza Orlando, Realtor - Diamond State Realty
 Local 360 Media
 LongHorn Steakhouse
 Lawrence A. Louie, DMD
 Love Bella Creations
 Luff & Associates, PA
 Luther Towers of Dover
 Representative Sean M. Lynn
 M&D Plumbing and Drain Cleaning Spec. Inc.
 M&T Bank - Commercial
 M&T Bank - Dover Main
 Magnum Electronics, Inc.
 Mail Movers
 Eagle Hospitality Group, LLC- MainStay Suites
 MAKE-A-WISH Delaware
 Maple Dale Country Club
 Master Networks Delaware Region
 Maxed Out Vape
 McGinnis Commercial Real Estate Co.
 McKinney's Towing & Road Service
 Meals On Wheels Delaware
 Megs Electric Beach Tanning
 Meineke Car Care Center #607
 Meridian Bank Mortgage Center
 Merle Norman Cosmetics
 Merrill Lynch
 Merry Maids
 Mid Atlantic Industrial Sales Inc.
 Mid Atlantic Scientific Service Inc
 Middletown Area Chamber of Commerce
 Midstate Fuel & Services
 Dan Mikkelson
 Chamber of Commerce for Greater Milford, Inc.
 Milford Diner
 Military Officers Association of America (MOAA)
 Miller Environmental Services Inc
 Miller's Roofing & Coatings, LLC
 Mimesis Signs and Graphics
 Minority Contractors & Associates(Mc&A), LLC
 Mishoe
 Mispillion River Brewing
 Miss Utility of Delmarva
 Mission BBQ
 Mitten & Winters, CPA
 Modern Maturity Center, Inc.
 Mohawk Electrical Systems, Inc.
 Moore Seal, Inc.
 Morning Star Publications / The Business Report

Central Delaware Chamber of Commerce Members

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 My Salon Suite
 MyEyeDr.
 Nae's Multicultural Cuisine LLC
 NAWBO Delaware Chapter
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 NextHome Preferred
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 NorthNode Group Counseling
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 OnQ Financial
 Orange Theory Fitness
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 PARASEC - PARACORP Inc.
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 Pats Select Pizza
 Patterson Schwartz
 Paul Edwards Carpet
 Payroll Management Assistance
 PCChristianRadio
 Peninsula Regional Medical Center Lifeline
 People Ready
 People's Place
 Pepsi Bottling Ventures of Delmarva
 Pfister Insurance
 PHOENIX Rehabilitation and Health Services
 Pike Creek Mortgage Services, Inc.
 Pinnacle Rehabilitation & Health Center
 Pizzadili's Deli and Catering/Winery
 PJJVideoFilm.com
 PNC Bank
 PointOne
 Pole Building Supplies
 POLYTECH Adult Education
 POLYTECH School District
 Service Energy / Poore's Propane
 Porter's Sand & Gravel, Inc.
 Positive Outcomes Charter School
 Post Acute Medical
 Representative Charles S. Postles, Jr.
 Powerful You
 PPG Paints
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 Premier Martial Arts
 Premier Staffing Solutions
 Pressley Ridge
 Primerica - Erlene George
 Procter & Gamble
 Proforma Dynamic Resources
 Progressive Software Computing Inc - PSCI
 Provident State Bank
 PS Surety Consulting, LLC
 Pugh's Service
 Qdoba Mexican Eats
 Quality Builders Inc.
 R & R Commercial Realty, Inc
 RE/MAX Avenues, Inc.
 Re/Max Horizons, Inc.
 Read Aloud Delaware
 Ready 4 Work
 Red Sapphire Consulting
 Red Wing Shoes
 Reed Investments
 Regulatory Insurance Services, Inc.
 Relas.io Consulting LLC
 Rene' DeLyn Hair Designs
 Renewal by Andersen
 Residence Inn, Dover
 Restaurant 55 / DDEGE Investments, LLC
 Richard Y. Johnson & Son, Inc.
 Ridgewood Manor II, Inc.
 Rigbys' Karate Academy
 Roma Italian Ristorante

Ronald McDonald House of Delaware
 Rooah! LLC
 RPJ Waste Services, Inc.
 Retired & Senior Program of Kent County
 Ry's Chilly Creations - RCC Interprises, LLC
 S&G Accounting & Tax Services
 Salad Works
 The Salvation Army
 Sambo's Tavern
 Sandra S. Gullede, CPA, PA
 Sapp's Massage and Holistics
 Savoy Associates
 Sayers Jewelers & Gemologists Inc.
 U.S. Small Business Administration
 SBT Signs & Graphics
 Scentsy
 Schlosser & Associates Mechanical Contractors
 C.F. Schwartz Motor Co., Inc.
 SCJ Commercial Financial Services
 SCORE Delaware
 Seasons Hospice & Palliative Care of Delaware
 Secure Data Computer Solutions, Inc.
 Service Unlimited, Inc.
 SERVPRO of Dover/Middletown
 Seth Sells Delaware / Myers
 Shears 13 Salon
 Sherry T. Wilkins Hypnotherapy LLC
 Sherwin-Williams - Smyrna
 Sheryl Smith Massage
 Shore Metal Fabricators LLC
 Shore United Bank - Camden
 Shore United Bank - Dover
 Shortcutz Lawn & Landscape Co
 Representative Bryan W. Shupe
 ShureLine Electrical
 Silver Lake Center
 Silver Lining Home Healthcare
 SIRFREDERICK ENTERPRISES
 Sleep Inn and Suites
 Sleep Number by Select Comfort
 Small Business Development Center
 Town of Smyrna
 Smyrna Opera House
 Smyrna School District
 Snow's Painting Service, LLC
 Sold Out Sneaks
 Southern Delaware Explorer Magazine
 Sparkle Pools Inc. - Dover
 Spay Neuter Clinic
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 Stick It! Gymnastics
 DFG Inc., DBA Still Insurance Agency
 Suburban Propane, LP
 Suds and Company
 Sunnyfield Contractors, Inc.
 Super Cichlids
 Surgical Associates at Eden Hill
 Sweets & Treats
 Swing 365
 TAG Events
 Taking Healthy Back Together with Juice Plus+
 Tasty Crab House
 Taylor & Messick, Inc.
 TD Bank - Dover
 TD Bank - Limestone
 Teal Construction, Inc.
 Techno Goober
 TEDxDover (Maverick Class LLC)
 Telepathy Networks, LLC
 Teresa A. Queen, Realtor - Coldwell Banker Realty
 Texas Roadhouse
 The B.E.A.U.T.I.F.U.L.S.
 The Bold Companies
 The Boulevard Live Entertainment Restaurant
 The Brick-Wood Fired Eats
 The Center at Eden Hill
 The Dynamic Marketing Insights Group
 The Elizabeth W. Murphey School, Inc.
 The Golden Fleece Tavern
 The Great Hall at St. Andrew's

The Great Outdoors Sunrooms and Shade Solutions
 The Healing Room LLC
 The House of Coffi
 The House of Wright Mortuary
 & Cremation Services, Inc.
 The ICE House Wellness & Community
 The Kritter Sitter, LLC
 The Malmberg Firm, LLC
 The Moving Experience
 The Open Door
 The Shaner Group Powered by Envoy Mortgage
 The Sherwin-Williams Company
 The Terminix International Company LP
 The Wedding Boutique
 The Willis Group, LLC
 Thriveworks - Dover
 Tidemark Federal Credit Union - Milford Branch
 Tidewater Utilities, Inc.
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 Towles Electric Inc.
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 Trini Quizeen
 Triumph Services LLC
 True Access Capital
 True Mobility, Inc.
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 United Way of Delaware
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 Representative Jesse R. Vanderwende
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 MGeneral Frank Vavala
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 Verizon Wireless (Fieldstone Shopping Center)
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 W.B. Mason Co., Inc.
 W.D. Pressley, Inc.
 Wagamon Technology Group, LLC.
 Wallflower Farm
 Walmart DC 7034
 Walt Simpson Realty, LLC
 Waste Industries
 Waste Masters Solutions
 Wattay Accounting - Milford
 Wattay Accounting - Smyrna
 WBOC & FOX21
 Wealth Management Group, LLC
 Weaver's Construction, Inc.
 Webb Insights
 WEEKFISH
 Weiner Benefits Group
 Steve Welde
 Wesley College
 Wesley United Methodist Church
 Westminster Village
 Westover Companies - Lake Club Apts
 Westside Car Wash/Clean Car, Inc
 Westside Family Healthcare
 Wild Quail Golf & Country Club
 William H. McDaniel, Inc.
 William V. Sipple & Son, Inc.
 Williams Insurance Agency Inc.
 Willis Chevrolet, Inc.
 Willis Law, LLC
 Wilmington University
 Senator David L. Wilson
 Winter Fox
 Wolfies Grille 2.0
 Women in Leadership
 Development & Empowerment Inc
 Woody's on Wheels
 World Trade Center Delaware
 WSFS Bank - Camden Branch
 WSFS Bank - West Dover Banking Office
 Xpress Computer Systems
 Representative Lyndon D. Yearick
 Yencer Builders, Inc.
 Dover YMCA
 Yogi Bear's Jellystone Park at Delaware Beaches
 Your CBD Store

June's Sunset Business Mixer – A Grand Reunion!



50/50 Anyone?

Our June Sunset Business Mixer was a terrific evening marked by opportunities to network, a flurry of exchanging business cards, delicious snacks and drinks, door prizes, and much, much more! Many members and guests from both the CDCC and the Chamber of Commerce of Greater Milford enjoyed the gracious hospitality of our hosts, Wattay Accounting and Dolce Bakery & Coffee Shop, as they gathered outside in downtown Milford on a warm summer evening. Even as the crowd followed appropriate safety precautions, wore masks, and practiced proper social distancing, everyone welcomed an opportunity to reunite.

During the evening, the team from Wattay Accounting and the folks from Dolce Bakery & Catering took the opportunity to share with the gathered crowd information about their businesses. They talked about their place in the community as well as their hopes and plans for the future. The event provided a wonderful way for participants to learn more about downtown Milford and the incredible things that are happening there!

The CDCC would like to extend our heartfelt thanks to the folks at Wattay Accounting and Dolce Bakery & Catering for hosting the event and making everyone feel welcome. Thank you to the members of the Chamber of Commerce of Greater Milford for joining us at this mixer and to the city of Milford for allowing us to close a section of the road for the evening. And thank you to all our members and guests who attended the event – we were happy to see so many of you there and we were very grateful for an opportunity to catch up with each of you.

Our July Sunset Business Mixer will be held on July 29th from 5 - 7 pm at the Dover Federal Credit Union, at 1075 Silver Lake Boulevard, in Dover. We'll look forward to seeing you there!



Masked Networking



The Marvelous Man of Milford



The Dolce Team – so sweet!



An unmasked moment between Father & Son



Stephanie Tatman represents the team from Dolce.



Tyler Kuhn, Current CDCC Honorary Mayor, helps draw for door prizes.



Sanitization is the key!



Dana Wattay welcomes the crowd!



A thumbs up event!



Service with a smile... and gloves and a mask!

Member News

Bringing Business to Kent County – even in a Pandemic

For the last three months, it may have appeared that there was nothing happening in the Kent County Levy Court Complex. There were no cars in the parking lot. The windows remained dark. And the building was locked up tight – in the face of the pandemic. One may surmise that absolutely nothing was going on. But nothing could be further from the truth!

Under the surface, our Kent County workers were doing their very best to ensure the well-being of the county's residents, our Kent County Commissioners continued to be engaged via zoom and telephone, and Linda Parkowski, Executive Director of the Kent Economic Partnership, was working as diligently as ever to entice companies who are looking for a home to Choose Delaware! Contacts were being made, the benefits of doing business in Kent County were being pitched, and deals were being sealed. Economic development did not come to a screeching halt just because COVID-19 came to visit.

In 2018, the Rockport study, the results of which guide and direct Linda's work, suggested that Kent County would be an ideal location for small and medium sized manufacturers. Making business owners aware of what Kent County has to offer is key. Our region has an amazing story to tell, but someone must tell it, someone needs to be the spokesperson. Linda has spent a lot of time creating contacts and "pitching" Central Delaware to small manufacturers who are looking for the ideal location for their businesses – and her hard work is paying off!

Currently, Linda has a list a 15



Linda Parkowski, KEP Executive Director

potential projects for Kent County. These projects all involve manufacturers of various goods from health care equipment to plastics to textiles and more, and they are at various degrees of development in terms of making the deals. Four of the projects are in their infancy, what Linda likes to call early and middle stages, the rest have progressed to more serious degrees of development. Four of the projects are relocation projects and four are projects needing some assistance with things like permitting, drawing workforce, and the like. All the projects mean new jobs for our area, new streams of revenue, and growth in our economy.

One such project that is currently drawing a lot of attention has to do with the Dover Post building on South Little Creek Road. With the decision of the folks at the Dover Post to downsize their needed space, a portion of that building became available. In May, the 24,000-square-foot warehouse was purchased by Steven Manlove, CEO and president of two small manufacturing companies, for \$1.4 million.

Textile Manufacturer, Avalon Industries, Inc., and plastic contain-

er maker, International Container Corporation, will be housed in 18,000-square-feet of the building, while the Dover Post will be able to lease the remaining 6,000-square-feet. Since the printing of the Dover Post was moved off site to the News Journal's printing plant, downsizing to 6,000-square-feet will provide ample room for the paper's 18-person staff.

Avalon Industries, Inc., currently based in Baltimore, produces straps, bags, covers, and more. International Containers currently used in laboratories. These companies promise to bring 40 new positions to Central Delaware.

Linda also maintains a short list – emphasis on "short" – of lost projects. Occasionally, after some negotiation, company leaders may choose not to come to Central Delaware. Sometimes this decision has to do with something on their end, sometimes it has to do with something that is lacking here. A common reason has to do with the 1 ½ hour commute to the nearest airports. With the environmental assessment now complete at the Kent County Aero Park, and the signing of the joint use agreement for the air cargo ramp imminent, perhaps that will add to the arsenal of the amazing benefits of doing business in Central Delaware.

While pitching and negotiating projects, Linda is also working hard to set the best direction for Kent County post COVID-19. With more and more companies setting up workers to work remotely, the pitch

may need to change. Central Delaware offers a beautiful, tranquil rural setting creating an ideal environment to work from home. A broadband committee has already been initiated to ensure that bandwidth is adequate to support workers who are setting up offices in their homes, sometimes in remote corners of the county. Collaboration is key and Linda is constantly working to involve as many people as possible.

Linda is looking forward to Rockport 2.0, an extension of the 2018 study, which will drill down further on its findings. The first study emphasized small and medium manufacturers as potential targets, while this study will be able to zero in on certain specific industries. In addition, the study will match industries with the talent that is currently available in the County's workforce.

There is great potential in Kent County and there are many reasons for companies to continue to choose Delaware as their desired place of business. Competitive land prices, low tax structure, close proximity to major cities, rail access, a government where citizens are heard, and beautiful landscape work together to make Central Delaware an amazing choice for businesses. And how about this: 15 potential projects, two new manufacturers coming to town to relocate in an existing building, an air cargo ramp closer than ever to being up and running, and plans for a post COVID-19 economy... all things that even a pandemic couldn't stop! Who wouldn't want to do business here?!

Bluesuiters

Continued From Page 1

opportunity!

This year's golf outing on July 16th will be held at Maple Dale Country Club. Registration will begin at 10 am, with a shot gun start at 11 am. This golf tournament is open to golfers of all skill levels – from the novice to the seasoned golfer. Golfers will play on teams of four – two DAFB members and two civilians – to help foster great relationships, create partnerships, and spark incredible conversations.

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

The CDCC would like to thank our generous sponsors who have made it possible to bring this tour-

namment to the community. We'd like to say a special thank you to our tournament sponsor, Embrace Home Loans, and to Burke Equipment – our 19th hole sponsor, Darren Corder, CMVLP, Caliber Military Lending – our dinner sponsor, Delaware Municipal Electric Corporation – our hole in one sponsor, Independent Metal Strap Company, Inc., Pinnacle Rehabilitation & Health Center and Westminster Village – our cart sponsors, Century Engineering and Wilmington University – our lunch sponsors. There are still opportunities available to help sponsor this TEAM Dover event. Anyone interesting in getting their company name out in front of over 100 business leaders and military personnel, contact Cindy Friese at cfriese@cdcc.net.

So, come on, golfers – this is the LAST CALL - the time to sign up is NOW! The tournament cost is \$80 per golfer, which includes lunch and snacks on the course, and dinner at the clubhouse after the event. Perhaps you would like to thank someone from Dover Air Force Base for their service by sponsoring their golf for the day – this kind of sponsorship is also \$80. If you would like to participate in the tournament by golfing, sponsoring, or donating a door prize, please contact Cristal at the CDCC Office at 302-734-7513 or by email cbrenneman@cdcc.net. We are excited to see you on July 16th for this fun event!



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.

Delaware State News

The State Capital Daily

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

Member News

Let the Games Begin – Again!

Resilience has been the name of the game at the DE Turf since its inception. Opening an 86-acre outdoor sports complex was not without challenges. Getting established and becoming attractive for traveling sports teams was not without setbacks. Creating a venue that would become, not just a “nice thing for the kids,” but an economic driver for the entire region sometimes seemed like an unrealistic task. But the determination, drive, persistence, and passion of its supporters did not stop until the dream of the DE Turf became a reality.

The start of 2020 presented yet another test for the DE Turf. Just after its opening event in February, the Keystone-Diamond Showcase, which brought over 100 teams to town to start the Turf’s 4th season, the economic shut-down caused by the pandemic translated into four months of no income for the complex. Parking lots were empty, fields were unused – participation in contact sports came to a screeching halt, helping to stop the spread of COVID-19. Also, early 2020 saw the departure of executive director, Chris Giacomucci, who moved back to Pennsylvania to be closer to family. But the team at the DE Turf did not give up. Instead, they dug deep and got to work repairing the damage.

The team at the DE Turf is pleased to introduce their new executive director, Angie Eliason, to Central Delaware! With a strong resume, a plethora of experiences in sports and events, and an incredible network on contacts, Ms. Eliason will no doubt take the DE Turf to its next level of excellence. She is described by Shelly Cecchett, Executive Director of the Greater Kent Committee and DE Turf Board member, as “an incredibly driven person with vision.” When asked what motivated her to come to Delaware, Ms. Eliason noted that she always likes a new challenge. She also remarked, “The people that I met there when I visited were so, so amazingly nice that it made me want to help them!” Angie knew that she had the passion and the talent the folks at the DE Turf were seeking, she saw their needs, and she wanted to become involved.

Even before her contract was signed on May 1st, Angie jumped in and began her work. For the last two months, she has spent countless hours on the telephone and computer negotiating with teams and scheduling tournaments. She began by contacting the folks who were scheduled to play at the Turf in April, May, and June, and, instead of cancelling their games, rescheduled them for later in the summer. Next, she began getting in touch with the folks on her contact list who had been shut out of other venues and invited them to play in Delaware. As a result of her tenacity, there are now events scheduled every single day at the DE Turf from July 5th all the way through October 25th! And some of the people who are coming to the Turf for the first time have made a more permanent commitment and have contracted with the Turf through 2023, including the well-known Lehigh Laxfest, an annual tournament of the most competitive lacrosse teams in the country.

The DE Turf and MS. Eliason have entered an interesting and somewhat unconventional relationship.



Ms. Eliason, owner of PRIME Professional Events, and based in Las Vegas, will be managing the operations of the Turf from her home in Nevada. She plans to come to Delaware for about six weeks this summer to become fully acquainted with the area and then plans to “commute” to Delaware every four to six weeks. Most of her work can easily be done remotely as she has already shown.

As for the day-to-day operations of the DE Turf, a new Director of Operations and Events, Jordan LeBlanc has been hired. Angie and Jordan have worked together on previous adventures and she was thrilled to be able to bring him to Delaware. Jordan, a graduate of Drexel University with an M.S. in Sports Management, will serve as the on site “eyes and ears” of the operation.

When asked about plans for the future of the Turf and what the “next level” will look like, Angie offered an incredible “to do” list. She sees a need for more lighting so that the complex can service more teams and game schedules can be extended into the night. She would like to see an expanded pool of participants outside of just youth. She feels that the Turf is already known nationwide for their lacrosse programming, but that their soccer presence needs more strength. This strength can be provided by inviting nationally known teams and even professional teams to conduct youth camps and scrimmages at the Turf.

When asked about potential challenges, she immediately cited three. She feels that the 90-minute commute from area airports is a definite challenge. She believes that the immediate area around the Turf needs to catch up in terms of establishing support business for visitors to the complex like hotels, restaurants, entertainment, and the like. And finally, she talked about the need for people nationwide to learn about the Turf and what it has to offer.

With Angie’s vast experiences, specifically in soccer and producing events, and Jordan’s background in coaching and managing competitions, Ms. Cecchett describes the DE Turf as “a race car, before the start of a race, revving its engine and ready to take off!”

And “take off” it will on July 5th as its turf fields are re-opened and visitors are welcomed back. Using a phased re-opening approach, the Turf was able to partially re-open in Phase 2 of Delaware’s Recovery for practices and competitions among Delaware teams. With each phase, re-opening plans were submitted and approved. There will be plenty of protocols in place to keep people safe. Social distancing will be encouraged as much as possible. Players are encouraged not to share their



Angie Eliason, Executive Director



Jordan LeBlanc, Director of Operations and Events



Let the games begin!



DE Turf boasts 86 acres and 12 amazing fields.



Time to get this ball rolling!

equipment – instead, they are each asked to bring equipment for personal use only. Handwashing stations have been installed and signage has been put up reminding people of the necessary precautions.

The folks at the DE Turf are excited to be back in the game! Giving youth athletes an opportunity to engage in sporting events promises to provide them with a sense of “normalcy” after such a long time of separation and isolation. But in addi-

tion to offering a “nice thing” for our children, the DE Turf is sure to drive economic development back to the community. “We are a catalyst,” remarked Ms. Cecchett. The future of the DE Turf is extremely bright – and the economic future in Kent County is equally bright, due in part to the partnership of the DE Turf and all that it brings to the region.

For more information about the DE Turf, please visit their website at <https://www.deturf.com/>.

Member News

The Delaware State Fair Promises Home Grown Summer Fun

Where can one go to see a camel show, racing pigs, a giraffe menagerie, carnival rides, a circus, and amazing livestock all in one venue? Where can one find delectable treats like a deep-fried Snickers bar on a stick, or fried pepper jack cheese, or the best fried chicken platter around? Where do people go for a complete experience of summer fun in Central Delaware? The answer is: the Delaware State Fair, of course!

From July 23rd through August 1st, many will gather at the Delaware State Fair grounds in Harrington for the annual festivities. While the traditional concert series will not take place, the fair will offer plenty of other activities to enjoy. Fair organizers are looking forward to another amazing year at the fairgrounds and are taking every precaution to ensure the safety of their guests.

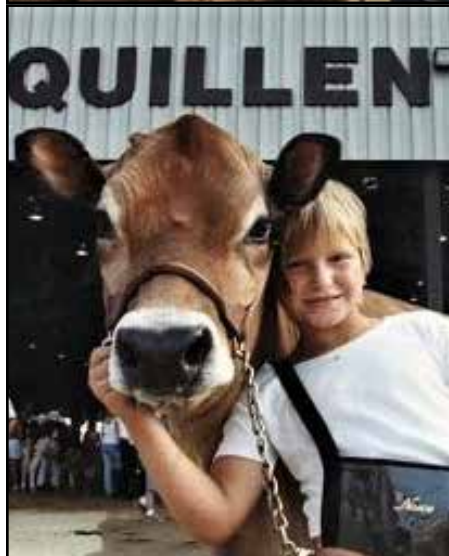
According to statistics gathered by the International Association of Fairs and Expositions, an organization designed to represent and facilitate the evolving interests and needs of agricultural fairs, exhibitions, and show associations' stakeholders, 63% of all fairs originally scheduled for the month of July have been cancelled. "Translated into practical terms," remarked Danny Aguilar, Assistant General Manager of the Delaware State Fair, "that means that 14.4 million people who have been cooped up inside for the past several months will be unable to engage in their annual tradition of attending summer fairs... when we heard that, we went to work to decide how we could do it safely and maintain our foundation of Agricultural Education, including exposure to livestock."

The team at the Delaware State Fair went to work creating a business model for how to handle and care for the livestock, how to safely offer food and retail options, how to transport people into the fair grounds via shuttle, and how to provide the best possible entertainment. The Fair's 80-member board of directors, with their varied experiences and areas of expertise, played a big role in helping organizers to think through all the areas of the Fair that needed to be considered.

"Now that the boxes have all been checked," remarked Aguilar, "we are ready to invite people to come!" The folks at the Delaware State Fair have worked diligently to do their part to make fair going a safe and happy experience. They have tripled the number of hand washing stations and have generated protocols for social distancing and the wearing of facial coverings in the exhibit rings, at outdoor activities, and in the exhibition halls.

It is imperative that attendees also make every effort to do their part in keeping the fair a safe experience. People are encouraged to follow the basic protocols that have now become commonplace: wear your mask, maintain an appropriate social distance, maintain healthy personal hygiene - including frequent hand-washing, and if you are not feeling well or exhibiting any symptoms at all, stay home.

According to Mr. Aguilar, the standards look something like this: If people are outdoors (for example: at the food cart or riding rides at the carnival) and they are able to



properly social distance, face coverings will be optional. If they are outdoors and unable to social distance, face coverings will be mandatory. Inside the permanent structures, like the exhibition halls, facial coverings will be required. Scheduling in the exhibition rings has been created in such a way as to accommodate spectators. Live streaming of events will also take place this year so that people unable to attend in person will still be able to join in the fun.

In an attempt to level out attendance to the fair during the day, fair organizers have also implemented a tiered structure for admission to the fair. Attenders who arrive at the fair grounds each day between 8 and 11 am will be admitted to the fair free of charge. Patrons who come between 11am - 4pm, will be charge half price admission. Those who come to the fair between 4 pm and closing will be charged full price. Because of this new admissions structure, most traditional "promotional days" that boast free or reduced admission have been eliminated.

One promotional day will still be held at the Fair. "Food Lion Hunger Day" invites attendees to pay for their admission to the fair with 5 non-perishable Food Lion food items instead of cash or credit card. Each year, this effort gathers approximately 20,000 lbs. of food for the local Food Bank. This year, as a result of the pandemic, the local food banks' supplies have been decimated. The team at the Delaware State Fair felt that this was an appropriate promotional day to continue in order to help re-stock the food banks with much needed supplies, while giving people a chance to attend the fair.

People are strongly encouraged to buy tickets ahead of time. This will enable them to receive the best deals and to take advantage of the high-speed entry lanes, preventing them from standing in a waiting crowd for tickets. Senior citizens, who are accustomed to a discounted day at the fair are encouraged to come early, when admission is free, and the crowds are typically the smallest. This will assist them in having a safe experience.

For more information about the Delaware State Fair, to read more about the Fair's COVID-19 precautions and protocols, or to purchase tickets, please visit their website at www.delawarestatefair.com or their Facebook page at <https://www.facebook.com/DelStateFair/>

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Delaware Business Week Declared

The Office of the Governor, Kent County Levy Court, and the City of Dover declared June 14th – 20th, 2020, as Delaware Small Business Week. Proclamations, lifting up businesses as the “foundation of the Delaware free-enterprise economy,” were issued and signed by John Carney, Governor, and Bethany Hall-Long, Lieutenant Governor, as well as Kent County Commissioners Terry L. Pepper, Eric L. Buckson, Allan F. Angel, Glen M. Howell, Jeffrey W. Hall, and George W. Sweeney, and the mayor of the City of Dover, Robin R. Christiansen. These special proclamations encouraged all citizens to pay tribute to our area’s businessmen and women.

Receiving special recognition and named on the proclamations were the nine nominees of the Central Delaware Chamber of Commerce’s Excellence in Business Awards. Each year, nominations are gathered from the members of the CDCC for three prestigious awards: Large Employer of the Year (for companies of more than 50 employees), Small Business of the Year (for companies of up to 50 employees), and Young Professional of the Year (for individuals between 21 and 35 years of age). The nominations are reviewed by a committee made up of previous award winners who select three nominees in each category. This is followed by a vote of the Chamber members that determines the winner. Finally, the awards are presented at the Awards for Excellence Dinner that concludes the Chamber’s year of events.

The anticipation during the time of voting is always quite high, but this year, now that the voting is finished, excitement has soared to an even higher level because the Awards for Excellence dinner, originally slated for mid-June, has been postponed. Due to this change, caused by the pandemic, nominees have even longer to wait! A date for the celebration is being sought for some time in September. We are looking forward to celebrating with all our nominees at this annual event and naming this year’s winners.

Until then, please join the Cen-



Rachel Bowden & Susan Hoffman – Kraft-Heinz

Large Employer of the Year



Dave Sweeney, Advantech



Ted Werner, Post Acute Medical

Small Business of the Year



Adam Wattay & Dana Wattay, Wattay Accounting



Dr. Stephanie Wright, DASEF



Lori Llewellyn, My Roots



Bobby Jones, Bright Side Exteriors



Ashlee Walker, Dover Federal Credit Union



Heather Contant, Delaware Municipal Electric Corporation

tral Delaware Chamber of Commerce in congratulating our nominees, pictured here with their special Small Business Week proclamations!

Stay tuned for more information about the date of the Awards for Excellence Dinner and plan to attend! For more information, please contact the CDCC Office at

(302)734-7513. As soon as plans are finalized, details will be available on the CDCC Website at www.cdcc.net, through our Calendar of Events.

New Member Spotlight

Meet Delmarva Veteran Builders

Delmarva’s only commercial construction firm dedicated to bringing employment to U.S. Armed Forces Veterans, Delmarva Veteran Builders (DVB) was founded in January of 2013 with the specific intent to provide quality construction jobs for local Delmarva veterans. This dream has become a reality as DVB has been able to maintain a 60-65% veteran workforce since inception, and currently our workforce is comprised of approximately 70% veterans, guards, or reservists. We believe that our workforce brings a unique attitude towards project delivery and customer service.

Our core values include company culture, service, integrity, communication, transparency, and pride in ownership. It is an easy transition for our workforce as all military branches instill these values. We prioritize humanity to create an unforgettable, genuine environment that is hard to replicate elsewhere. We’ve created an atmosphere where employees want to come to work, support each other, have fun, and do good.

We serve all our clients with the highest qual-



ity construction projects built by our returning service members. Simply stated, we build to serve.

With recent movement into the Sussex and Kent County Regions, DVB felt it best to create more awareness of our company. We thought it would be beneficial for us to learn of other organizations in the area, and the best way to do so would be to join the Chamber. We enjoy partnering with local non-profits and other types of organizations to help provide for the community - we hope to learn of those through the Chamber. We are very active in our community, and we would like to expand on that!

Chris Eccleston, Founder of DVB, is originally from Salisbury, MD. He is a Navy veteran who served for six years as a nuclear machinist mate on-board the USS Theodore Roos-



velt. During his time on-board, the ship was involved in three different tours for both Operation Enduring Freedom and Operation Iraqi Freedom.

Daniel Mills, Vice President of Business Development, is originally from Tennessee. Daniel served nine of his ten active duty years in the United States Air Force as an In-Flight Refueler. He deployed to Qatar in March 2015 for four months.

Our company culture is family oriented, fun, authentic, team-driven and flexible. It is our belief that a great company culture will enhance the performance of the team and attract top talent to continue to grow DVB.

LAST CALL FOR GOLFERS!

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

New Member Spotlight

Meet DiBiaso's Cleaning & Restoration Service, Inc.



I am Tiffany Steger, Business Development Manager at DiBiaso's Cleaning & Restoration Service. I grew up in Chester County, Pennsylvania, and have lived in Delaware since 2003. I have lived in all 3 counties of Delaware, but I landed in Dover to settle seven years ago. I live here with my husband, and teenage daughters. We have 4 dogs, 3 Great Danes, and 1 French Bulldog. I enjoy spending extra time with our dogs who I spoil like crazy. My only hobby is making earrings from genuine leather, as well as wooden earrings.

DiBiaso's Cleaning & Restoration Service, Inc., is a restoration company that provides a variety of emergency and non-emergency services. We are family-owned and operated, founded in 1995 by Al DiBiaso. Our services include water removal, water damage, mold remediation, mold inspection, asbestos abatement, air duct cleaning, carpet cleaning, upholstery cleaning – and much more. We service both residential and commercial clients. We work very closely with many realtors and builders, providing services and allowing them to get one step closer to closing. We have expanded our media presence to Facebook, Twitter, and LinkedIn.

I joined the chamber because I enjoy shopping at small businesses and supporting them as much as



possible. Working for a small business, I also wanted to be able to network and get our business name out there with a focus on Dover and its surrounding areas. I have always heard great things about CDCC and am very excited to participate and get to know other small businesses in the area!

Please join the CDCC in welcoming DiBiaso's Cleaning & Restoration Service, Inc., to the Chamber! To learn more about DiBiaso's, please contact them by calling (302) 376-7111 or visit their website at www.dibiasos.com.

Need the 4-1-1 on Central Delaware?

The Central Delaware Chamber of Commerce is pleased to announce that the 2020 Central Delaware Resource Guide has arrived and is ready for your use! This full color, glossy, 96-page publication has all the information you, visitors, and prospective residents need to know about Central Delaware. This year's guide accurately depicts Central Delaware as "The Place You've Been Looking For."

The 2020 Central Delaware Resource Guide is the premiere reference book for our area. This reference guide showcases all the details you need about Taxes, DE industries, Local and State Government, Tourist Attractions, Housing, Accommodations, Restaurants, Medical/Health Care, Education and much, much more. Beautiful photographs and information will introduce you to each town in Central Delaware and help you become better acquainted with this region we call "home."

The publication is also filled with beautiful, clear advertisements from premiere businesses in the region. Regardless of your needs, you will easily be able to locate quality businesses that offer the products and services you are looking for.

New to this year's publication, a complete CDCC member directory is located at the end of the Resource Guide. This directory will assist you as you make connections. The addition of this directory makes the Central Delaware Resource Guide more valuable than ever before!

Each year, 8,000 copies are distributed to both new and current residents of Kent County, as well as Kent County businesses, colleges, universities, hotels, The Dover Air Force

Base, DE Visitors' Centers/Rest Areas and many other prominent, high traffic areas. You will want to be sure to get your copy as soon as possible. Perhaps you would like several copies to place in your business or to share with clients, friends, and family members.

In addition to the printed copies of our 2020 Central Delaware Resource Guide, the publication is also available on the CDCC website. To view the resource Guide, simply visit www.cdcc.net and click on "Living Here" in the upper right-hand corner of the home page. To assist you in connecting with businesses in the region, each full-page and half-page ads contains a hyperlink that will take readers directly to that company's website.

Along with our Resource Guide, this year's Dover Kent County Map is also available and ready for you. This colorful map depicts all of Kent County on one side, while offering a rendering of Dover on the other side. Even in this world of GPS, OnStar®, Apple's Siri®, and Amazon's Alexa® - all of whom can easily guide us from place to place - maps are helpful in gaining an overall picture of the area and where places are in relation to each other. This FREE resource will help you explore and enjoy the area!

To get your copy of the 2020 Resource Guide and the 2020 Dover Kent County Map, simply stop by the CDCC Office at 435 N. DuPont Highway, call us at (302)734-7513, or send an email request to marketing@cdcc.net. Contact us today to receive your copy!

The Place You've Been Looking For...

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Central Delaware
Chamber of Commerce

New Member Spotlight

Meet All American Electric

My name is Joel Ellwanger and I have a family of 3 (my wife and son, who is almost 2). I work from my home office, which, as it turns out, is perfect for allowing me to spend quality time with my family. I especially enjoy my lunch breaks with them during my busy workdays!

My brother, Trevor, and I are co-owners of All American Electric. Trevor, who works mostly in the field, loves the opportunity to interact with many of our existing customers and win over new ones with his likeable personality, business expertise, and witty humor. Trevor has a family of four (his wife, eldest son, and daughter). My parents started the company in 2005, and upon their recent retirement, they handed the reigns over to us. Business is good and we are working harder than ever to extend our services to more homeowners in Delaware and the Eastern Shore of Maryland.



Both Trevor and I like to spend time with our families. We also love to fish the Delaware Bay for flatties and rockfish and try our hand at surfing, golf and hunting. Our families are truly our top priority and the place where we love to spend the most time.

All American Electric is an electrical service and generator company located in Greenwood, Delaware. We work our hardest to provide the best electrical solutions to our customers at fair and competitive prices. Even though our social media presence has grown over the past year, some still assume that we primarily sell, install, and maintain Generac generators. We also service a variety of air-cooled and liquid-cooled generators, including Kohler generators. Addi-



tionally, we offer many other services: residential wiring, pole building wiring, electrical service upgrades, surge protection, EV charging stations, inspections, ceiling fans and lighting installs, and emergency electrical issue resolution. For our full list of services, please visit our website!

We were encouraged to become Chamber members by the branch manager, Kelly Sylvester, at Shore United Bank, and Judy Schrock, a family friend. Both felt that membership in the Chamber would ben-

efit us by increasing our network of contacts and giving us increased exposure to people who are in the market for electrical services. We are excited to meet other members and get involved in the CDCC!

Please join the CDCC in welcoming Joel and Trevor Ellwanger to the Chamber! For more information about All American Electric, please visit their website at www.allamericanelectrillc.com or reach out by phone to (410) 479-1277.

Meet Lean On Me Care Giving

My name is Laura Garofoli formally known as Laura Vasquez. I am a licensed Registered Nurse with my Masters Degree in Executive Nurse Leadership from Wilmington University with over 12 years of experience. I have worked in critical care, infusions, case management and more. I have received service excellence awards for my outstanding nursing care.

I was born in New York, but I have lived in Delaware since I was about 5 years old - I was raised in Camden. I am a Caesar Rodney graduate, Class of 2003. I have two handsome sons: Jadyne who is almost 14 and Michael, Jr., who is 2. I have a supportive husband who works for the local 74 union, Michael Sr. We married in 2017 and met in 2013. I have always loved sports, especially basketball and volleyball and I still currently play in a recreational volleyball league. I also love singing and entertaining. My usual summer weekend is



spent on the beach with my family! My family is very important to me and family time is everything. All my immediate family members live locally and we gather often. I have 2 sisters and am blessed to still have both my parents with us.

In 2008, my life was forever changed when my mother had a severe stroke, leaving her with several disabilities. She also has Multiple Sclerosis which plays a huge factor in her functional abilities. Over the last several years, my mother has had multiple surgeries and has fought hard for her life! This experience really gave me a passion to make a difference in the caregiving world. I understand the hardship of being



a caregiver both personally and professionally. I decided I wanted to form a company that would help family caregivers decrease their stress while maximizing their independence and that of their loved one. Last year, I started a nurse entrepreneur business called Lean On Me Nursing. I mostly do contractual work with organizations, doing level of care assessments and education, but I also provide private nursing care.

In an effort to take my passion to the next level, I developed a home care agency called Lean On Me Caregiving. My company is nurse managed and owned! I have a great understanding of disease

processes and what my clients may need. I match my caregivers with clients to optimize care. We specialize in working with distant professional family caregivers, giving them peace of mind while they are away. We also specialize in a program we call Assistant Living at Home at unbeatable rates with exceptional care. Lean On Me Caregiving also provides assistance with daily living, companionship, light housekeeping, errands, etc.

I am excited to be a member of the CDCC! Membership in the CDCC is wonderful way to be actively involved within the community and stay current and up to date with local information and resources. I want to grow my network by building relationships. I know that I will gain more knowledge and education through peers and I am thrilled to have that opportunity.

Please join the Central Delaware Chamber of Commerce in welcoming Laura and Lean On Me Caregiving to the Chamber! To contact Lean On Me Caregiving, please call 302-232-3113 or visit their website at LeanOnMeCaregiving.com.

Mixer

Continued From Page 1

DFCU's over 40,000 members include the military, Delaware families, and over 450 Workplace Partners. This mixer will be a great way to get to know the DFCU and the fantastic work they do in Central Delaware!

The leading networking opportunity offered by the Chamber, the Sunset Business Mixer is one of the many benefits that accompany your membership. Our Mixers are a great opportunity for CDCC members and their guests to spend time together at the end of a workday, in a casual setting. Business members enjoy delicious refreshments, while meeting and interacting with colleagues and collecting qualified leads. Be sure to bring your business cards - you can share

them or your virtual contact information with other attendees and enter the business card drawing to be the next CDCC Member of the Month or win door prizes! Our average attendance at the mixers is 125... do you see why it is so easy to make connections at these events?

Be sure to register and attend this month's Sunset Business Mixer! It will be a wonderful, safe way to get together and catch up with each other. In addition, it is always a great goal to make at least six new contacts 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 seeing you under the tent at Dover Federal Credit Union on July 29th!

Auction

Continued From Page 1

donating items receive special recognition with their names on the bidding sheets, mentions in the program, recognition through social media, and a listing on the CDCC website. Donating items is a great way to gain exposure for your business with the shopping public!

In addition to our silent auction, a live auction is also a big part of the evening's festivities. The evening's auctioneer will work hard to award items to the highest bidders. These items are also donated by local member businesses. Guests at the event often plot ahead of time about how to spend their bids and sometimes team up with other

bidders to share experiences. This lively portion of the event is always much anticipated.

Maple Dale provides a wonderful setting for our event. All our auction items will be tastefully displayed in the Country Club's various rooms. There will be heavy hors d'oeuvres, delicious dessert items, a carving station, and a cash bar.

The Holiday Gift Auction is an event you will not want to miss! Just imagine how easy your holiday shopping will be if you attend this event with its amazing array of items! You will certainly want to attend, and you might also consider making a donation to the event. Keep your eyes peeled for more information as plans are confirmed. It's not too early to mark your calendars -- we look forward to seeing you at this outstanding annual event!

Member of the Month



Name: Jim Suhre
Title: co-owner
Business: IMD4
 (Innovative Media Design 4 You)
Website: IMD4.com
Email: jimsuhre@gmail.com



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

Advertising, branding, consulting, strategic expansion. We can brand or rebrand your business, we can design and create your advertising across many platforms. We can analyze your business and identify weaknesses, and opportunities.

Tell us about your role in the business/organization.

I have been mostly an independent contractor in advertising/strategic communications my entire adult life. While my college degree was in Economics, I got work out of college in New York City as a graphic artist in ad agencies. Desktop publishing was brand new, and I was lucky to be a pioneer in the field. At one point my job was to train art directors on how to use the Macintosh for art—but soon I was made an art director myself.

Now with my wife, Kate, IMD4 is the current iteration of this advertising/consulting agency going back to 1988. In the early 2000s, I started working with community banks and earned a graduate degree in banking from GSBC in Boulder, Colorado. Understanding how a bank works has been invaluable in many aspects of career and life - and allows one to be a better consultant to any and all businesses. My sub-specialty has become branch expansion, doing much research on how to identify a successful new location. I have now sited 7 new locations (3 banks and 4 pharmacies), and my research is included in the library of the GSBC.

Tell us something that makes your business/organization unique.

The combination of national advertising and television experience, banking and economics expertise, and a small-town sensibility

definitely makes IMD4 unique. We like to say, “Madison Avenue expertise at Main Street prices” - and that is true! We can provide expert branding, marketing and strategic planning that largely matches the level of firms costing many times what we charge.

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

We plan to stay in Delaware and build on our client base. We are happy to have gained some great clients here already, and our work is already showing up on Delaware’s billboards, televisions, radios and newspapers. We love working for the “Mom and Pop” business, the smaller company battling the large corporate chains, the locally owned bank or pharmacy.

How has the Chamber helped your business/organization grow?

The Chamber has helped very much. When we moved to Dover, we did not know a single soul here. We completed the 5-star program and received an opportunity to have a “New Member Spotlight” article published about us, and that led to our first Delaware client. Then, that client led to other clients. So, it’s true that our membership in the CDCC has led to much business for us.

What is your best advice to other businesses/organizations?

Work hard every day, but also make sure to have fun every day. You must do both, every day, or else you will get out of balance. As for marketing and operations of a business—be consistent. Pick your “brand” (business model and business image together) and then BE your brand—each time, every time. Lack of consistency is probably the number one problem in marketing for many businesses. And this is key: Stop thinking like yourself, and start thinking like your customers. Do that, and your ads will get better, and you will have more customers.

New Member Spotlight

Meet Embrace Home Loans



Embrace Home Loans was founded in 1983 and has experienced 37 straight years of growth. Embrace has been recognized multiple times as a leader in the Mortgage Industry including “Best Mortgage Company To Work For” (2019), “Top Mortgage Employer” (2018) and “#1 Mortgage Company in Customer Satisfaction” (2017 and 2018). Embrace’s loan officers in Dover boast a legacy of combined experience exceeding 127 years, and are ready to work on your behalf.

At Embrace Home Loans we do one thing and one thing only - Home Loans! Embrace offers a full suite of Home Loan products including Conventional, FHA, VA and USDA programs. We partner with the Delaware State Housing Authority to offer loans to home buyers who may not otherwise be able to enjoy the benefits of home ownership. We provide a full line of renovation/rehab loans and we offer a suite of Construction Loans for those who want to build their dream home. Utilizing the latest in technology we can offer a smooth, streamlined process that takes the hassle out of applying for a mortgage. We have a full complement of Apps and dedicated web tools to make the process as smooth as possible and our time from application to closing is among the fastest in the industry. With so many years of experience



Ed Rexroth, Jr., Branch Manager

helping home buyers with their home ownership financing, our team has always understood the benefits of being a member of the Central Delaware Chamber of Commerce and have been so at previous companies. Two members of our team are Leadership Central Delaware Alumni (2013 and 2020), with another ready to join the LCD Class of 2021. Being successful in business in Kent County means being a member of CDCC!

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

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Thank You for Your Renewal!

Renewals for May 2020

NAME OF COMPANY	# OF YEARS
Bayhealth Medical Center	44
Torbert Funeral Chapel	34
Easterseals of DE & MD's Eastern Shore	30
Air Mobility Command Museum	25
City of Harrington	25
Proforma Dynamic Resources	21
Cool Springs Fish Bar & Restaurant	20
Delaware Association of Realtors	19
SERVPRO of Dover/Middletown	16
Brooks Machines	14
First State Heritage Park	14
Champions' Club at Jonathan's Landing	13
Law Office of Karen Y. Vicks, LLC	12
Christiana Care Visiting Nurses Association	11
Black Diamond Financial Solutions, Inc.	10
Greater Kent Committee	10
Jazzercise at the Capital Grange	10
Partners in Design, LLC	10
Positive Outcomes Charter School	9
ShureLine Electrical	8
Vincenzo's Pizzeria & Gelato	8
Ken Abraham	6
Americare Home Solutions	6
Delaware Micro-Computer, LLC	6
Gals that Give	6
Misphillion River Brewing	6
Office Pride Commercial Cleaning	6
Williams Insurance Agency Inc.	5
Coastal Car Wash	4
Dover Federal Credit Union - Smyrna	4
Leander Lakes, LLC	4
Activ Pest Solutions	3
Ceil Jones, Realtor	3
SCJ Commercial Financial Services	3
Silver Lake Center	3
Moore Seal, Inc.	2
The Center at Eden Hill	2
True Mobility, Inc.	2
All Around Maintenance, LLC	1
Aloysius Butler & Clark	1
Delmarva Pole Buildings	1
Instant Imprints of Delaware	1
Meals On Wheels Delaware	1
The ICE House Wellness & Community	1

New Members

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Brightlights Photography LLC Ms. Zuly Bullock Dover, DE 19901 757-576-6484	Minority Contractors & Associates (Mc&A), LLC Ms. Donyale Hall 73 Greentree Dr #302 Dover, DE 19904 302-399-8838
Delmarva Veteran Builders Ms. Katie Brittingham 120 E Market Street Salisbury, MD 21801 443-736-1584	New Initiatives Transitional Housing Inc Ms. Tami Lewis Dover, DE 19901 302-922-3201
Diamond State Hardwood Floors LLC Mr. Brock Morris Frederica, DE 19946 302-257-1605	Shore Metal Fabricators LLC Ms. Jessica Harris 2904 Underwoods Corner Rd Clayton, DE 19938 302-222-0477
Embrace Home Loans Mr. Ed Rexroth 20 East Division St Dover, DE 19901 302-943-9922	Teresa A. Queen, Realtor - Coldwell Banker Realty Ms. Teresa A. Queen Dover, DE 19901 443-262-1345
Green Clinics Laboratory Dr. Fady Gerges 1633 Sorghum Mill Road Dover, DE 19901 302-734-5050	Woody's on Wheels Mr. Haywood Key Smyrna, DE 19977 302-480-2014

Coffee On Us!

Sponsored by La Baguette & Catering

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

La Baguette Bakery & Catering



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

Congratulations to our contest winner for June's Issue! Anita Bezy of La Baguette Bakery & Catering correctly identified the picture as "Dover's City Hall." Way to go, Anita! Thanks for playing!

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