

# Chamber Connections

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January 2021



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David Boothe, BIG Investment Services



Colleen Davis, State Treasurer of Delaware



Linda Parkowski, Kent Economic Partnership

## The CDCC Presents a Virtual Annual Economic Forecast Breakfast

As business leaders well know, there are so many details involved in owning and operating a business! There are so many facets to creating a solid business model, not the least of which is the development of a strong financial plan. Planning for the financial well-being of our community's businesses depends on several variables: current trends, an accurate analysis of the market, the rate of inflation, the effect of the gross domestic product, supply and demand, and the unemployment rate – just to name

a few! All too often, our local business owners do not have the time, the vocabulary, or the expertise to delve into these matters before their budgets are due and their fiscal predictions are expected. Having someone to help with those predictions and with translating the facts into laymen's terms would be a great help to the leaders of our business community. As THE essential resource for the development of businesses in Central Delaware, The Central Delaware Chamber of Commerce is here to

help! The CDCC's annual Economic Forecast Breakfast is designed to give everyone a snapshot of the economic health of our nation, our state, and our local community. Our guest speakers will be able to share facts, trends, predictions – and they will also be able to speak knowledgeably about the implications these factors have for impacting our business community. This year's speakers will represent a powerhouse of knowledge and insight

See **Breakfast** — Page 9

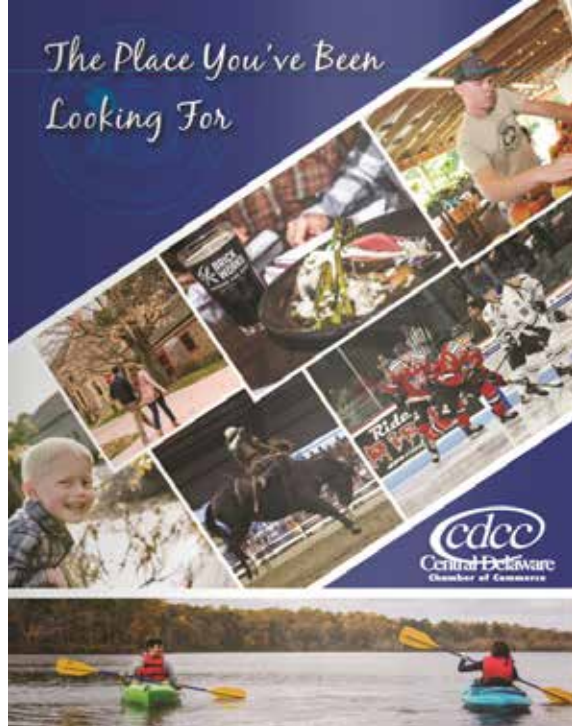
## The CDCC's Central Delaware Resource Guide is All You Need

Are you looking for a great way to get your name out in the public eye? Would you love to be recognized as an integral part of the Central Delaware Business Community? Do you wish there was an easy way to advertise your business for an entire year in a publication that has become a "go-to" guide for people in your area? Your Central Delaware Chamber of Commerce (CDCC) has an amazing opportunity for you!

The CDCC is pleased to once again offer a publication that includes all the information readers need to know about Kent County, the "heart of Delaware" – the Central Delaware Resource Guide is the premiere reference book for our area. On full-color glossy pages, this 96-page reference guide will put at your fingertips all the details you will need about Taxes, DE industries, Local and State Government, Tourist Attractions, Housing, Accommodations, Restaurants, Medical/Health Care, Education and much, much more. A perfect go-to-guide for newcomers to Central Delaware as well as life-long residents, our Resource Guide is the perfect place for people to learn about you and your business!

A hub for thriving small businesses... spectacular parks and wa-

See **Guide** — Page 19



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# Judy's Journal



PRESIDENT - JUDY DIOGO

## The Tale of Two 20's (as in 2020)

As I sat down to write this Journal article, the first lines from Charles Dickens book, The Tale of Two Cities, ran through my head: "It was the best of times; it was the worst of times..." Now, I know many of you are wondering how I can possibly think it was the best of times - allow me to elaborate!

Obviously, 2020 is a year we will never forget. I feel certain "The Tale of 2020" will be printed in books and will be discussed in history classes for many years to come. None of us could have ever anticipated the contents of this year.

Everything in each of our worlds changed in March when the COVID-19 global pandemic took center stage. Suddenly, we were feeling the attack of an invisible enemy, a germ that would create a dangerous condition for everyone. People became ill, hospital beds became scarce, and fear ran rampant. Businesses shut down. Office complexes were vacated. Schools closed. Remote working and learning became a new way of life. We all quickly became very familiar with wearing masks, staying socially distant, and frequent hand washing. It was the worst of times... and it has lasted for many months!

However, during all of this, we have had some true revelations and maybe even some re-awakenings. We learned how important it is for all of us to work together. We learned how critical it is to really listen to what that people around us need and find ways to support each other. Families started spending time together at home, sharing meals and stories... and liked it! Neighbors be-

gan acting "neighborly" and really started getting to know each other. We all became experts at innovation and creativity. We developed a renewed sense of appreciation for our health care workers and all of our first responders.

One thing that has just amazed me through all of this has been witnessing the real and vibrant heart and soul of our businesses. Throughout this difficult and challenging time, which I realize is not yet over, our business community has never given up. Business leaders and workers alike immediately learned how to create safe environments for both their employees and their customers. They kept finding new ways to recreate themselves. They developed e-commerce sites. They started curb side deliveries. Take-out meals and outside dining became staples. ZOOM became the new way to communicate and conduct meetings.

I stand in awe of our members and our businesses. They leaned in. They pivoted. They showed resilience beyond anyone's wildest dreams. They never gave up and they won't - and I thank them for that!

I realize the challenges and difficulties are still here. I realize we have long way to go before COVID-19 becomes a thing of the past. But as we enter 2021, we can be proud of our little corner of the world called "Central Delaware." We have and we will continue to walk this journey together, through the good times and the bad, using all that we've seen and learned... and because of that, the time ahead of us will be "the best of times!"

## Calendar of Events

### January 2021

#### Monday, January 4th

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

#### Thursday, January 7th

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

#### Thursday, January 7th

Leadership Central Delaware  
8am-5pm, Economic Development  
Day via ZOOM

#### Tuesday, January 12th

CDCC Board Meeting  
7:30am, ZOOM

#### Tuesday, January 12th

Young Professionals' Social  
12 - 1pm  
Jonathan's Landing -  
Lighthouse Ballroom

#### Wednesday, January 13th

Marketing Committee Meeting  
10 am, CDCC Office and via ZOOM  
POSTPONED to January 20th

#### Thursday, January 14th

Member Orientation  
8:30am, CDCC Board Room

#### Wednesday, January 13th

Economic Forecast Breakfast  
8 - 10am, Virtual.

Live-streamed from Maple Dale  
Country Club and viewed on ZOOM

#### Tuesday, January 19th

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

#### Monday, January 18 - Friday, January 22

Capital Briefing Week  
Individual Conversations between  
Legislators and Legislative Affairs  
Committee Members

#### Wednesday, January 27th

Ambassador Committee Meeting  
9 am via ZOOM

### Wednesday, January 27th

Sunset Business Mixer/  
CDCC Showcase/  
Member to Member Expo  
4-7pm, CANCELLED DUE TO  
COVID-19 GATHERING GUIDELINES

### February 2021

#### Thursday, February 4th

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

#### Thursday, February 6th

Leadership Central Delaware  
8am-5pm, Gov't and Politics Day

#### Tuesday, February 9th

CDCC Board Meeting  
7:30am via ZOOM

#### Wednesday, February 10th

Coffee Coaching  
8:00am,  
CDCC Board Room and via ZOOM

#### Wednesday, February 10th

Marketing Committee Meeting  
10am CDCC Board Room  
and via ZOOM

#### Date TBA

Military Affaire  
5:30pm-7:30pm,  
The Landings, DAFB  
POSTPONED UNTIL APRIL

#### Thursday, February 11th

Member Orientation  
12:00pm - 2:00pm,  
CDCC Board Room and via ZOOM

#### Monday, February 15th

President's Day - Office Closed

#### Tuesday, February 16th

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

#### Wednesday, February 26th

Ambassador Meeting  
9am via ZOOM

#### Wednesday, February 26th

Sunset Business Mixer  
5pm-7pm, Location TBA

Thank you to the CDCC Cornerstone Members!

An Industry Exclusive CDCC Marketing Package!

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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

# 5 Tips to Make Extra Money for the Holidays from our Friends at the Dover Federal Credit Union

The holidays are right around the corner! 2020 hasn't been an easy year and a lot of us felt it in our pockets, which might make this holiday season feel like it has a little extra financial pressure. If you're looking for some extra money for the holidays, here's five tips that might help.

**1. Open Up Shop.** Most everyone has a shirt they never really wear, a book they've read and never will again, or just stuff sitting around the house that they never use. It's time to make some space and some money. Take an inventory of all the items in your home. The stuff that you don't need anymore... sell it! Put it out on Facebook Marketplace, Craigslist, eBay, Amazon, or even throw a yard sale. You'd be surprised at how much you could make.

**2. Seasonal Retail.** I'm sure nobody wanted to hear that getting a second job was a solution, but it is the shopping season and retail stores are almost always in need of an extra hand. Try looking for part-time seasonal work early or you might miss out on the chance. Most stores are hiring now for these positions.

**3. Get Creative.** Arts and Crafts aren't for everybody, but if you're the type of person that recreates things you saw on Pinterest and it turns out better, maybe it's time



**Dover Federal**  
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to consider letting that creativity earn you cash. Whether it's because people like personalized gifts or just because it's something you don't see in a Macy's, smaller craft businesses are more popular this time of year. Sites like Etsy are well known places to sell your homemade goods.

**4. Over-time.** Who needs a second job when the one you're at is offering over-time? Sure, you're already dedicated to your regular work week and time off, but by staying a little longer you might like how your check looks on payday.

**5. The 4 Gift Rule.** This tip might not be about how to make money, but might help someone realize they don't need to go to extra



lengths to make more, because they already have enough. We all enjoy the gift of giving, but sometimes it leaves us with the unwanted gift of credit card debt. It's not easy, but by limiting the number of gifts you buy each of your family members to a more moderate amount, you can still have a happy holiday and stay within your budget.

Whether you decide to turn your hobby into a full-on arts and crafts enterprise, or pick up a couple of extra hours on the job, there's extra

money out there to be made. And, if come January you do find yourself climbing back out of debt, consider how your financial institution could help.

And don't forget that Dover Federal's special Christmas Club account is an easy way to save little by little throughout the year, so you'll have plenty of funds available in time for next year's holiday shopping or winter vacation. Learn more about our Christmas Club savings account at [doverfcu.com](http://doverfcu.com). We're here to help you get there, wherever that may be.

## Cornerstone Member - R & R Realty

# Dover's Hollywood Diner nears reopening

## Arslan family plans to revitalize iconic Dover eatery



After going dark for over a year, the Hollywood Diner is on the cusp of reopening.

If the Arslan family has their way, the 1950s landmark Hollywood Diner in Dover will be hustling and bustling again sometime in the first few months of 2021. Closing on the purchase of the chromed diner on 123 N. Dupont Highway back in October, the family has been diligently at work on renovations ever since.

"We're planning on keeping it mostly the same with the exception of a few cosmetic changes," said Ensar Arslan, the diner's new manager. "We're definitely planning on keep-

ing its great, 1950s-style charm. My father, Ekrem, will be bringing his 25 years of experience in the restaurant industry to the place as well. It'll be a family-run business and we're hoping to turn it into a comfortable place where all feel welcome to fill their bellies."

The new owner, Ekrem Arslan, formerly owned and operated the Laurel Dutch Inn on 1012 South Central Ave in Laurel until he sold it in June of 2019.

The Arslan family says the new menu will consist of typical diner fare with a comfort food twist.

"There's still a fair amount of work



to be done on the inside and we want to make sure everything is right before we open the doors," added Ensar. "It's been a challenge to try to open back up during the times of COVID-19, but we have faith that the community will welcome us."

Over the last few months, the Arslan's resealed the parking lot and have been bringing in new kitchen equipment. They're now turning their attention to making a few updates in the interior to highlight the diner's 50s aesthetic.

Although there have been a few token changes to the diner already, one thing they're not going to change is the name. Ensar notes that the family plans on calling the eatery The Dover Hollywood Diner.

Most importantly though, Ekrem stressed that his primary goal is to provide top-quality food and service to make his customers feel at home.

"My family, my future staff and I can't wait to get to know everyone in the community firsthand and to become a big family," said Ekrem.

The property's listing agent, Carl Kaplan of R&R Commercial Realty, is pleased the historic property will remain a diner.

"It's a great location on Rt. 13 so it wouldn't have been surprising to see a developer come along and buy it as a tear down," said Kaplan. "We were really happy to see that not happen because it's such a unique building. I know the Arslan family is going to do a great job with it."

### 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](http://www.randrcommercialrealty.com) or contact our offices at 302-674-3400 or [info@randrcommercialrealty.com](mailto:info@randrcommercialrealty.com).

# An Industry Designed to Generate Revenue by Promoting Fun

Tourism can be loosely defined as the act of finding recreation, relaxation, and pleasure outside of the home. Whether traveling to another locale to enjoy outdoor fun like camping, fishing, or just enjoying an afternoon in the sun, or spending time playing table games at a casino or cheering on the trotters, or visiting a museum, restaurant, or other local attraction, you are contributing to an industry that has an enormous impact on the state's economy. In 2018 (the most recent statistics available), the tourism industry generated close to \$550 million in tax revenue and served as the 4th largest employer in the state of Delaware!

The CDCC's Leadership Class was given an opportunity in December to learn first-hand the ins and outs of the Tourism Industry here in Kent County. They were treated to discussions by leaders in the field and taken to various venues to experience some of what Central Delaware has to offer residents and visitors alike! The class members, even those who were born and raised here in the First State, were astonished at the variety of experiences offered right here in their back yards!

The day opened at the Hilton Garden Inn with a wonderful comprehensive overview of the tourism industry presented by Pete Bradley, the Executive Director of the Kent County Tourism Corporation. Pete's presentation did a great job of showing the impact that tourism has on the economy. While tourism generates a great deal of revenue, looking at it through the lens of the multiplier effect and considering all



A program of the Central Delaware Chamber of Commerce

the other industries and businesses that are needed to support it, clearly shows the importance of tourism to the state's financial portfolio.

An exceptionally informative panel discussion was next on the agenda. Several representatives, leaders in their own right, took turns talking about their various roles in the industry. Class members had an amazing opportunity to interact with Cliff Weber - General Manager at the Hilton Garden Inn, Gary Camp - Assistant Vice President of Marketing and Communications at Dover International Speedway, Tim White - Tasting Room Manager at Fordham & Dominion Brewing Company, Kristin Garramone - Owner and Operator of Roma Italian Restaurant and Sul Tempo Cocktail Lounge, Mike Marasco - Owner of Tre Sorelle Ice Cream Parlor and Mini Golf, and Pete Bradley.

The conversation gave class members a wonderful understanding of what tourism in Kent County is all about from a variety of perspectives. In addition to the regular business of tourism, panelists also spoke at great length about the effect the pandemic

has had on their businesses and how they have used their creativity and flexibility to pivot into new ways of delivering their products and experiences. The LCD students walked away with not only an enlightened view of tourism, but a great appreciation for the incredible leadership skills shown by people who have, for the past several months, been called upon to lead through a crisis. The class felt a renewed sense of admiration for Central Delaware's small business owners and operators upon hearing Mrs. Garramone's accurate and resolute hashtag: #smallbutstrong.

The class traveled to Bombay Hook National Wildlife Refuge for a driving tour led by refuge manager Oscar Reed. While showing off the highlights Bombay's 16,000 acres, Oscar shared with the group that they would be just a few of the 100,000 visitors to the refuge this year. Reed explained that the state provides much needed funding to the refuge and that through that funding they were able to refresh the sanctuary's roadways and will soon break ground on a new visitor's center. The team at Bombay Hook concentrates a great deal on partnering with other entities in the community. During non-COVID times, the staff travels to area schools for presentations and school children often come to Bombay Hook on field trips and outdoor education experiences. In addition, "the Hook" partners with Delaware's Fish and Wildlife Service for their research and expertise in providing the best environment for the wildlife who call Bombay Hook "home." Class members were amazed by the pure beauty of the nature preserve and were already making plans to return before their visit was complete.

Class participants found another

hidden gem just south of the Dover Air Force Base. Two veteran volunteers were happy to show off the acquisitions of the AMC Museum. While the pandemic prevented an inside tour, the guides did a great job of explaining what the museum has to offer and sharing a little history, details of famous missions, and fun facts about the aircraft that are parked on the museum's property.

After a delicious lunch in the warm and inviting ambiance of Maple Dale Country Club, the class headed to downtown Dover where the area's history was brought to life for them. They enjoyed a visit to the John Bell House where they learned about colonial wardrobe, especially for women, and the various status symbols involved in adorning the intricately crafted outfits. A walking tour around the Green provided the perfect backdrop for intriguing stories and fun lessons in history. While the Cordelia Botkin story about Dover's Chocolate Candy Murder is always a favorite, class members particularly loved hearing the backgrounds of the real people behind names like Loockerman, Ridgely, and Caesar Rodney.

At the Bigg's Museum of American Art, class members were introduced to the museum's holdings. From furniture to paintings, each piece told a unique story of its own. Both with the artwork and the historical tour downtown, students observed that "change" constantly played a major role. From that observation, a discussion ensued about the need for leaders to be flexible and adaptable and for the benefits of embracing change, rather than escaping it, at every opportunity.

The last destination on the Class

See LCD — Page 5



Class members listened intently to the panelists.



Pete Bradley, Executive Director Kent County Tourism



Mask wearing and Social Distancing have allowed the LCD classes to continue safely.



Panelist Cliff Weber, Hilton Garden Inn



Panelist Tim White, Fordham & Dominion Brewing Company

Sponsors confirmed as of 10.22.20



## Thank you

to our Sponsors!

# LCD

Continued From Page 4

of 2021's Kent County Tour was Dover International Speedway and the Woodlands. The speedway's Director of Event Operations, Pat Long, took the class on a tour of the Woodlands, Dover's spot for the annual Firefly Event. The Woodlands is host to 10+ stages for the extended concert event. It was interesting for the class to hear about opportunities to volunteer and to work at Firefly, as well as the intricate system of security required to hold such an event. The last Firefly event in Dover brought a mind-blowing \$70 million into the state's economy! The next Firefly event is scheduled for Fall of 2021.

The final stop for the day was at the base of Miles the Monster, where class members learned the story behind Miles and stood in awe at his size. They were pleased to see the names of all "Monster Mile" NASCAR winners around the base of the imposing statue and had fun posing for photographs. Pat shared an update with the group on the reduction of races in Dover and en-



Panelist Mike Marasco, Tre Sorelle Ice Cream and Mini Golf

couraged the class members to become involved by volunteering or sponsoring.

Tourism Day was an eye-opening, educational day for our group of emerging leaders. They were eager to learn more about the area and



Panelist Kristin Garramone, Roma Italian Restaurant/Sul Tempo Cocktail Lounge

were impressed by the leaders who guided them throughout the day. Many of them indicated an interest in returning with their families to several of the locations they'd visited during the day – and others couldn't wait to go back to their homes and



Panelist Gary Camp, Dover International Speedway

workplaces and share what they'd learned with their friends and co-workers. The day's events shed light on all the incredible things that Central Delaware offers – and class members felt a renewed sense of pride in the place they call home!



The class enjoyed an outdoor tour at the AMC Museum.



The Site of the Historic Golden Fleece, the place where it all began!



History right here in our own back yard!



Refuge Manager, Oscar Reed, led a bus tour of Bombay Hook, pointing out several highlights along the way.



The raw beauty of Bombay Hook is breath-taking.



Our tourism panelists shared a multi-faceted picture of Tourism in Kent County.



The class enjoyed learning the story of Miles the Monster.

# CDCC Special Feature



## A Capital Holiday Celebration 2020



Central Delaware welcomed the Holiday season with a not-so-traditional tradition. The Capital Holiday Celebration was held downtown on Friday, December 4th, from 2 – 8 pm. This much-loved annual event was transformed this year from a large carol-fest with hundreds of participating spectators to a “come and go as you please” evening of holiday activities and shopping for people of all ages. The event featured Grab ‘n Go crafts for kids from the public library, a food drive for local pantries, extended hours for shopping in downtown boutiques, and glimpses of Santa Claus who was seen waving from his perch in the sunroof of a car! At 6 pm sharp, Mayor Robin R. Christiansen lit the beloved City Christmas Tree live on Facebook.



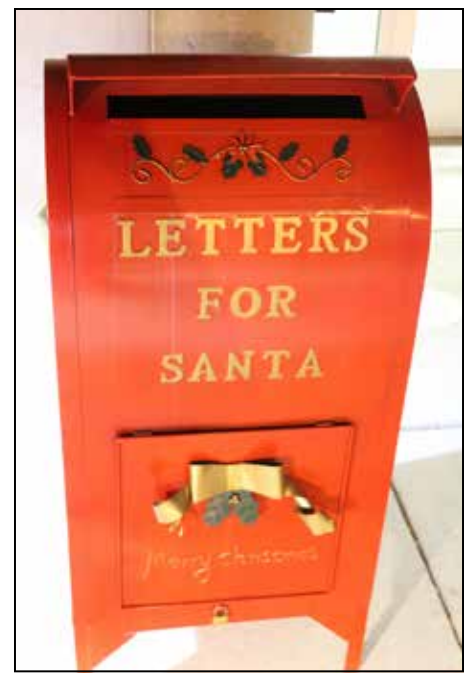
Several participants took part in the city’s first-ever StoryWalk®. Merchants posted pages from Kyo Maclear’s children’s book, *The Wish Tree*, and readers were able to follow the story from shop to shop, as they stopped to read the pages and view the beautifully decorated holiday windows. What an innovative and creative way to enjoy the downtown windows and experience a holiday story! Many children also took advantage of the special mailbox set up to deliver their letters and requests to the North Pole.



This familiar start to the holiday season is the result of a collaboration of efforts from the City of Dover, the Downtown Dover Partnership, and the Central Delaware Chamber of Commerce. Volunteers from all over the area come out to lend a hand as the Christmas season is ushered in. This effort of so many coming together to create a memorable event is a testimony to the true meaning of “community.”

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# Holiday

Continued From Page 6

We would like to extend our heartfelt gratitude to the Sponsors, Businesses, Organizations and volunteers who worked together to coordinate this marvelous celebration of the holiday season in downtown Dover:

- Central Delaware Chamber of Commerce
- City of Dover
- City of Dover Parks & Recreation
- City of Dover Police
- City of Dover Public Works
- Delaware State News
- Dover Public Library
- Downtown Dover Merchants
- Downtown Dover Partnership
- First State Manufactured Housing Assoc.
- Councilman Bill Hare
- Kent County Levy Court
- Main Street Dover
- Restoring Central Dover

And thank you, First State Manufactured Housing Association, for your generous donation to the food drive!



## Member News

# The First State Manufactured Housing Association Gives Back

Giving back to the community has, over time, become part of the fabric of First State Manufactured Housing Association. Since 1999, they have sponsored a scholarship program for high school seniors who live in manufactured housing and have awarded nearly \$60,000 to over 50 deserving applicants. Awards are based on scholarship, financial need, a written essay, and recommendations from teachers and community leaders. These scholarships are designed to assist students with the costs associated with higher education.

In addition to the scholarship program, the folks at First State Manufactured Housing (FSMH) have

also been instrumental in providing funding to purchase non-perishable food items for local food pantries. This long-standing tradition began in 2003 with a letter asking for monetary assistance in providing food items for pantries and was associated with Georgetown's Christmas Celebration. The folks at FSMH were happy to donate and, in 2006, added Kent County to their annual charitable giving by donating funding for the food drive associated with the Capital Holiday Celebration. Since 2006, FSMH has continued to donate to both Sussex and Kent Counties in this way and has given over \$35,000!

Jen Allen, Association Execu-

tive, views the practice of giving as a "win-win." "We are very happy to be involved in providing much-needed food items for our states local pantries. It gives us an opportunity to give back. We love to involve our members and often encourage them to set up food collection bins in their businesses or to make a monetary donation. This practice provides good exposure for everyone involved!" Sometimes the folks at FSMH even provide additional incentives that motivate members to participate like involving them in a raffle for a prize or for tickets to an upcoming FSMH event.

This year the team at the First

State Manufactured Housing Association presented the Capital Holiday Celebration with a check for \$3,250. This benevolent gift, enhanced by donations from city residents at the event, made it possible to provide a substantial amount of food to four local pantries, which in turn, means providing help to many people experiencing food insecurities.

Please join the Central Delaware Chamber of Commerce in thanking our friends at the First State Manufactured Housing Association for their generous contribution and for their many years of giving back to the community!



Jen Allen, FSMH, and the Team from Calvary Assembly



Jen Allen, FSMH, and Jeanine Kleimo, DIMH

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## Member News

# A New Manager at the Helm for the City of Dover



The City of Dover is pleased to announce that Mr. Randy E. Robertson has accepted the position of City Manager. Dover City Council contracted with The Mercer Group, an independent consulting firm incorporated in the State of Georgia, to assist in their national search. Members of the interview committee included Council President William Hare, Councilman David Anderson, Councilman Fred Neil, Councilman Roy Sudler, Jr., and Mrs. Kim Hawkins, Human Resources Director for the City of Dover. Applications were by due September 18, 2020, and the committee was provided a list of semi-finalists on October 8th. Over the next couple of weeks background and reference checks were completed and interviews began on October 21st. The group interviewed seven candidates on October 21 & 22, and final interviews were held on November 20th. Shortly after, a written offer was extended to Mr. Randy E. Robertson.

Mr. Robertson is a highly experienced City Manager, as well as a retired United States Army Officer and senior federal employee. He will bring several decades of senior leadership and management experience to Dover, including serving as a city manager in Ashland, Kentucky, Mt. Juliet, Tennessee, Vestavia Hills, Alabama, and Cordova, Alaska.

“We are eager to hear more of Mr. Robert-

son’s ideas and to gain a fresh perspective on Dover. He has a wealth of knowledge and experience that we believe will serve Dover very well,” stated Council President Bill Hare.

Robertson earned his bachelor’s degree in government and history from Western Kentucky University. He has also obtained three master’s degrees: one in urban planning from John Hopkins University, one in public administration from Western Kentucky University, and one in strategic planning from the United States Army War College.

“Mr. Randy E. Robertson’s keen intelligence to exhibit practical organizational senior leadership and management skills will aid the City of Dover as we transition from a transactional to a transformational leadership culture in governing our workforce and city. I know that the City Manager’s Selection Process was fair, successful, and feasible for all stakeholders. In other words, the City Manager’s Selection Committee represented the most distinguished form of due diligence as we aimed to achieve an irreproachable hiring process. In sum, I congratulate Mr. Randy E. Robertson on being picked as our new City Manager and look forward to serving with him in achieving our government/workforce goals,” said 4th District Councilman Roy Sudler, Jr.

Mr. Robertson will begin his work with the City of Dover in February.

## City of Dover Considers COVID-19 Small Business Relief Program

The Legislative & Finance Committee of the Dover City Council has proposed a new relief program that will bring much-needed assistance to the City’s businesses as they recover from the economic downturn caused by the COVID-19 crisis. The Dover Cares COVID-19 Relief Program will enable businesses to manage utility bills while juggling the many other costs involved in keeping their businesses operating.

“There are currently 55 businesses in the City of Dover who are behind on their utility bills,” shared Councilman David Anderson, initiator of the program. “If we can just help a couple dozen or so get over the hump, it may be the factor that allows them to remain open.”

The new relief program is designed to defer payment on current, recently outstanding (up to 60 days), and future monthly electric, water, sewer, and sanitation utility bills for local businesses that have their main operations centers within the Dover Municipal Electric service area and have been adversely impacted by COVID-19. Existing bills, as well as future bills from now until electric



meter readings of October 31, 2021, up to \$5,000 would be eligible. No funds will be sent to the businesses, but if applications are approved, their bills would be deferred until January 11, 2023. At that time, all charges would be due. Program organizers are hopeful that the turn around time for funds, once the application has been submitted, will be about one week.

To qualify for eligibility, the applying business must:

- must be a viable (not bankrupt or permanently closed) busi-

ness with a current City of Dover or other municipal business license (where applicable), and State business license.

- must have been current with utility bills on March 1, 2020. Additionally, the business must not have been on the list to be disconnected for non-payment more than once from March 1, 2019 – February 29, 2020.

- must demonstrate proof of significant negative impact from the COVID-19 crisis, as determined by the County, State, or Federal Government by qualifying for other COVID-19 relief.

- must be a small business with 35 employees or fewer (actual individuals, not 35 FTE).

- must have a physical location of operation and be a commercial customer of the City of Dover Electric Utility.

- must have had all property tax and other tax payments current as of March 1, 2020.

The program was discussed at great length on Tuesday, December 16th, at the Legislative & Finance Committee meeting. After a

thoughtful conversation and a few edits and tweaks, the proposal was passed unanimously at the committee level. The final vote on the Dover Cares COVID-19 Relief Program will be held at the regular January City Council Meeting on January 11th.

“I am excited about providing help for Dover’s businesses,” commented Mayor Robin R. Christian. “I am hopeful that some adjustments can be made to the proposal in order to provide assistance to all who need it.”

To show support for this proposed relief program, feel free to contact any City Councilman or attend the Council meeting on January 11th and sign in to make a public comment at the meeting. Feel free to share this information with other business owners and encourage them to be part of the process as well.

“Dover is committed to its small businesses and job preservation as much as it is committed to large firms,” remarked Councilman David Anderson. “Together we will remain Dover Strong even in the toughest of times.”

## Breakfast

Continued From Page 1

as they guide us through the ups and downs of recent months and shed light on the trends and patterns that will guide the year to come. David Boothe, President and Chief Compliance Officer of BIG Investment Services, has served as a full-service financial advisor for more than 20 years, guiding his clients through some of the nation’s most trying moments including the Dot Com Crash in 2000, the 2001 recession, and 9/11 as well as the 2008/09 financial crisis – not to mention the difficulties motivated by last year’s world health crisis. David will share his insights on the economy at a national level.

Delaware’s Treasurer, Colleen Davis, has a strong background in matters of finance. She earned her BS/MS from Philadelphia University. She was appointed to the Market Transparency Advisory Group under the MSRB. She serves as Chair of Banking & Cash Management Committee of the National Association of State Treasurers and fulfills leadership roles on a plethora of other finance-related boards and committees at all levels. Ms. Davis has collaborated with peers nationwide and has enjoyed serving in her role as the Delaware State Treasurer since January 1st 2019. Her experience and insight into money matters make her the perfect candidate to share with us regarding the economic health of the First State.

Linda Parkowski is the Executive Director of the Kent Economic Partnership, Inc. trading as Choose Central Delaware. In her role, Linda is charged with business attraction, retention, and expansion in Central Delaware along with business assistance for Kent County. Guided by the findings of the Rockport Study, Linda has brought several businesses to the area in recent years, concentrating mainly on small and medium manufacturers. Linda will offer her perspective on the economic health of Kent County and share exciting plans for the coming months.

This informational event brought to you by BIG Investment Services will take place on Wednesday, January 13th, 2021. The event will be presented virtually via ZOOM. The fee

to attend this online event is \$12. To register online visit [www.cdcc.net](http://www.cdcc.net) or call the CDCC Office at (302)734-7513. For those registered, a zoom code will be emailed to you a couple of days prior to the event.

We all know that economic forecasts are simply predictions and there is certainly room for error even with the most educated guesses. They can, however, demonstrate for us the general direction in which the economy is moving – and that can be very helpful! We look forward to seeing you virtually at this event where we can all learn things about our region’s financial health that will help to inform our fiscal decisions for the year to come!

## Member News

# The Scoop on Tre Sorelle's Latest Addition

Do you long for days that were somehow simpler? Do you find yourself thinking about the "good old days" your parents and grandparents used to talk about? Are you looking for an easy family fun destination that focusses on the benefits of happiness and fun? Mike Marasco and his team at Tre Sorelle Dolce Ice Cream and Mini Golf have created just the nostalgic oasis you are looking for! With a wide front porch, old school décor, delicious frozen treats, and an experience around the miniature golf course, Delaware's 34th District Representative, Lyndon Yearick, has dubbed this happy corner of Wyoming, "the Disney of Delaware" and describes it this way: "It's a magical wonderland in the wonderful town of Wyoming, a family friendly, fun destination - one of the best places in the state!"



the coffee scene and added muffins, pastries, and cookies to their already established specialties of Hershey's ice cream, frozen yogurt, Italian water ice, and soda selections from Old Dominion and Coca-Cola. They also added birthday parties to their menu of fun experiences. "We had a really good vibe going and things were really starting to happen," remembered Mike, "and then came COVID."

As the pandemic raged and a state of emergency was put into place, various portions of the much-loved family destination began to close. Despite the team's efforts to do everything possible to continue to bring fun to families, the golf course was shut down. Shortly after that, customers were not allowed indoors, and finally, restrictions prohibited even the use of the walk-up window.

It became apparent that the situation was not going to pass quickly, and it was evident that kids of all ages were going to need a fun distraction to keep them from going stir crazy as they "zoomed" to both work and school. For obvious reasons, Tre Sorelle's frozen specialties were not deliverable. The research done by observing what others were doing to deal with the situation yield-



ed two possibilities, curbside service or a drive thru option. "Curbside service was really not going to work for us," commented Marasco. "It just seemed chaotic to have people taking orders and running back and forth to cars. The only choice left was to attempt to build a drive-thru."

Mike explained that major decisions concerning his business were made by gathering information from two avenues. He always observes what other businesses are doing in response to good and bad times. He also relies on his personal experiences taking his family to various attractions. He knows what he likes and what he's willing to pay for, and he tries to provide that to his customers.

Fortunately, the old ice cream stand that started the Tre Sorelle story was still on the property. It had been moved away from its original location and plans were in place to dispose of it, but the utility lines were still available in its original spot. In a move that some call "highly creative" and "ingenious," but Mike calls "lucky," some favors were called in as Tre Sorelle leaned on support of the community to bring the stand back to its original spot. In two days, the stand was re-established, albeit facing a new direction, a drive-thru window was added to the structure, sewer, electric, and water were re-connected, a lane was created... and cars came from everywhere lining up for ice cream, shakes, and a moment of happiness!

Eventually, around the middle of June, the golf course and the store were re-opened. The drive thru, which had become a popular alternative stayed and served an estimate 100 vehicles per day all summer. Cookies, muffins, and coffee were added to the offerings in the drive thru. It was thought that, once the store re-opened, the popularity of the new addition would wane, but it has continued to remain strong.

With the addition of seasonal decorations and antique tractors, trucks, and cars, it appears that the drive thru, responsible for a large portion of the company's revenue over the last several months, will remain an important part of Tre Sorelle. "We may move it to another part of the property so that it doesn't take up so much parking area," commented Mr. Marasco, "but it's staying!" In addition to providing a convenient, quick way for customers to get their favorite treats, the drive-thru actually allows the business to add many people to the customer base without having to add additional parking spaces to accommodate them. In



addition, this new aspect of service allowed Mike to retain all his employees throughout the COVID-19 months. In fact, he actually hired two additional staff members!

Mike and his team love being part of a small-town community and they enjoy serving their customers. Community partnerships are important to Mike. He currently partners with Fordham & Dominion to serve their sodas and purchases many fresh items from Fifers. He is currently working on an arrangement with La Baguette Bakery & Catering to serve their pastries, muffins, and cruffins. Through these partnerships and Mike's affinity for connecting with neighborhood partners, Tre Sorelle Dolce Ice Cream & Mini Golf has become the epitome of "shopping local."

Tre Sorelle plans to remain open every day, but they will be moving to their winter hours of 12 - 8 pm. For more information about this amazing family destination, find them on Facebook or call (302) 363-1909.

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

## AIRLIFTER



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

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**DELAWARE STATE NEWS**  
The Capital Daily

Available to read anytime free online at [airlifter.de.newsmemory.com](http://airlifter.de.newsmemory.com)

Readership number based on 6,000 copies distributed with 2.2 readers per copy. Overall winner of the 2017 U.S. Air Force Media contest as well as 2018 MDDC (Maryland, Delaware, District of Columbia) Press Association news page design first-place prize winner.



**CDCC Member List  
by Business Category**  
\*indicates a 5 Star Member

**This was our complete membership listing as of 12/15/20.**

**55+ Adult Communities**

Noble's Pond\*  
Benchmark Builders  
Champions' Club  
at Jonathan's Landing  
Ingleside Homes Inc.  
Luther Towers of Dover  
Westminster Village

**Accountants, CPAs & Tax Services**

Faw Casson\*  
Wattay Accounting - Smyrna\*  
Raymond F. Book & Associates,  
PA, CPA's  
First State CPAs  
Horty & Horty, PA - Douglas R. Phillips  
Jefferson, Urian, Doane & Sterner, PA  
Liberty Tax Service  
Luff & Associates, PA  
Mitten & Winters, CPA  
S&G Accounting & Tax Services  
Sandra S. Gulledege, CPA, PA  
TAX-E LLC  
Wattay Accounting - Milford

**Advertising**

Delaware Indoor Advertising Network,  
LLC  
Effectv  
LOCALIQ Delaware

**Advertising Specialties**

Instant Imprints of Delaware

**Agri-business**

Integrity Ag Solutions & More, LLC

**Aircraft**

Boeing

**All Natural Products**

Euphoric Herbals  
Hempworx/MDC - Surowiec  
Wallflower Farm

**Animal Shelters**

Brandywine Valley SPCA

**Apartments, Condominiums  
& Townhomes**

Blue Hen Apts LLC  
Colonial Investment & Management  
Co., Inc.  
Westover Companies - Lake Club Apts

**Apparel & Accessories**

Shock Fit Pressing

**Appliances & Television Sales  
& Services**

Blue Hen TV & Appliances Inc.

**Architects & Planners**

Becker Morgan Group, Inc.\*

**Assisted Living Communities**

Brookdale Dover  
Dover Place Senior Living  
State Street Assisted Living

**Attorneys & Law Firms**

Delaware State Attorney General's  
Office  
Barros,McNamara,Malkiewicz & Taylor,  
PA.  
Hudson, Jones, Jaywork & Fisher  
Law Offices of Bonnie M. Benson  
Parkowski, Guerke & Swayze, P.A.  
The Malmberg Firm, LLC  
Willis

**Auction Services & Auctioneers**

Spence's Bazaar & Flea Market, Inc.  
Stephen R. Harrell Auctioneer, LLC

**Automobile Dealers & Service**

i.g. Burton & Co., Inc.\*  
Hertrich Family  
of Automobile Dealerships  
Holden Dodge, Inc.  
Kent County Motor Sales Co.  
C.F. Schwartz Motor Co., Inc.  
Willis Chevrolet, Inc.

# Members Listing



**Automobile Parts-Mfg Rep**

High Horse Performance  
**Automobile Repairs & Body Service**  
Pugh's Service

**Background Searches**

John H. Brothers

**Bakeries**

La Baguette Bakery & Catering\*  
Bavarian Bakery & Deli  
Dolce Bakery and Coffee Shop  
Sweets & Treats

**Banks & Credit Unions**

Dover Federal Credit Union -  
Headquarters\*  
Del-One Federal Credit Union\*  
American Spirit Federal Credit Union  
Artisans' Bank  
Citizens Bank  
Cooperative Credit Union Association,  
Inc.  
Dover Federal Credit Union - Smyrna  
FCCB  
Fort Sill National Bank  
M&T Bank - Dover Main  
PNC Bank  
Provident State Bank  
Shore United Bank - Camden  
Shore United Bank - Dover  
TD Bank - Dover  
TD Bank - Limestone  
Tidemark Federal Credit Union -  
Milford Branch  
WSFS Bank - Camden Branch  
WSFS Bank -  
West Dover Banking Office

**Banquet & Meeting Facilities**

Dover Elks Lodge #1903  
Heritage Shores  
The Great Hall at St. Andrew's

**Barber Shop**

Janaid's Salon for Men Inc.  
Supreme Hair Design

**Beverages**

Pepsi Bottling Ventures  
of Delmarva  
The Golden Fleece Tavern

**Bookkeeping, Payroll  
& Business Services**

Payroll Management Assistance

**Brewery**

Fordham & Dominion Brewing Co.  
Mispillion River Brewing

**Brick Supplies & Hardscaping  
Services**

Delaware Brick Co.

**Builders-Developers -  
Management**

Lessard Builders, Inc.\*  
Caruso Homes, Inc  
Coastal Homes & Design  
D.R. Horton  
Green Diamond Builders, Inc.  
K. Hovnanian Homes of DE, LLC  
Lenape Builders, Inc.

**Building Materials**

Pole Building Supplies

**Business & Economic Development**

Delaware Department of Labor -  
Employment and Training\*  
**Business & Executive Coaching**  
Elevations Unlimited\*  
Jonathan L. Parker & Associates, LLC  
PointOne

**Business Consulting**

iDIMENSIONS  
SCORE Delaware

**Business Services**

BBSI  
Better Business Bureau Serving DE  
Genesis Billing Services LLC  
U.S. Small Business Administration  
Small Business Development Center  
Smith, Cohen & Rosenberg LLC

**Camping**

Yogi Bear's Jellystone Park  
at Delaware Beaches

**Car Wash & Detailing**

Detailing by WENDELL\*  
Coastal Car Wash  
Westside Car Wash/Clean Car, Inc.

**Carpet & Specialty Cleaning**

Hampton Enterprises of Delaware Inc.

**Carpet, Tile & Flooring**

Diamond State Hardwood Floors LLC  
Paul Edwards Carpet

**Catering**

Guzzy-Q Competition BBQ & Catering  
LLC  
Nae's Multicultural Cuisine LLC  
Pizzadili's Deli and Catering / Winery  
Salad Works

**Cement, Concrete, Sand, Gravel  
& Stone**

Atlantic Concrete Co., Inc.  
Porter's Sand & Gravel, Inc.

**Chambers Of Commerce**

Central Delaware Chamber  
of Commerce  
Delaware Black Chamber  
of Commerce  
Delaware State Chamber  
of Commerce  
Middletown Area Chamber  
of Commerce  
Chamber of Commerce  
for Greater Milford, Inc.

**Child Development**

Boys and Girls Club of Delaware  
Precious Moments Preschool  
& Childcare Center

**Chiropractors**

Delaware Integrated Health Care  
Dover Family Chiropractic  
Dover Health Care Center

**Churches**

Mt. Zion A.M.E. Church -Dover  
The Salvation Army  
Tracy Palmer Ministries, Inc.  
Wesley United Methodist Church

**Cleaning - Industrial & Commercial**

Clean Sweep Custodial Services, LLC  
Office Pride Commercial Cleaning

**Cleaning- Residential**

Merry Maids

**Coffee - Products/Services**

Starbucks Capitol Station  
The House of Coffi

**Collection Agencies**

SCJ Commercial Financial Services

**Commercial Leasing**

Carroll Properties ,LLC  
JBA Greentree Properties LLC  
KRM Development Corporation

**Communication Services**

Magnum Electronics, Inc.

**Community Program**

Delaware Crime Stoppers

**Computer Repair & Services**

Bob Johnsons Computer Stuff, Inc.  
Secure Data Computer Solutions, Inc.  
Techno Goober

**Construction**

George & Lynch, Inc.\*  
All States Construction Company, Inc.  
BNC REALTORS 1000 L.L.C  
Delaware Contractors Association  
Delmarva Pole Buildings  
Emlyn Construction Company  
Lighthouse Construction, Inc.  
Richard Y. Johnson & Son, Inc.  
Teal Construction, Inc.

**Construction Equipment**

Burke Equipment  
Iron Source

**Construction Management**

Delmarva Veteran Builders  
EDiS Company

**Consultants**

Barzey Enterprise LLC  
Environmental Alliance Inc.  
Eunity Solutions  
Goeins Williams Associates Inc.  
Ocean Marine Nav Inc.  
Red Sapphire Consulting

**Contractors-General**

Brooks Machines  
Minority Contractors & Associates  
(Mc&A), LLC  
Moore Seal, Inc.  
Pearce & Moretto, Inc.  
Sunnyfield Contractors, Inc.  
W.D. Pressley, Inc.  
Yencer Builders, Inc.

**Copiers & Copy Services**

Affordable Business Systems  
Delmarva Printing Inc  
Excel Business Systems  
Staples Copy & Print

**Cosmetics**

Merle Norman Cosmetics

**Counseling**

Key 2 Clarity Counseling Services

**Credit & Debit Counseling**

Relas.io Consulting LLC

**Dental Care**

All Smiles Family & Cosmetic Dentistry  
Alpine and Rafetto Orthodontics  
Care First Dental Team -  
Robert R. Coope, DDS  
Family Dental Associates  
Lawrence A. Louie, DMD

**Dermatology**

Burke Dermatology

**Disability Services**

Choices for Community Living -  
Delaware  
True Mobility, Inc.

**Dry Cleaners/Laundry**

Capitol Cleaners & Launderers, Inc.

**Economic Development**

Delaware Division of Small Business  
Delaware Prosperity Partnership  
Downtown Dover Partnership

Kent Economic Partnership  
World Trade Center Delaware

### **Education & Training**

Children & Families First  
Delaware Division of Libraries  
Energy Leadership, LLC  
Everyday Hero CPR & First Aid  
Junior Achievement of Delaware  
Leadership Delaware, Inc.  
Leadership Techniques, LLC  
Life Leadership  
POLYTECH Adult Education  
Smyrna School District

### **Educational Services**

Delaware Aero Space Education  
Foundation

### **Elder care**

Caring Hearts Home Care, LLC\*

### **Electricians & Electrical Supplies**

ShureLine Electrical\*  
All American Electric Service LLC  
Dover Electric Supply Co., Inc.  
Nickle Electrical Companies  
Towles Electric Inc.

### **Embroidery**

Creative Logo Apparel

### **Emergency Response Provider**

Fireside Partners, Inc.

### **Employee Benefits**

Delmarva Benefit Group

### **Energy Consultant**

Affinity Energy Management

### **Engineering &**

#### **Construction Management**

Century Engineering, Inc.  
i3a LLC Consulting Engineers -  
Construction Managers  
KCI Technologies, Inc.  
Landmark Science and Engineering  
Mountain Consulting Inc.

### **Entertainment & Recreation**

Harrington Raceway & Casino, Inc.  
Camp Adventureland  
Courtside Pickleball & Tennis Club  
The Delaware State Fair, Inc.  
Dover International Speedway  
Dover Skating Center  
First State Improv LLC  
Smyrna Opera House  
Swing 365

### **Entertainment Production**

Affinity Entertainment DE LLC  
First Track Entertainment LLC

### **Environmental Services**

Miller Environmental Group Inc

### **Event Planning**

Celebrations  
Creative Vision  
Gritton Productions, Inc.  
TAG Events  
TEDxDover (Maverick Class LLC)

### **Farm Equipment**

Taylor & Messick, Inc.

### **Farm Market**

Fifer Orchards, Inc.

### **Financial Planning/Investments**

Diamond State Financial Group\*  
Merrill Lynch\*  
Primerica - Erlene George\*  
Wealth Management Group, LLC\*  
Aspire Wealth Planners  
BIG Investment Services  
Black Diamond Financial Solutions, Inc.  
Compass Investment Advisors, LLC  
Edward Jones - Daneman  
Edward Jones Investments -  
Christopher Smith, CFP®  
Edward Jones - Wearden  
J.A. Hill Associates  
Key Advisors Group, LLC

### **Fire Protection Services**

BFPE International, Fire, Safety  
& Security

### **Fitness Centers / Personal Trainers**

Forever Fit Foundation  
Ignite Fitness Kickboxing

Mindful Heart Yoga & Fitness  
Orange Theory Fitness

### **Florists**

Jen-Mor Florist\*

### **Food Service/Products/Vendors**

Five Star Home Foods  
HAASS' Family Butcher Shop  
Smoke Show Seasonings Company,  
LLC

### **Food Trucks**

Woody's on Wheels

### **Fuel, Oil & Gas**

Service Energy / Poore's Propane  
Suburban Propane, LP

### **Funeral Services**

Bennie Smith Funeral & Limousine  
Services  
The House of Wright Mortuary  
& Cremation Services, Inc.  
Torbert Funeral Chapel  
Trader Funeral Home, Inc.

### **Furniture**

Johnny Janosik, Inc.

### **Glass & Mirror**

Go Glass\*

### **Golf & Country Club**

Jonathan's Landing  
Maple Dale Country Club  
Wild Quail Golf & Country Club

### **Government**

Representative Andria L. Bennett  
U.S. Congresswoman Lisa Blunt  
Rochester  
Senator Colin Bonini  
Representative William Bush  
Town of Camden  
Governor John Carney  
U.S. Senator Thomas R. Carper  
Representative William J. Carson  
U.S. Senator Chris A. Coons  
Delaware Department of Insurance  
Delaware Department of State  
Delaware National Guard  
Delaware State Auditor Kathy  
McGuinness  
Office of the State Treasurer  
City of Dover  
Senator Bruce C. Ennis  
Delaware Employer Support  
of the Guard & Reserve  
Lt. Governor Bethany Hall-Long  
City of Harrington  
Kent County Levy Court  
Kent County Sheriff  
Senator David G. Lawson  
Representative Sean M. Lynn  
Representative W. Shannon Morris  
Senator W. Charles Paradee  
Representative Charles S. Postles, Jr.  
Representative Bryan W. Shupe  
Town of Smyrna  
Representative Jeffrey N. Spiegelman  
Town of Cheswold  
Representative Jesse R. Vanderwende  
Senator David L. Wilson  
Representative Lyndon D. Yearick

### **Graphic Design**

Splash! Designworks\*  
Blue Dogg Design  
WEEKFISH

### **Gymnastics**

Fly High Cheer and Tumble\*  
Stick It! Gymnastics

### **Hair & Nail Services**

ARTT Studio 4 Hair  
Donnell Fears Salon for Men  
& Women  
My Salon Suite  
Rene' DeLyn Hair Designs  
Shears 13 Salon

### **Health & Diet Food Products - Retail**

Taking Healthy Back Together with  
Juice Plus+  
Your CBD Store

### **Health & Wellness**

CNU Fit, LLC\*

Jazzercise at the Capital Grange  
Smyrna Nutrition  
The ICE House Wellness & Community

### **Health Services**

Post Acute Medical  
Eden Hill Medical Center\*  
Affinity Home Care Services  
Alternative Solutions  
Bayhealth Medical Center  
Community Midwifery Services Inc.  
Delaware Health Information Network  
Delaware Hospice, Inc.  
Delaware Prostate Cancer Coalition  
Dover Behavioral Health System  
Empower Your Purpose LLC  
Express Care Walk In Medical Centers  
GenRx Testing Solutions, LLC  
Gracious Heart Nursing Services, LLC  
Laura's Choice  
Nephrology Associates, PA  
New Day Women's  
Medical Wellness Center  
Orthopaedic Consultants  
Silver Lining Home Healthcare  
Westside Family Healthcare

### **Hearing Aids**

Beltone Hearing Center

### **Heating & Air Conditioning**

Atlantic Refrigeration &  
Air Conditioning, Inc.  
Barkley Heating & Air, LLC  
Midstate Fuel & Services  
Schlosser & Associates Mechanical  
Contractors  
Service Unlimited, Inc.

### **Home Health Care**

Americare Home Solutions\*  
Home Instead Senior Care\*  
Christiana Care Visiting Nurses  
Association  
Lean On Me Caregiving, LLC  
Lux Home Care  
Seasons Hospice & Palliative Care  
of Delaware  
Senior Home Help LLC

### **Home Improvements**

Bright Side Exteriors\*  
All Around Maintenance, LLC  
Bath Saver, Inc.  
Builders Integrity, Inc.  
Ferris Home Improvements  
Herl's Bath & Tile Solutions  
Ken Stockslager & Son, Inc.  
LeafFilter North of Maryland, LLC  
Renewal by Andersen  
Shore Metal Fabricators LLC  
Sir Frederick Enterprises  
The Great Outdoors Sunrooms and  
Shade Solutions  
Weaver's Construction, Inc.

### **Homeless Shelter**

Central Delaware Housing  
Collaborative  
Dover Interfaith Mission for Housing

### **Homes**

New Initiatives Transitional Housing Inc.

### **Hotels/Motels/Accomodations**

HOME 2 Suites / Axia Management  
Dover Downs Hotel & Casino\*  
Atlantic Sands Hotel &  
Conference Center  
Best Western Galaxy Inn  
Brighton Suites Hotel  
Capital Inn of Dover  
Comfort Inn - Rehoboth  
Comfort Inn & Suites Dover  
Comfort Suites - Dover  
Fairfield Inn & Suites  
Hampton Inn - Milford  
Hampton Inn-Dover  
Hilton Garden Inn  
Holiday Inn  
Holiday Inn Express  
Holiday Inn Express- Harrington  
Eagle Hospitality Group, LLC -  
MainStay Suites  
Residence Inn, Dover  
Sleep Inn and Suites

### **Housing Information**

Dover Housing Authority

### **Human Resource Services**

Connect Delaware

### **Ice Cream**

Tre Sorelle Dolce Ice Cream  
& Mini Golf

### **Incorporating Service**

A Registered Agent Inc.  
Corp1, Inc.  
Incorporating Services, Ltd.  
PARASEC - PARACORP Inc.

### **Individuals**

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Mishoe\*  
Ken Abraham  
Bailey  
Robert M. Berglund  
Alex Contant  
Sandy Dale  
Deisem  
Richard Downes  
Albert Evans  
Jim Flood Sr.  
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Dan Houghtaling  
Jenkins  
Mary F. Kaltreider  
Aurora King  
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Ronald B. Outten  
TS Miller  
Vaughan  
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Vendetti  
Steve Welde

### **Industrial Maintenance Supplier**

Fastenal Company

### **Industrial Parks**

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### **Information Technology**

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BDK, Inc.  
Delaware Micro-Computer, LLC  
Progressive Software Computing Inc -  
PSCI  
Wagamon Technology Group, LLC.  
Xpress Computer Systems

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A to Z Insurance  
Allstate Insurance - Michael Tolliver  
Allstate Parris Patten Insurance Inc.  
Avery Hall Insurance Group  
Carey Insurance Group  
Conner Strong & Buckelew  
Enoch Stevenson Insurance  
Liberty Mutual Insurance  
Pfister Insurance  
Pratt Insurance, Inc.  
Regulatory Insurance Services, Inc.  
State Farm Insurance - Bennett Ins.  
Agency Inc.  
Bob Simmons State Farm Insurance  
Agency  
Steele & Co Consulting  
DFG Inc., DBA Still Insurance Agency  
Transamerica Agency Network  
Weiner Benefits Group

### **Insurance - Commercial**

Williams Insurance Agency Inc.

### **Insurance-Health**

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t/a Allen Ins. Group  
Highmark Blue Cross Blue Shield  
Delaware  
Humana - Kimberly Hopper  
Humana - Lisa Parker  
Savoy Associates

### **Interior Decorators & Designers**

Decorating Den Interiors  
Partners in Design, LLC

### **Internet Solutions**

Bloosurf  
Comcast  
Telepathy Networks, LLC

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JDog Junk Removal\*

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G's Down Too Earth Landscaping  
Shortcutz Lawn & Landscape Co  
TMP Services, LLC  
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Legal Shield  
Law Office of Karen Y. Vicks, LLC

**Libraries**  
Friends of the Duck Creek Regional Library

**Life Insurance**  
The ALI Group

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C.S. Kidner Associates/  
Capitol Strategies  
The Willis Group, LLC

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Delaware State Lottery

**Mailing Services - Domestic/International**  
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**Manufactured Housing & Development**  
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**Manufacturers**  
Independent Metal Strap Co., Inc.  
Mobtown Offroad, LLC  
Mohawk Electrical Systems, Inc.

**Manufacturers and Processors**  
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Eagle Group (Metal Masters)  
Edgewell Personal Care  
HandyTube  
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Air Force Association Galaxy Chapter

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Military Officers Association of America (MOAA)

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Fairway Independent Mortgage Corporation  
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Pike Creek Mortgage Services, Inc.  
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Embrace Home Loans  
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Northpointe Bank  
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New Burton Mini Storage, Inc.  
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Imagine

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Master Networks Delaware Region

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APG Media of Chesapeake (Adam's Publications Group)  
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Delaware Solid Waste Authority

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Dover Tents & Events

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Mid Atlantic Scientific Service Inc

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Chaiyo Sushi & Thai Cuisines - Camden  
Charlie's Dirty Water Hot Dogs & More  
Cheddar's Scratch Kitchen  
Chick-fil-A of North Dover  
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Grotto Pizza - Dover  
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Walmart DC 7034

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G. Fedale Roofing & Siding -  
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Miller's Roofing & Coatings, LLC

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Modern Maturity Center, Inc.

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Dover Mall LLC

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People Ready  
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Ready 4 Work

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Delaware Dept of Labor Div of  
Vocational Rehabilitation  
Delaware Division for the  
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Delaware State Housing Authority

#### **Sunrooms**

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Central Delaware Speech  
Language Pathology

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First State Heritage Park\*  
Kent County Tourism Corporation

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Hanz On CPR LLC

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Delaware Transit Corp/  
DART First State\*  
Dawson Bus Service, Inc.  
Delaware Department  
of Transportation  
Koski Enterprises Inc.

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Service of America  
Waste Industries  
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#### **Uniforms**

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Delaware Electric Cooperative, Inc.  
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PJVideoFilm.com

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All Restored Inc.  
DiBioso's Cleaning & Restoration  
Services Inc.  
SERVPRO of Dover/Middletown

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Delaware Crawl Space Company

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Digital Whale  
Rooah! LLC  
SRJ Websites

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The Wedding Boutique

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Accurate Tint And Graphics

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Harvest Ridge Winery

## **2020 Program & Event Sponsors - Thank You!**

\* indicates multiple sponsorships  
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t/a Allen Ins. Group\*  
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Bavarian Bakery & Deli  
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Burke Equipment  
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mander of the Civil Air Patrol  
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City of Dover\*  
Dover Behavioral Health System  
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Dover Pools  
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Gatehouse Media Delaware\*  
Dover Spouses' Club  
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Elevations Unlimited  
Embrace Home Loans\*  
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Hospital of Middletown\*  
Excel Business Systems  
Fairfield Inn & Suites Dover  
Faw Casson\*  
Fireside Partners, Inc.  
First State Community Action Agency

First State Orthopaedics  
Fly High Cheer and Tumble  
Fort Sill National Bank\*  
**Harrington Raceway & Casino, Inc.\***  
Harvest Ridge Winery  
Highmark Blue Cross Blue Shield  
Delaware\*  
Hilton Garden Inn\*  
**HOME 2 Suites / Axia Management**  
Home Instead Senior Care  
Horty & Horty, PA- Douglas R. Phillips  
Humana - Kimberly Hopper  
iHeartMedia  
Independent Metal Strap Co., Inc.  
JDog Junk Removal  
Kent County Levy Court\*  
Kent County Tourism Corporation /  
Delaware's Quaint Villages\*  
Kent Sign Co.  
Keystone Funding  
C.S. Kidner Associates/Capitol  
Strategies\*  
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**L & W Insurance Agency**  
La Baguette Bakery & Catering\*  
Landmark Science and Engineering  
Leander Lakes, LLC  
Lessard Builders, Inc.  
Lighthouse Construction, Inc.  
Maple Dale Country Club  
McGinnis Commercial Real Estate Co.  
Mid Atlantic Scientific Service Inc  
Middletown Area Chamber  
of Commerce  
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(MOAA)\*  
Mispillion River Brewing  
Noble's Pond  
OnQ Financial

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Financial Group  
Payroll Management Assistance  
Pepsi Bottling Ventures of Delmarva\*  
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Pike Creek Mortgage Services, Inc.  
Pinnacle Rehabilitation & Health Center  
**Post Acute Medical**  
Pratt Insurance, Inc.  
**R & R Commercial Realty, Inc**  
Regulatory Insurance Services, Inc.  
RPJ Waste Services, Inc.  
Sack Benefit Advisors, LLC  
Sayers Jewelers & Gemologists  
Secure Data Computer Solutions, Inc.  
Sherry T. Wilkins Hypnotherapy LLC  
Shore United Bank - Dover\*  
Snow's Painting Service  
State Janitorial Supply Co.  
Steele & Co Consulting  
Stick It! Gymnastics  
DFG Inc., DBA Still Insurance Agency  
Swing 365  
The Boulevard Live Entertainment  
Restaurant  
The Center at Eden Hill  
The Malmberg Firm, LLC  
The Willis Group, LLC  
Tidewater Utilities, Inc.  
Wagamon Technology Group, LLC.  
Waste Masters Solutions  
Wattay Accounting - Milford  
Wattay Accounting - Smyrna  
Wealth Management Group, LLC  
Weiner Benefits Group  
Westminster Village\*  
Wilmington University\*

## Member News

# Congratulations, Laura Willis, Esquire!

"I really enjoy helping clients navigate through processes that can sometimes be overwhelming and intimidating," commented attorney Laura Willis. With specialty areas in estate planning, estate administration, and business counseling and transactions, there are many opportunities to explain, understand, and facilitate. Having a seasoned expert to guide one through these transactions and procedures is a valuable benefit!

A graduate of Duke University, cum laude, with a major in Political Science and of William and Mary School of Law, where she received her juris doctor (JD) degree, Laura was admitted to the Virginia Bar in October of 2006 and practiced government and contract law in McClean, Virginia. Mrs. Willis moved to Delaware and served as a law clerk to now Justice James T. Vaughn, Jr., in the Superior Court of Kent County. She also practiced insurance litigation in Wilmington and practiced as an associate at a full-service law firm in Dover. Eventually, she opened her own practice where she served estate planning and business clients throughout the First State for about two and a half years. In 2020, as part of Gannett Media's "First State Favorites" contest, Laura's firm, Willis Law, LLC, was recognized as the #1 law firm by the readers of the Smyrna-Clayton Sun Times.

In early November 2020, Laura was invited to join the prestigious law office of Hudson, Jones, Jaywork & Fisher, one of southern Delaware's oldest and largest firms. Hudson, Jones is a full-service firm providing representation in almost every area of law. The attorneys at Hudson, Jones build their business on three guiding principles: Quality, Service, and Trust. Attorney Willis was pleased to accept this invitation and eager to join their highly respected team of attorneys and staff. She is looking forward to leaving the administrative part of the business behind and simply concentrating on doing what she does best - providing high quality personal service to her clients.

Laura's focus, her passion, is estate planning. Helping clients make difficult decisions about how to best provide for themselves and their loved ones in the event of incapacity or death is her forte. "I love estate planning because I get to help people gain peace of mind about how their loved ones will be taken care of... With every client, I strive to get their documents done right the first time, so they no longer have to worry about what will happen to their families." Laura feels great fulfillment in assisting her clients in understanding how to ensure that their hard-earned assets will be protected and ultimately distributed according to their wishes. "Almost 60% of Americans have no estate planning documents," commented Willis, "I am happy to help my clients avoid costly, even devastating, outcomes that can easily occur from their failure to have a proper estate plan."



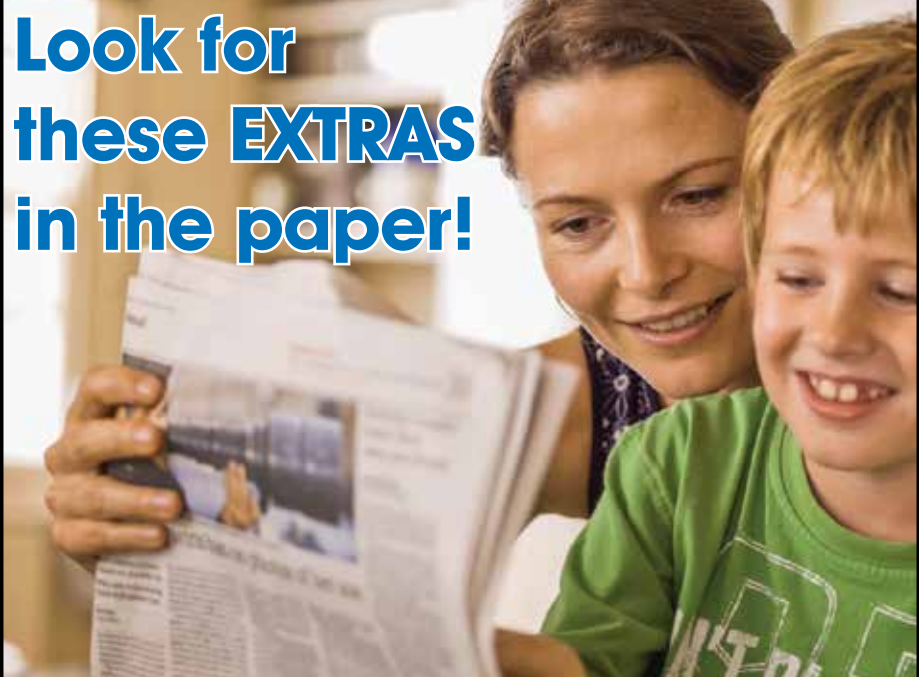
From wills, trusts, and durable powers of attorney to advance health care directives, Laura is happy to provide counsel through the decisions and the paperwork. From the creation of the appropriate documentation to the administration of the estate, Attorney Willis pledges to accompany clients through the entire process.

Laura views her other area of expertise, business counseling and transactions, in much the same - she is a helper, a navigator that assists businesses with acquisitions and sales, corporate documents and filings, entity formation and dissolution, residential and commercial leases, promissory notes, indemnity agreements, waivers and releases, etc. She is excited about guiding businesses through negotiations, contracts, and other transactions, enabling them to focus on "doing what they went into business to do."

Laura is a proud member of the Central Delaware community and loves to find ways to give back. In addition to her membership with the CDCC, Laura is involved with the Smyrna Holly's Club, the Ronald McDonald House, Destination Downtown Dover, the Duke University Alumni program, and Asbury United Methodist Church. Laura and her husband, Lincoln, live in Clayton with their two sons.

Laura takes very seriously the historical concept that attorneys are considered "counselors" at law. The interpersonal relationships that are forged from helping families through difficult issues relating to illness and death or assisting an entrepreneur as they open their business are what Laura values most about being an attorney.

Please join the Central Delaware Chamber of Commerce in congratulating Laura Willis, Esquire, on her new position with Hudson, Jones, Jaywork & Fisher! We thank you for your service to Central Delaware and wish you all the best on your new venture!



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

Marketing Opportunities Available in these upcoming special sections:

★ **JOE!** ★

Sunday, January 31

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

**Game On**

Friday, January 29

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

**BLACK HISTORY**

Sundays, January 31 - February 21, 2021

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



In case you missed them, you can find these special sections online at [delawarestatenews.net/specialsections](http://delawarestatenews.net/specialsections)

Game On  
Bay to the Beach  
A Tribute to Our Heroes

**DELAWARE STATE NEWS**  
The Capital Daily

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

# Bringing Holiday Hope and Maintaining Traditions

Throughout the pandemic, the City of Dover has worked diligently to maintain consistency by delivering a version of its traditional public celebrations. The Dover Days Parade was put together in a virtual manner and brought history, color, and light to the computer screens of area residents on the first Saturday of May. Halloween brought trick-or-treating with guidance for remaining safe and healthy while participating in a much-loved activity. Now that the holiday season has arrived, long-standing traditions have been re-worked and presented in new and safe ways. The Capital Holiday celebration became a “come and go as you please” event with the Mayor lightening the Christmas tree live on Facebook, and the Dover Fire Department once again brought Santa to Dover’s neighborhoods to wave and to check up on children to see who was “naughty or nice.”

Dover’s Christmas parade, originating about 20 years ago with Santa riding on a flatbed leading Christmas carols to organ accompaniment, was re-invented and brought back to life four years ago as Dover’s Electric Light Parade. The 2016 event, held in the evening when holiday lights



could be visible, kicked off at Legislative Mall and proceeded down Loockerman Street, cheered on by a large gathering crowd all happy for a dose of Christmas spirit.

Parade organizers Katy Christiansen and her brother, Sean, knew that, with the dangers presented by the pandemic, gathering a crowd would not be appropriate and went to work creating a new format for the much-loved tradition. If bringing people to the parade was not a possibility, they committed to creating a way to bring the parade to them. A 50-car limited was set, the fire department and police were on hand, and Santa,

always the star of the show, flew in from the North Pole just in time to take his place at the end of the parade on a fire truck!

“Our kids have been stuck inside for months,” commented Mayor Robin R. Christiansen. “Between learning remotely from home instead of going to school and not being allowed to gather on play dates with their friends, they were in desperate need of some human interaction and something to look forward to.” “We knew the parade had to go on,” he continued, “in order to bring hope to people.”

On Saturday, December 12th, the

participating vehicles descended on Dover Downs under the watchful eye of Miles, the Monster. People went to work decorating and lighting up their rides and, promptly at 4 pm, the Dashing Through Dover Parade began. The long line of vehicles, announced by honking horns and blaring sirens and led by the police, wound its way all around town from neighborhood to neighborhood bringing good cheer, incredible entertainment, and a glimpse of Santa to residents throughout the City of Dover.

“I knew we had done the right thing,” remarked the Mayor, “when I saw how many smiling, happy people came out on their doorsteps. They yelled big ‘thank you’s’ and seemed to really appreciate our efforts.”

Plans are in place to bring the Dashing Through Dover Parade back next year. The Mayor promises that it will be even bigger and better. “In fact, everything is going to start getting better,” he said. “I truly believe that 2021 is going to be the best year we have ever had because, through all of these dark months, we’ve learned how to work together – because that’s what you do when you’re DOVER STRONG.”





## Member News

# Delaware State University Ends 2020 on a High Note

In mid-December, Delaware State University (DSU) was the recipient of two amazing gifts that will go a long way in assisting them as they grow the University, provide the world with incredible critical thinkers who can help solve some of the global community's most pressing problems, and enhance sustainability for the next generations who inhabit the planet. In this year of the global pandemic, the University sustained a financial loss of millions of dollars. They have put a great deal of energy behind raising funds and have been quite successful as they have received gifts from major corporations, foundations, and alumni. The two incredible gifts received in December served as an amazing conclusion to a difficult year.

Philanthropist MacKenzie Scott, a significant philanthropist benefactor for racial equity causes, made a \$20 million unrestricted gift to Delaware State University, as they were selected as one of the 384 nonprofit and charitable organizations to receive a portion of her \$4.158 billion second cycle of charitable donations for the year. The gift marks the largest single gift received by DSU.

Ms. Scott explained that a data-driven approach was used to determine the recipients. The gifts were made based on evidence of strong leadership teams and results, with special attention to those operating in communities facing high projected food insecurities, high measures of racial inequity, and high local poverty rates, and low access to philanthropic capital.

"Ms. Scott's gift is not only a reflection of her enormous generosity, but also a clear commitment to a more equitable and just society - one that wholly recognizes that in our country's history we have sometimes stumbled - but focuses nonetheless on the American tradition of cooperative uplift," commented DSU President Tony Allen. "The award is a force multiplier for some of the nation's most important institutions and the great many students they have propelled forward



to change the world."

In the same week, the University received word that social media giant TikTok had chosen them to receive a \$1 million award to fund "scholarships for students pursuing medical careers or other health-related fields, ensuring the success of future Black, Latinx, and Indigenous health heroes." This award is part of TikTok's "Health Heroes Relief Fund." Awards given from this fund are intended to recognize "academic institutions that are helping to grow our next generation of health heroes. These institutions serve underrepresented students with programs focused on public health and professions in the medical and health care fields."

Between late July and mid-November, DSU conducted over 35,000 COVID-19 tests, with students and employees testing twice weekly. The University's "Together" COVID Response Plan, which included universal mask use, appropriate social distancing, hybrid instruction, etc., recorded only 121 student positive results. This low rate of positive tests allowed students to stay safely in residence throughout the Fall Semester.

"We are grateful to TikTok for recognizing the power of everyday health heroes like the ones we are developing on our campus in combating the COVID-19 pandemic," remarked Pres. Tony Allen. "The University's Department of Public and Allied Health Sciences... managed a small army of employees and student volunteers who came out every testing day - rain or shine - to adminis-



Photo by Eric Crosson - Copyright 2018

ter the 35,000 tests necessary to keep us all safe. There were dozens of them on duty every day, and these are our heroes."

Please join the Central Delaware Chamber of Commerce in congratulating our friends at DSU on their incredible gifts and in thanking them for the work they are doing as they prepare students to become the next generation of leaders!

## CDCC joins TAX-E, LLC, for a Ribbon Cutting

DOVER - The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for TAX-E, LLC, on Friday, December 18th, at 4 pm. The ceremony was held at their location, 31 W. Loockerman St., in Dover. Chamber members, ambassadors, and staff members joined Priscilla Rainey and the team at TAX-E as they celebrated their company's expansion into a new location!

The central focus of the team at TAX-E is on the accurate and most beneficial filing of their clients' annual tax returns. In addition, they offer free refund advance loans up to \$9,500, tax debt relief assistance, tax return audits, and insurance sales through various partners. TAX-E is here to ensure that all taxpayers are receiving the maximum benefit permitted under the law. They promise to go the extra mile to find every single tax benefit applicable to every individual's unique circumstance. Their over-arching goal is to decrease tax liability, while helping their clients understand their rights and protecting them from increasing tax fraud.

The story of TAX-E's relocation to the State of Delaware is one that epitomizes the theory that when it comes to destiny, even a negative will equal a positive outcome. The owner of TAX-E relocated to the state of Delaware due to her mother's tragic diagnosis of breast cancer. To be with her mother who is now a survivor and cancer free, it meant the eminent move of the company from Florida to Delaware. While here in Dover Delaware the business has flourished at unprecedented rates.

TAX-E founder Priscilla Rainey began doing tax preparation at the tender age of 16 after obtaining her first job in retail. Armed with paper 1040s, calculation charts, and a pencil, she found a love for the math involved and further satisfaction in doing a service that helped put money in her families' pockets. TAX-E was founded in 2017 and opened its Delaware office in 2018. Due to demand, TAX-E is expanding to meet the increase in customer volume by adding more tax



professionals to the team to service more clients. They are so grateful for the continued support of the community and their clients nationwide. They would love to see continued growth and be able to expand to reach every corner of the country - all to ensure that all taxpayers receive the quality of service mandated in the IRS taxpayers' bill of rights.

TAX-E is proud to be a part of the Central Delaware Community. They are eager to find ways to give back and support the community in return for all the support they have been shown. The team at TAX-E understands that this has been a trying year for everyone due to the uncer-

tainties of the global pandemic. They are determined to lend a helping hand for the holidays. At the grand opening of their new location on Loockerman Street, they sponsored a community toy drive and raffle. They indicated that their support of the community won't end there - stay tuned for other upcoming annual events!

To learn more about TAX-E and what they have to offer, call (302) 480-4275. You can also visit them on the web at [www.taxenow.com](http://www.taxenow.com) to discover more about their services. Please join the Central Delaware Chamber of Commerce in congratulating TAX-E, LLC, on the Grand Opening of new location!

## CDCC joins A to Z Cycles, Inc., for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony on December 9th, at 1 pm, for A to Z Cycles, Inc. The ceremony was held at their location, 1472 E. Lebanon Rd., in Dover. Chamber members, ambassadors, and staff joined John and Melissa Cornwell and the team at A to Z Cycles as they celebrated their 10th Anniversary!

A to Z Cycles is a full-service motorcycle repair business focusing on three critical areas: fitting the motorcycle for the rider and passenger, routine maintenance, and collision/mechanical repair. From their start in 2010 selling used and aftermarket motorcycle parts to today, the shop has evolved into a premiere motorcycle repair business specializing in repairing 2003 and newer Harley Davidson motorcycles. The team at A to Z Cycles strives to offer resourcefulness, knowledge, and experience to the local motorcycle community through personal contact in their storefront. Building client relationships promises invaluable benefits that online purchases cannot provide.

The folks at A to Z Cycles are eager to assist customers in fine-tuning their bikes by thinking outside the box while considering custom-



er's budgets and style preferences, to create the best riding experience possible. In addition, business owners John and Melissa, with backgrounds in the auto body repair industry and auto damage insurance claims, can assist customers in navigating their way through the insurance claim process. Their goal is to guide each customer through the entire process necessary to meet their goals whether they want to simply maintain their bike, upgrade it to perform better, accommodate individual comfort, achieve a desired

look or any combination of these things. Through their experience, contacts and product knowledge, they can help customers avoid the purchase of inferior parts or make costly mistakes when trying to repair or upgrade their motorcycles.

As residents and business owners in Kent County, the folks at A to Z Cycles are immensely proud of the opportunity to give back to the Central Delaware community through charitable efforts. In the last few years, they have supported Toys for Tots, Habitat for Humanity, First

State Animal Shelter, Encore Animal Rescue, DAAWGS Animal Rescue, Doggone Happy Animal Rescue and they are working on organizing an effort to unite and train a rescue dog as an emotional support animal for a veteran - which they hope to bring to fruition in 2021. Not only are they celebrating 10 years in business this year, but 2020 will also bring the formation of their non-profit, A to Z Cycles Charitable Foundation, to broaden their community outreach. The folks at A to Z Cycles are partnering with other local small businesses and the motorcycle community, to create a foundation whose mission is to provide support to veterans and children in need as well as homeless animals within the community. They are excited to be a member of the Chamber so that they can continue to enhance their standing in the community as they strive to become the premier Independent Harley Davidson Motorcycle Repair Facility in Kent County.

To learn more about A to Z Cycles, Inc., visit their website at [www.atozcycles.com](http://www.atozcycles.com). They can also be found on Facebook. Please join the Central Delaware Chamber of Commerce in congratulating John and Melissa Cornwell on the 10th Anniversary of A to Z Cycles, Inc.!

## CDCC joins A to Z Insurance for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for A to Z Insurance on Friday, December 4th, at 1 pm. The ceremony was held at their location, 65 N. DuPont Highway, in Dover. Chamber members, ambassadors, and staff members joined the team at A to Z Insurance as they celebrated the grand opening of their headquarters in their new location! The folks at A to Z Insurance are excited to bring their commercial insurance and personal insurance under one roof and become a “one stop shop” for insurance.

A to Z Insurance is a Trusted Choice® Agency. With over 20 years of experience in the Delaware area, A to Z Insurance Agency guarantees a protection plan that will meet the specific needs of each client. They acknowledge and educate their customers about choosing an independent insurance agency to enhance personalized customer service with professional agents, while saving



them money. They take great pride in ensuring that each policyholder understands the value of having options, by allowing them to create a policy that fits their individual needs. A to Z's mission is to guarantee customer satisfaction, from their first step through the doors to sign-

ing a policy, bringing them into the A to Z family, and giving them the best price for a lifetime.

Customers are sure to be able to fulfil all their insurance needs at A to Z. They offer business, commercial, and personal protection for autos, homes, life and health. Whether

seeking to insure classic cars, personal belongings, workers, rentals, and more, A to Z can tailor policies that will cover every situation. They are eager to assist customers in finding the kind of service and products they can rely on.

A to Z Insurance is proud to be a part of the Central Delaware Community. They are committed to finding ways to give back. The team at A to Z partners with Maranatha Life Changing Church to assist families in need. They also work closely with Code Purple to find ways to help the homeless.

To learn more about A to Z Insurance, call (302) 730-8250. You can also visit them on the web at [www.atozinsuranceonline.com](http://www.atozinsuranceonline.com) to discover more about what they offer. Please join the Central Delaware Chamber of Commerce in congratulating A to Z Insurance on the Grand Opening of their headquarters!

## CDCC joins Mindful Heart Yoga & Fitness for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce celebrated the grand opening of Mindful Heart Yoga & Fitness by providing a Ribbon Cutting Ceremony on December 4th, at 6 pm. The ceremony was held at their location, 1 W. Commerce Street, in Smyrna. Chamber members and ambassadors joined instructors and owners, Lauren Ford and Randi Sanchetta, as they celebrated the start of their new business venture.

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

Co-owners of Mindful Heart Yoga & Fitness, Lauren and Randi, are thrilled to bring yoga and fitness to their corner of Kent County. A 200hr certified yoga instructor, Lauren's goal is to help clients achieve total body awareness through



yoga, meditation, sound healing and reiki. She loves teaching Pre-Natal and Post-Natal yoga, as well as instructing students about how to invite their little ones to practice with her “Mommy and

Me” yoga classes! Randi is a certified personal trainer, fitness instructor, 200hr certified yoga instructor and is reiki-certified. Randi's dream is to help her clients achieve total body wellness. She helps her clients achieve this goal through fitness (HIIT classes, strength training, yoga, mobility work), meditation, self-love and healing, becoming present and nutrition coaching, teaching her clients by working with their own personal needs, levels and goals.

Mindful Heart Yoga & Fitness is proud to be a part of the Central Delaware Community. They are very excited to be part of the Central Delaware Chamber of Commerce. Lauren and Randi are excited to connect and work with the surrounding community. They are anxious to answer a community need by bringing this new practice to Smyrna. Mindful Heart is ready to bring the “heart” back to Main Street!

To learn more about Mindful Heart Yoga & Fitness, visit their website at [www.mindfulheart-yogaandwellness.com](http://www.mindfulheart-yogaandwellness.com). They can also be found on Facebook or by using their new app, Vagaro. Please join the Central Delaware Chamber of Commerce in congratulating Mindful Heart Yoga & Fitness on their Grand Opening!

# CDCC Special Feature

## The 2021 Event Shuffle

Now that we have seen the end of 2020 and look forward with a great deal of hope to all that 2021 promises, the Central Delaware Chamber of Commerce is hard at work making plans for a new year! There is a great deal of excitement in the air as progress is being made to bring an end to the pandemic. There is much anticipation about soon being able to safely return to in-person gatherings. Life that is more normal – even if it's new – is on the horizon as we put the plans in place for events and activities that will strengthen Central Delaware's business community!

We have seen our area's business leaders exercise a great deal of flexibility and nimbleness in the last several months as they have worked and re-worked business models and adapted to the ever-changing conditions around us. The newest critical business maneuver to add to our collective toolboxes has been the ability to "pivot!" Here at the CDCC, we too have had to adapt to

new and different ways of scheduling and bringing events to you, our members. We understand the great value that exists in gathering, networking, and sharing ideas and so we are working hard to bring our events to you – we would rather adapt to make them safe and workable than to cancel and lose the benefits they promise.

We would like to give you a general heads up about our plans, as they stand currently. You will see that many of our standing events have been moved to later in the year. This has been done in the hope that we will eventually be able to return to in-person gatherings, even if attendance must be limited. Please know that the plans are somewhat tentative and specific dates are still being worked out, but this summary will help you to know what to expect and to make plans to attend!

In January, the Economic Forecast Breakfast will be brought to you virtually via ZOOM on January

13th. Our annual Legislative Luncheon is being planned for March – Dover Downs later re-opening will require us to move this event to a new location for this year. We hope to bring you the Military Affairs at the beginning of April. The Chamber Mini Masters will take place at Tre Sorelle in Wyoming on April 28th – this is primarily an outdoor event. We are planning this year's Bluesuiters' Golf Tournament for mid-May. In June, we are hopeful that we will be able to have our Awards for Excellence Dinner at its normal time of the year! The 55+ Expo, normally an April event, is currently being planned for August.

The CDCC's regular Sunset Business Mixers are still planned for the last Wednesday of most months, beginning in February. Unfortunately, we did have to cancel the January Showcase/Member to Member Expo/Mixer event for this year. The team here is working on a virtual plan to bring information about



membership and the work of the CDCC to potential members. We will keep you posted.

As details unfold for the various upcoming events, we promise to keep you informed through our various email broadcasts and the newspaper. Please drop us a line when you can and keep us in the know about what is happening with you and your businesses – and let us know how we can help. We are YOUR essential resource and we are always eager to serve our members. Whether in person or virtually, we are excited to have opportunities to connect with you soon!

## Guide

Continued From Page 1

terways... fabulous restaurants... five college presences... cutting edge health care... quaint downtown areas... nature at its best... legislators who listen... that's what the heart of Kent County looks like. Central Delaware has much to offer... and a lot to be proud of! It is imperative that we share the good news about our area – we don't want to be the region's best kept secret! The Resource Guide, under this year's theme "A Place to Call Home," will tell the remarkable story of Central Delaware in a way that is interesting,

engaging, and useful... and by advertising in the publication, you will become known as an important part of that story!

To that end, 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. Many of our larger member businesses, as well as Dover Air Force Base, distribute these books to their newest employees, often people who are coming to town from other areas. In addition, the Resource Guide is available on our website. What a marvelous opportunity to get your name out to

many prospective customers!

Advertising spaces are now available in the upcoming Resource Guide. Our goal is to have the publication – The CDCC 2021-22 Resource Guide – available for distribution by July 1, 2021. As company leaders are meeting to create next year's budget – be sure to include the Resource Guide in your plans!

We are happy to announce that there will be NO PRICE INCREASE this year for advertisers – we are happy to honor prices from last year! Again, this year, we are able to offer a special package deal to the first 35 businesses who reserve a half or full-page ad – those businesses will receive an ad on our Dover/Kent County map for free! We

distribute 10,000 copies of the map each year. Each map will feature a numbering system that shows the exact location of our business advertisers!

Central Delaware's small businesses are a vibrant and essential part of the Central Delaware story – please consider helping us to share that story with as many people as possible... for a whole year! For more information, pricing, or to reserve a spot in our Resource Guide, contact Dina Vendetti at the CDCC office (302) 734-7513 or [marketing@cdcc.net](mailto:marketing@cdcc.net). Don't be Central Delaware's "best kept secret!" Instead, let your CDCC help you to be the business our residents think of first!

## New Member Spotlight

### DelMarVa SHRM



Formed in the early 1980's as a networking/informational venue for area human resource professionals, the initial focus was on the personnel and business needs of small businesses in Kent and Sussex Counties. Representatives from local businesses and colleges recognized the benefit of networking, sharing data and experiences, and acquiring information about current events. They met monthly and, as attendance grew, the Southern Counties Personnel Group was developed into a formal association led with a diverse Board of Directors.

During the 1990's, business representatives and human resources professionals from surrounding states started attending the meetings. Due to this, the group's name was changed to the DelMarVa Human Resources Group and became a 501c3 organization serving the educational needs of its members. Later, it was decided that the group should take advantage of the benefits provided by associating with a national organization and, under the direction of Marie Isenberg (then president) applied to be an official Chapter with the Society for Human Resource Management (SHRM).

Marie ingrained excitement and

support in the members. She marketed the program and its benefits to all attendees and invested the group's budget to financially assist anyone that wished to become a national SHRM member but didn't have the means to do so. Marie had a vision to bring professionalism and respect to the personnel and human resources fields. Chapter 0572 is now well known as the DelMarVa Society of Human Resource Management and serves over 100 HR and business professionals, representing a vast array of businesses.

DelMarVa SHRM aids its members by advancing the HR profession through education, advocacy, leadership, and community outreach. They help local businesses by reaching out to those with expertise to present workshops regarding current events and relevant topics. Over the years, they have become known for mentoring students and providing 'inclusive' opportunities for them to learn and grow. DelMarVa SHRM has



provided scholarships and recognition events for students and young professionals. Each year, they raise funds for organizations that serve the community such as the Veterans Trust Fund, Habitat for Humanity, Stand by Me, Code Purple, Boys and Girls Club, and many others. Members have volunteered thousands of hours to the community assisting those unemployed, re-entering society, needing workforce readiness, high school and college graduates, and each other.

As a recipient of the 2019 Excel Award, DelMarVa SHRM is proud to be affiliated with the Society for Human Resource Management (SHRM). DelMarVa SHRM's greatest achievement in 2020 has been their "Can Do" outlook as evidenced by the success they have had in continuing to provide services and engaging their members virtually

throughout the COVID-19 crisis. Participation has been outstanding, and feedback has been very positive.

DeMarVa SHRM is excited to be a member of the Central Delaware Chamber of Commerce (CDCC) because they provide us an opportunity to receive updates and support about local businesses and legislation that impacts us directly. Their members find the networking events especially valuable for connecting and getting to know local business professionals in the area. They are excited to support the CDCC and we work to support them!

For more Information about our Chapter, visit [www.delmarva.shrm.org](http://www.delmarva.shrm.org) or email them at [delmarvashrm0572@gmail.com](mailto:delmarvashrm0572@gmail.com). Please join the Central Delaware Chamber of Commerce in welcoming DelMarVa SHRM into Chamber membership!

## New Member Spotlights

### Meet AMB Mobile Massage and Wellness Center and Owner Andretta Jones

AMB Mobile Massage and Wellness Center was founded in February 2009. Licensed and certified massage therapist, Andretta Jones, started her practice in Baltimore, MD. She recently opened a second location in Dover, Delaware. Andretta works with all age groups, but she specializes and helps senior citizens and their caregivers to improve their quality of life through massage therapy. The company's vision is to focus solely on Therapeutic Massage Therapy, which makes them unique in the world of mobile spa companies. Clients are invited to take advantage of AMB's services at the company's wellness center or by using the Mobile Massage service at their own location.

Andretta became a Continuing Education Instructor in 2012. Ms. Jones received an advanced certificate from Daybreak Geriatric Institute. Her classes are focused on improving the quality of life for the elderly and frail population. She offers NCBTMB approved courses for Massage Therapists seeking continuing education requirements. Andretta offers community classes for caregivers who are seeking guidance when caring for the elderly, the ill and the dying – and a host of other workshops, meditation, etc. Andretta is also a part time massage therapist, bodywork and anatomy instructor for Mpower Education. She also taught at The Baltimore School of Massage in Linthicum, MD.

In addition, in late 2018, Andretta has also created her own product line which clients can access through Create My Meditation PEACE. Andretta's extensive product line includes body butter, sugar scrubs, essential oil infused roller oils, crystals, jewelry, eye/neck pillows and more. Clients are invited to visit her wellness boutique before or after their massage sessions to continue their wellness care experience at home.

Andretta believes that our bodies are truly amazing. Constant peace and balance are necessary to maintain wellness. She enjoys being able to help her clients and patients learn how to achieve physical, spiritual, and emotional balance through



Massage and Compassionate Touch therapies.

Andretta is excited to join the CDCC and is looking forward to taking advantage of all the opportunities the Chamber offers to connect with other members and business colleagues. The current pandemic has hindered her ability to assist clients who live in residential facilities. Business to business exposure promises to be a viable avenue for growing her company. The CDCC is widely known for their ability to help members build and grow their networks. She is excited about finding ways to connect with the Central Delaware community.

For more information about AMB Mobile Massage and Wellness Center, please visit their website at [www.ambmassage.com](http://www.ambmassage.com) or call (443)994-3458. Please join the Central Delaware Chamber of Commerce in welcoming AMB Mobile Massage to our membership!

### Meet First Citizens Community Bank and Christine Menser

Imagine a bank large enough to help you grow your business, yet small enough to be your trusted partner. That is just what you get with First Citizens Community Bank (FCCB). Their Business Bankers are equipped with products and services that help save time, improve sales, efficiently manage cash flow, and protect businesses from fraud. From backing a building project, to solving short-term cash shortages, and everything in between – FCCB has you covered! They offer a winning combination – the one-on-one service of a community bank with an extensive line of products and services offered by larger financial organizations. FCCB currently operates 30 offices throughout Tioga, Bradford, Potter, Clinton, Centre, Union, Lebanon, Lancaster, Schuylkill and Berks counties in Pennsylvania, Allegany County, New York, and New Castle and Kent Counties in Delaware.

Small businesses are the heart of an energetic, local community. They provide goods and services to residents, create jobs, cultivate economic opportunity and innovation, and promote a sense of community. But they can't do it alone. Community Banks are a critical source of capital for small businesses, funding over 60% of small business loans across the country, according to the Independent Community Bankers of America. FCCB recognizes the reliance small businesses have on community banks, which is why they have dedicated Business Bankers who are prepared to help business owners take their operation to new heights. Regardless of size or mission, when businesses partner with FCCB, they experience an integrated approach to finding solutions that improve operational efficiencies and their bottom line.

Life-long Delawarean FCCB Vice President Christine Mercer serves as the Small Business Banking Officer. She is happy to use her 34 years of experience in the field to assist small businesses with the services they need to be successful. She loves getting to know each of her customers. When she's not work-



Banking Investments Planning

ing, she looks forward to spending time with her family, enjoying time at the beach, and crabbing.

FCCB and Christine are excited to be part of the Central Delaware Chamber of Commerce. The folks at FCCB are excited about making connections with other business colleagues and understanding the role they play in Central Delaware. They are thrilled about the networking and partnership opportunities that Chamber membership will afford them – and they look forward to meeting other members at upcoming events.

To learn more about FCCB, please visit [www.myfccb.com](http://www.myfccb.com). You can also find them on Facebook. Please join the Central Delaware Chamber of Commerce in welcoming Christine and FCCB into our membership!

## Eagle Heights – A Hunt Military Community

Eagle Heights, a part of Hunt Military Communities, is the housing office at Dover Air Force Base. Their mission is to take away the biggest stress point for incoming service members and their families by assisting them in finding their ideal home during their time here in Dover. Civilians are also welcome to live at Eagle Heights and incoming prospective residents are given the opportunity to take advantage of the company's loyalty program and their preferred employer program.

Hunt Military Communities, the largest military housing owner, offers unsurpassed quality and service to more than 165,000 residents in approximately 52,000 homes on Navy, Air Force, Marine Corps, and Army installations across the USA. They do this through their core values: safety, kindness, efficiency, enthusiasm and selflessness and their 5-Star Service commitment. With a 50-year legacy and a partnership with the Department of Defense, HMC strives to ensure the integrity of their military communities and the families who live there. The company's comprehensive website offers



all that prospective residents need to know. Eagle Heights families can visit [www.doverfamilyhousing.com](http://www.doverfamilyhousing.com) to explore floor plans, experience virtual tours, research neighborhoods, peruse a photo gallery, and apply for housing. Current residents can also access important information through this comprehensive portal. From submitting a maintenance request to reading about community news and activities to taking advantage of the loyalty program, clients have all the information they need right at their fingertips. The resourceful staff members at Eagle Heights are always ready to assist and can be reached at (302)678-3603 or [doverleasing@huntcompanies.com](mailto:doverleasing@huntcompanies.com).



Eagle Heights is thrilled to be a new member of the CDCC! They feel a strong connection with the Chamber. They say it best: "Eagle Heights is all about family – and the CDCC is like one big family of businesses!" They are excited to be engaged with the CDCC and excited to explore ways that member businesses can all help each other grow and flourish.

Please join the CDCC in welcoming Eagle Heights into Chamber membership!

## Member of the Month

**Name:** Mike Doughty  
**Title:** Executive Director  
**Business:** Senior Home Help  
**Address:** 11550 Willow Grove Road, Camden, DE 19934  
**Phone:** (302) 538-6027  
**Website:** www.seniorhomehelp.com  
**Email:** mike@seniorhomehelp.com



### SENIOR HOME HELP

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

We help adults with health issues be more comfortable and maintain their dignity. We provide them with compassionate and caring unskilled home care services (companion services, etc.) in the comfort and security of their own homes, across all three counties in Delaware: New Castle, Kent, and Sussex.

**Tell us about how your business got started.**

My father, at the ripe old age of 78, wanted to help my older brother start a business assisting the more mature adults with using computers. One day, while talking with a builder, the builder mentioned he knew a couple of friends that helped the elderly with in-home health care, and he should talk with them. My father did, and Senior Home Help was born.

**Tell us something that makes your business/organization unique.**

We are a father and son family-owned and operated business with the owners coming from New Zealand. In addition, our Registered Nurses, with over thirty years of experience in health care, have worked in many different states. Together, with our diverse backgrounds and experiences, we bring a refreshing and different approach to running the business, developing our people, and ensuring our clients get the care they desire with dignity and compassion.

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

We have been very fortunate to have experienced steady and sustainable growth over the last year, during a time when many business owners have encountered very

difficult times. We are currently working on becoming a Skilled Home Health Care Agency to allow us to help our clients following hospitalization or post discharge from a skilled nursing facility. Further in the future, we will introduce Geriatric health care management services to help people navigate the confusing world of health care, as they ensure their loved ones are getting needed and appropriate care outcomes. Ultimately, we will expand the business into other states by franchising the business.

**How has the Chamber helped your business/organization grow?**

Being in business can feel isolating at times. The Chamber has helped us meet colleagues and make valuable connections with people in a wide variety of businesses. That has gone a long way to help us feel part of a larger and supported community.

**What is your best advice to other businesses/organizations?**

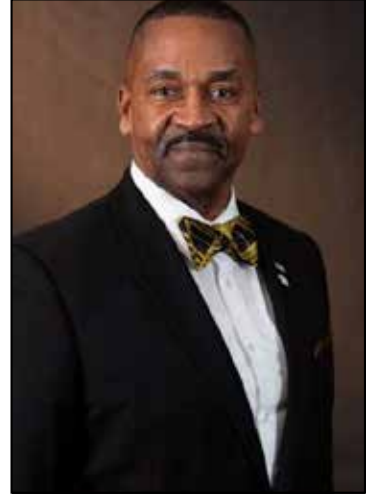
Develop a natural sense of curiosity. Take a lot of advice, ignore it all, and do what you feel is best after listening to others.

Be confident in yourself. Lean on your natural talents - the things you find easy and do well. Find other people who have natural talents that can complement yours and work together.

## Ambassador's Corner

### Rev. Dr. John G. Moore, Sr.

Rev. Dr. John G. Moore, Sr. truly lives out the title of an ambassador. Originally hailing from Philadelphia this committed altruist does all he can to improve the quality of life for people he meets in his everyday travels. He retired from the United State Air Force after 20 years of service. He is the Associate Pastor of the Dover Christian Church and for the last 14 years has been a leader of philanthropy and community engagement with the United Way of Delaware.



John speaks annually to thousands of people throughout the First State on issues of early education, youth leadership development, diversity & inclusion, financial empowerment and civil rights. His devotion to others has not gone unnoticed. He was awarded the Jefferson Foundation Award by Governor Jack Markell, the Liberty Bell Award from the Delaware State Bar Association, the prestigious Stanford L. Bratton Award by the First State Community Action Agency and Eastern Region National Sorority of Phi Delta Kappa, Inc. Citation Award for Community Service. For over a quarter of a century he has ignited the DREAM in the hearts and minds of children, youth and adults through his reenactments of the late Rev. Dr. Martin Luther King, Jr.

John is proud to be a member and serve as an ambassador for the Central Delaware Chamber of Commerce.

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*The Central Delaware Chamber of Commerce is excited to introduce a new monthly feature in the Chamber Connections. "Member Milestones" is designed to recognize, congratulate, and highlight the recently renewed member with the most years of membership in our organization. We truly appreciate the commitment and support of our members as we continue to serve as the essential resource for the development of businesses in Central Delaware. We couldn't do it without you!*

## Member Milestones



An Exelon Company

Congratulations to the folks at Delmarva Power! Delmarva Power is a unit of Exelon Corporation (Nasdaq: EXC), the nation's leading energy provider, with approximately 10 million customers. Delmarva provides safe and reliable energy service to approximately 532,000 electric customers in Delaware and Maryland and approximately 136,000 natural gas customers in northern Delaware.

With 10 facilities and 199 substations, Delmarva Power employs 1,515 workers including employees from their parent companies who are located here in Delaware and Mary-

land. The folks at Delmarva Power place a high priority on not only serving the community, but also giving back. In 2019, Delmarva Power donated more than \$1.3 million to 230 organizations throughout the company's service area.

Delmarva Power is a proud member of the Central Delaware Chamber of Commerce. The company is celebrating 46 years of Chamber membership! Thank you, Delmarva Power, for your partnership in ensuring quality and responsiveness in the Central Delaware business community!

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Stephen R. Harrell Auctioneer, LLC.....	2
American Kidney Care of Dover.....	1
Northpointe Bank .....	1
Pike Creek Mortgage Services, Inc. ....	1

## New Members

A to Z Cycles, Inc. Ms. Melissa Cornwell 1472 E. Lebanon Rd Dover, DE 19901 302-632-2272	Guzzy-Q Competition BBQ & Catering LLC Mr. Seth Guzman 10 S Main St Smyrna, DE 19977 302-508-5742
AMB Mobile Massage & Wellness Center LLC Ms. Andretta Jones 910 Walker Rd, Suite D Dover, DE 19904 443-994-3458	India Walk Mr. Phanedra Gottipati 561 N DuPont Hwy Dover, DE 19901 302-566-7106
Delaware Black Chamber of Commerce Ms. Ayanna Khan 108 Patriot Dr., Suite 1 Middletown, DE 19709 302-709-1708	TAX-E LLC Ms. Priscilla Rainey 31 W. Loockerman St. Dover, DE 19901 302-480-4275
Genesis Billing Services LLC Ms. Kimberly Brown 163 Lone Tree Dr., Camden Wyoming, DE 19934 302-538-7421	Town of Cheswold Ms. Shadina Jones 691 Main St Cheswold, DE 19936 302-734-6991

# Coffee On Us!

## Sponsored by La Baguette & Catering

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

## La Baguette Bakery & Catering



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

**"The winner of the December "Coffee on Us" contest was Laura Willis of Hudson, Jones, Jaywork, & Fisher, who correctly name the PNC Bank Building on Loockerman St. in Downtown Dover. Congratulations and way to go, Laura! Thanks for playing!"**

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

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