

Chamber Connections

Vol. 44, No. 8

www.cdcc.net

August 2020



Cornerstone Member,
Chesapeake Utilities -
Renewable Natural Gas

.....Page 3
IN THIS ISSUE...

LCD Class of 2021
Announced
.....Page 5

The Final Gavel
.....Page 11-12

CDCC's Annual Report
.....Page 13-14



House of Coffee owner, Kristen Stonesifer, serves up fun while taking every precaution to be safe.



Roma/Sul Tempo's wait staff, safety precautions, and delicious fare are "right on time!"

Delaware: Safe and Fun – Come Join Us!

As you know from previous articles, your Chamber, the CDCC, has been meeting with the Association of Chambers of Commerce of Delaware (ACCD) since the end of March. Our original purpose for meeting was simple: To work together to help our businesses through this COVID-19 Pandemic, and to get our businesses OPEN – OPEN. To the Chambers, "OPEN – OPEN" meant (and still means) getting our businesses back to operating at 100% capacity.

We all realized, even back then, that moving forward, we would be operating differently. Regardless of the probable changes in procedure and protocol, getting our businesses

100% back open had to be the target. Otherwise, our member businesses would be operating in a failed business model which, as we all know, has no chance of long-term survival.

Of course, as Chambers and businesses, we all understand that safety of employees and customers must be paramount. Once businesses were able to start opening in their limited capacity, they proved quickly that they were able to meet the challenges and would do whatever they needed to operate safely. Business owners knew from the beginning that ensuring the well-being of their customers and employees would be the only way to ensure that their doors

would remain open.

In the beginning, officials were tracking many COVID-19 statistics, but the one that carried the most weight, if you will, was the ever-changing number of coronavirus patients who were hospitalized. This number represented people with an absolute diagnosis and people whose cases were the most severe. The tracking of this particular statistic was necessary in order to be certain that our hospitals did not become overwhelmed, but were able to maintain the capacity within our state needed to take care of anyone who

See Fun — Page 17

A Gathering in the Grapevines

Join your fellow CDCC members on Wednesday, August 26th, from 4:00 – 7:00 p.m. at Harvest Ridge Winery for the next Sunset Business Mixer! This event will also feature the CDCC's semi-annual Member 2 Member Expo. The event will be held at 447 Westville Road, Marydel, De 19964. Please join us to experience the hospitality of the folks at Harvest Ridge Winery, and to learn about many member businesses and what they have to offer.

Harvest Ridge Winery, the CDCC's 2019 Small Business of the Year, is a family farm winery, nestled in the beautiful Delaware countryside. From the first vines planted in 2011 until now, the winery has offered a little of everything, from sweets, to reds, to dry wines, to satisfy different

See Mixer — Page 18



www.cdcc.net

Judy's Journal



PRESIDENT - JUDY DIOGO

Making a Plan

Do you remember when hosting events was simple Do you remember when the major components of events were simply time, date, and location?

I know we remember those times here at the Chamber. Those times, however, are not the time we are in right now. Now we must have a plan "A", a plan "B" and a plan "C" for every event we host. This kind of necessary strategizing gives a whole new meaning to contingency planning!

As you all know, chambers are event-heavy organizations. We actually consider ourselves to be masters of event planning, considering we have over 70 events and programs each year. For the CDCC, one third of our budget is derived from special events. As a result, not hosting events is just not a

viable option for us. As staff, we have decided to embrace this time of "different" to create some fresh, new experiences for our members.

As fall approaches, you will see brand new "spins" to some of our events. Be assured that, first and foremost, we will be focused on keeping you, our members, safe and healthy. We will be checking temperatures, creating set-ups that encourage social distancing, encouraging the wearing of face coverings, and making available plenty of hand sanitizer. I am certain you will notice that our goal is to provide you with an environment that gives you a sprinkle of safety and a dash of fun!

Watch your emails and stay tuned - your CDCC is definitely Making a Plan!!!

The return of Maggie the Mallard

See Page 15



Calendar of Events

- August 2020**
- Thursday, August 6th**
 Kent County Open For Business
 8:30 -10 am,
 Kent County Levy Court
 (tentative –
 watch for announcements)
- Tuesday, August 11th**
 CDCC Board Meeting
 VIRTUAL
- Tuesday, August 11th**
 Marketing Committee Meeting
 9:00 am, CDCC Board Room
- Thursday, August 13th**
 Member Orientation
 12:00 pm, CDCC Board Room
- Tuesday, August 18th**
 LCD Steering Committee Meeting
 12:00 pm, CDCC Board Room
- Monday, August 24th**
 CDCC Executive Committee
 8:00 -10:00 am, Location TBA
- Wednesday, August 26th**
 Ambassador Meeting
 3:30 pm, Harvest Ridge Winery
- Wednesday, August 26th**
 Sunset Business Mixer
 / Member to Member Expo
 4:00 -7:00 pm,
 Harvest Ridge Winery

- September 2020**
- Thursday, September 3rd**
 Kent County Open For Business
 8:30 -10:00 am,
 Kent County Levy Court
 (tentative –
 watch for announcements)
- Monday, September 7th**
 Labor Day
 Office Closed

- Tuesday, September 8th**
 CDCC Board Meeting
 7:30 am, Location TBA
- Tuesday, September 8th**
 Marketing Committee Meeting
 9 am, CDCC Board Room
- Tuesday, September 8th**
 Young Professionals Social
 12:00 - 1:00 pm,
 The Boulevard Live
 Entertainment Restaurant
- Wednesday, September 9th**
 Coffee Coaching
 8:00 am, CDCC Board Room
- TBD**
 The Amazing Chase
 5:30 – 8 pm, Downtown Dover
- Thursday, September 10th**
 Member Orientation
 8:30 am, CDCC Board Room
- Tuesday, September 15th**
 LCD Steering Committee Meeting
 12:00 pm, CDCC Board Room
- TBD**
 Night at the Races
 4:00 - 7:00 pm,
 Harrington Raceway & Casino
- Thursday-Friday, Sept. 17th & 18th**
 LCD Class of 2021 Opening Retreat
 8 am,
 Brighton Suites Hotel in Rehoboth
- TBD**
 Awards for Excellence Dinner
 5:30 - 9:00 pm,
 Dover Downs Hotel & Casino
- Wednesday, September 30th**
 Ambassador Meeting
 4:30 pm, Carey Insurance Agency
- Wednesday, September 30th**
 Sunset Business Mixer
 5 -7 pm,
 Harrington Insurance Agency

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.

OFFICERS & BOARD OF DIRECTORS

- Executive Committee Chairman Shane E. Breakie, Chesapeake Utilities Corp.
 First Vice Chair..... Brian J. Stetina, Faw Casson
 Vice Chair, Economic Development... Christina M. Lessard, Lessard Builders, Inc.
 Vice Chair, Organizational Development..... Jesse C. Keleher, Harrington Raceway & Casino
 Vice Chair, Community Affairs Katrina L. Sullivan, Delaware State News
 Vice Chair, Legislative Affairs..... C. Scott Kidner, C.S. Kidner Associates/Capitol Strategies
 Vice Chair, Military Affairs..... Evans Armantrading, Jr., CNU Fit, LLC
 Treasurer Rachel M. Bowden, KraftHeinz Company
 Vice Chair, Smyrna-Clayton Dana F. Wattay, Wattay Accounting
 Past Chairman Sean M. Mace, Eden Hill Medical Center

BOARD OF DIRECTORS

- (USPS 462-490)**
 Central Delaware
 Chamber of Commerce
 435 N. DuPont Highway
 Dover, Delaware 19901
 302-734-7513

POSTMASTER:
 Send address changes to
 Chamber News,
 435 N. DuPont Highway,
 Dover, DE 19901

Subscription Price:
\$20.00 per year
 (included in membership dues)

Periodical Postage Paid at
 Dover, DE 19901

- Tony Allen, Ph.D. – Delaware State University
 Scott Connell, Merrill Lynch
 Timothy R. Horne, Dover International Speedway
 Ryan D. Horsey, Parkview RV Center
 Dr. Cornelia Johnson, Delaware Technical Community College
 Doree L. Kuhn, Dover Downs® Hotel & Casino
 Lori J. Llewellyn, My Roots
 Richard A. Mohnk, Bayhealth Medical Center – Kent Campus
 Chaz M. Rzewnicki, Dover Federal Credit Union
 Lincoln D. Willis, The Willis Group

- HONORARY BOARD MEMBERS AND GUESTS**
 Robin R. Christiansen, Augustor, City of Dover
 Hon. Jeffrey W. Hall, Commissioner, Kent County Levy Court
 Col. Matthew E. Jones, Commander, 436th Airlift Wing

- ADMINISTRATIVE STAFF**
 Judy Diogo, President
 Cristal R. Brenneman, Executive Assistant & Director of Special Events
 Heather A. McTheny, Director of Membership Services & LCD
 Dina C. Vendetti, Director of Marketing and Communications
 Cindy A. Friese, Assistant for Special Events & Sponsorships

Member Chamber of Commerce of the United States
Chamber Connections Production and Layout by:
Delaware State News

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.

Thank you to the CDCC
 Cornerstone Members!



An Industry Exclusive
 CDCC Marketing Package!



435 N. DuPont Highway, Dover, DE 19901
 P: 302.734.7513
 E: info@cdcc.net
 www.cdcc.net



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



Cornerstone Membership: The Blocks on Which We Build

The cornerstone is a key component in construction because it is part of the foundation. The foundation of any structure is what provides the strong support on which it is built. With the shifting of the ground, the impact of inclement weather, and the weight of the entire structure, any building built without the bedrock of a foundation is likely to lean, collapse, or crumble over time. A great example of such a tragedy is the famous Leaning Tower of Pisa – which was built on sandy soil without a foundation. Needless to say, cornerstones are necessary to ensure the long life of any building or institution.

The Central Delaware Chamber of Commerce is pleased to provide members with the opportunity to showcase their businesses through Cornerstone Membership. A Cornerstone Membership not only provides outstanding exposure, visibility, and name recognition, but helps to ensure



a long, quality life of service for your CDCC. Cornerstone Membership is a partnership that goes a long way in helping businesses grow, as well as helping the CDCC continue to serve as the essential resource for the development of businesses in Central Delaware.

Member businesses who are part of the Cornerstone program will receive, for one full year, an exclusive homepage rotating banner ad – complete with a hyperlink to your business - on our website.

Also for one full year, your company logo will appear in an advertisement in the Chamber Connections Newspaper (12 months) identifying you as a Cornerstone member. In addition, you will receive 2 featured articles in the Chamber Connections newspaper and four broadcast emails per year sent to nearly 1,600 recipients.

This exclusive membership will entitle you to a listing as a Platinum Sponsor for the State of the Base Briefing Breakfast (attendance 220+), the annual CDCC Legislative Luncheon (attendance 300+), and the Awards for Excellence Dinner (attendance 300+). You will also receive 1 exhibitor table at each of the semi-annual CDCC Member 2 Member Expos, admittance for 8 at the Chairman's Circle event (Awards for Excellence Dinner), a quarter page/full color advertisement in the CDCC Holiday Gift Auction Program, and \$200 to-

wards the purchase of an advertisement in the CDCC's annual Resource Guide.

The value of the Cornerstone package is \$16,200.00, but as a Cornerstone member, you will receive all these amazing opportunities for just \$5,000.00. Our Cornerstone Memberships are industry exclusive. As a Cornerstone Member, you will be given the first right of refusal each year.

As you can see, Cornerstone Membership (established in 2013) is a marvelous engaging way to showcase your business. It is also an incredible way to be known as part of the foundation on which your Chamber is built.

For more information regarding Cornerstone Membership, please contact the CDCC Office at (302)734-7513 or visit our website at www.cdcc.net. As always, thank you for your continued support and encouragement as we work to help businesses grow and be recognized!

Cornerstone Member - Chesapeake Utilities

Creating Opportunity with Waste and Ingenuity – The RNG Story

Chesapeake Utilities Corporation, working together with local governments and industry, has been looking for a good solution that would create a sustainable, environmentally-friendly supply of renewable natural gas (RNG) while also helping to solve local waste management problems.

Across the globe and in several U.S. states, turning organic waste, like agricultural waste from farms and excess organics from animal processing industries into green energy, known as RNG, is a reality. The process, anaerobic digesting, uses naturally occurring microbes to break down organic waste into two products: methane and an organic fertilizer product used by farmers. Once the methane is scrubbed, it can be injected into the natural gas delivery system as RNG.

Waste streams, such as food waste from casinos and restaurants can also be used in the process. Any organic matter that would otherwise be sent to a landfill where it would simply decompose and release greenhouse gases into the air can be used. Instead of the gas being released, it is processed and reused.

Organic waste is hauled to the anaerobic digester where it is contained and processed into the fertilizer product and RNG, which can be injected directly into the natural



gas distribution system. It is a sustainable energy resource, produced and used right here on the Delmarva Peninsula.

Earlier this summer, Chesapeake Utilities Corporation's affiliates, Eastern Shore Natural Gas Company, Chesapeake Utilities and Marlin Gas Services, entered into agreements to bring an anaerobic digester system to Delaware, as well as one in Somerset County, Maryland. Beyond the environmental and energy benefits, these projects will also support the economy by producing jobs in the Delmarva region. These are examples of Chesapeake Utilities Corporation taking steps to ensure that the Company can support and promote the emergence of the renewable fuels market

and do its part to assist in managing agricultural and other organic waste recovery.

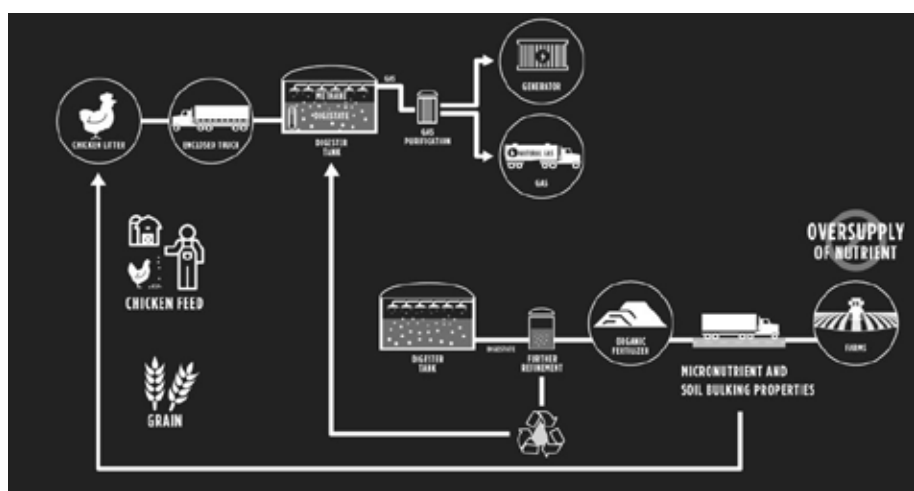
These projects represent sustainable growth investments across the corporation's value chain – natural gas transmission (Eastern Shore Natural Gas Company); natural gas distribution (Chesapeake Utilities); and our mobile compressed natural gas (CNG) business (Marlin Gas Services).

Through this collaboration, Chesapeake Utilities Corporation has an immediate and scalable opportunity to further reduce the impact of climate change has on our region. The process to turn organic waste into RNG is a sustainable and environmentally beneficial way to positively influence our region's

agricultural ecosystem.

In addition, these projects will reduce greenhouse gas emissions. The Company is supporting the economy of the Delmarva region by reusing and converting organic waste into a sustainable energy source.

RNG is an ecological solution for our region. For decades, it has been a common practice to apply chicken litter onto farm fields as fertilizer. Through the anaerobic digestion process, gas is extracted, and then scrubbed to be delivered and used as clean-burning, RNG in thousands of homes and businesses on the Delmarva Peninsula. What an outstanding idea, an energy resource from waste: clean-burning, renewable, natural gas.



Congratulations to Central Delaware's Newest Leaders!

From beginning to end, the Class of 2020 experienced an amazing year of learning and growing as leaders. From their initial meeting at the Opening Retreat in Rehoboth to now, many relationships have been built, strong bonds have been formed, and life lessons have been learned. This incredible cross-section of Central Delaware professionals has transformed from simply 24 individuals interested in learning about leadership, to a forward-thinking, trail-blazing, impactful team ready to make a positive difference here in Kent County and beyond.

This was a very different year for Leadership Central Delaware. For the first seven months of the program, our leadership students enjoyed traveling to interesting locations and hearing from many prominent leaders. They learned a great deal about the various economic drivers that steer Kent County. They got to know each other better as they engaged in hands-on learning experiences. In addition, they worked together to plan, execute, and complete three significant community service projects.

As a result of the COVID-19 crisis, the blueprint of the last three months of the Leadership Central Delaware year was forced to undergo a drastic make-over. Visits and gatherings were cancelled and instead of the normal, comfortable rhythm of travelling to hear from leaders at their locations, the LCD program became virtual. Speakers were contact-



A program of the Central Delaware Chamber of Commerce

ed, panels were formed, and the last three months of leadership training were delivered via ZOOM - with a commitment to the members of the class that they can attend these three days in person with next year's class.

Whether in person or on ZOOM, the Class of 2020 did a great job of being present, listening, learning, and adding to their leadership tool belts. They exercised a great deal of flexibility and adaptability throughout the year and they exhibited an insatiable curiosity for "all things leadership." Their probing questions, their comments, their conversations during each leadership experience helped them as they collected information, learned techniques, and developed their own leadership strategies.

The Class of 2020's leadership year will finish with their graduation. This event, complete with diplomas and much celebration, will take place in conjunction with the Chamber's annual Awards ceremony. Please join us in congratulating the members of LCD Class of 2020!



Congratulations to:

- Veronica "Ace" Aceveda - Dover Air Force Base**
- Jennifer Archer - Dover Air Force Base**
- James Trey Bowden - GoodBetterBestTechnologies, LLC**
- Courtney Duncan - Connell, Carey, and Associates - Merrill Lynch of Dover**
- Kendra Friel - Delaware Municipal, Electric Corporation**
- Cynthia Friese - Central Delaware Chamber of Commerce**
- Michelle Garrison - R & R Commercial Realty**
- Carrie Green - Delaware State Police Federal Credit Union**
- Catherine "Katie" Hanncock - Love Bella Creations**
- Wendell Howell - Detailing by Wendell**
- Jason Lowrey - Dover Air Force Base**
- John Martin - Chesapeake Utilities Corporation**
- Kerry McElwee - Dream Coaching**
- Brennan McKone - Chesapeake Utilities Corporation**
- Dawne Nickerson - Dover Air Force Base**
- Stephanie Poet - Harvest Ridge Winery**
- Edward Rexroth, Jr. - Embrace Home Loans**
- Michele Rudzik - Home Instead Senior Care**
- Vincent Setnar**
- Justin Smith - Del-One Federal Credit Union**
- Robert Smith - Dover Air Force Base**
- Marcia Taylor - Delaware State University**
- Sharon Urban - Bayhealth Medical Center**



A New Year – A New Class of Leaders!

The Leadership Central Delaware Class of 2021

The applications are in... the “i’s” are dotted and the “t’s” are crossed... the interviews are complete... We are thrilled to announce this year’s Leadership Class – the LCD Class of 2021! This group of Central Delaware professionals will embark on a journey that will take them behind-the-scenes of the most influential economic drivers in Kent County. They will have opportunities to meet the area’s leaders, engage with them in conversation, and learn from them about what it takes to be an effective leader. Their ten-month adventure begins in September with an Opening Retreat which focuses on team/community building and leadership development. Following the Retreat, the class members will gather on the first Thursday of each month for a full day of learning and growing. As the class graduates in June, they will use the knowledge and skills they gathered on this amazing adventure to impact our community, making it an even better place to live, work, and play.



The following individuals will make up the Leadership

Central Delaware Class of 2021: (drum roll please!)

- Olivia Bernath, Dover Downs Hotel & Casino**
- Shae Brown, Dover Federal Credit Union**
- Cheri Bryant, Dover Federal Credit Union**
- Heather Contant,**
Delaware Municipal Electric Corporation
- Anthony Coker, Chesapeake Utilities Corporation**
- Aleasha Dorsett, Delaware State University**
- Brett Emmons, Peter A. Oldziej & Associates**
- Stuart Gardner, Fly High Cheer & Tumble, LLC**
- Stephanie Green, Bayhealth Medical Center**
- Jared Hess, Dover Air Force Base**
- Sand Hoffman, Chesapeake Utilities Corporation**
- Lauren Irby, Delaware Electric Cooperative**
- Patricia Isherwood, Bayhealth Medical Center**
- Evan Johnston, Embrace Home Loans**
- Khalia Jones, Fort Sill National Bank, N.A. (FSNB)**
- Marie Kozel, Chesapeake Utilities Corporation**
- Jeffrey Lewin, Lutheran Senior Services of Dover**
- Christopher Martarano, Dover Federal Credit Union**
- Samuel McKenzie, Dover Air Force Base**
- Sarah Patterson, Faw Casson**
- Kristina Rennie, AFMAO**
- Heather Tatum, Dover Spouses’ Club**
- Danielle Valvalla, Pike Creek Mortgage Services, Inc.**
- James Warren, Dover Air Force Base**
- Todd Wilson, Dover Federal Credit Union**

Now in its 20th year and with over 450 alumni, Leadership Central Delaware creates effective, dynamic and knowledgeable leaders. In addition, the curriculum and program are designed to help increase an individual’s desire for involvement in community leadership and service. The program’s alumni have had an amazing impact and have influenced positive change, not only here in Central Delaware, but also statewide, throughout the country, and even around the world!

For more information of Leadership Central Delaware and how to apply for LCD Class of 2022, please contact Heather McTheny at lcd@cdcc.net or 302.734.7513.



At the end of another wonderful year of training Central Delaware’s next generation of leaders, we would like to take a moment to extend a heartfelt thank you to our amazing sponsors! Even during this time of the pandemic, marked by cancellations, postponements, and reformatting, our year was filled with experiences, conversations, and skill building activities that are sure to enhance the portfolios of our participants. This program and its 450+ alumni truly generate a positive impact on our area’s business community – and the community at large. Thank you, sponsors, for understanding and investing in this, our diamond program!

LCD Class of 2021

Meet & Greet

JOIN US FOR A
CASUAL EVENING OF FUN. AN OPPORTUNITY
TO MEET YOUR FELLOW CLASSMATES!
COCKTAILS AND HORS D'OEUVRES
WILL BE SERVED!

Hosted by Terry & Dean Blaha

DATE: Thursday, August 20, 2020
 TIME: 5:00pm - 8:00pm
 PLACE: Terry & Dean Blaha's House
 (LCD Alumni, Class of 2004)
 18 Violet Ct, Magnolia 19962
 RSVP by Aug. 17th: By email to
 Heather at LCD@cdcc.net
 or call (734-7513)

Special Feature

Annual Celebration of TEAM Dover was on Par!

The CDCC's annual Bluesuiters Golf Tournament, held July 16th at Male Dale Country Club, was an amazing celebration of TEAM Dover! Over 100 golfers participated in this year's event, 45 of the golfers were airmen who were sponsored by the community. The golfers were a wonderful mix of members of the Dover business community and military personnel from Dover Air Force Base (DAFB). This event is one of three events hosted each year by the Military Affairs Committee of the Chamber and is designed to build and strengthen the relationship between DAFB and members of the Central Delaware community.

The golfers met at 10 am for registration, and at 11 am, they were sent out to their beginning holes for a shot-gun start. Foursomes for the tournament were mostly comprised of 2 airmen and two civilians. The sunny 79-degree day was filled with fun and laughter, conversations and networking, and a little healthy competition!

We want to say a big "thank you" to our tournament sponsor, Embrace Home Loans, for making this event possible. Thank you also to our lunch sponsors: Wilmington University and Century Engineering, our dinner sponsor: Caliber Home Loans, our hole-in-one sponsor: Delaware Municipal Electric Corporation, our 19th hole sponsor: Burke Equipment, our cart sponsors: Pinnacle Rehabilitation & Health Center, Westminster Village, and Independent Metal Strap Company, Inc.

Several member businesses served as tee and green sponsors: Wealth Management Group, LLC, Chick's Saddlery, Air Force Association Galaxy Chapter, Regulatory Services, Inc., Hilton Garden Inn, Middletown Area Chamber of Commerce, Wagamon Technology Group, LLC, Kent County Tourism Corporation, Shore United Bank, Del-One Federal Credit Union, Military Officers Association of America, Kent Sign Company, Always Advertising, Inc., Atlantic Home Loans, Lighthouse Construction, Dowding Group, Dover Spouses' Club, and Fort Sill National Bank. Thank you for your support!

As the golfers made their way around the course, they were treated to a variety of goodies and snacks graciously provided by member businesses. Thank you so much to Westminster Village, Waste Masters Solutions,



La Baguette Bakery & Catering, Woody's on Wheels, and Fort Sill National Bank. Thank you also to Pepsi Bottling Ventures of Delmarva for supplying the Pepsi products for the day, and to Mispillion River Brewing for supplying beer products.

A special thank you also to Dover Federal Credit Union for supplying us with a beautiful Scotty Cameron putter to be the grand prize for our raffle. Thank you to Anthony Bonanno of Swing 365 for giving our golfers an opportunity to experience virtual golfing. Sayer's Jewelers & Gemologists for the hole-in-one gold tee prize.

Thank you to Maple Dale County Club for providing such a beautiful and welcoming setting for our event. Thank you to our many volunteers. And thank you to all our golfers!

We will look forward to seeing you all again next year for this popular TEAM Dover event! In the meantime, keep an eye on your calendar for our other TEAM Dover events - the State of the Base Briefing (usually in November) and our Military Affaire (in January or February).





Member News



Dover Strong = Support for Small Businesses

At the end of March, as cases of COVID-19 began to multiply and fear surrounding the pandemic grew, many businesses were forced to temporarily close and send their workers home to work remotely. Doors were shut, buildings were vacated, contact with the public ceased, and isolation began. People were forced to operate behind closed doors.

The team at the City of Dover was not exempt. New website messages were crafted, contingency plans went into effect, and City Hall went dark. A message to the citizenry of the city read: "In an effort to prevent the further spread of the Coronavirus (COVID-19) and to ensure the health and well-being of our staff and members of our community, all city facilities have been closed to the public."

Some might think that, because all city facilities were closed, there was no work going on. But nothing could be further from the truth! City officials were expending a great deal of effort and doing everything they could to continue to provide for, not only the residents, but also the small businesses at this time of crisis.

When the Central Delaware Chamber of Commerce (CDCC) went to work forming a task force to assist companies in getting back to business, the City of Dover was pleased to play a part in that initiative. There was a need for Personal Protective Equipment (PPE) that must be acquired prior to businesses re-opening. The task force decided to create "Starter Kits" filled with items such as gloves, masks, wipes, hand sanitizer, disinfectant, and no contact thermometers. The City of Dover was proud to contribute \$10,000 to that effort, knowing that it would go a long way in helping small businesses get up and running again.

As the situation wore on, it became increasingly obvious that businesses were going to need to conserve cash if they could. Donna Mitchell, City Manager, went to work finding ways to help. The City, over the past couple of years, had experienced a savings on power. Typically, those savings are distributed to customers in the form of rebates or power cost adjustments (PCA) – but the money is

not usually disbursed all at once. The City was able to give back \$5.2 Million in PCA credits. At the same time, there was a decrease in water costs – but an increase in sewer costs. Fortunately, the PCA credit more than offset this increase for most customers.

A concern initially raised by the hoteliers was the impending due date of July 30th for property tax. The City was able to examine that situation, rearrange some contributing factors and redirect some of the variables involved in this assessment. As a result, the deadline to pay property taxes for everyone, residents and businesses alike, was extended to September 30th, providing all with a little room to breathe. This help from the City impacted many businesses in a big way – the lower rates for water and the PCA credit provided them with some much-needed additional revenue, and the property tax extension gave them some much-needed relief. While everyone will be assisted by these efforts, residents are not likely to feel as big an impact as businesses. These outlined decreases in costs coupled with a rise in property value will result in a significant savings for large and small businesses operating in the city.

"When balancing the various funds, we always have to be conservative, so as not to do any damage to the financial stability of the general fund," remarked Mrs. Mitchell. "but we did what we could to help our residents."

City Manager Mitchell, who will be retiring in the next couple of months, is working hard to complete forecast models for the city, including a financial projection for the next five years. These forecasts and projections will include several "what if" scenarios, so that the appropriate planning will be able to take place to ensure the City's health and prosperity.

In addition to the monetary assistance provided by the City of Dover during the pandemic, much attention has also been given to other areas of the downtown so that they can be ready to open when permission is given. The Dover Public Library has undergone several improvements inside and out, including a detailed examination of book usage, the rearrangement of fur-

niture, and some painting. An effort has been made to shorten the height of the stacks so that activity in the library can be more easily monitored by workers and by security cameras. A pressure washer has been purchased and an effort is being made to thoroughly clean the sidewalks downtown. The addition of one part-time worker has enabled some extra attention to be given to the downtown area as well.

It is safe to say that the City of Dover not only maintained an attitude and a message of "Dover Strong," but city officials, including the mayor and the city manager, worked hard to put those words into action by providing strong support for its businesses. As Mayor Christiansen noted in his State



of the City address to City Council, we can expect that "the City of Dover will come out of this current challenge stronger and better than ever!"



Coffee
Coaching

What's Coffee without
freshly brewed ideas?

This Program is
Presented by
Bobby Jones,
Master Networks -
Delaware Region



MASTER
NETWORKS

Location:
CDCC Conference Room
435 N. DuPont Hwy
Dover De 19901
Call the CDCC to register @
302-734-7513



September 9, 2020
8:00 a.m. - 9:00 a.m.

Networking
During
Quarantine:

- Relationships Win
- The Masked Networker
- Master the Zoom Call



435 N. DuPont Hwy, Dover, DE 19901
302.734.7513 | (f) 302.678.0189
info@cdcc.net | www.cdcc.net

 @chambercdcc
 @CentralDelawareChamber

Member News

NCALL's Future: Addressing Needs and Making Dreams a Reality

As the team at NCALL looks to the future, here is what they see: thriving neighborhoods and equitable housing for all on the Delmarva Peninsula. In a year-long collaboration of staff and board members, they generated plans for exactly how to make their vision a reality. Instead of waiting for a "new normal" to emerge, they were determined to engineer what that new normal could look like. Their goals are ambitious and their tenacity is unmatched. They are determined, over the next five years, to answer the needs of communities, along with the dreams of individuals.

The remarkable difference that NCALL aims to make in the world is summed up in their mission to strengthen communities through housing, lending, and education. To accomplish that mission, the members of the 43-member team at NCALL will strive to emulate their five core values. They will work hard to be compassionate, resourceful, trustworthy, responsive, and innovative. They will continue to welcome and respect their clients, pursue excellence, listen, learn to understand, create plans that serve diverse interests, and they will act as change agents in the financial health and well-being of people and communities.

NCALL, the National Council on Agricultural Life & Labor Research Fund, Inc., began in Washington, D.C. and was dedicated to providing better living conditions for farmers. NCALL opened its Dover office in 1976. Across its 44-year history, NCALL has expanded its services to include all of the Delmarva peninsula, both urban and rural areas. In addition to widening its scope, NCALL also enhanced and increased its services. Today, NCALL provides housing counseling, foreclosure prevention, financial education, housing development, lending, and much more.



Karen Speakman has served as NCALL's Executive Director since 2018.

The success of NCALL's vision for the future will rest on hope, aspirations, and collaborations. NCALL's goals for the next five years fall under three broad headings. "Production with a Purpose" deals with goals to enable the team to provide excellent financial coaching and housing counseling, real estate development, organizational development, and community development lending. This first category of goals deals with assisting families as they become "mortgage ready," acquire adequate funding, perform their own home repairs, etc. The second category of goals, labelled "Organization Progress," deals with the improvement of in-house operations or practices. Two of the goals in this section that will receive special attention involve the diversifying of investments and strict attention to Race, Ethnicity, Inclusion, and Diversity Principles, along with appropriate training in this area in order to make people more consciously aware. The final goal category, "Community Engagement," addresses the need for public visibility, collaborations, and philanthropy. Karen Speakman, NCALL's

Executive Director, is eager to "include as many people and organizations as possible in the mission of NCALL." She went on to comment, "I always welcome as many as possible to the table."

Like with so many other businesses and organizations, the onslaught of COVID-19 created many opportunities for NCALL to step in and help. They were able to carefully assist borrowers of their loan fund to defer payments to a later date. They were also able to step out of their normal protocol and provide a few operational loans to housing-related entities that needed their help. "If anyone has learned anything during the pandemic, it is the remarkable value of a house," remarked Karen. "Affordable, available housing is a basic human need."

Now that NCALL's strategic plan is in the form of a document, work will begin on the next steps. Another gathering of the stakeholders will take place in which action plans will be formulated. A subsequent meeting will establish goals and monitor progress.

The next five years will be an exciting time in NCALL's history as they march ahead to realize their vision. Appearing in one of their documents, an excellent summary of their plans communicates their commitment and their drive, as well as an invitation to join their work: "Especially during this unprecedented time in history, amid a complex public health crisis, and as the long-overdue public awakening to racism and evolving broad national resolve to correct it, NCALL, in keeping with our mission, commits to ensuring that every person in our target area has a home they can afford. Together we can make that happen."

For more information, please visit NCALL's website at www.ncall.org or give them a call at (302)678-9400.

Edward Jones
MAKING SENSE OF INVESTING

Putting the power of personal attention working for you.

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

Christopher Smith
CFP® | AAMS®
Financial Advisor

Member of **SIPC**

3 S. American Ave., Dover, DE
(302) 735-8770
www.edwardjones.com

**YOUR TOWN.
YOUR VOICE.
YOUR NEWS.**

DP HGN MB
LIVING ST MT

Sayers

Jewelers & Gemologists
Since 1950

Delaware's **ONLY**
source for
ADDALINK
bracelets.

(302) 653-9456
19 S. Main Street, Smyrna DE 19977

Member News

Sipping Away the Summer

During these lazy, hazy, crazy days of summer, there is nothing like relaxing with a nice glass of wine in the cool of the evening or enjoying a refreshing beer in an ice-cold glass. Lest one might think this is a new idea, Benjamin Franklin once stated, "In wine, there is wisdom; in beer, there is freedom; in water there is bacteria." Since sharing a libation with friends is easily done outdoors and within the confines of appropriate physical distancing, it seems to be a delightful way to stay connected.

The Central Delaware Chamber of Commerce would like to remind everyone of our member breweries and wineries and the wonderful potent potables they have to offer. Each business offers its own flair in its own unique setting. Together, they create a beautiful variety of tastes and experiences guests will be sure to enjoy.

Brick Works Brewing & Eats, founded in 2016 and located at 230 S. DuPont Blvd. in Smyrna, focusses on producing the highest quality beverages and menu items, and prides itself on using locally sourced ingredients for both their beers and their food, all made from scratch from plate to glass. The Brick Works menu focuses on fusing local products together to form an integrated dining experience. Through the brewing and pairing of the right beers with the right food preparations in a warm atmosphere, the brewpub truly prides itself on presenting the best Delaware has to offer. Brick Works is pleased to offer a variety of craft beers brewed especially for them by Mispillion River Brewing Company. For brewpub hours and more information, please call (302) 508-2523.

Fordham & Dominion Brewery (FoDo), located at off Horsepond Road at 1284 McD Drive in Dover, is working hard to provide customers with high quality crafts beers in the tradition of the Ram's Head Tavern. Whether one is a craft beer aficionado or just starting out in the craft beer scene, Fordham & Dominion features a wide variety of year-round and seasonal brews and there is certainly one (or more!) that will appeal to each customer. New this summer, the brewery launched its Cat 5 Key Lime Lager. This light-bodied and refreshing beer was inspired by Ram's Head Southernmost, one of the newest restaurants to join the Ram's Head family, in Key West Florida. Returning soon to the taps will be two fall favorites, Octoberfest Lager (the second Saturday of August) and Spiced Harvest Ale (second Saturday of September). FoDo's Brewbies Breast Cancer Collab beer, Winter Chills, and Doppelbock will follow, rounding out the year. While tours have temporarily been put on hold, the Tap Room is open for flights, full pours, beer-to-go, and FoDo Merch (the FoDo word for merchandise). The team at the brewery is excited to announce their new Diamond State 15 Pack, featuring three each of five popular varieties: Gypsy Lager, Copperhead Ale, Zombie Brown Ale, Double D Double IPA, and Cat



Brick Works Brewing & Eats, Smyrna



MRB's Pineapple Express

5 Key Lime Lager. The Brewery is currently offering all beer-to-go and Fodo Merch at 25% off. Hours for the Tap Room are Wednesday - Thursday, 3 - 8 pm, and Friday - Saturday 12 - 9 pm. Since the Tap Room serves beverages only, guests are welcomed to bring their own snacks or have food delivered right to the brewery. For more information, call (302) 678-4810.

Harvest Ridge Winery, nestled in the beautiful countryside of Marydel, Delaware, is a family farm winery that was opened in 2013 - after the first vines were planted in 2011. The winery offers a little of everything from sweet wines, to reds, to whites, to blends, to dry wines - there is absolutely something for everyone's unique palate. Fresh for the summertime, some favorites have been recently re-released: the sweet and refreshing Peach Blossom White, along with red sangria and white sangria, (sangrias are available in both bottles and cans). In addition, enjoy Rebel Seed Cider's summer addition, Cherry Lime Cider, available on tap. Plan a visit to Harvest Ridge any day of the week, Sunday - Thursday 12 - 5pm, and Friday - Saturday, 12 - 8 pm. Savor your favorite glass of wine or sip a sampling of four in a flight. As the folks at Harvest Ridge promise, a visit to Harvest Ridge will have you feeling like you have stepped back in time - to a moment when life was less frantic, more relaxed, and simpler. Harvest Ridge is located at 447 Westville Rd. Feel free to call (302) 343-9437 for more information.

Mispillion River Brewing (MRB), located in Milford, Delaware, at 255 Mullet Run Street, aims to be recognized by its customers and the brewing industry for producing the highest quality craft beer available. The team at MRB honors craft brewing by using the best malted barley and the freshest hops avail-



Pizzadili's Beautiful Banquet Facility



A Beautiful Selection of Harvest Ridge Favorites



Fordham & Dominion Brewing Company, Dover

able - and they strive for the best customer service in the industry. MRB has recently released three summer treats: Pineapple Express - a Milkshake IPA, War Llama - a Sports Berliner, and Double Chin, an Imperial IPA. Feel free to stop by, grab a pint, do a tasting and relax, inside or outside. Since MRB serves only beverages, feel free to bring your own snacks or have carry out delivered from many nearby options. MRB's hours are Monday through Thursday, 12 - 8 pm, Friday and Saturday, 12 - 10 pm, and Sunday, 12 - 6 pm. The team at Mispillion River Brewing is excited to invite you to come and enjoy their little oasis from the rest of the world.

The Pizzadili Vineyard & Winery, located at 1683 Peach Basket Road, Felton, DE 19943, originally took root in 1993 and was the realization of a family dream. Pizzadili, a family operation, produces more than 12 varieties of grapes, allowing the production of a wide variety of wines made entirely from their own grapes. Pizzadili's wines range from a sweet white dessert wine, "Dela-



Harvest Ridge Winery, Marydel



Mispillion River Brewing, Milford



Favorites from Brick Works



Fodo's New Diamond State 15-pack

ware," to a dry red wine, "Brothers' Table Wine" (named for the winery's founders, bothers Tony and Pete). Regardless of you wine preferences, Pizzadili is sure to be able to match a wine to your tastes. The winery, also known for their beautiful setting and catering services, is currently open Thursday through Sunday from 12 - 5 pm. For more information, call 302-284-9463.

As you can see, Central Delaware offers many wonderful venues for relaxing and connecting with friends. Why not pair a visit to one of the wineries or breweries with other sight-seeing stops along the way and make a day of it! Be pleasantly surprised over and over again at the amazing things you can see and experience, right here in your back yard!



LEGISLATIVE UPDATE

“FINAL GAVEL”

2nd SESSION OF THE 150TH GENERAL ASSEMBLY AS OF: 8 July 2020

EXECUTIVE SUMMARY



“Is it solar powered Harris?” - Governor John Carney

The second Session of the 150th General Assembly, begun like most recent years – with another substantial surplus pushing some \$400 million for FY’21 in January 2020, Delaware’s overall economy improving (still lagging the Country), and the Governor had submitted a budget that was going to spend money for Wilmington schools, clean water and a record-breaking Bond Bill of some \$970million. Then it happened.

The virus and resulting pandemic put a stop to everything. By 13 March 2020, and faced with so many unknowns as to how the disease was spreading, who gets it, who gets sick, and who is most vulnerable, the Governor declared a sweeping State of Emergency (SOE) on 16 March. This closed almost the entire economy, our schools, and the General Assembly. After some 23 Modifications to the original SOE, much of what was expected as to legislation, debate on issues, and surpluses being spent on various projects, never came true.

This Session did not address efforts to fully legalize marijuana for recreational use, did not increase the minimum wage to \$15/hr., no attempt to repeal the death penalty, or conversely, pass doctor assisted suicide, no gun issues, no reduction in the 4% realty transfer tax, no action on establishing the Clean Water Fund and its structure, and no changes to the manufactured housing code.

The Assembly’s Leadership declared that any work would be completed by electronic means (zoom) and passed a Joint Resolution to codify those actions. They also said the coming work before 30 June was to pass bills only related to the Covid-19 pandemic, various charter changes, Corporate Bar bills, two bills related to social justice (Sen Brown’s Constitutional Amendment and Rep Chukwuocha banning the use of chokeholds by police) and the money bills.

Essentially, the virus focused the Assembly’s efforts to only what is necessary or non-controversial, passing a budget that maintained as best as possible spending, with no new expenditures or initiatives getting funded.

Of special note, however, was the known retirement of Senator Harris McDowell (D) of the 1st District in Wilmington (he had announced this last June). During the many accolades and speeches made by the Senators, the Governor joined the zoom near midnight on June 30th and thanked Senator McDowell for his tremendous service to the Delaware. Upon Senator McDowell’s opening of gifts from his peers, the Governor saw a large mantel clock being unwrapped and quipped – “Is it solar powered Harris?”

This a direct reference to the re-

cent attempts by Senator McDowell to pass his new Renewable Energy Portfolio Standard bill SB250, that would dramatically change how much renewable energy is purchased by DP&L, Delaware Electric Cooperative, and DEMEC organizations – and as a result, cause significant increases in energy costs for rate payers. The bill did not get worked, however.

Also notable in the Senate was the recognition of Ms. Joy Bower retiring as the Secretary of the Senate, and for her overall 32 years of state service, and Mr. David Burris leaving as the Senate Minority Chief of Staff.

Over in the House – there was also a very notable retirement – Representative Quinn Johnson made his announcement on Monday 29 June, declaring it was time to return to his family and give them his undivided attention. He leaves after 12 years, the last 4 serving as the Co-chair of the Joint Finance Committee. This is the same committee that Senator McDowell serves, and was the co-Chair for many years. Clearly, we will have a new Senator and a new Representative, but who will become the JFC Chairs remains a significant question for January 2021.

As to the money bills, the Assembly passed the Budget by Thursday 25 June with the two remaining money bills, Bond and Grant-in-Aid, voted on in the Senate by the 25th, but not getting to the House until Monday the 29th. By Tuesday night, everything was done, the Senate closing their Special Session at 12:33, and the House ending nearly 15 minutes prior at 12:14 AM.

Here are some highlights from this year:

The FY’21 Budget is \$4.525billion. Included in this year’s budget were increases in spending for contract negotiated state employees of approximately 2%; No increases for other state employees; They took about \$63m from the Budget Stabilization Fund (budget smoothing) with \$63m remaining; No cuts to schools; No layoffs of state employees; Some new construction and renovations are delayed. Budget growth about 1.6% from last year.

A breakdown of spending for the last number of years as compared to the new FY2021 budget is as follows:

FY2016 - 5 years ago
General Operating Budget \$3.985 billion
Bond/Capital Improvement Bill \$ 456 million
Grant-in-Aid \$43.005 million

FY2017 - 4 years ago
General Operating Budget \$4.084 billion
Bond/Capital Improvement Bill \$501 million

Grant-in-Aid \$45.9 million
FY2018 - 3 years ago
General Operating Budget \$4.11 billion
Bond/Capital Improvement Bill \$590 million
Grant-in-Aid \$37.2 million

FY2019 - 2 years ago
General Operating Budget \$4.27 billion
Bond/Capital Improvement Bill \$816 million
Grant-in-Aid \$52.1 million

FY2020 - last year
General Operating Budget * \$4.57billion
Bond/Capital Improvement Bill \$863million
Grant-in-Aid \$55million

FY2021
General Operating Budget \$4.525billion
Bond/Capital Improvement Bill \$707million
Grant-in-Aid \$54.4million

With virtually no legislation getting worked, the Central Delaware Chamber of Commerce, and various other business organizations remains status-quo.

In summary, Delaware’s economic position is unknown. The Covid-19 virus has shut down, and continues to keep shutdown, large portions of Delaware’s economy. The tourism industry as of this writing, is operating at 60% capacity for restaurants, amusement/attractions and hotels, and on 1 July 2020, the Governor declared the state would not move to Phase 3 prior to the July 4th weekend. The long-term damage to the small business community, retailers, and the service economy could be devastating. While Delaware’s budget got passed – with few changes – many are very concerned about the rest of the year and FY’22. The big questions remain such as: Will the State increase its demand for money (taxes and fees) because of a lagging economy and loss of jobs; will schools open in September; will customers return to the economy before a vaccine is produced; will there be a renewed push for the social issues left undone this past Session, and; what new bills as a result of the protests and riots will emerge to address justice reform and the perceived or real ills of Delaware’s police departments.

The answers are unknown at the moment.

Respectfully Submitted;
C.S.KIDNER ASSOCIATES/CAPITOL STRATEGIES
C. Scott Kidner

REVIEW OF LEGISLATION

I. LAND USE/ENVIRONMENT/REAL ESTATE/HOUSING

The following bills and positions noted represent the overall commercial and residential real estate, multi-family, and manufactured housing industry, along with the business community as it relates to their private property rights, how they conduct their business, and their ability to use/transfer real property within the state of Delaware.

SB233 – Sen Hansen and Rep Heffernan – Wetlands Protection OPPOSED

Introduced in May, the bill seeks to bring all of Delaware’s private non-tidal isolated wetlands that are not currently protected through federal oversight under Natural Resources protection.

The bill immediately garnered opposition and concerns from virtually all the development and farming communities, and even some environmental groups because of the broad definitions used as to what will be called a wetland, the level of restrictions imposed upon the landowner, and some new technical changes as to how the Secretary informs the property owner of their decision as to this delineation.

Based upon numerous conversations with the sponsor, a working group will be formed after the end of Session to gain better insight into specific issues with the bill and its impact upon private property owners.

SB250 w/ SA#1 - Sen McDowell – Renewable Energy Portfolio Standards OPPOSED

The RPS bill essential does two things as it relates to renewable energy in Delaware – it requires the use of solar, wind, and other renewables as defined in the bill as part of the overall energy purchases made by DP&L, DEMEC, Delaware Electric Cooperative to increase to a cumulative total of 40% by 2035, with a minimum from solar power of 10%, and secondly, it creates what is referred to as “community solar” projects. While there are a couple of other significant issues within the bill, the business community remains opposed because it will drive up costs for all electric users. Additionally, by allowing community solar to exist within residential developments, it adds power generation that is completely unregulated by the PSC. However, based upon the opposition from the DE Municipal Electric Corporations (the local city electric companies), SA#1 removed them and Delaware Electric Cooperative from the bill, leaving only DP&L’s rate payers bearing the increase energy costs as the percentages increased year over year. Eventually, there was simply too much opposition and little time, the bill did not get a formal hearing, and did not advance beyond introduction and assignment to a Senate committee.

No Further Action Taken.

SB255 – Sen McDowell and Rep Viola – Summary Possession
OPPOSED

As the pandemic exploded, the Governor issued a number of Modifications to his original SOE issued on 16 March. One of these Modifications gave tenants significant protection from eviction and other landlord actions if they lost income or jobs, or reduction in employment and could not pay their rent. The Delaware Apartment Association begun in late May seeking to “unwind” these various protections and getting the JP Court system up and running during Phase 2. There was tremendous fear of loss in rent payments, tenants not vacating when their tenancy ended, and those tenants that were served with a writ of possession, but the Courts would not allow the order to be completed, would remain in effect indefinitely. Unfortunately, this bill would capture all these protections and place them in law, that was originally created by Executive Order. After numerous discussions with the Governor’s office and the sponsors – one of whom removed his name from the bill – it would not be worked. In Modification 23, the JP court system was opened, tenant actions can resume with some requirements by both parties to include arbitration.

No Further Action Taken.

HOUSE

HB200 – Rep Longhurst and Sen McBride – Clean Water Act
OPPOSED

Introduced on 30 May, this is the latest version of establishing a new Clean Water Fund and the taxes to support this fund. Money will be taken from the various four sources – \$10million from the PIT; \$5million from gross receipts revenues; \$5million from the realty transfer tax, and; \$5million from corporate taxes. Concerns range from no public members on the Board to raiding these tax sources – which would then need to be replaced with higher taxes. The Fund would be managed by a 5 member government board that would be able to issue revenue bonds and take on debt. Initially heard in the House Environment Committee in 2019, it was re-assigned to the House Revenue Committee. When the Governor presented his FY’21 budget in January 2020, he included \$25million to fund this program. This was removed from the budget as a result of the pandemic, waiting until 2021.

No Further Action Taken.

III. TAXES

SENATE

SS#2 to SB178 – Sen Paradee and Rep Lynn – Kent County Lodging Tax
NEUTRAL

Strongly supported by the Delaware Turf organization in 2019, the bill enables Kent County Levy Court to enact a maximum 3% lodging tax that once collected will be used by the DE Turf to promote the facility, create youth programs, reduce costs for schools, and to cover other operating expenses. The bill was introduced late in the Session on 26 June, and with no recognized opposition from the local hotel industry, the bill passed both Chambers by 30 June. However, after a series of articles in the local and state papers in the fall of 2019, the sponsor would introduce a new bill in January 2020, striking this language. SB 198 introduced in December and passed both Chambers easily by the

close of Session in January.

Signed by Governor 10 February 2020

HOUSE

- There were no tax bills introduced during the 2nd Session because of the Covid-19 pandemic, however the following bills introduced in 2019 remained “live” until June 30th.

HB14 – Rep Kowalko and Sen Sokola – PIT Tax Brackets
OPPOSED

This creates new tax brackets of \$125k at 7.7%, and \$250k at a rate of 7.85% while it also creates a tiered reduction of current allowable itemized reductions. This like a series of bills that increase taxes or creates new tax brackets was opposed by the Chamber and others in the business community. Assigned to the House Revenue and Finance Committee, it remains tabled with little expectation of action next Session.

No Further Action Taken.

HB15 – Rep Kowalko and Sen Sokola – PIT Tax Brackets
OPPOSED

This bill simply creates new tax brackets of \$125k at a rate of 7.10% and \$250k at a rate of 7.85%, but does not change the itemized deductions. This bill did get a favorable report, on a party line vote, released it out of the Revenue Committee in April, and was placed on the House Ready List.

No Further Action Taken.

HB32 – Rep Ramone and Sen DelCollo – Reduce Transfer Tax
SUPPORT

The bill takes the 4% Transfer Tax back to the original 3% from 1 August 2017. Supported by the real estate industry and others within the business community – it was assigned to the House Revenue Committee, and after a lengthy hearing – tabled on party-line vote in March of 2019.

No Further Action Taken.

HB80 w/HA#1, 2, 3 and 4 – Rep Baumbach and Sen Paradee – Retirement Exclusion and Eligibility
SUPPORT

This legislation from last year is seeking to raise the eligibility age from 60 to 65 over a five year period up to a total of \$12,500 retirement income exclusion, and also creates an extra \$110 age based personal credit. Overall, this reduces taxes for our senior citizens and may allow more of them to remain in the state as their retirement income is not taxed as heavily as currently. After its release from committee in March a series of amendments were added that require means testing for individuals, brings limitations on specific subtractions for pensions and makes a series of significant changes to the calculations of the benefit. It remains on the House Ready List throughout 2020.

No Further Action Taken.

III. BUSINESS ISSUES

SENATE

SB71 w/SA# 2, 3, 4, and HA# 1- Sen Decollo and Rep Bennett - Pharmacy Ownership and Pharmacy Benefits Managers

OPPOSED

Introduced back in April of 2019, the bill only caught the attention of the commercial real estate community after it had passed the Senate when it was understood that any pharmacy in Delaware can only be operated by a licensed pharmacist, and would bar corporate owned pharmacies such as Walgreens or Rite Aid. After numerous conversations with the prime House and

Senate sponsors – an agreement was reached that Section 2 of the bill would be amended out – which contained the requirements for ownership. The Senate amendments created some exemptions as well as discusses that pharmacy benefits managers are not in violation when the product is in extremely limited distribution. With HA#1 attached by the House on 30 June, the bill returned to the Senate, but did not see action in 2020.

No Further Action Taken.

SB105 – Sen Brown and Rep Brady – \$15/hr Minimum Wage
OPPOSED

Like previous editions of increasing the minimum wage this one takes the boldest step yet by moving Delaware’s wage rate to \$15.00/hour by 1 January 2024, and then all subsequent increases would go up automatically starting in January 2025 by any increase in the CPI-W as calculated by the Federal Government. There were over 20 small business owners from the Central Delaware Chamber of Commerce and other Chambers who testified in strong opposition to the bill in 2019. Released from the Senate Labor Committee, it was promptly reassigned to Senate Finance Committee with no hearing scheduled and never got a hearing in 2020.

No Further Action Taken.

HOUSE

HB47 – Rep K. Williams and Sen Walsh – Youth and Training Wage
OPPOSED

Introduced in 2019, the bill removes the negotiated positions of the Republicans and the business community by striking both the youth and training wage rates of the minimum wage bill that passed last June 30th in 2018. Strongly opposed by these same groups, it was introduced almost immediately upon the commencement of Session in January 2019, assigned to the House Banking Insurance and Econ Dev Committee. Because of the potential negative impact upon the general “order” of the Assembly and a question of trust between the Caucuses, and the Covid-19 impact on the Session, the bill was never heard in 2020.

No Further Action Taken.

HB110 – Rep Osienski and Sen Paradee – Legalization of Marijuana
OPPOSED

Of the many issues facing business owners – this one seems to carry the most trepidation and concern. While most people look at legalization as a social issue, from a business owner’s position – it could dramatically change the employer/employee relationship. Specifically, in Section 1305, line 177, the advocates seek to reassure the employer their policies on drugs in the workplace, or working while impaired known as “zero tolerance policies”, will not be affected. However, the language in the bill is weak. There is no discussion about protection from termination lawsuits by employees that are judged impaired by the employer, and the Section says “Nothing in this chapter is intended to affect the ability of employers to do any of the following:” Why the word “intended”? Additionally, there are no reliable tests for THC impairment; there is little legal frame work for employers to know what they can or cannot do, and; this will impact an already difficult hiring environment by taking even more people out of the hiring pool. Assigned to the House Revenue and Finance Committee the bill was released after a 2 hour hearing in 2019. Re-assigned to the

House Appropriations Committee given the very extensive fiscal note of some \$3.04 million a year in new spending to administer the act, it never got a hearing in 2020.

No Further Action Taken.

HB251 – Rep K. Williams and Sen Walsh – Minimum Wage/Tip Credit
OPPOSED

Introduced late on 27 June in 2019, the bill will dramatically change how tip credit employees are treated by defining who is classified as a tip credit employee; it will require that all tips on credit cards will be paid to the employee in the month earned, even if the employer is waiting for re-imburement from the card company; requires the employer to disclose in writing a series of new parameters surrounding tips, and; it creates a new civil fine of not to exceed \$1000 for the first offense by the employer. Placed into the House Banking Insurance and Economic Dev. Comm., no hearing was held before the close of Session on 30 June, and none held in 2020.

No Further Action Taken.

HB252 – Rep K. Williams and Sen Walsh – Minimum Wage/Tip Credit
OPPOSED

Also introduced in 2019, it increases the wage rate for tipped employees from the current \$2.23/hr to a 65% of whatever the minimum wage is for non-tipped employees. Both this bill and HB251 are strongly opposed by the restaurant and small business community. It too was assigned to the House Banking and Insurance Committee, and never received a hearing in 2019 or 2020.

No Further Action Taken

HB303 – Rep Brady and Sen Walsh – Call Centers/Employment Practices
OPPOSED

Introduced on 11 March 2020, it will greatly change how call centers operate in Delaware by requiring various notifications to the Secretary of Labor on reduction in workforce, temporary closures, and the closure or transfer of the call center’s employees or call volumes. It also creates a list and has penalties for employers that fail to adhere to the requirements in the bill. Facing tremendous opposition from the communications companies and others in the business community, the bill was withdrawn by the sponsor.

No Further Action Taken.

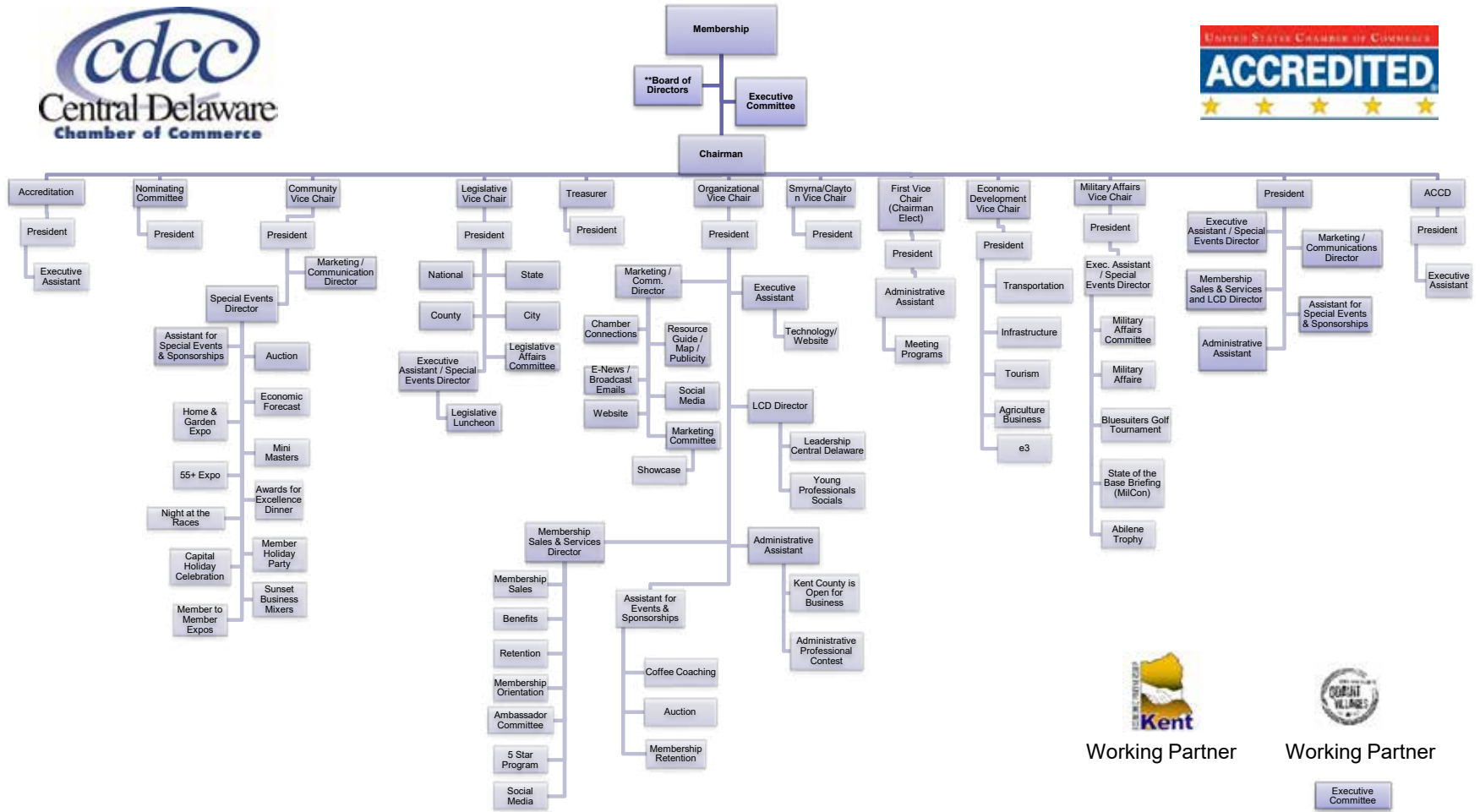
IV. ISSUES FOR JANUARY 2020

Delaware’s economy is cloudy at best. Unemployment was down in 2019 and early 2020, yet skyrocketed in the fourth quarter (April to June) and remains extremely high. The money bills got done, however, given so many unknowns as to schools re-opening (which allows working moms and dads returning to the workplace), businesses moving from Phase 2 to Phase 3 and beyond, and consumers spending with confidence in our retail sector, have all created a very unstable picture for 2021 and future years.

Will we see returning legislation that did not get done in ‘19 or ‘20 such as: legalization of marijuana; the RPS bill; clean water; removal of training and youth wages and potential increase of \$15/hr for the minimum wage; tip credit bills; increases in PIT Taxes; more lodging tax allowances for municipalities; police and justice reforms as a result of the death of George Floyd; more gun bills, and; doctor assisted suicide?

The answers are unknown.

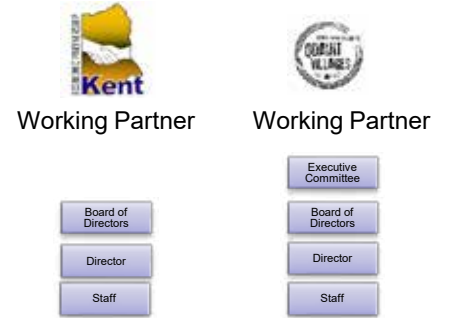
The Central Delaware Chamber of Commerce Annual Report 2019 - 2020



**** Board of Directors Affiliate:**
Harrington Business Association

Honorary Board Members:
Dover Air Force Base
Kent County Levy Court

Revised: 6-9-20 cb



EDUCATION

Due to the COVID-19 pandemic the CDCC held a total of six **Coffee Coaching** sessions. This free informational program includes topics that apply to both large and small businesses and attendees leave with action steps to help improve their businesses.

The Young Professionals Social, held bi-monthly, is an educational tool for professionals between the ages of 21-35 to discuss workplace challenges and to build professional relationships.



LEADERSHIP DEVELOPMENT



Leadership Central Delaware, in its 19th year, saw 23 individuals complete the program, bringing the total to 458 graduates. The LCD Mastery Program and LCD Alumni Association help graduates stay connected while continuing to enhance their leadership skills. The Class of 2020 completed 3 community service projects. The projects included landscaping for the Boy Scouts of America's facility, painting, cleaning, and organizing the Central Delaware Collaborative's new women's shelter, and a book drive for Read Aloud Delaware.



LEGISLATION

Legislative Alerts and Legislative Calls to Action are sent to members to activate our grass roots network efforts and to, when needed, secure speakers for both the House and Senate. The Legislative Luncheon was held on Facebook Live in June 2020 with videos also posted on the CDCC website. The virtual event reached over 16,000 people with great engagement and over 5,000 views. It gave members the opportunity to hear directly from our area legislators on issues affecting their businesses. In mid-March, it became necessary to shut down the General Assembly as a safety precaution during COVID-19. The General Assembly virtually re-convened at the end of May via ZOOM. Most of the legislation that was considered during this time was related to the budget, which, by order of the Constitution had to be passed no later than June 30th. The CDCC continued to monitor legislative activity throughout this time.

MEMBERSHIP



The CDCC offers several opportunities for our members to increase their exposure. Among these are Business Brags, event sponsorships, volunteering, Member Orientations, Coffee Coaching, Sunset Business Mixers, Ribbon Cuttings, New Member Spotlight Articles, and the 5-Star Journey Map Program.

CDCC Showcase

Held every year in January by the Marketing Committee in conjunction with the Sunset Business Mixer to acquaint prospective and current members with the benefits of the organization.

Benefits

Delaware State News advertising discount, My Eye Doctor, comprehensive insurance plan, ability to join Dover Federal Credit Union and Del-One Federal Credit Union, Special Marketing Packages, discounts through Club Card Savings Program, membership in the U.S. Chamber Federation Program, and copies of Delaware Today Magazine and the Business Report.

CDCC Journey Map to 5 Star Membership

Journey Maps serve as the catalyst to being an engaged CDCC member by combining each member's unique business needs and goals with benefits offered by the CDCC. Members meet with a CDCC representative to identify their business needs & map out their 5 Star Journey. Next they complete their Action Steps and start seeing the impact on their business. Then they are recognized as a 5 Star Chamber Member. What does a 5 Star Member get?
 *Official Pinning at a Sunset Business Mixer
 *Your Photo in the Chamber Connections.
 *A gold listing in the Business Directory.
 *Realize a remarkable return on the investment of CDCC membership & its benefits.

42

Total # of ribbon cuttings and groundbreakings to celebrate new businesses and expansion of existing businesses in 2019 -20.

128
new members

84%
retention rate

The Central Delaware Chamber of Commerce Annual Report 2019 - 2020

COVID-19

Communications continued and increased during this time. The CDCC added a daily bulletin to its regular email broadcasts as well as several industry specific emails used to keep members names visible and convey operations information. The newspaper continued publication highlighting various aspects of the crisis, single-topic broadcast emails continued as needed with great regularity, and a COVID-19 Resource page was added to the website.

A "Getting Back to Business Task Force" was assembled whose purpose was to help businesses navigate through the pandemic and find ways to re-open as quickly as possible. The "Getting Back to Business Starter Kits" and the "Getting Back to Business" brochure came out of this committee. One hundred starter kits, sponsored by various generous benefactors and filled with PPE and other necessary items, were created and distributed to small businesses.

A ZOOM Series entitled "Real Help in Real Time" was produced and took place twice per week during April and May. CDCC Members stepped up as presenters and shared information on a variety of pertinent topics.



PARTNERSHIPS

- The CDCC and **Kent County Tourism** jointly own their building at 435 N DuPont Hwy, Dover. The Chamber works closely with KCT, whose mission is to market, develop and promote tourism in Kent County.
- The Chamber partners with **Kent Economic Partnership** for the purpose of countywide economic development.
- Kent County Open for Business, a series of free business development sessions, is held on the first Thursday of the month at **Kent County Levy Court**. Resource partners are available to meet with current and prospective business owners to discuss business solutions in the local area.
- The Chamber coordinates the **Association of Chambers of Commerce of Delaware** which focuses on issues affecting all Delaware businesses.
- An ongoing partnership exists with **Dover Downs Hotel & Casino** to hold the 55+ Expo - a trade show for the over 55 population and their caregivers. 4,500 individuals attend this event.
- An agreement with the **Retired and Senior Volunteer Program** has been invaluable to the Chamber and allows us to utilize the talents and abilities of a wonderful group of volunteers who are 55 and older.
- Media: **The Delaware State News** features a column in its business section from the Chamber every Monday. Quarterly, the **Kent County Women's Journal** publishes a Chamber article and advertisement. And **iHeartMedia** allows the Chamber to place 40-second weekly announcements on 1410 WDOV-AM, 92.9 Tom-FM Radio and iHeart Radio.
- Partnerships with **Dover Federal Credit Union** and **Del-One Federal Credit Union** offer our members financial benefits.



MILITARY AFFAIRS

The **Military Affaire** was held in February at The Landings on Dover AFB for the purpose of interacting with the military leaders at the base. There were about 160 attendees at this networking reception. The Chamber submitted a nomination package to Abilene, Texas for the **2019 AMC Community Support Award**.

Colonel Joel Safranek, Commander of the 436th Airlift Wing, presented an overview of the **State of the Base** to about 250 attendees from the business community and base at a breakfast held at The Landings. This included future construction plans and introductions of several key players that make up Team Dover. Col. Gregory Haynes, Commander of the 512th Airlift Wing, U.S. Senators Thomas Carper and Christopher Coons and U.S. Representative Lisa Blunt-Rochester also addressed the audience.

The **Bluesuiters Golf Tournament** was postponed and held in July due to the COVID-19 pandemic. Civilians and Airmen were teamed up to play in the outing at Maple Dale Country Club for a little friendly competition. Over 40 Airmen were sponsored by CDCC Members.

NETWORKING

The Chamber's most popular and well attended networking events are the Sunset Business Mixers. Two times a year, once in the fall and in the beginning of the year, we include Member 2 Member Expos. These have provided our members with an opportunity to showcase their products/services. This year we paired the one in January with our CDCC Showcase. We continue to see an increase in attendance.



PROMOTIONAL OPPORTUNITIES

Sponsorship opportunities make it possible for more of our members to participate in events and to gain exposure.

Showcase Opportunities include Tabletop displays at Legislative Luncheon, Awards for Excellence Dinner, and M2M Expos.

The **CDCC Club Card** is used to bring more customers directly to our members' doors. Key cards are distributed to all members, who are encouraged to shop the discounts offered by more than 100 Chamber members. The program has been rewarding for both businesses and CDCC members. All discounts are easily accessible under Club Card Savings on the CDCC website.

The **Central Delaware Resource Guide** and **Dover/Kent County Map** are distributed to people interested in relocating to the area, to local residents looking for a quick reference guide or the CDCC Membership Directory. These resources assist the folks at DAFB, new college students, and new hires to our member businesses in becoming acclimated to Central Delaware. The Resource Guide is also available on the CDCC website.

Sponsored Events:

- The Amazing Chase
- CDCC Holiday Gift Auction
- State of the Base Briefing
- CDCC Christmas Party
- Capital Briefing
- Economic Forecast Breakfast
- Military Affaire
- Home & Garden Expo
- Legislative Luncheon
- Bluesuiters Golf Tournament
- Awards for Excellence Dinner
- Leadership Central Delaware

SPECIAL EVENTS

Over 75 events and programs were coordinated in the past year by the CDCC Staff and CDCC Member Volunteers.



A **Holiday Gift Auction** took place at Maple Dale Country Club in October. The Auction enabled buyers to purchase quality gifts with a goal of showcasing the goods & services provided by CDCC members and to promote shopping locally.

The **9th Annual Capital Holiday Celebration**, a large community event which is the combination of Caroling on the Green and the Dover Tree Lighting Ceremony, kicked off the holiday season on the Thursday after Thanksgiving in Downtown Dover on Lookerman Street with caroling, entertainment, the traditional tree lighting, and Santa's arrival. Canned goods were collected at the event for area pantries.



Due to the COVID-19 pandemic we had to cancel the **55+ Expo** in 2020 and postpone the Bluesuiters Golf Tournament until July 2020. We will recognize our many volunteers, partners, Excellence in Business Award nominees & winners, the Leadership Central Delaware (LCD) Class of 2020, and the LCD Best in Class competition winners at the our Awards for Excellence event in September 2020.



Brand new this year we held the **Home and Garden Expo** at Harrington Raceway & Casino in February. Guests were able to explore exhibits, speak with local experts, and receive advice and inspiration to make their home and garden improvement dreams come true.



Other events included The Amazing Chase & Night at the Races in September, State of the Base Briefing in November, CDCC Holiday Party in December, Economic Forecast Breakfast & Capital Briefing in January, Military Affaire in February, Virtual Legislative Luncheon in June, and Leadership Central Delaware Invitational & Alumni Receptions.

Special CDCC Feature

The Return of Maggie the Mallard

Many of you will recall, from the June issue of the Chamber Connections, a story about Maggie, the female mallard who made a nest in the Chamber's front flower bed and her nine baby ducklings. We certainly enjoyed hosting Maggie and her babies during the uncertain and somewhat dark days of late April and early May. It was amazing to watch as Maggie got ready for the arrival of her little ones and how she took such great care with them once they made their appearance. While we were happy to see them take flight into their new lives, we were very sorry to see them all go. They had, in some ways, become part of the Chamber family.

Well, imagine the great and happy surprise of the CDCC staff in early June to learn of Maggie's return to the Chamber. The Chamber's landscaper accidentally happened upon her as he was weeding out front. It was definitely her – same head markings, same flash of blue on her wings, and same white tail feathers. And just like that, chapter two of the Maggie story began. Another corner of the flower bed... and another nest filled with eggs.

The first time Maggie was with us, the biggest challenge to her comfort was the constant Spring rain. Storm after storm pelted the mother-to-be with one barrage of raindrops after another. We did whatever we could to keep an eye on her and protect her from harm – and all the while she patiently sat on that nest until the babies were hatched.

By the time Maggie returned for the second time, rain was no longer the issue – the challenge this time was the bright sunshine and the intense heat. And once again, the CDCC staff did what any decent godparents would do. We put up beach umbrellas, made sure to refill her water supply, and scared away those nasty crows that seemed entirely too interested in Maggie and the hidden treasures beneath her. Again, Maggie showed a tremendous amount of patience – mostly with us and our fussing about!

After about 28 days of waiting and watching, we had the opportunity to witness the arrival of five

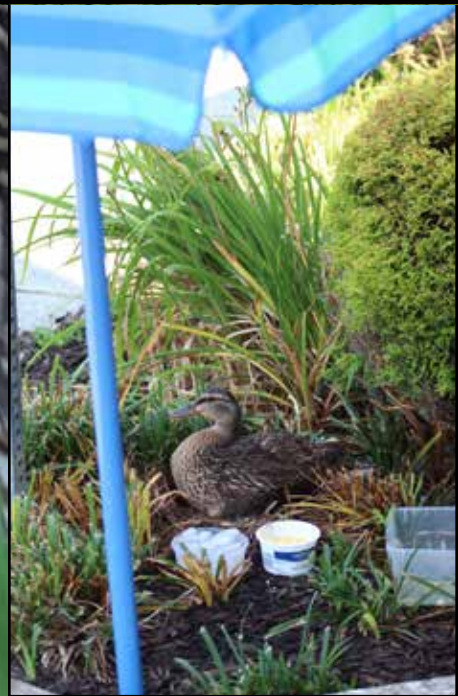
busy, fuzzy, curious feather-balls of life! Maggie had added five ducklings to her clan. They were adorable! We watched as they tried out their new legs and as they explored the nest. Maggie made sure they did not roam too far away – with one swipe of her wing, they found themselves back underneath their momma until their next opportunity to slip out on another exploration. It was clearly quite an adventure! And before long, they were off to find water and food – and the beginning of a very new life.

Again, we certainly learned some things from Maggie. As we are still caught in the middle of the unpredictable, uncontrollable pandemic, trying so desperately each day to plan for the future and make sense of what is to come, Maggie just went on doing what mommy ducks do. She built and maintained a beautiful nest where she sat and waited. She did not seem too worried about the weather or the crows or when she could finally get up and stretch her legs. She did not appear to be counting the days or fretting over her calendar. She just sat and waited, knowing that the promise of new life would hold true... and it did.

You see, for Maggie, living one day at a time was the most natural thing she could do. She sat there, knowing each day, her job was to be present for that day. She knew that the current day would bring enough concerns. She did not complain about the constant ups and downs of what happened around her – she remained true to her mission to hatch those babies, to be the conduit of new life.

Perhaps as we wait and watch, surrounded by the ups and downs of COVID-19 and our quest to find a new kind of normal, we can learn a little from our feathered friend. Remaining true to our mission, maintaining our purpose, and being present for the current day all seem like great things to keep in mind. And last, but not least, let us never forget that at the end of this, there is sure to be new life.

Thanks, Maggie – again! And please know you are welcome to return any time – in fact, like Motel 6, we'll leave a light on for you!



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

Delaware State News

The State Capital Daily

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

Member News

Learning and Living at the Park with No Boundaries

Are you tired of staying home? Have you watched as much Netflix as you can stand? Are you looking for a fun-filled, educational experience for your family? It might be time to plan a trip to Dover's "park with no boundaries," First State Heritage Park! Learn about Delaware's rich history and unique culture as you experience changing exhibits, partake in amazing programs, and enjoy incredible events at not just one historical site, but at a collection of places brimming with tales of the past.

With the Governor's newly released guidance for the opening of schools prohibiting field trips, providing first-hand in-person experiences about the history of the first state will be left up to parents. Why not get a jump on the learning this summer? With 300+ years of rich history right at your fingertips, why not spend time exploring and re-discovering local historical sites as you imagine life in the past.

Like many other public places, Central Delaware's museums and historical sites were forced to close during the darkest days of the recent health crisis. Now that Delaware has reached Phase 2, they are beginning to re-open. New procedures have been introduced to keep visitors safe, and docents and tour guides are eager to welcome visitors back into these wonderful sites.

First State Heritage Park is comprised of eight sites, five of which have now been re-opened to the public:

- The **Delaware Public Archives**, houses a large collection of documents, maps, photographs and much more, dating from the 17th Century to today. It is also one of the finest historical research facilities in the nation. The Delaware Public Archives building is now open for research by appointment. To learn more, please call (302)744-5000.

- The **John Bell House**, the oldest wooden structure in Dover is located on the Green near the Courthouse and the Old State House. The guides at the John Bell House are happy to share information with visitors linking cultural and historical sites in the state capital. The house is currently open on Friday and Saturday at 11:30 am, 1:30 pm, and 3:30 pm. Call (302)739-9194 for an appointment.

- The **Old State House**, built in 1791, served as Delaware's capital until 1933. It once housed state and county governments. There are many fun and interesting stories surround this Georgian-style structure. The first floor of this building is currently open on the weekends: Friday and Saturday at 10 am, 11 am, 1 pm, and 2 pm and on Sundays at 1:30 pm, 2:30 pm, and 3:30 pm. To make the necessary reservation, please call (302)744-5054.

- The **Johnson Victrola Museum**, was originally built as a tribute to Delawarean Eldridge R. Johnson, founder of the Victor Talking Machine Company in 1901. The museum's collection of antique phonographs, memorabilia, and paintings is intriguing. Especially captivating is its collection of decorative Victrola horns. The museum's first floor is currently open by reservation only Friday and Saturday at 10 am, 11 am, 1pm, and 2 pm. Please call (302)744-5054.

- The **Biggs Museum** houses an amazing collection of American fine and decorative arts. The museum hosts local and regional exhibitions and events. There is so much to see and do, both for adults and children alike! This remarkable museum is open 10 am – 4 pm Wednesday through Saturday. For more information, please call (302)674-2111, ext. 0.

Our marvelous museums have all put special protocols into place to ensure the safety of visitors. Some of the buildings have limited their guests to only first floor experiences and tours are limited to a small group of people at one time to facilitate appropriate physical distancing. Masks are required.

Museum officials are hoping that Legislative Hall, Woodburn and Hall House, and the Welcome Center & Galleries will re-open soon. Plans are in the works for special events such as the First Saturday activities and the Market Fair, which organizers hope can safely return to First State Heritage Park's agenda.

For more information or questions about availability, please call (302)739-9194. Discovering history in Central Delaware is safe and it is fun – we hope you will find time to take advantage of all that awaits you right in your back yard!



From the Collection of the Delaware Public Archives



Johnson Victrola Museum



The Old State House



The Biggs Museum of American Art



Welcome Center & Galleries



Woodburn: The Governor's Residence



Legislative Hall



John Bell House

Member News



Massive 200-acre medical campus envisioned for Milford

The groundwork for a gigantic medical campus that could change the face of healthcare in Delaware has been laid.

Two hundred acres of specially zoned "Institutional Service District" (IS) land has just come on the market in Milford, according to R&R Commercial Realty, the listing agency. The unique, highly permissive zoning allows for hundreds of uses and paves the way for a substantial healthcare-focused development.

"In these COVID-19 times, this is a shovel-ready project that could quickly add an enormous amount of capacity and resources to Delaware's healthcare system," said Elmer Fannin, the property owner. "Along with Bayhealth's \$300 million hospital right across Rt. 1 and the other recent healthcare developments in the area, this project would allow Delaware to compete for the medical capital of the Mid-Atlantic region."

In 2006, the property, on Cedar Neck Road off Rt. 1, was annexed



into the City of Milford and granted IS zoning. This zoning is described as having the purpose of furthering "public health, safety and welfare by providing a location for schools, governmental buildings and uses, healthcare related uses, a hospital and all other healthcare facilities." A drafted concept plan of the site - called Innovation Park - includes a specialty hospital, medical or nursing school, a standalone rehabilitation facility, a senior living center, assisted living quarters, teaching centers (graduate medical, nursing and associated tech-

nical training centers), and independent labs used in research or as a support for physicians. Other approved uses for the site include medical disciplines such as pediatric care, women's health, spinal injuries, eye care, pharmacology, podiatry, a same-day surgery center, a medical mall and assisted living or senior centers.

If developed, the campus could potentially bring thousands of jobs to central Delaware, adding hundreds of millions of dollars to the local economy.

"Milford is already growing significantly with new residential and commercial developments being built," said Charles Rodriguez, R&R's broker. "A centrally-located medical campus like Innovation Park would help the state and region keep up with the exploding demand for healthcare services."

With a high-traffic location on Rt. 1 and full integration with all the needed utilities and infrastruc-

ture, Fannin says the last piece of the puzzle is an ambitious developer.

"With projects as big as Innovation Park, developers can often spend years in various city council, county and state-level meetings and forums to obtain the necessary approvals and permits," said Fannin. "But, in this case, all that heavy lifting is already done. The project needs little more than vision, construction and a ribbon cutting."

For more information on Innovation Park, visit randrcommercialrealty.com.

R&R Commercial Realty

For additional information about R&R Commercial Realty and its extensive inventory of commercial property, visit our website at www.randrcommercialrealty.com or contact our offices at 302-674-3400 or info@randrcommercialrealty.com.



At Chick Fil A good food and a safe experience are "their pleasure"... it will be your pleasure, too!



A safe and sweet moment at La Baguette

Fun

Continued From Page 1

came down with COVID-19. Again, as Chambers and businesses we all understood that.

Within the last few months, however, the ACCD has realized that the official messaging has become both confusing and inconsistent. To assist in providing a clear and consistent message to the public, the ACCD has jumped in to help. To best communicate an effective, accurate message, we decided to return to what we were tracking in the first place - the hospitalization number.

As of this writing (7/18/20), there are 47 individuals in the hospital in Delaware. There are over 2,072 hos-

pital beds available. As we all know, our State has also increased its testing program. To date, 139,476 individuals have tested negative for COVID-19, while 13,519 have tested positive. There are 6,070 coronavirus cases in New Castle County, 5,304 in Sussex County and 2,000 in Kent County, with an additional 145 cases whose county of origin is unknown.

As anyone can see by the numbers, Delaware is Safe -- and that is the one clear, consistent message the ACCD wants to communicate. To that end, you will begin to notice a new series of press releases, Facebook posts, advertisements, etc., from Chambers across the entire State (14 in total) that will contain the tag line "Delaware is Safe and Fun... Come Join Us!"

As residents and/or visitors, we all need to do our part - we must

wear face coverings when in public, we must practice appropriate social distancing from others, we must frequently wash our hands, and we must stay home when we do not feel well.

As all of us continue to regularly do our part - businesses, residents and visitors - we can get back to business in Delaware. We can save

our businesses. We can preserve the jobs of our neighbors, family members, and friends. We can begin rebuilding our economy.

It is imperative that we - each one of us -- work together to get through this... together. Let's keep Delaware Safe and Fun - Come Join Us in keeping our businesses alive and well!!!



The accountants at Faw Casson still deliver great service with a personal touch!



Lori Llewellyn, owner of My Roots, is excited to welcome customers back!



The experts at Rene Denlyn are taking every precaution to keep customers safe and beautiful!



The Hilton Garden Inn is ready to Welcome YOU!

Member News

The Triple Doubleheader is Coming to Town!

The team at Dover International Speedway is proud to announce that they will host an amazing race weekend at the fastest one-mile oval in the world on August 21st through August 23rd. This promises to be an unprecedented weekend of racing on Dover's Monster Mile, a track that has welcomed racers since 1969. Instead of the usual 3-race weekend, organizers are planning six races, two per day, over the course of three days. "We've been calling it the Triple Doubleheader," mused Mike Tatoian, Dover International Speedway's president and CEO. It is believed to be the first time in NASCAR history that one track will host six points-paying events across one weekend of racing!

Due to the ramifications of the COVID-19 health crisis, the May race at Dover International Speedway was postponed. According to Mr. Tatoian, this left Dover with three options. The race could be cancelled, or it could be made up during the week – a difficult option for a track with no lights, or it could be rescheduled to another "open weekend." Because of the fluidity of the coronavirus situation, planners adopted a "wait and see" approach, not planning anything in stone until more information became available.

Towards the end of May, NASCAR returned to the track for the first time since the beginning of March at Darlington Raceway in South Carolina. The team at Dover learned a lot about how to begin planning their next races. "Darlington did a remarkable job of safely getting cars on the track, keeping in mind the current circumstances," remarked Tatoian.

After watching the precautions and the protocols taken by the folks in Darlington, plans began to be formulated here in Dover. Understanding the hyper-sensitivity of the of the situation, the team in Dover went to work developing procedures for taking temperatures, requiring facial coverings, performing extra sanitization and disinfecting, and appropriate physical distancing. After much collaboration with all the track's stakeholders, plans for best health practices were es-



established with safety as the number one priority.

Because of the requirements of Phase 2 regarding large crowd gatherings, plans had to be submitted to the Governor's office for approval. Two plans were created – one for a race without fans and one for a race allowing fans. While approval for a no-fan race has already been issued, there has been no word yet regarding the admittance of fans. Much of the delay is attributed to the fact the Delaware has yet to move into Phase 3 of its recovery plan. The plan that was submitted for approval included specifications regarding physical distancing, allowing 25 – 30% of the stadium's seating capacity. There are 56,000 seats in the stands at the raceway – if fans are permitted to attend, that would mean 17 – 18,000 people with safe and appropriate physical distancing.

Physical distancing in the stadium is not the only aspect of inviting fans that must be considered. Additional protocols will be developed for disinfecting the bathrooms, sanitizing high-traffic areas, standing in line, installing handwashing stations, and the service of food and beverages.

In either case – with or without fans – the triple doubleheader will

be strictly a race weekend. Many of the additional activities that normally mark this event at the Monster Mile will not be happening this year. There are no plans to hold any activities that take place outside the track like the kids zone, the usual concert, or the fan zone. Infield access will be limited to race teams and track personnel only.

Because a big part of the overall experience of NASCAR is the interaction between drivers and fans, it is the hope of race organizers that fans will be allowed to come. "Drivers love to hear the crowd," Mike Commented, "and it's awfully eerie to hear the deafening silence that occurs after big moments, like the singing of the national anthem, when no fans are present."

Ticket sales for this historic weekend of racing are ongoing. Existing ticket holders are being given the option of refunds or exchanges – what happens with their current tickets will really be their choice. Since tickets are purchased for the day, fans who purchase tickets for the August extravaganza will actually receive two races for the price of one. Fans are encouraged to call (800)441-RACE to speak with ticket office representatives who will assist them in reviewing their accounts and explaining their options.



Mixer

Continued From Page 1

palates. A visit to the winery opens the door to many incredible experiences delivered by a world-class team of experts – from a complete "Behind the Vines" look at the operation complete with a tasting to a weekend tour, you will not be disappointed. A visit will have you feeling like you have stepped back in time to a time when life was less frantic, more relaxed, simpler. This mixer will provide Chamber members and guests with a good look and valuable information about Harvest Ridge's place in the Central Delaware community.

One of the essential aspects of belonging to the chamber is the opportunity to become familiar with other business leaders in Kent

County. Our Member 2 Member (M2M) Expo is a prime example of that kind of networking. We will be happy to host several member businesses who will have the opportunity to create table-top displays that show off what they do and what they have to offer. Our semi-annual M2M event is a great way for our members to become familiar with what our Central Delaware business community has to offer. It will also be a terrific way to show any prospective members one way that we help to build bridges between our member businesses. Looking for a cost-effective way to promote your business? Purchase a vendor space and get ready to gain qualified leads while displaying your business's products and services to 125+ CDCC members!

Mixers are a great opportunity for CDCC members and their guests



The Team at Harvest Ridge was the CDCC's 2019 Small Business of the Year.

to meet other business owners and collect qualified leads in a casual setting. Complimentary refreshments will be provided. Be sure to bring your business cards – you can share them with other attendees and enter the business card drawing to be the next CDCC Member of the Month or win door prizes!

To register for this event, please

call the CDCC office at 302-734-7513 or email us at adminassist@cdcc.net. You can also sign up through the website, www.cdcc.net, by clicking on the Calendar of Events. We hope to see you on Wednesday, August 26th at Harvest Ridge Winery in Marydel for the Sunset Business Mixer and CDCC Member 2 Member Expo!

Member of the Month



The ALI Group
Name: Quwali and Tishalla McNeil
Title: Final Expense Specialists
Business:
 Lincoln Heritage/The ALI Group
Address: 896 S. State St., Suite A,
 Dover DE 19901
Hours: 10 am – 8 pm
Phone: 302-525-3000
Email:
 lhmanager.aligroup@gmail.com

Tell us a little about your business/organization: how did it begin; what are your services/products, etc.
 Lincoln Heritage was founded more than 50 years ago, while the ALI Group is currently celebrating 5 years. We are the nation's leader in agent-produced final expense life insurance.
Tell us about your role in the business/organization.
 We are agency managers. We serve as licensed Final Expense Specialists. We are here to serve you.

Tell us something that makes your business/organization unique.
 Our job is protecting families. As a family owned and operated company, we do business differently than most life insurance companies. While many companies answer to Wall Street, we answer to you. While many answer phones with an automated menu, we answer with a person. You, the customer, deserve our time and attention – life insurance is important and it is personal. We want you to know that you are at the fore-front of every decision we make.
What do you see for the future of your business/organization?
 Our vision is for our business to grow and thrive. We want to see additional offices, expanding our reach into New Castle and Sussex counties. Our desire is to provide employment opportunities as well as to insure and educate the citizens of Delaware.
How has the Chamber helped your business/organization grow?
 The Chamber has connected us with a wide network of people with whom we can explore partnerships. We have gained name recognition and visibility by being part of the CDCC. The team at the Chamber is truly interested in helping us grow our business – and we are so grateful for that kind of support.
What is your best advice to other businesses/organizations?
 The best advice we can share is something that we learned from T. Harv Eker in his 2005 book *Secrets of the Millionaire Mind*. Simply put, stay focused on your goals and never give up on your dreams.

Ambassador's Corner



Deb Farley-Blunt
 Deb Farley-Blunt works for two chamber member businesses. She is the billing and credentialing manager at Eye Specialists of Delaware. Deb also serves as the administrator for The Kritter Sitter. After 20+ years in administrative and customer service roles, she has developed a real passion

for problem solving and providing exceptional customer care. Deb has been married for 14 years and

is the mother of two teenagers. She enjoys beach vacations with her family and supporting her kids in their many sporting endeavors. She also enjoys 80's music and reading.
 Deb's connection with the Central Delaware Chamber of Commerce came naturally through her places of employment. Deb's strongest personal connection, though, happened when she was accepted as a member of the Leadership Central Delaware program's Class of 2019. As a member of that group, Deb was given a life-changing opportunity to get to know many leaders representing some of the most influential businesses in Kent County. With an emphasis on leadership development, Deb and her fellow classmates were able

to grow and learn through many hands-on activities. One aspect of Deb's leadership journey that had a major impact on her was her participation in two Community Impact projects with the class – the construction of an archery fence for the Boy Scouts of America, and painting the interior of St. John's School and completing a mural in the school's lobby.
 Deb is excited to serve as a CDCC ambassador. This unique position will give Deb an opportunity to help new members make connections that will lead to meaningful business relationships. Serving as an ambassador will allow her to continue to grow her leadership skills and help others get acclimated to this valuable business community.

The CDCC Holiday Gift Auction – An Evening of Entertainment

There is no mystery about why auctions are such a popular way to raise money for organizations! Bidders have a great time, it is exciting to be a spectator, shoppers know exactly what they're buying, and it's a wonderful way to bring the community together. It's time to mark your calendars for the last Wednesday of October and to start thinking about one of our biggest events of the year!
 The CDCC Holiday Gift Auction will be held on Wednesday, October 28th, at Maple Dale Country Club in Dover. From 5 – 8 pm, guests will be invited to browse through over 150 items that have been donated by local member businesses, enjoy wonderful food, visit with friends and business associates, bid, bid, bid, and buy!
 In addition to our silent auction, a live auction is also a big part of the evening's festivities. The evening's auctioneer will work hard to award items to the highest bidders. These

items are also donated by local member businesses. Guests at the event often plot ahead of time about how to spend their bids and sometimes team up with other bidders to share experiences. This lively portion of the event is always much anticipated.
 Our auction items are donated to us by a variety of local member businesses. The items are always of a high quality and give our shoppers an opportunity to purchase unique items for themselves or for the people on their holiday shopping lists. A wide range of items – from food to jewelry to clothing to experiences – provide a vast array of purchasing possibilities for our guests. This event is one of the ways we can support our member business – it gives us an opportunity to highlight their goods and services! Businesses responsible for donating items receive special recognition with their names on the bidding sheets, mentions in the program, recognition through



social media, and a listing on the CDCC website. We are currently seeking auction items. If you would like to donate an item, please contact us as soon as possible. Donating items is a great way to gain exposure for your business with the shopping public!
 Maple Dale provides a wonderful setting for our event. All our auction items will be tastefully displayed in the Country Club's various rooms. There will be heavy hors d'oeuvres, delicious dessert items, a carving station, and a cash bar.
 The Holiday Gift Auction is an event you will not want to miss! Just imagine how easy your holiday shopping will be if you attend this event with its amazing array of items! You



will certainly want to attend, and you might also consider making a donation to the event. Keep your eyes peeled for more information as plans are confirmed. We look forward to seeing you at this outstanding annual event!

New Member Spotlight



Meet the Folks at Pearce & Moretto, Inc.

Earl J. Pearce II and Joseph J. Moretto founded Pearce & Moretto, Inc. in April 2000. With a combined work experience of over 50 years, the owners were able to grow and develop the company into the prominent civil/site construction company it is today. Employing approximately 25 workers, we serve Delaware, Maryland's Eastern Shore, Southern New Jersey, and Southeastern Pennsylvania. Our knowledgeable field foremen, seasoned work force and management offer expertise in getting your site development project off the ground whether it is commercial, residential, or industrial. Pearce & Moretto delivers safety, reliability, and superb job performance.

Our company, located in Middletown, is known for its quality customer service throughout the region. Our experts are equipped to perform the following services: Excavation and Grading, Underground Utility Installation, Site Development and Structural Concrete work. As we like to say, "We make dirt look good!" We also offer 24-hour emergency services.

We are thrilled to be a new member of the Central Delaware Chamber of Commerce. We are excited to expand our reach and develop new contacts through the Chamber's strong network. We look



forward to attending events and meeting other Chamber members so that we can share our company's story and create new and lasting partnerships.

Customers can reach Pearce & Moretto by phone at (302) 326-0707, fax at (302) 326-0789, and email at info@pearce-moretto.com. Feel free to visit our website at www.pearce-moretto.com, or check out our Facebook page.

Please join the Central Delaware Chamber of Commerce in welcoming the folks at Pearce & Moretto to the Chamber!

New Member Spotlight



Meet Enoch Stevenson

Enoch is originally from Delaware County, Pennsylvania. In 2005, after spending 15 years in the classroom as a Pennsylvania public high school teacher, he began his work in the insurance field. His work in insurance has taken him to Pennsylvania, Delaware and New Jersey. Enoch and his family moved to Milford in July of 2017, after taking over the local Farm Family Insurance agency run by Joseph McGowan. For the past three years, Enoch has been working with Delmarva farmers and small business owners in business insurance and family protection.

Enoch has been married for 25 years to his wife, Merrilee, and they have been blessed with six children. Their oldest, Julien, recently graduated from Milford High School and will be attending college in Pennsylvania. Their youngest, Dorian, just began his school career last year. The other four children are spread throughout the Milford school system. Enoch enjoys working in his woodshop – his most recent handiwork can be seen in his new office where he built all the furniture and desks.

As an insurance agent, Mr. Stevenson now represents American National Insurance and its subsidiaries, the most important of which is Farm Family Insurance—a company originally founded with the help of the Delaware Farmers Bureau in the 1950s. His focus is on business insurance tailored to agriculture, small business retail, and construction business, with an emphasis on protecting business owners and their families. He works to construct walls of protection across all lines of insurance



exposure.

Enoch hopes to increase his involvement in Kent County by joining the CDCC. Now that he has become more familiar with Delaware and its businesses' needs, he is interested in connecting with those businesses. He is seeking opportunities to serve businesses and work as a conduit for businesses and clients to help solve the many difficult decisions business owners face on their own.

For more information, please visit Enoch's website at www.enochinsurance.com, or feel free to contact him by telephone at (302) 697-1800.

Please join the Central Delaware Chamber of Commerce in welcoming Enoch to the Chamber's membership!

New Member Spotlight

Meet Liza Orlando and Diamond State Realty



Liza Orlando is a former business owner and dental health care provider. She is currently serving as a Medical Service Corps officer in the Delaware Air National Guard, where she serves as is the Director of Operations for the 142 Aeromedical Evacuation Squadron and recently returned from a Middle East deployment. She is an active member of the Central Delaware Chamber of Commerce, the Kent County Association of Realtors and First State Military Woman's Warriors. She volunteers by serving as a member of the Board of Directors for The Home of the Brave Foundation and as a Therapy Companion Team with PAWS for People, focus on the PAWS for Reading Program for Children. Most recently, Liza has volunteered with the Delaware Medical Reserve Corps in cooperation with Delaware Public Health in COVID-19 testing efforts. Liza Orlando is National Association of Realtors Commitment

to Excellence (CEX) certified and is the Kent County Association of Realtors 2020 Good Neighbor Award Recipient.

Liza resides in Central Delaware with her husband, Vincent. They are the proud parents of a daughter and a son, Jacqlene and AJ. When Liza is not working, she loves to garden, paint, hike, and spend time with Gabrielle, her 9-year old Morkie and Therapy Pet.

Liza's company, Diamond State Realty, employs real estate entrepreneurs who are passionate about helping customers achieve their goals and find the homes they have always wanted. With more than 86 years of experience in private real estate, the folks at Diamond State Realty Cooperative prides themselves on their award-winning service to their clients. They are excited to pair home buyers with the best property and agent for their individual needs. They are happy to handle

all the details so that their clients can enjoy the process of buying or selling their homes.

Liza joined the chamber to expand her network and broaden the scope of her business contacts. She is hopeful that she will generate new business associations and connections, forming partnerships that will optimally service her clients. She is excited to be a new CDCC member because of the Chamber's excellent track record of outstanding customer service, community involvement, and array of business affiliates.

For more information about Diamond State Realty and to contact Liza, call (302) 670-9074 or email Lizashomes4u@gmail.com. You may also want to visit Diamond State's website at www.DiamondStateRealtyDE.com.

Please join the Central Delaware Chamber of Commerce in welcoming Liza Orlando to the Chamber!



Carl Rifino

Carl Rifino and Nick Castro, owners of C & N Services are definitely hard workers and are dedicated family men. Carl and his wife of 18 years have two children, a boy and a girl, ages 15 and 17, who currently attend Smyrna High School. Carl grew up in the Pike Creek area of northern Delaware and moved to Dover in 2004. He enjoys hunting and spending travel time in his RV.

New Member Spotlight

Meet C & N Services, LLC

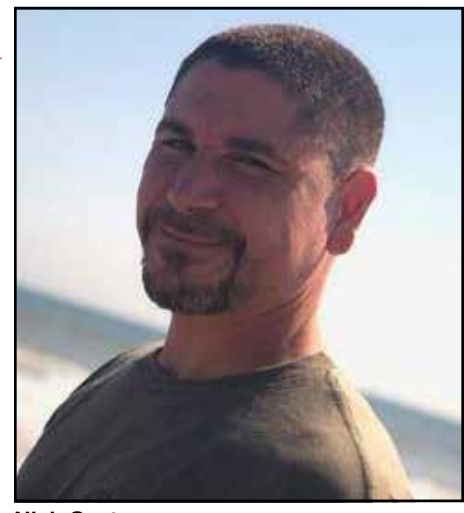
Nick is the proud father of three children, ages 7, 17, and 19. Nick enjoys spending quality time with his children – especially fishing – and he also loves to travel in his RV. Nick and Carl have worked together for 20 years. Carl’s 28 years of experience in Commercial plumbing from New York to Virginia, combined with Nick’s 10 years of experience give them 38 years of combined experience installing HVAC and plumbing.

C & N Services is a company that specializes in commercial plumbing and HVAC installations. In addition, Carl and Nick are happy to help with residential plumbing repairs and installations. C & N Services has been in business for a little over 5 years and the owners are working hard to grow the company’s reach. They strive to work closely with their customers to give



them quality work at an affordable price. Their services include tenant fit outs and larger boiler piping, along with water heater and piping installations.

Carl and Nick are excited to join the CDCC and expand their company’s reach by increasing their network. They are interested in becoming more closely connected to the community. They are also members of the Smyrna Chapter of Master Networks and the Smyrna Rotary Club. They are excited to help the community in any way possible and are hopeful that they will learn more about marketing their company and gaining exposure for their business.



Nick Castro

For more information about C & N Services or to schedule an appointment, visit their website at www.cnservicellc.org or find them on Facebook. Feel free to give them a call at (302) 883-1046.

Please join the Central Delaware Chamber of Commerce in welcoming Carl and Nick and their company, C & N Services, LLC, to our membership!

New Member Spotlight

Meet Teresa A. Queen, REALTOR® in Delaware and Maryland



ing is missed. I get super excited when I find that perfect home! It is like winning the lottery when the ‘jackpot’ house is found. Most of my clients ask me when I take time off to relax – my response is usually, “From what?” Showing homes is what I enjoy doing. I love meeting people! I love having the opportunity to start relationships with clients who I might not otherwise have even met!

Being responsive to my clients and vendors is key. The answer may need research however, I immediately respond to let my clients know I have received their request and am working on the answer. Likewise, I extend the same courtesy to vendors and other agents.

My first sale was my most memorable. For so many reasons, I learned the most in that transaction. I laughed a lot with my buyer. She is a single mother who now has a HOME of her own that she shares with her son! When you help someone special find their dream home it feels AMAZING! The reward of handing my clients house keys is remarkable!

Real Estate is my hobby and career. I completely enjoy what I do and have been blessed with referrals from friends and vendors. It allows independence and pride in my accomplishments. I do this for my kids. I do this for my clients. I do this for me. I just keep moving forward!”

When not assisting my clients in the process of buying or selling homes, I spend time watching my daughter play Field Hockey and Lacrosse, or listening to my youngest play an assortment of stringed instruments, or Skyping with my son, who lives in Denmark. My family and I volunteer at our local SPCA, and we help to stabilize the coastal shorelines. I am so grateful to live in this fruitful tri-state area, which has so much to offer, from the Arts & Shops to the Great Outdoors,

the wonderful Waterways and Fabulous Beaches! I love being “Mom” to the entire community of friends (and strays) my kids bring home!”

I am excited to be a new member of the Chamber and am looking forward to expanding my

network! The Chamber offers so many interesting and educational opportunities and will help me to grow my business.

For more information, feel free to contact Teresa at 443-262-1345 or send her an email at TQueen@CBanker.com.

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.

Are they reading YOUR AD?

To plan your advertising campaign, contact us at adsupport@newszap.com • 302-741-8200

Delaware State News
The State Capital Daily

Available to read anytime free online at 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 MDCC (Maryland, Delaware, District of Columbia) Press Association news page design first-place prize winner.



Thank You for Your Renewal!

Renewals for June 2020

NAME OF COMPANY	# OF YEARS
L & W Insurance Agency	48
Procter & Gamble	46
Harrington Realty, Inc.	44
JBA Greentree Properties LLC	34
Rene' DeLyn Hair Designs	33
Todd's Lawn Care Service.....	29
Johnny Janosik, Inc.	24
Sambo's Tavern.....	24
Delaware River & Bay Authority.....	21
TD Bank - Limestone	16
BIG Investment Services.....	15
Creative Logo Apparel	15
Bath Saver, Inc.....	13
Diamond State Pest Control & Termite Co., Inc.	11
Vision Quest Eye Care Center, Inc.	11
Delaware Division for the Visually Impaired.....	10
Dover Community Pharmacy.....	8
Cheddar's Scratch Kitchen	7
Goeins Williams Associates Inc.	7
Grotto Pizza - Dover	7
Iron Source	7
Season's Hospice & Palliative Care of Delaware.....	7
Environmental Alliance, Inc.....	6
Fort Sill National Bank	6
Home 2 Suites / Axia Management.....	6
Independent Resources, Inc.	6
Monarcas Inc. La Hacienda.....	5
Accurate Tint and Graphics	4
Brick Works Brewing & Eats.....	4
Delaware Department of State.....	4
Koski Enterprises Inc.	4
Mission BBQ	4
Charlie's Dirty Water Hot Dogs & More.....	3
Delaware Integrated Health Care	3
Dover Elks Lodge #1903	3
IMD4	3
Eye Specialists of Delaware.....	2
HearingLife	2
PHOENIX Rehabilitation and Health Services	2
AARP Delaware	1
Boys and Girls Club of Delaware.....	1
Camden Wyoming Rotary Club	1
Edward Jones - Wearden.....	1
First Home Mortgage	1
Fur Baby Pet Resort	1
Homes for Heroes® by Harry Whiteman with EXP Realty	1
Janie Libby	1
Military Officers Association of America (MOAA)	1
NorthNode Group Counseling.....	1

New Members

DiBiasco's Cleaning & Restoration Services Inc. Ms. Tiffany Steger 690 Blackbird Station Rd Townsend, DE 19734 302-376-7111	Lean On Me Caregiving, LLC Mrs. Laura Garofoli 1277 South Governors Ave Dover, DE 19904 302-232-3113
Enoch Stevenson Insurance Mr. Enoch Stevenson 4004 S DuPont Hwy Suite A Dover, DE 19901 302-697-1800	Nae's Multicultural Cuisine LLC Ms. Nakia Watson Dover, DE 19901 302-387-5451
G's Down Too Earth Landscaping Mr. Gary Cason Dover, DE 19901 302-373-0844	Pearce & Moretto, Inc. Mrs. Marianne McTheny 1060 Industrial Rd Middletown, DE 19709 302-326-0707
JPs Wharf LTD Mrs. Roberta Russo 201 Hubbard Ave Frederica, DE 19946 302-335-4035	Smith, Cohen & Rosenberg LLC Ms. Renee Smith 838 Walker Rd., Suite 2B Dover, DE 19904 302-260-8007
	Vendetti Mr. Bill Vendetti Milford, DE 19963 302-424-8293

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!

Congratulations to our contest winner for July's issue! Brian Stetina, partner at Faw Casson, correctly identified the location as "Fifer Orchards." The photograph was of the high tunnels that are used to extend the growing season for tomatoes. Way to go, Brian! Thanks for playing!

Hey Subscribers! Did You Know...?



**ATTENTION
Sunday-Only
Subscribers!
Get the rest
of the week
online for
FREE!**



**...your home delivery subscription includes
online access to all of our digital sites
at no extra charge?**

Sunday-only subscribers get the rest of the week at no extra charge • Local news even when you travel



Complete access to our website with no limits on stories • Access to our archives of stories



Real-time postings on sporting events, election results and more! • Exclusive event and news videos



BUSINESS CARD BULLETIN BOARD

Add your business card to the bulletin board! 741-8297 • communitypages@newszap.com

CLEAN OUTS

Pruning • Lawn Care • Mulching
Free Estimates • Credit Cards Accepted



Office 302-751-1109
Cell 267-262-3064
Email: aaaandscape@yahoo.com
Licensed and Insured

A new Foray into outdoor living

High Efficiency • Heat Pumps & AC Systems
All Types of Duct Work • High-Efficiency Gas Furnace
Tankless Water Heater

FREE ESTIMATES
on new & replacement systems

SAME DAY SERVICE AVAILABLE
Financing Available



The Right Way...Or No Way

www.airqualityhvac.com 302-697-1475

CHARLIE'S Home Improvements

HANDYMAN SERVICES

Specializing in Bathroom Remodeling and Hot Water Heater Replacement

ALL HOME REPAIRS

WINDOWS AND FLOOR WORK

SENIOR DISCOUNTS • 40 YEARS EXPERIENCE

Cell Phone 302-382-7096 Home Phone 302-335-1123

CLEAN SWEEP CUSTODIAL SERVICES

Call Alvin Today!
302-650-2755

Now Serving:

- Kent County
- Sussex County
- New Castle County

YOUR PRO SPECIALIST FOR:
Commercial Business • Industrial Business
On-Site Training Services

PO Box 10404 • Wilmington, DE 19850
Cleansweepalvin@gmail.com

AIRPORT SHUTTLE • TOWN CARE SERVICE
CHARTER BUS SERVICE • DESTINATION GROUP TRAVEL

GO DELAWARE EXPRESS

Safe, Reliable, Convenient, and Affordable

Call or Go Online Today for Reservations!
(302) 454-7800 • 800-648-5466 • DelExpress.com

Frederica

Pizza & Pasta House

A Ranzazzo Family Restaurant...
"Continuing the Tradition"

- Pizza • Pasta Entrees • Subs
- Wings & More!

Open 6 Days A Week • Mon thru Sat
10:30 AM - 10:00 PM • Closed Sunday

1491 Frederica Rd. • Frederica
For Speedy Pick Up, Call: 302.335.1222

Helen's Sausage House

DuPont Hwy. & Black Diamond Road
Smyrna, DE

302-653-4200

BREAKFAST & LUNCH
EAT IN • TAKE OUT

Open 4am - Noon Mon-Sat
~Closed Sunday~



LAKEVIEW REALTY

13021 538-5147

Carla M. Wilson, REALTOR
Cell: 302-233-1882

IT'S TIME TO GET MOVING! 9 E Looekerman St., Suite 201
carlawilsonrealtor@gmail.com Dover, DE 19901
www.lakeviewrealtyinc.com Office: 302-538-5347



MILFORD MOOSE FAMILY CENTER

#2316

20142 Beaver Dam Road • Milford, DE
(302) 424-2316
Lodge2316@MooseUnits.org



Woman Owned,
8(a) &
HUBZone Certified

Professional & Technical Services:
Construction • Construction Management
Civil Engineering • Civil Site Design
Stormwater Management Design
Erosion & Sediment Control Plans
Project Management & Oversight
CADD Design • Utility Plans
Electrical Services

302.744.9875
mountainconsulting.net

Land Survey Services:
• ALTA Surveys • Residential Surveys
• Construction Stakeout • As-Builts
• Flood Elevation Certificates
• Topographic Survey & Mapping
• Aerial Target Control • Survey Control

ACCREDITED BUSINESS

YOUR TRANSPORTATION MATTERS TO US!

Lube & Oil Change - Brakes - Service - Shocks
Struts - Mufflers Tune-Ups - Custom Exhaust Work

2-Year 24,000 Mile Warranty On All Repairs
All After Market Warranties Accepted
Pick-Up & Delivery Service (Limited Area)

Serving Kent, Sussex and New Castle Counties

24/7 tow service private & AAA

2098 Bay Rd • Milford
(302) 335-1100
Monday - Friday 8am - 5pm

ONE STOP AUTO SHOP
The Service You Deserve



Patterson Schwartz

REAL ESTATE

140 Greentree Drive
Dover, DE 19904

Direct 302 632 0558
Office 302 672 9400
E-Mail: tgarcia123@aol.com
Website: www.tgarciahomes.com

Theresa Garcia, REALTOR®
(Retired USAF) ABR
Buyer/Seller Representation

Knowledge and Experience Counts!

SECURITY INSTRUMENT CORP.

Since 1960

RESIDENTIAL & COMMERCIAL

- SECURITY SYSTEMS
- SYSTEM INTEGRATION
- DIGITAL VIDEO RECORDING
- FIRE ALARMS
- CLOSED CIRCUIT VIDEO
- LAN & INTERNET SOLUTIONS
- ACCESS CONTROL
- SPRINKLER SUPERVISION

24 Hour Monitoring
Listed
FM Approved
Central Station

Traditional Quality • Advanced Technology

LEWES 645-2212 DOVER 674-2261

Care. Comfort. Compassion.

Senior Helpers offers personalized in-home care, professional caregivers and peace of mind for your family. All at a moment's notice.

(302) 674-2234
www.seniorhelpers.com



All rights reserved. Senior Helpers locations are independently owned and operated.
© 2012 SH Franchising, LLC.



SHAKLEE

Helping Families Live
A Healthy Life and A Healthy Lifestyle

Alternative Solutions

MaryLois Barnas, PNA
mlbarnas@comcast.net
<http://AlternativeSolutions.myshaklee.com>
302-388-3332

Silver Lake Restoration

Serving Delaware

Mold Remediation • Fire & Water Cleanup
Carpet Cleaning • Duct Cleaning
Deodorization • General Cleaning
Post Construction Cleaning

Michael Barr, Owner/Operator
www.silverlakede.com MBarr@silverlakede.com
302-213-1140

For over 100 years, Torbert Funeral Chapels has made community service, professional integrity and high ethical standards a tradition.

TORBERT FUNERAL CHAPELS

Torbert antique carriage lamp

Bradford & Reed Street and 1145 E. Lebanon Road • Dover
torbertfuneral.com
734-3341



RESIDENTIAL ELECTRIC SERVICE EXPERTS

- Straightforward Pricing
- We use Floor Savers
- 2 Year Warranty on all Repairs
- Safety and Service Plans Available
- We will Respect your Time and Home

100% SATISFACTION GUARANTEE

Specializing in residential electrical service since 1978

621 W. Division St., Bldg. 105, Dover, DE 1990 • www.towleselectric.com