

# Chamber Connections

Vol. 42, No. 10

www.cdcc.net

October 2018



**Candidates' Interviews**

..... Pages 8-12

**IN THIS ISSUE...**

**Members Enjoyed A Night at the Races**  
..... Pages 7

**LCD Class of 2019 Opening Retreat**  
..... Pages 14

www.cdcc.net

## The 15th Annual Holiday Gift Auction



The 15th Annual Holiday Gift Auction: The Treasures of Kent County will be held on Wednesday, October 24 at Maple Dale Country Club from 5:30 - 8:00 PM. This event will help promote holiday shopping at local businesses and support of organizations and events! This is the largest fundraiser of the year for the Central Delaware Chamber of Commerce (CDCC). It is open to CDCC members and guests for an evening of unique and exclusive offerings! Join us for an

evening of holiday gift shopping, with cocktails, great food and an opportunity network to grow your business!  
The Annual Holiday Gift Auction is comprised of a two-part silent auction and a live auction. There will be amazing gift baskets, unique experiences and gift certificates to some of your favorite stores and restaurants. Check out the list below for a teaser! (For more items, visit [www.cdcc.net/auction](http://www.cdcc.net/auction))  
·Themed Gift Baskets ·Charcoal

Grill ·Dinner Certificates ·Wine & Brewery Tour ·Fine Jewelry ·Home Décor ·NASCAR Tickets with Pit Passes  
and so much more!  
Purchase your tickets the night of the Auction or by contacting the CDCC at (302) 734-7513. The cost is only \$10 per guest or \$15 per couple and includes food, entertainment, and 1 drink ticket.  
See you Wednesday, October 24 at Maple Dale Country Club!

## State of the Base Briefing Breakfast at Dover AFB to be held in November

The Central Delaware Chamber of Commerce Military Affairs Committee and Dover Air Force Base invite you to attend the State of the Base Briefing (MilCon) Breakfast brought to you by Signature Sponsor Delaware Technical Community College. The breakfast will be held on Monday, November 19th from 7:30 - 9:30am at The Landings on Dover Air Force Base.

You can learn about the Dover Air Force Base's activities and construction projects that have been completed over the past decade to prepare the Base for long term viability as well as future projects being planned. You will get an up-

date on their accomplishments in the State of the Base Briefing to the community from Colonel Joel Safranek, Commander of the 436th Airlift Wing. U. S. Senator Tom Carper, U. S. Senator Chris Coons, and Representative Lisa Blunt Rochester will give remarks regarding U.S. military activities during the presentation.

Platinum Sponsors include Axia Management, Chesapeake Utilities Corporation, Dover Federal Credit Union, HealthSouth Rehabilitation Hospital of Middletown, Harrington Raceway & Casino, KraftHeinz Company, L&W Insurance Agency, and R & R Commercial Realty.

Thank you for supporting the State of the Base Briefing.

You don't want to miss this great opportunity to show your support of the Dover Air Force Base and the wonderful military men and women there. Contact the CDCC Office at 302-734-7513 for more information or to reserve your seat today (\$22 for Chamber Members / \$27 for the Public). Due to security requirements for DAFB Entry Access each attendee will need to provide: Full Name, Date of Birth, Driver's License Number & State of Issue. The deadline to register is Friday, November 2nd. We look forward to seeing you at The Landings in November!

# Judy's Journal



PRESIDENT - JUDY DIOGO

## The Holidays are HERE!!!

I really did not want to be the first to say it, but here I go: The holidays are right around the corner! And as we all know, once the holidays start, so does the holiday shopping!

I am one of those people who loves the hustle and bustle of the season. I love running around from store to store to find that perfect gift, to find all those great "hidden treasures." Speaking of "hidden treasures," are you aware of all the "hidden treasures" that Central Delaware merchants have to offer you for your holiday gift shopping?

For many people, holiday shopping is one of their least favorite parts of the holiday season. My theory on that is these people are just not aware how fun holiday shopping can be. Did you know that there is a way that you can do all your shopping in one place with more than 120 gift items from which to choose all while enjoying refreshing cocktails, eating deli-

cious hors d'oeuvres and spending time with some great people at a festive holiday celebration? I know it really does sound too good to be true, but it is, and you can experience all the fun for yourself by attending the CDCC Annual Holiday Gift Auction on Wednesday, October 24 at Maple Dale Country Club starting at 5:30 p.m.!

All the "hidden treasures" of Central Delaware will be right there, at your fingertips, and for those hard-to-buy people on your list, we have put together some great and unique live auction packages that provide one-of-a-kind gifts and one-of-a-kind experiences. It just can't be any easier! The event is also open to the public, so Chamber members please feel free to bring guests.

So, the Holidays are here, and your holiday shopping just became easy and fun! Join us on Wednesday, October 24 at Maple Dale Country Club starting at 5:30 p.m.

Thank you to the CDCC Cornerstone Members!

The CDCC Cornerstone Cornerstone MEMBERSHIP Est. 2013

An Industry Exclusive CDCC Marketing Package!

## 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

- Chairman..... Sean Mace, Eden Hill Medical Center  
 First Vice Chair..... Shane Breakie, Chesapeake Utilities Corp.  
 Vice Chair, Economic Development.....  
 .....Stephanie Preece, Del-One Federal Credit Union  
 Vice Chair, Organizational Development . Evans Armantrading, Jr., CNU Fit  
 Vice Chair, Community Affairs ..... Dina Vendetti, St. John's School  
 Vice Chair, Legislative Affairs..... C. Scott Kidner, C.S. Kidner & Associates  
 Vice Chair, Military Affairs..... Lynne Schaefer, Dover Federal Credit Union  
 Treasurer ..... Christina Lessard, Lessard Builders, Inc.  
 Vice Chair, Smyrna-Clayton ..... Dana Wattay, Wattay Accounting  
 Past Chairman ..... Janie Libby, Dover Downs® Hotel & Casino

### Board of Directors

- Rachel Bowden, Kraft-Heinz  
 Ed Ide, i3a Consulting Engineers & Construction Managers  
 Jesse Kelleher, Harrington Raceway & Casino  
 Jenny Mabus, Bayard Pharmacy  
 Dr. Wilma Mishoe, Delaware State University  
 Shari Sack, Aflac MidAtlantic Region Team Sack  
 John Shevock, Bayhealth Medical Center  
 Brian Stetina, Faw Casson  
 Katrina Sullivan, Delaware State News  
 Lincoln Willis, The Willis Group  
 Hon. Jim Hosfelt, Kent County Levy Court  
 Col. Joel W. Safranek, Commander, 436th Airlift Wing, DAFB

### Administrative Staff

- Judy Diogo, President  
 Cristal Brenneman, Executive Assistant & Director of Special Events  
 Kevin Edwards, Director of Membership Services & Retention  
 Cindy Friese, Assistant for Special Events & Sponsorships  
 Katie Dodge Gillis, Marketing and Communications Director  
 Heather McThery, Director of LCD and Membership Services  
 Cheryl Whitney, Administrative Assistant

**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.

**UNITED STATES POSTAL SERVICE® (All Periodicals Publications Except Requester Publications)**

**Statement of Ownership, Management, and Circulation**

1. Publication Title <b>Chamber Connections</b>	2. Publication Number <b>462-490</b>	3. Filing Date <b>9/28/18</b>
4. Issue Frequency <b>Monthly</b>	5. Number of Issues Published Annually <b>12</b>	6. Annual Subscription Price <b>\$20.00</b>
7. Complete Mailing Address of Known Office of Publication (Not printer) (Street, city, county, state, and ZIP+4®) <b>435 N. Dupont Hwy, Dover, DE 19901</b>		Contact Person <b>Katie Gillis</b> Telephone (include area code) <b>302-734-7513</b>
8. Complete Mailing Address of Headquarters or General Business Office of Publisher (Not printer) <b>Central Delaware Chamber of Commerce, 435 N. Dupont Hwy, Dover, DE 19901</b>		
9. Full Names and Complete Mailing Addresses of Publisher, Editor, and Managing Editor (Do not leave blank) Publisher (Name and complete mailing address) <b>Central Delaware Chamber of Commerce, 435 N. Dupont Hwy, Dover, DE 19901</b> Editor (Name and complete mailing address) <b>Katie Gillis, Central Delaware Chamber of Commerce, 435 N. Dupont Hwy, Dover, DE 19901</b> Managing Editor (Name and complete mailing address)		
10. Owner (Do not leave blank. If the publication is owned by a corporation, give the name and address of the corporation immediately followed by the names and addresses of all stockholders owning or holding 1 percent or more of the total amount of stock. If not owned by a corporation, give the names and addresses of the individual owners. If owned by a partnership or other unincorporated firm, give its name and address as well as those of each individual owner. If the publication is published by a nonprofit organization, give its name and address.) Full Name <b>Central Delaware Chamber of Commerce</b> Complete Mailing Address <b>435 N. Dupont Hwy, Dover, DE 19901</b>		

**UNITED STATES POSTAL SERVICE® (All Periodicals Publications Except Requester Publications)**

**Statement of Ownership, Management, and Circulation**

16. Electronic Copy Circulation	Average No. Copies Each Issue During Preceding 12 Months	No. Copies of Single Issue Published Nearest to Filing Date
a. Paid Electronic Copies		
b. Total Paid Print Copies (Line 15c) + Paid Electronic Copies (Line 16a)		
c. Total Print Distribution (Line 15f) + Paid Electronic Copies (Line 16a)		
d. Percent Paid (Both Print & Electronic Copies) (16b divided by 15c x 100)		

I certify that 50% of all my distributed copies (electronic and print) are paid above a nominal price.

17. Publication of Statement of Ownership  
 If the publication is a general publication, publication of this statement is required. Will be printed in the **October 2018** issue of this publication.  Publication not required.

18. Signature and Title of Editor, Publisher, Business Manager, or Owner  
 Date  
**9/20/18**

I certify that all information furnished on this form is true and complete. I understand that anyone who furnishes false or misleading information on this form or who omits material or information requested on the form may be subject to criminal sanctions (including fines and imprisonment) and/or civil sanctions (including civil penalties).

13. Publication Title <b>Chamber Connections</b>	14. Issue Date for Circulation Data Below <b>September 2018</b>	
15. Extent and Nature of Circulation	Average No. Copies Each Issue During Preceding 12 Months	No. Copies of Single Issue Published Nearest to Filing Date
a. Total Number of Copies (Net press run)	<b>10,539</b>	<b>877</b>
b. Paid Circulation (By Mail and Outside the Mail)		
(1) Mailed Outside-County Paid Subscriptions Stated on PS Form 3541 (include paid distribution above nominal rate, advertiser's proof copies, and exchange copies)	<b>2,534</b>	<b>222</b>
(2) Mailed In-County Paid Subscriptions Stated on PS Form 3541 (include paid distribution above nominal rate, advertiser's proof copies, and exchange copies)	<b>8,005</b>	<b>655</b>
(3) Paid Distribution Outside the Mails Including Sales Through Dealers and Carriers, Street Vendors, Counter Sales, and Other Paid Distribution Outside USPS®	<b>0</b>	<b>0</b>
(4) Paid Distribution by Other Classes of Mail Through the USPS (e.g., First-Class Mail®)	<b>0</b>	<b>0</b>
c. Total Paid Distribution (Sum of 15b (1), (2), (3), and (4))	<b>10,539</b>	<b>877</b>
d. Free or Nominal Rate Distribution (By Mail and Outside the Mail)		
(1) Free or Nominal Rate Outside-County Copies included on PS Form 3541	<b>0</b>	<b>0</b>
(2) Free or Nominal Rate In-County Copies included on PS Form 3541	<b>0</b>	<b>0</b>
(3) Free or Nominal Rate Copies Mailed at Other Classes Through the USPS (e.g., First-Class Mail)	<b>0</b>	<b>0</b>
(4) Free or Nominal Rate Distribution Outside the Mail (Carriers or other means)	<b>0</b>	<b>0</b>
e. Total Free or Nominal Rate Distribution (Sum of 15d (1), (2), (3) and (4))	<b>0</b>	<b>0</b>
f. Total Distribution (Sum of 15c and 15e)	<b>10,539</b>	<b>877</b>
g. Copies not Distributed (See instructions to Publishers #4 (page #3))	<b>—</b>	<b>—</b>
h. Total (Sum of 15f and g)	<b>10,539</b>	<b>877</b>
i. Percent Paid (15c divided by 15f times 100)	<b>100%</b>	<b>100%</b>

\* If you are claiming electronic copies, go to line 16 on page 3. If you are not claiming electronic copies, skip to line 17 on page 3.

## CDCC joins Willis Law, LLC for a ribbon cutting ceremony

DOVER – The Central Delaware Chamber of Commerce (CDCC) joined Laura Willis of Willis Law, LLC on Thursday, August 30 for a ribbon cutting ceremony. The event marked the grand opening of the new practice located at 117 West Reed Street.

As an attorney with more than ten years of experience, Willis brings a wealth of credibility and knowledge to her profession. Her specific practice areas include estate planning (wills, durable powers of attorney, living wills, trusts) and business transactions (contract drafting and review, business counseling).

A variety of factors – among them family and flexibility – influenced the decision to open a solo practice. Willis is excited for the opportunity to focus on the practice area about which she is most passionate: estate planning.

“Through this practice area, I aim to educate people about the importance of having a proper estate plan in place, and to streamline and simplify what can be an emotional, and seemingly overwhelming, process,” the attorney explained. “I hope to develop a reputation for providing a high level of legal service, while placing the highest priority on professionalism, personal attention, and responsiveness.”

For Willis, opening a business in the heart of downtown Dover is exciting because she hopes to play



Laura Willis (holding scissors) celebrates the grand opening of her new law practice, Willis Law, LLC, with friends, family and community supporters.

a part in its revitalization, giving back to the community that has been so generous to her. She and her husband, Lincoln, also a small business owner in the Dover area, are involved in many initiatives dedicated to supporting Kent County’s economy, volunteer for

various charitable organizations, and are members in several professional networking groups.

Willis hopes that the future brings growth, but smart growth, with a continued focus on a family-oriented, client-focused vision.

“I will continue offering my es-

tate planning and business clients first-rate legal services, while never losing sight of the qualities that have made my practice a success so far: professionalism, kindness, accessibility, and an appreciation for the fact that every client has unique needs and objectives.”

## CDCC joins Pearl Oyster Grill for a ribbon cutting ceremony



DOVER – The Central Delaware Chamber of Commerce was on site September 12 for the grand opening ribbon cutting ceremony at Pearl Oyster Grill, the newest dining destination within Dover Downs Hotel & Casino.

An airy and well-lit dining room welcomes guests as they take in the nautical décor, which reflects the menu offerings. The seafood line-up includes items like fresh oysters, Maine lobster tail, shrimp platters and crab cakes.

“We are so excited to open the doors of Pearl Oyster Grill. Our team has worked hard to perfect

the menu down to the last detail. We cannot wait for our customers and the local residents to come and experience this outstanding restaurant,” said Ed Sutor, president and CEO of Dover Downs Hotel & Casino.

Pearl Oyster Grill is open Sunday - Thursday 4 p.m. - 11 p.m. and Friday and Saturday 4 p.m. - 1 a.m.

For more information on employment opportunities at Pearl Oyster Grill and Dover Downs Hotel & Casino offerings and events, visit [doverdowns.com](http://doverdowns.com).

## Calendar of Events

### October 2018

#### Thursday, October 4

Kent County is Open for Business  
8:30 a.m. – 10:00 a.m.,  
Kent County Levy Court

#### Thursday, October 4

Leadership Central Delaware  
8:00 a.m. – 5:00 p.m.,  
Agriculture & Agri-Tourism Day

#### Tuesday, October 9

CDCC Board Meeting  
7:30 a.m.,  
Eden Hill Medical Center

#### Tuesday, October 9

Marketing Committee Meeting  
9:00 a.m. – 10:00 a.m.,  
CDCC Board Room

#### Wednesday, October 10

Coffee Coaching  
8:00 a.m. – 9:00 a.m.,  
CDCC Board Room

#### Thursday, October 11

Member Orientation  
12:00 p.m. – 1:30 p.m.,  
CDCC Board Room

#### Tuesday, October 16

LCD Steering Committee Meeting  
12:00 p.m.,  
CDCC Board Room

#### TBD

Ambassador Committee Meeting  
TBD

#### Wednesday, October 24

Holiday Gift Auction,  
Open to Public  
5:00 p.m. – 8:00 p.m.,  
Maple Dale Country Club

### November 2018

#### Thursday, November 1

Kent County is Open for Business  
8:30 a.m. – 10:00 a.m.,  
Kent County Levy Court

#### Thursday, November 1

Leadership Central Delaware  
8:00 a.m. – 5:00 p.m.,  
Education Day

#### Thursday, November 8

Member Orientation  
8:30 a.m. – 10:00 a.m.,  
CDCC Board Room

#### Tuesday, November 13

CDCC Board Meeting  
7:30 a.m.,  
Eden Hill Medical Center

#### Tuesday, November 13

Marketing Committee Meeting  
9:00 a.m. – 10:00 a.m.,  
CDCC Board Room

#### Wednesday, November 14

Coffee Coaching  
8:00 a.m. – 9:00 a.m.,  
CDCC Board Room

#### Wednesday, November 14

Ambassador Meeting  
4:30 p.m.,  
TBD

#### Wednesday, November 14

Sunset Business Mixer  
5:00 p.m. – 7:00 p.m.,  
TBD

#### Tuesday, November 20

LCD Steering Committee Meeting  
12:00 p.m.,  
CDCC Board Room

#### Thurs – Fri, November 22 – 23

Thanksgiving Holiday  
Office Closed

#### Thursday, November 29

Capital Holiday Celebration  
5:00 p.m. – 8:00 p.m.,  
Downtown Dover

# Cornerstone Member - R&R Commercial Realty



Left to right: Charlie Rodriguez, Lori Huff, Jody Amado, Kevin Alexander, Victoria Hudgins, Carl Kaplan, Michelle Garrison, Grover Hall, Cindy Yencer, Tami Creech, Larry Thompson, Eric Moore.

## R&R Commercial Realty: Small Business, Big Results

R&R Commercial Realty is a real estate office that specializes in commercial and industrial sales and leasing, and property management of retail and office spaces. Charlie Rodriguez, President, opened the business 22 years ago when he saw an opportunity to service clients in a more personal way.

By opening his own brokerage, he knew he could attract the talent he wanted, implement his own strategies, and reward and recognize his team for their hard work. One example of this was after the market drop in 2007; Charlie's team decided the best way to grow the business was to take on more agents and therefore allow R&R to reach a wider area of clients, while still providing



the personal service and attention for which they are known.

As a team with more than 80 years of combined experience, R&R is one of the most visible and respected real estate firms in Kent and Sussex counties, and throughout the Del-

marva region. The staff works with clients on both sides of the table to help them determine the best time to buy or sell, what they can afford in the current market, and what space they will need to help their own businesses grow. R&R hopes to expand his agent roster further, providing a broader reach of clients with access to the quality services and personal attention customers have come to expect from the company.

What's the secret to R&R's success, you ask?

"The secret to our success is that we keep it a secret."

- Charlie Rodriguez

## Member of the Month

**Name: Cecilia A. Jones**  
**Title: Realtor, Residential & Land**  
**Business: Myers Realty**  
**Address: 1056 S. State Street, Dover, DE 19901**  
**Hours: 9-5**  
**Phone: 302-531-5324**  
**Website: myersrealtyteam.com**  
**Email: ceilsbmr@gmail.com**



**Q. When did you begin working for this business and what is your role?**

2006 - work with sellers and buyers

**Q. History of when the business began...**

G.R. Myers bought Bob Moore Realty as a result of Doug Moore retiring

**Q. What products/services does your company offer?**

Home sales and property management of rentals

**Q. What do you see in the future for the business?**

It's economy-driven, so it will depend on state of the economy

**Q. What, in your opinion, does the Chamber do for you and your business?**

Provides networking opportunities and referrals

**Q. What would you like to see the Chamber offer to its members?**

The mixers and ribbon cuttings are enough to suffice because of time constraints

**Q. Is there anything else the CDCC members should know about you or your business?**

I was born and raised in Delaware and have lived in Kent County for 38 years. I currently am on the State of Delaware Division of Professional Regulation for Nursing Home Administrators. Additionally, I am on the Institutional

Review Board at Bayhealth Medical Center/Kent General in Dover, DE. I am a member of the Central Delaware Chamber of Commerce and serve on their Military Affairs committee. With the Chamber, I have achieved 5-Star Member status and graduated with the 2012 Leadership Central Delaware class. I served on the Board of Directors of Central Delaware Habitat for Humanity for 5 years and managed their ReStore for 3 years. Additionally, I have been a member of the Dover Colonial Rotary Club for 13 years and have been a Board member for 7 years. I also serve as Secretary of the club. I am married and have 3 children and 6 grandchildren. My hobbies include golfing, hunting and gardening.

**Christopher Smith,**  
**CFP®, AAMS®**  
**Financial Advisor**

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



3 S. American Avenue  
 • Dover  
**302-735-8770**  
[www.edwardjones.com](http://www.edwardjones.com)  
 Member SIPC



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



**DOVER POST**

1196 S. Little Creek Rd. • Dover, DE • 19901  
 Phone: 302.678.3616 • Fax: 302.678.8291  
[www.doverpost.com](http://www.doverpost.com)

# 5-Star Members

## 5 Star Members Pinned at August Mixer



Honorary Mayor Dee Dee McCauley Carson (Diamond State Pest Control), newly-pinned 5 Star Member Alyssa Schuster of CNU Fit, and Director of LCD and Program Development Heather McTheny.



Heather Contant of DEMEC receives her 5 Star Member Pin from CDCC President Judy Diogo.

Presented by  
**SUSSEX POST**

Sponsored by  
 **KEY ADVISORS GROUP LLC**

at **HERITAGE SHORES**

**Sunday, October 28, 2018**  
**10 a.m. - 4 p.m.**

**Heritage Shores**  
**One Heritage Shores Circle**  
**Bridgeville, Delaware**

**EXPO FEATURES:**  
**Door Prizes and Giveaways**  
**Apparel Sales at the Signature Shop**  
**Golf Contests**  
**Top Courses of Delmarva**  
**Educational Training Sessions**  
**by DSGA and DWGA**  
**Product Demonstrations**  
**Bourbon and Beer Tastings**  
**featuring bourbons by Basil Hayden's**  
**and Maker's Mark and Beer from**  
**16 Mile Brewery**  
**Shop Cigars from the Gray Ash**  
**Cigar Service**  
**Entertainment & Drink Specials**  
**at the Sugar Beet Market**  
**"Tour the Shores" Home Tours**

**Purchase your tickets online**  
**at [DelmarvaEvents.net](http://DelmarvaEvents.net) and SAVE!**

**\$10 Expo Admission - 33% Savings!**  
**\$25 Admission & Buffet Lunch - 29% Savings!**  
**\$35 Admission, Buffet & Bourbon/Beer Tastings - 22% Saving!**

*Interested in being a Vendor or Sponsor?*  
 Email us for more information [dsnevents@newszap.com](mailto:dsnevents@newszap.com)

**The**  
**Diamond**  
**Authorities**

**Custom jewelry designed and**  
**manufactured on the premises**

**Sayers**

**Jewelers & Gemologists**  
Since 1950

**The area's most complete**  
**and trusted jewelers for 67 years**

**Tom Sayers**  
Graduate  
Gemologist  
(GIA)

**Ron Sayers**  
Graduate  
Gemologist  
(GIA)

**19 SOUTH MAIN STREET**  
**SMYRNA, DE 19977**  
**PHONE: 302-653-9456**

**IJO** MASTER JEWELER  
BRILLIANCE YOU DESERVE™



# CDCC Members Enjoyed A Night at the Races!

Central Delaware Chamber of Commerce members gathered to enjoy live harness racing, live musical entertainment, and amazing hors d'oeuvres and beverages courtesy of Harrington Raceway & Casino at the 15th Annual Night at the Races on Monday, September 10. There was even a special CDCC race and attendees had the opportunity to take a photo with

the winning horse.

A BIG THANK YOU to the Harrington Raceway & Casino staff for making this evening so enjoyable. Due to the number of people who came out for the event the CDCC was able to donate over \$2100 to benefit the Mid-Del Charitable Foundation at Harrington Raceway.



CDCC Members enjoy live harness racing at Harrington Raceway & Casino



CDCC Members get a photo op with the winning horse of the CDCC race.

Photo credit: Fotowon



John Rowley

Thinking about Selling your Business?  
What about the Commercial Property?



Johnny Rowley

**WE CAN HELP!**

**THE JOHN ROWLEY TEAM**



31 Saulsbury Rd.,  
Ste. 2  
Dover, DE 19904

**302-735-7526**

[www.AngleBizSell.com](http://www.AngleBizSell.com)  
for FREE BIZ VALUATION



302-674-3400  
46 S. State St.,  
Dover, DE 19901

# New Member Spotlight

## Plant, Flower & Garden Shop of Dover

We're relatively new to Dover. We started as the Plant, Flower & Garden Shop of Milford in 2016 and expanded in to Dover in 2017, and Dasgboro in 2018. We wanted to maintain the services of a full service florist, but offer a little more in select small plants, specialty gifts, creative customized gift baskets, statuary, and so much more. Our concept seems to be catching on and those who have found us and spent time with us seem to love what we are doing. We have enlisted a phenomenal team of individuals who have decades of experience in the floral industry. It is our growing staff and all their combined experience that allowed for our expansion. We love

hearing from our customers and working toward accommodating their desires and suggestions.

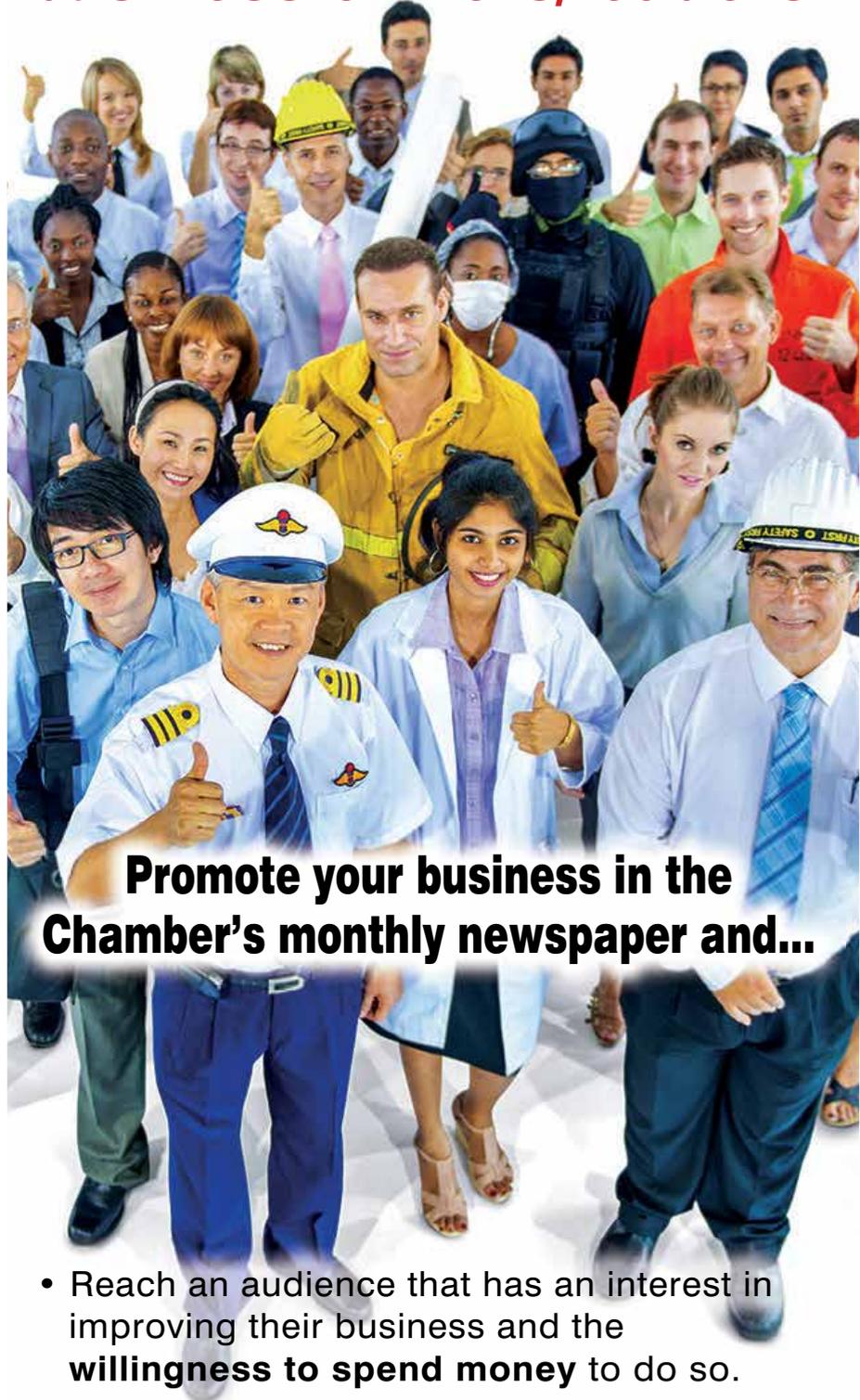
Everyone involved in our business loves what they do and there is a developing sense of pride in what each individual contributes. We love having the opportunity to bring you personal service and provide the best in fresh flower arrangements and unique gifts for any occasion - weddings, funerals, proms, 'just because', and so many more.

Our Dover address at 1104 S. State Street will remain our home, though we will be expanding the shop into our building across the parking lot in early 2019 in order to offer more to our customers.



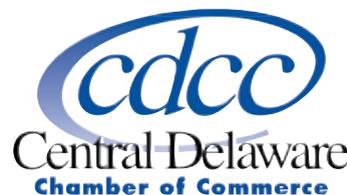
PLANT, FLOWER & GARDEN  
**DOVER FLORIST**  
 www.doverflorist.net 302-744-8480

## Interested in reaching a targeted audience of business owners/leaders?



Promote your business in the Chamber's monthly newspaper and...

- Reach an audience that has an interest in improving their business and the **willingness to spend money** to do so.
- Enjoy the benefits of being associated with a **well-known and respected** business organization.
- Expand the reach of your message with the **web presence** your ad will receive each month.
- Get more results from your ad because of the **full color, high-quality reproduction** of this publication.



Support the Chamber and expand your business reach.  
 Reserve your ad today!

Contact your Delaware State News Advertising Representative for more details. Call 741-8200 or email [adsupport@newszap.com](mailto:adsupport@newszap.com)



## Capital Holiday Celebration

Thursday, November 29, 2018

5:00pm-8:00pm

Downtown Dover & City Hall

- 🌲 Caroling & Tree Lighting Ceremony
- 🌲 Santa's House & Holiday Activities at Lookerman Way Plaza
- 🌲 Children's Crafts Area - Dover Public Library
- 🌲 Carriage Rides down Lookerman Street
- 🌲 NEW - Ice Rink near the Duncan Center
- 🌲 Canned Food Drive
- 🌲 Shop local businesses this holiday season!

CDCC #302-734-7513

City of Dover Parks & Recreation #302-736-7050



# Candidates' Interviews

The Central Delaware Chamber of Commerce is very involved in the tracking and lobbying of legislation as it pertains to our member businesses. The purpose of these interviews is for our Chamber members to have an opportunity to learn about the individuals campaigning to be their elected officials. The questions are meant to be fair and to present the candidates with a chance to discuss issues that are important to both the businesses and the residents of Delaware. The following interviews are with candidates who were available to meet with the CDCC to discuss their viewpoints on these issues (those candidates running for U.S. Senate, State Attorney General and State Auditor were given the opportunity to submit their interview in writing). These interviews can also be seen on the Chamber website: [www.cdcc.net](http://www.cdcc.net). Click on the Legislative tab.

## Candidates for Delaware State Representative

### Candidate for State Representative: David Anderson



David Anderson

1) What is your position on increasing the minimum wage beyond the increases approved in the last legislative session and why?

Simply, we have had two increases in the last 4 years, so I do not believe we need any more. I think these increases will be a disruption to small businesses and to non-profits in particular. I do understand they want to make wages higher to increase the standard of living but I think we need to do that in other ways; for example, by making sure our taxes are in line and that our business environment is good. We cannot artificially mandate a good business environment. I would rather create an environment where people can be more prosperous.

2) What is your position on "right to work"? Do you believe the state of Delaware would have a competitive advantage if we were a "right to work" state?

I believe we are at a competitive disadvantage by not being one. In know it is controversial issue and I respect all points of view. I am pro-liberty and I believe in the right to associate or not, based on your choice and what benefits you and your family. Fundamentally I believe a person has the right to work.

3) What is your position on predictive scheduling and why?

As someone who has to manage labor costs, you have to manage them based on business and the needs you have, and you don't know that two weeks in advance - sometimes you cannot decide until an hour before who you need. In short, I think it is absurd. I am 100% opposed to it. Do I think a business should try within reason to give a schedule? Yes I do, but do I think it needs to be a matter of law, it is impractical and in some businesses impossible. It could actually destroy businesses like hos-

pitality restaurants, retail and let's face it that is a lot of our economy.

4) Do you support the legalization of marijuana? If yes, what measures would you take to protect businesses? If no, why?

Yes I do support the legalization of marijuana, again I am pro liberty. I do not think the state should be in the middle of it. This is not a hard drug. I am not for recreational use, but I am not okay with the government being in the middle of the issue. For businesses, it is their responsibility and their right to set policies to ensure safety in the work environments - you can test for it and have policies for it that the business can enforce.

5) Do you support Governor Carney and the Task Force's Budget Smoothing Plan? And why?

I support Ken Simpler's plan that Governor Carney was wise enough to back. This year they had lots of money, they soaked us from every point. What did they do with it - they spent it. The economy works in cycles like everything else does. It is sometimes slower than others - we have to be prepared for that. We don't want to just raise taxes when you need more money. If you run a deficit in bad times you run a surplus in good times, you have plenty of time to save - kings used to have that philosophy. We spend when we have more and we wonder why we get into trouble.

### Candidate for State Representative: William Carson



William (Bill) Carson

1) What is your position on increasing the minimum wage beyond the increases approved in the last legislative session and why?

There is no need to increase the minimum wage for a long time. The last session the minimum wage they wanted was way out of line. They have wanted for a number of years. Some of us were not crazy about that. The 50-cent increase for two years was enough. The economy is going well and starting to build. We do not need to increase it again in the near future.

2) What is your position on "right to work"? Do you believe the state of Delaware would have a competitive advantage if we were a "right to work" state?

I do not believe we should be a right to work state. I also do not think there is an advantage to being one.

3) What is your position on predictive scheduling and why?

Totally against it. Senator Gerald Hocker, when he was a State Representative, said that the key to Delaware's economy is small business. I have always agreed with that statement. This would completely damage our businesses. You just can't pay people for not working. This type of bill just can't work for the business community.

4) Do you support the legalization of marijuana? If yes, what measures would you take to protect businesses? If no, why?

I have voted no on recreational marijuana. I have voted for medical marijuana and was a sponsor for the Hemp bill. I saw the Hemp as a business bill; it has so many uses. I see recreational marijuana being a very hot topic. I do not think there is any way to determine the vote right now. No one knows what the impact will be. But I think it will be a big issue moving forward.

5) Do you support Governor Carney and the Task Force's Budget Smoothing Plan? And why?

I am 100% for it. I had previously talked to the Governor and Representative Quinn, as the sponsor, they vetted everything to me and it makes good business sense to do it.

### Candidate for State Representative: Adewunmi Kuforiji



Adewunmi Kuforiji

1) What is your position on increasing the minimum wage beyond the increases approved in the last legislative session and why?

Minimum wage is a great conversation to have and I believe we need balance. I think there is an expectation that people can stand up for themselves and they should all be able to take care of sustaining themselves and their basic needs. Again, I think that is what we all expect. To me, the minimum wage conversation should be to get people there so that everyone is a productive member of society. We need to determine what it takes for people to be at that level and not at the poverty level. We need to determine what that is and work in partnership with businesses to get to that level.

2) What is your position on "right to work"? Do you believe the state of Delaware would have a competitive advantage if we were a "right to work" state?

If I want to be in the union, and I want to get the basic benefits of the union such as collective bargaining than I think I have to pay for it. That is what I see as the issues. I like to be fair and consistent so I believe that if you want the privileges, you need to pay for it. I am opposed to right to work.

3) What is your position on predictive scheduling and why?

That is a difficult issue that is not an easy thing to come to. From what was described, I get the idea of stability for employees, for instance when I had my first job as a casual/seasonal employee for the State, if I worked I got paid but if there was a holiday I did not get paid. Again, I understand the employee need for stability. This is definitely a conversation that needs to be had with the business community. I don't think legislation should be in place for this type of issue. I don't see this as being the most beneficial legislation. A discussion with business leaders should take place to try to work out a solution. I believe we should remove obstacles not add to obstacles for businesses.

4) Do you support the legalization of marijuana? If yes, what measures would you take to protect businesses?

es? If no, why?

I don't smoke. I don't drink so this does not affect me as a person, but as a candidate I see this as a social issue that from my prospective, I would have to defer to the population to make that decision. I really don't know, however, I would have to have more information before I can make a real decision. At this moment, I need to figure out where my constituents are on this issue and I would need to do a lot more research. For the businesses, safety and productivity have to be approached and looked at. All factors have to be looked at. All of them.

5) Do you support Governor Carney and the Task Force's Budget Smoothing Plan? And why?

I am a finance guy so I tend to be much more conservative. My first answer when people at work come to me for money I always tell them think the answer is no. I do believe that this is an interesting concept. I do not think we should spend everything that comes in. I know we have to spend 98% of what is there. I really feel that we need to manage our expenses. At my job, I work to keep our expenses down and I project revenues at a lower level so we can work within our budget. Any concept that minimizes expenditures I am in support of.

### Candidate for State Representative: Sean Lynn



Sean Lynn

1) What is your position on increasing the minimum wage beyond the increases approved in the last legislative session and why?

Yes, I did not think that the minimum wage increase was sufficient as passed. If you look at Kent County, and the Kent County Comprehensive Land Plan in particular, the average family income is exceedingly low here. Our fastest-growing industry in Kent County is service, and manufacturing represents less than 3% of our industry. As such, we have a huge swath of our population that is dependent upon minimum wage style jobs, and accordingly in order to represent my constituents the city of Dover the average income is about \$42,000. Necessary that my constituents have a livable wage. Current is not reflective of that.

2) What is your position on "right to work"? Do you believe the state of Delaware would have a competitive advantage if we were a "right to work" state?

Absolutely not, right to work statutes are being struck down by courts. However, there was a break in that streak with a recent U.S. Supreme Court ruling. If you read between the lines, I think you will see that there appears to be a string of anti-union rulings. Overall, I oppose right to work. I think it is a bad policy. Labor unions are the corner stone of our nation. I will oppose anything that stands in the way of a union's ability to negotiate for individuals and their right to join a union.

3) What is your position on predictive scheduling and why?

I would have to look at the task

# Candidates' Interviews

## Candidate for State Representative: William McVay



**William (Will) McVay**

1) What is your position on increasing the minimum wage beyond the increases approved in the last legislative session and why?

I am against minimum wage all together. It establishes a price floor that should be set by the market. If I had my say I think it should be rolled back.

2) What is your position on "right to work"? Do you believe the state of Delaware would have a competitive advantage if we were a "right to work" state?

Two minds of that. I am okay with the employer deciding if and who they will have as their union. I do not think the business has the right to then tell the employee that they will belong to the union. The employee should be able to make that choice. Also, to tell an employer they can only hire employees who work in the union is not right.

3) What is your position on predictive scheduling and why?

Great idea but you cannot require it, especially in the construction trade. If it is raining you cannot work. Personally, I have someone who works for a small restaurant and they get a schedule a week ahead. It is inconvenient at times, but you cannot require an employer to be that predictive and incur those types of additional costs. I think employers want to do it, but that is up to them. I would love to work with a company that could do that, but it is not reality it is just not possible. I am not in favor of them making it a law.

4) Do you support the legalization of marijuana? If yes, what measures would you take to protect businesses? If no, why?

110% in favor. I know there are questions around how to protect business, however, if you think someone is impaired, the way tests are conducted for cannabis will show if they have used cannabis in the last 30 days. But that does not mean they are under the influence right now which means they may not be under the influence on the job. I think we need to be careful about having bad policies to turn cannabis users away from hiring them. For me, it is not an issue of forcing acceptance. It is an issue of not enforcing criminal law. Freedom and responsible use is what I support.

5) Do you support Governor Carney and the Task Force's Budget Smoothing Plan? And why?

There was a shortfall in the budget last year and everyone panicked and the result to balance the budget was to increase taxes. The budget smoothing plan sounds like a good idea in its concept. I would have to see the detail - the devil is always in the detail. Because I have not read the proposal I am not sure how it would treat legislation that would decrease taxes.

## Candidate for State Representative: Cheryl Precourt



**Cheryl Precourt**

1) What is your position on increasing the minimum wage beyond the increases approved in the last legislative session and why?

I personally believe that businesses should be able to decide what the wage they pay should be. Only they, the business owner, know what the costs are to them. I also believe most small businesses start employees at a higher than minimum wage rate. I am a small business person, and I feel wages need to be left to the employer. I also do not think we can keep just raising wages - the cost comes out to the public. Goods will increase in cost. I think employers will provide a decent wage. It is not the state's job to tell businesses how or what to pay.

2) What is your position on "right to work"? Do you believe the state of Delaware would have a competitive advantage if we were a "right to work" state?

I am for right to work. I believe that every person has the right to work. It has to be the individuals' choice to work. Work provides training and apprentice opportunities that build our employment base. I believe we should be a right to work state.

3) What is your position on predictive scheduling and why?

I would not support predictive scheduling for reasons that I think are just obvious as a business person. Not in favor of those types of Bills. Always seems so one sided when they write bills like that. That is a definite overreach.

4) Do you support the legalization of marijuana? If yes, what measures would you take to protect businesses? If no, why?

As of now, I am open to listen to all points of view. I work in mental health and I am not in favor of legalization of marijuana. We always seem to put the cart before the horse here in Delaware. If legalized there would be no protection for people at work and even on the road. There is no way to gauge the degree of use of marijuana. Again, being in mental health industry I would not support the legalization - not right now. As businesses, I think it would be a real problem. I understand medicinal use, but do not favor recreational use.

5) Do you support Governor Carney and the Task Force's Budget Smoothing Plan? And why?

I read parts of it but not all of it, but I would support a budget smoothing plan. When watching last year's deficit and then a windfall comes this year and they just blow through it, that is not good. I am in education and I think education is what the family needs - what our state needs. Trade jobs are booming, and if the State did the right thing with education we could really be ahead. We could spend money wiser. I think when you are in business, you just think that way.

## Candidate for State Representative: Lyndon Yearick



**Lyndon Yearick**

1) What is your position on increasing the minimum wage beyond the increases approved in the last legislative session and why?

I am against an increase, and I was against the increase that just happened. Also, the way it happened was not right. For a piece of legislation that is this sensitive you have to be able to have public comment. And with it coming in at the hour it did there was no opportunity for public input and as a result it was a poor transparency of government. I think the market will dictate what businesses should pay. I also think an increase in the minimum wage hurts small businesses, it hurts our tourism businesses and it hurts our agricultural community. This Bill can take away first time jobs.

2) What is your position on "right to work"? Do you believe the state of Delaware would have a competitive advantage if we were a "right to work" state?

Right to Work puts another tool in the tool box if it happens. I think there are 28 or 29 other states that are right to work. This does not mean you cannot have a union; it just means you have a choice.

In today's workforce we are already seeing more automation. As we compete we are at a disadvantage. When recruiters look to expand or bring a business to an area, not being right to work could keep us off the radar.

I want to be clear, I am not anti-union, I am just pro-individual. When unions were developed they were needed but the work environment has changed. The 21st century work environment is very different from the work environment of the 1930's and even the 1970's. I just think employees need to have the choice.

3) What is your position on predictive scheduling and why?

The government should focus on public safety. They need to stay out of the private employment realm. We have to understand that one law or regulation cannot address the needs of all businesses. A piece of legislation like this could make us more uncompetitive. I would be against it.

4) Do you support the legalization of marijuana? If yes, what measures would you take to protect businesses? If no, why?

I am against the legalization of marijuana. I voted no, and I will continue to vote no. Look at Colorado, the numbers do not lie; they have so many more issues than they anticipated: more young users, more car violations, increase in homelessness; and they have seen an increase in the black market. The criminal element is up, not down as expected. I think those costs far outweigh the benefits. I also think this leaves our businesses wide open to more liability which they do not need. There are too many challenges for businesses. Because there are no tests refined enough to determine when the substance was used last and what

force report. In candor, I do not recall seeing the draft. I am not conversed enough to really have an opinion one way or the other. When the task force comes across my desk I can form a better opinion.

4) Do you support the legalization of marijuana? If yes, what measures would you take to protect businesses? If no, why?

Yes. So here are my thoughts on the legislation of marijuana: the current state of law after decriminalization is that it is legal to possess 1 ounce of marijuana or less right now.

The problem with that is that there is no legal pathway to acquire that ounce or less so one of the problems I raised is that in its current state this Bill is an economic development Bill for drug dealers. On the decriminalization side, the other problem is that there is no way to ensure that the product is not being adulterated in some manner. So, not only is the current law beneficial to drug dealers, which we do not want, but it also presents a major life safety issue in that we can assure that what people are ingesting or breathing is what it is said to be. The other side of this is that marijuana and marijuana crimes has had a substantial and negatively proportionate effect on the minority African American community. You can have people in jail on minor drug offenses that carry the same or equal sentences of a violent crime. The rationale behind that is that there is a connection between drugs and violent crime. That is a long way of saying that the legalization of marijuana makes sense for a number of reasons: one, it would address the life safety issue; two, it only makes logical sense that if we are going to decriminalize it that we will want to provide people with a legal pathway to acquire it. So that they are not engaged in conspiracy or other crimes related to acquiring it. We want to ensure that the disproportionate effect on the minority community is meliorated by these minor drug offenses. And lastly, I think it is a revenue generator, that is the underpinning of Delaware's economy. These types of things are the silver bullet type of issues like racinos or escheat or the estate tax that quite frankly with those being so speculative, that we need a money generator like marijuana.

I think the policies businesses have in place already will be upheld. If you have a no drug policy, it should be upheld. For example, if there is a no alcohol or drug policy at my job than I cannot drink, regardless of the legality of alcohol, so this is already an issue employers are facing. Alcohol is legal but that does not mean I can consume it at work. Similarly, it is the same with marijuana. Frankly people are already doing it. Businesses should have policies in place that should already address it.

5) Do you support Governor Carney and the Task Force's Budget Smoothing Plan? And why?

No. This is old style balance budget type legislation. I just don't support it. It is bad policy. It binds the hands of future general assemblies in a negative manner. There is case law about a previous general assembly or municipal legislator about it being precluded from tying the hands of future government bodies. I oppose it.

# Candidates' Interviews

amount you have in your system I don't think it would be good for us to legalize it.

Many people have brought up a 2016 survey done by University of Delaware. I challenge that they are looking at one survey with 900 registered voters and for that reason I question the validity of the survey. You need to give pros and cons of questions to give any survey validity.

5) Do you support Governor Carney and the Task Force's Budget Smoothing Plan? And why?

I did and I do. I was disappointed about the process in that the plan never came to the floor for a vote. I think Treasurer Simpler did a great job on this plan. The Governor put his name behind it. To have it defeated by a few individuals was disappointing. In full disclosure, I wish we did not have to have it, but we have proven that we do need a plan. Regarding future generations, this certainly will have an impact on them, however, it is good governance, and it had bi-partisan support.

## Candidates for Delaware State Senate

### Candidate for State Senate: Justin King

1) What is your position on increasing the minimum wage beyond the increases approved in the last legislative session and why?

I believe no. Simple facts: farmers such as Papens and Fifers who I have had a great relationship with for years as both Vice Mayor and Mayor of Camden, are hit hard by the minimum wage increase. I talked with them frequently and the increases take away both profit and their ability to be competitive. I understand that Senator Bushweller abstained from voting last year. However, I think in the 17th District, which is my community, farmers and small businesses are majorly impacted by an increase in minimum wage. In our oil business for instance, our profits have decreased and the percentages are dropping, and fuel cost are going up. We cannot pass on that increase to our customers. Many businesses cannot. Minimum wage was really created for college and high school workers; it was not designed to be a livable wage. Once minimum wage increases so do all your other wages. Minimum wage needs to be designed for what it was meant to be; to motivate people to improve their skills and to increase their experience to get better jobs or to move up in the organization they are in. We need to motivate people to better themselves.

2) What is your position on "right to work"? Do you believe the state of Delaware would have a competitive advantage if we were a "right to work" state?

Yes, I cannot say I am against unions, because when I was a police officer I respected their negotiation abilities. I have no disrespect to them. However, I also feel that no



Justin King

one should be held hostage to them. Seaford was the first one to try it and I give them credit for that. I also have an issue with the prevailing wage rates in our State. The money we pay for some things is not helping us with our state budget.

3) What is your position on predictive scheduling and why?

From hearing what you just explained - I would be dead against it. If you look at say a landscaping business, if there is bad weather, they cannot do the work they were scheduled to do that day, so it gets pushed to the next available day, and you may need extra people to get it done. Also, in our world where trucks cannot be on the road when weather is bad, we have to pull them. I cannot predict that - no business person can. Again, I have to say seasonal businesses are my biggest experience to draw from, and to me this bill would be a huge impediment to doing business. I also worry that this type of bill will keep people from wanting to be in business. If they start over-regulating businesses, you take away the motivation to open a business. I believe that the government needs to stay out of the household and out of businesses.

4) Do you support the legalization of marijuana? If yes, what measures would you take to protect businesses? If no, why?

I have taken a beating on this since I started to run for office, but I have to stick to my experience. As a police officer I did a lot of work with drug issues. Due to my experience, I see marijuana as a gateway to other drug use. I support medical marijuana, but I have a real problem with recreational marijuana. Another issue with recreational marijuana is that there is no real field sobriety test for it. You do not get an accurate picture of the level of intoxication with marijuana. People under the influence of alcohol, for example, take a long time for police officers to process. By the time the officer gets all the paper work needed and processed and you get the tests done and the results back, they will more than likely be under the legal limit by then. So, the time that the officer could have been assisting other people in their community they were held up dealing with one person, one issue.

Some people say this will not affect businesses because it is federal law, however, I feel differently. In my business we have random drug tests. In short, I just think the liability is too big for businesses right now.

5) Do you support Governor Carney and the Task Force's Budget Smoothing Plan? And why?

Yes, I am in support of it. It is interesting that we are sitting this heavy during an election year. How can we be so much in the black compared to last year? I have heard that a great deal while I am campaigning. In Camden we have a balanced budget and have for 7 years. We created a rainy day fund for the City. Our goal is to have one year of operation money in the account. We are almost at 8 months. It has taken us 7 years, but we are doing it. I realize our town budget is much smaller, but a budget is a budget.

### Candidate for State Senate: Trey Paradee



Trey Paradee

1) What is your position on increasing the minimum wage beyond the increases approved in the last legislative session and why?

I think the minimum wage issue is settled for the next two years. At least in mind. It is an issue that has been discussed every year and it has taken up a lot of time and space. It has been fought over and over. I think it is time to let it rest for a few years. We will see what happens with inflation and if we see a need or reason we can have a worthy conversation in a few years.

2) What is your position on "right to work"? Do you believe the state of Delaware would have a competitive advantage if we were a "right to work" state?

If you look at the states that are Right to Work, I don't think they have the kind of economies we want to emulate. I do not support it. I think workers should have the right to band together for better pay and benefits. We need to be attracting higher paying jobs here in Delaware, and I also feel that Right to Work would depress wages in lower Delaware.

3) What is your position on predictive scheduling and why?

I would not support a Bill like that. Certainly in the restaurant industry alone their business is very unpredictable. Small businesses have enough variables to deal with. I do not see any benefit to this type of Bill.

4) Do you support the legalization of marijuana? If yes, what measures would you take to protect businesses? If no, why?

I do support it because I believe it is inevitable. The October 2016 pool shows 61% of people want it. I think people are starting to understand the benefits of medicinal marijuana, and I also believe that it may not be as harmful as we had once thought it to be: reports show it is less harmful than alcohol. I think it could be good for the state because I do believe it will create new jobs, new industries, and I also think the estimates on tax revenue are low. As a parent, I have concerns that we do it right. We have to have policies and regulations that keep it out of the hands of children. And we have questions about how do we handle DUI's? We have to be able to prosecute. Regarding how it affects businesses - businesses need to continue to implement their own policies and procedures, especially those handling hazardous waste products. Employers need to have the ability to fire employees who are not abiding by the company's policy. Businesses have to be mindful of safety, not just their products, but also their people. I also believe that if a business has a No Tolerance Policy, they need to be able to enforce it.

5) Do you support Governor Carney and the Task Force's Budget Smoothing Plan? And why?

I do. I think if you just look at the history of our Delaware budget writing history over the last 30 years you can see the need. In 90's, when

we were flush with cash, the government expanded dramatically with programs, and as we all know once they are in place it is difficult to get rid of them. Our state has shown year to year that we will spend what dollars are available. This year, for example when we saw in early spring that there was more money coming in it was amazing how many groups and organizations came forward. I think we have to do a better job of controlling our spending in times of boom, so we are in a better financial situation when our economy falters again.

## Candidates for Kent County Levy Court Commissioner

### Kent County Levy Court Commissioner Candidate: James Callaway

1) What is the single biggest issue facing Kent County?

Failing infrastructure. In Kent County the largest revenue generators are sewer and waste water treatment. Our systems are of the 70's vintage. They are failing and they are costing us money with fines from DNREC. Another issue is we have out grown our infrastructure. If we want good economic growth, we need good infrastructure. Our systems are undersized; for instance in Leipsic the pipe is not big enough to support growth. There are 2.8 miles of forced main under Rt. 13 that is degrading and that actually started back in 2014. An estimate to fix the forced main is \$6M. This project runs in front of DSU and it is going to be evasive and costly. Our systems at the waste water treatment plant are redundant. It will continue to grow in cost if we do not get to it soon.

2) What do you believe are Kent County's priorities for economic development, especially now that the Kent Economic Partnership has more funding and new leadership?

One of the things I have discussed with people while out campaigning is we need to put ourselves in the situation that not every student that leaves high school is bound for college. One thing we need to do is get ourselves back to jobs that people do not need to go to college to be employed. Manufacturing jobs used to be those jobs. Kraft is one company that still has them. We need to keep our young people in the county. We need to bring in businesses that focus less on computer-oriented and more vocationally-oriented. We need more trade-oriented. There are always demands for trades. Contractors that cannot find help. They are going out of state to find help. We also need to remove roadblocks for small businesses both at the county level and state. We need to look at some of our regulations to see what we can do once a business starts to cut them a break to let them succeed.

3) How do you see the County dealing with budget shifts from the



James Callaway

# Candidates' Interviews

state to local budgets?

First off Kent County has been blessed with a pretty healthy budget. I do see them having to pick up the ball like in the past; they are going to have to do more for example with our EMS and fire companies. State has looked at different proposals and a good number of them remove funding from their grant in aid programs that help fund these types of services. The county will have to get involved in covering those expenses.

I also think changes to the budget need to be made. Some of their spending is in a manner that has been development on a risk level, for instance, DE Turf. There have been lots of money laid out, little infrastructure to support it such as hotels, etc. When visitors to the Turf come from NC to play in a tournament then drive to Dover or Lewes for hotels, we could be more accommodating. We run a risk with this venture. We also have to be aware that Sussex County and Virginia are looking to also build these types of facilities. We need to be prepared for that competition. As far as funding, we may need to revert some of the monies from our community grants and put those dollars back into infrastructure.

4) What is your number one project you will be supporting in Kent County during your term as commissioner?

For me it would be the repair and improvement of infrastructure development. There is some money already in the budget for infrastructure improvements and it has to be done in stages. Not everything is failing. We just have to make a plan.

## Kent County Levy Court Commissioner Candidate: Jeff Hall

1) What is the single biggest issue facing Kent County?

It is economic development. I joined the Coast Guard out of high school because I did not see a lot of opportunity here. I was gone for 15 years and during that time I got to

see a lot of places and got to see what they did for economic development. I also worked in D.C. When I retired from my position in D.C., I started working at DTCC. I have seen Sussex and New Castle counties rebound from recession but did not see that in Kent County. It is my number one concern. You have lots of players in the economic development world - you have the state, municipalities and the county. I think we could all be much more effective.

2) What do you believe are Kent County's priorities for economic development, especially now that the Kent Economic Partnership has more funding and new leadership?

I think the timing is great. I know there is a study that has been done by the Greater Kent Committee. The study has laid out challenges and opportunities as well as the factors leading into that. I think private, public partnerships are the way to go. I always say - business knows business best. I think as a county we need to deliver the infrastructure. Rather that infrastructure be roads or broadband it has to be a part of



Jeff Hall

the business plan. The district I am running in cuts right through Dover. I have heard from people in that district that they do not feel represented. They don't feel like they are a part of the plan. I know the county meets with municipalities on a quarterly basis; I think we need to take that information being shared and work together to make sure businesses succeed. I heard a story from a business owner about a sink they needed to install. It took months and I really feel that if something that small could not be done quickly what are we doing wrong.

3) How do you see the County dealing with budget shifts from the state to local budgets?

One thing I discovered is that we, as a county, cannot do what I call a home rule - what I mean by that is the county's budget reacts to the state's budget. The county finalizes their budget first, then the state finalizes their budget, therefore, they, as a county, have to react to that. Maybe there is no better way, but I would like to explore the possibilities of making a change there. Anticipating what the state may do is very difficult. It just seems like a crazy way to work. You can't just cut services in half. The process seems, to me, to just put the county in a tough spot. We need to be able to look at big projects to improve businesses to come here, we also need to invest in infrastructure - the question is - do we have the funds to do that? We have to be proactive to show companies we are working toward getting them here - we are working for business. I also have to say that I have a lot of confidence in the staff of Kent County Levy Court. If government is going to get involved they have to be ready to move - they have to act quickly.

4) What is your number one project you will be supporting in Kent County during your term as commissioner?

I think it would be the success of the new KEP. If economic development is our number issue, which I believe it is, the county has made a big investment. Not only in a new director, but a paradigm shift by partnering with the public sector and in this case that is the GKC. The partnership is good and I think it gives a lot of benefit - I also like that it puts business in charge or at least gives them a real voice in the process. I also believe there has to be public accountability. The KEP is new now, and I get that, but we need to start seeing some activity.

## Kent County Levy Court Commissioner Candidate: James Hosfelt

1) What is the single biggest issue facing Kent County?

We need jobs. We need well-paying jobs. We have to look at retaining the businesses we have now and working to help them expand. We also have to make a plan for what we can do to bring in new and/or different businesses into Kent County. My background is not a business background it is military and law enforcement. I am now in the private sector so I am learning more every day. When I have questions regarding business



James Hosfelt

issues I reach out to the Kent Economic Partnership for information. I also sit on the CDCC Board as the representative for Kent County. I receive a lot of information from these organizations. I want to be an advocate for residents and the business community especially in regard to the comprehensive land plan. I want to be able to represent and speak for the people of Kent County. We have economic development organizations and I think the job of the commissioners is to support them.

2) What do you believe are Kent County's priorities for economic development, especially now that the Kent Economic Partnership has more funding and new leadership?

I was a proponent of the change from the beginning. I spoke with those on the KEP Board about what changes needed to be made to move things forward. We absolutely need someone in the economic development position at the county level who can understand what business needs and what the county needs. Those changes have been made. We are moving economic development forward. The nice thing about the county is that we all try to do the right thing for the right reason. We all work for the greater good.

3) How do you see the County dealing with budget shifts from the state to local budgets?

It is tough and frustrating. Last year when I ran in the special election it was very frustrating to me to see that the when the state is having a budget problem they shift the expense. For instance, the funding for the paramedics, and that is fine because we absolutely need those services. Now the state needs to take away some of the regulation and it will work better. I will say we are very fortunate to have the finance team we have in the County. They plan well and I really believe we are doing the right thing. The state does not manage their money appropriately and now they want the county to re-assess property to fill the gaps and that will cost the county millions to do. That is an issue; maybe the state should provide some of the funding to do it.

4) What is your number one project you will be supporting in Kent County during your term as commissioner?

I would say the comprehensive land plan is the big project that we need to finalize. My question is, where is the one area where we can put an amazon type business if they want to come in? Do we have the infrastructure to support it? If we are going to support large scale businesses, we have to make sure we have the infrastructure needed to support it and that we have the funding in place.

## Kent County Levy Court Commissioner Candidate: Terry Pepper

1) What is the single biggest issue facing Kent County?

Right now, we need more commercial development, especially in the Frederica area to support the sports complex. The sports complex is a fabulous facility,



Terry Pepper

however, we need some more rooms to support it. We cannot continue to not have enough rooms for people to stay in; if we continue to have that problem it will affect the complex - people won't come back. That will also help us create jobs which is another problem we have in Kent County. We need jobs! I have to admit, I am scared to death about what will happen at Dover Downs with the new buy-out. I am just not certain what the plans are.

2) What do you believe are Kent County's priorities for economic development, especially now that the Kent Economic Partnership has more funding and new leadership?

I am concerned also that we don't always have a heads-up when businesses are leaving. So I have spoken with Linda Parkowski, the new KEP Director to ask her to be more proactive; to go into the major employers to keep them in the loop and get their input. We started that 8 years ago and it just went by the way side. We need to know how we can help them. We need to have better communication with the KEP Director and the County Administrator. I also want her working with the Chamber to address needs of the businesses and find answers. We need to know what is going on in the outlying areas also - Harrington, Milford, and Smyrna for instance. We have to keep informed of what they are doing. We do meet with them on a quarterly basis and I think with Linda we can be more effective.

3) How do you see the County dealing with budget shifts from the state to local budgets?

That is something that really puts the county at a disadvantage especially when our budget cycles do not align. Our budget starts in April and their new budget is July. They cannot continue to shift things like dog control to the counties. When that happened, we had to do a tax increase to cover that. Same thing happened last year with paramedics. It is a necessary service, and it is costly to maintain. We, at the county level, have to plan for shifts as best we can, but the state needs to do what they have to do and stop pushing things to the municipalities and county. The Delaware Association of Counties has lobbyists that keep us informed and we do lobby against some of the things the state does, but as we all know it is difficult to get ahead of some issues.

4) What is your number one project you will be supporting in Kent County during your term as commissioner?

As the chair of the public safety committee, public safety and the sub-station west of Dover will have my focus for my next term, if elected. These last 4 years, I worked on getting paramedics in the lower part of Kent County. Sussex County paramedics used to cover Kent, but that was difficult. I saw the need and we now have another station for paramedics which is located in the Frederica Fire Hall. We are now focusing on the sub-station development to house paramedics to help us meet the needs of residents in the west area of the county. This all aligns with what I do in my career as the Home Land Security Advisor for State of Delaware.

# Candidates' Interviews

## Candidate for Auditor

Candidate for Auditor:  
**Kathy McGuiness**

1) Why are you running for the office of Auditor?

I believe the Auditor of Accounts must be more than just someone crunching numbers. For nearly two decades, I have served as a Rehoboth Beach Commissioner.



**Kathy McGuiness**

During my tenure, I have worked closely with members of the General Assembly, multiple state Agencies (DeIDOT, DNREC, DEDO), and served on the Board of Trustees for Delaware State University. Recently, my oversight of the new Rehoboth City Hall construction project saved taxpayers thousands of dollars. Consistently as a Commissioner, I have fought waste, fraud and abuse and continuously advocate for efficiency, transparency and good government.

2) What do you see as the primary role of the Auditor?

The Auditor must assure taxpayers and elected officials that hard-earned tax dollars are spent as budgeted and money allocated serves its intended purpose. The Auditor sets policy, hires professional staff and contracts for the services of accountants who conduct the audits. Just as the director of a water authority does not need to know how to build a water plant or lay pipes because he or she does not do either, the State Auditor does not personally conduct audits. Each has to set policy, hire the best and the brightest to see that the work is properly done and have a working relationship with the multiple people whose interests are served.

3) Why are you the best candidate for this office?

Born and raised in Delaware, I am a six-term elected Rehoboth Beach Commissioner, who has fought for small business growth and worked to improve customer service to make government more efficient. I owned an independent pharmacy and was the founding president of the national award-winning Rehoboth Beach Main Street nonprofit. I am a Certified Fraud Examiner and have the managerial experience to lead the Office. Plus, serving on countless nonprofit boards, committees and commissions including the city Budget and Finance Committee, I know what it means to hold people accountable, create and stick to a budget, and manage people.

4) What is the biggest issue facing the State of Delaware?

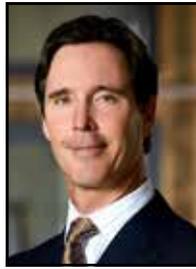
The State Budget. There are too many variables that affect Delaware's budget. I will not only combat waste, fraud, and abuse, but also bring a common-sense approach to find missed opportunities and ways our State can operate smarter, more efficiently and more effectively. Using best practices, state of the art technology and accounting techniques to improve efficiency and results, I plan to be on the front lines of State spending issues. This means I will fight for adequate staffing levels for the Auditor's Office and regularly report about how tax dollars are being spent.

## Candidate for Treasurer

Candidate for Treasurer:  
**Ken Simpler**

1) Why are you running for the office of Treasurer?

Finance matters. The way we govern our finances impacts every Delaware family, business and non-profit. As your State Treasurer, I've worked across state government, and across political aisles, with a focus on improving the value of what we get for what we spend. I have seen first-hand that we can fix the systems that we use to plan, prioritize and measure improvement in everything we do in state government -- education, healthcare, safety and infrastructure. Getting better at everything without spending more is both fiscally responsible and politically possible. We can do it - together.



**Ken Simpler**

2) What do you see as the primary role of the Treasurer position?

Good finance is good government. As the State's highest-elected financial officer, the Treasurer is uniquely positioned to look after and ensure our long term prosperity as a people. Over the past four years as your Treasurer, I have focused on creating value for Delawareans by fostering financial excellence in all of the State's fiscal operations. That has meant putting in place the systems that allow us to stretch every dollar to its maximum, while at the same time ensuring practices that guarantee we are not penny-wise and pound foolish.

3) Why are you the best candidate for this office?

Our state needs and our citizens deserve a true finance professional managing our finances. In the case of the State Treasurer's Office, that means having the knowledge, experience and professionalism to oversee the financial operations of a government that spends \$10 billion, carries \$2 billion in debt, invests \$2 billion in taxpayer money and oversees plans with \$2 billion of savings. The four years I have served as State Treasurer follow a 20-year career as an investment manager for a \$25 billion global investment firm and the CFO of a local property and hotel management company.

4) What is the biggest issue facing the State of Delaware?

The biggest challenge and the biggest opportunity for Delaware is to get our state government to focus on creating value for our citizens. We are privileged as Delawareans to spend more on public services per person than all but a handful of other states while having non-Delawareans foot nearly half the bill. That is an incredible deal, but our higher spending is not resulting in superior outcomes in education, healthcare, safety and infrastructure. Improving what we get for what we spend is both fiscally responsible and politically feasible but it requires rethinking and re-engineering our financial systems.

## Candidates for U.S. Congress

Candidate for Congress:  
**Lisa Blunt Rochester**

1) Do you feel the Federal Government should decriminalize marijuana? 100 words

Yes. For businesses and former offenders, low-level drug offenses create life-long barriers to hiring qualified workers and earning a good living. According to the Center for American Progress, barriers to employment caused by drug records cost our economy as much as \$87 billion per year. That's why I've introduced the Clean Slate Act, a first-in-the-nation bill to seal the records of nonviolent marijuana offenders who remain crime-free after paying their debts to society. By decriminalizing marijuana and passing legislation like the Clean Slate Act, we can boost our economy, improve our criminal justice system, and create a more just society.



**Lisa Blunt Rochester**

2) Would you support streamlining and/or expanding the H2B Immigration Program to aid businesses and industries that are in need of more qualified employees than they are otherwise able to find? 93 words

I am supportive of simplifying and expanding the H2B visa process. States like Delaware and

Maryland are heavily reliant on these visas, particularly for the seasonal work to support our beach resorts and our seafood industry. Unfortunately, the Trump Administration earlier this year changed the process of how H2B visas are awarded causing a dramatic reduction of these visas. For example, on the Eastern Shore, the changes to the H-2B visa program have left about a third of crab-picking jobs unfilled and we are hearing similar stories in our farming communities as well.

3) Give us your top 3 priorities.

My top priorities in Congress are strengthening the economy, providing Americans with quality, affordable health care, and creating a more equitable criminal justice system. I'm working hard every day in Congress to ensure our businesses have the resources and environment they need to thrive and our workforce is trained and equipped for the jobs of the future. I've cosponsored bills that will help expand access to affordable, high-quality health care options as well as introduced legislation to ensure low-level drug offenders, who've served their time, have the opportunity to secure a job, education, and housing.

4) Do you support increasing the federal minimum wage? If yes, to what pay level and why? I support a gradual increase of the federal minimum wage. It has been nearly 10 years since Congress last passed legislation to increase the minimum wage. I am a cosponsor of the Raise the Wage Act. This legislation would gradually raise the minimum wage nationwide from \$7.25 an hour to \$15.00 an hour phased in over the next seven years. The seven-year time frame gives businesses surety and time to adjust, while ensuring an adequate wage for workers. It is estimated that this would give more than 41 million low-wage workers an increase in wages.

## Candidate for Congress: Scott Walker

1) Do you feel the Federal Government should decriminalize marijuana?

At this time no, with the proviso that it should be criminal but the fines for possession and sale should be very low - similar to parking ticket level fine. Unclassified misdemeanor. When I read from an expert that it is not dangerous or toxic then I can consider that.



**Scott Walker**

2) Would you support streamlining &/or expanding the H2B Immigration Program to aid businesses and industries that are in need of more qualified employees than they are otherwise able to find?

We need to do something. We have a lot of undocumented people here working. We need to streamline the process because we need to do something. We have jobs that need to be done, but Americans are not healthy enough to do. It is hurting our GOP. Our greatest expansion was when we opened our borders and allowed Europeans to come in to help us build our nation. These workers made us number 1 we could produce work.

3) As a (new) Congressman/Senator for the State of Delaware give us your top 3 priorities.

1st is economy - we need jobs, we need business development, we need to improve our standard of living; 2nd health care - we are an unhealthy nation eating bad food not exercising the way we should; we need to educate better, we have a lot of addictions in our nation and we need to address that issue. 3rd Prolife - very strong on this issue. We have contraception before intercourse, after intercourse, no real reason for abortion unless there is a life-threatening issue.

4) Do you support increasing the federal minimum wage? If yes, to what pay level and why?

Absolutely not. We need to get rid of it. It is another disincentive to work. Minimum wage is a terrible concept.

**Tuesday  
November 6**

**General  
Election**

**Please  
VOTE**

**Polls are open  
7 a.m. - 8 p.m.**

**Not sure where to vote  
or who is on your ballot?**

**Go to:  
elections.delaware.gov.**

# Amazing Chase winners

The CDCC and the Leukemia & Lymphoma Society (LLS) would like to extend a big thank you to Di-ana Welch and her team at the Grey Fox Grille for hosting the Amazing Chase 2018! The event was a huge success promoting businesses and shopping locally in the Downtown Dover area. Thank you to the City of

Dover (Electric Division) for sponsoring the event. And thank you to the merchants who participated and made the event unforgettable: First State Heritage Park, Grey Fox Grille, Qdoba, The Golden Fleece Tavern, The House of Coffi, The Loocke, The Moving Experience, and The Willis Group, LLC.



Congratulations to the Ledgers of Doom (Faw Casson) for winning the prizes for first team to finish the race and team to raise the most money!



The team from Keystone Funding looks over the rules before the start of the race.



The team from First State Heritage Park works together on a challenge at the Willis Group to earn the clue to their next destination.

## Greater Reach = Greater Results



Direct-mailed the beginning of **EVERY MONTH** to **43,000** addresses in Dover, Camden, Wyoming, Magnolia and Hartly!

Published by the local team you know and trust at the Delaware State News, this exclusive publication features upcoming events and photos of regional interest, businesses that are new or changing their offerings, comprehensive calendars and maps, and advertising in an easy-to-read format targeted to consumers. The Greater Dover Extra provides consumer and business news and features that residents aren't finding elsewhere.

The combination of the Greater Dover Extra and Delaware State News is an **UNMATCHED** opportunity for businesses to reach the largest number of readers in the greater Dover area.

Interested in promoting your business in the NEW Greater Dover Extra? Contact us at 302-741-8200 or [adsupport@newszap.com](mailto:adsupport@newszap.com).



[greaterdoverextra.com](http://greaterdoverextra.com)

# LCD Class of 2019 Opening Retreat

The Leadership Central Delaware (LCD) Class of 2019 held its opening retreat September 13-14 at the Atlantic Sands Hotel & Conference Center in Rehoboth Beach. The purpose of the event was to provide the new class members with several team-building exercises, leadership skills presentations, networking opportunities and some FUN team competition!

As part of LCD each class has the opportunity to select a Community Impact Project from CDCC non-profit organizations. The class of 2019 chose to take on two: The first, a request from St. John's Lutheran School for the interior of a building to be painted with special decorative murals; the second: a request for a split-rail fence to be built on a new camping facility for the Boy Scouts of America. LCD Class of 2019 will coordinate and complete these projects by March 2019.

The Leadership Central Delaware Class is comprised of professionals from various Industries in Kent County/Central Delaware – Healthcare, Non-Profit, Utilities,



## FROM THE LCD CLASS OF 2019



### OUR CONTRIBUTORS



Media, Hospitality/Tourism, Retail, Education, Government and the Military – all coming together for a year of Leadership Training. This includes development of leadership skills via presentations by community leaders and

group discussions, however this 10-month experience also provides the opportunity to get behind-the-scenes and to see central Delaware from a unique perspective. This program exposes students to: Agriculture & Agri-Tour-

ism, Education, Tourism, Media/Communications, Government/Politics, Public Safety/Criminal Justice, Health & Human Services, Economic Development and Energy/Environment in Central Delaware.

# 15th Annual Holiday Gift Auction

A sneak peek of the great items we'll have at our 15th Annual Holiday Gift Auction: The Treasures of Kent County! Join us on Wednesday, October 24 at Maple Dale Country Club!



# New Members

Ms. Sopita Collins..... Bangkok Thai Cuisine Corp  
266 S Dupont Hwy, Dover, DE 19901 ..... (302) 736-1606

Mr. Torrie M. James..... Blue Hen Outdoors  
595 N Dupont Highway, Dover, DE 19901 ..... (302) 492-7675

Mr. Erik Adams..... Delaware Embroidery  
588 Railroad Ave, Suite 1, Townsend, DE 19709 ..... (302) 383-3179

Ms. Cornelia Johnson..... Delaware Technical Community College - Terry  
Campus, ..... 100 Campus Drive,  
Dover, DE 19904 ..... (302) 857-1000

Mr. Christopher Miller ..... Infusion Solutions of Delaware, LLC  
1100 Forrest Ave., Suite 260, Dover, DE 19904 ..... (302) 674-4627

Ms. Bonnie Comunale..... Johnstone Supply  
890 New Burton Rd., Dover, DE 19904 ..... (302) 883-6300

Mr. Leland Damon..... Leland Damon  
250 Gateway South Blvd, Dover, DE 19901 ..... (302) 387-7073

Ms. Dana Smack ..... Suds and Company  
31 West Lookerman Street, Dover, DE 19904..... (302) 674-1303

Mrs. Laura Willis ..... Willis Law, LLC  
117 West Reed St., Dover, DE 19904..... (302) 535-3200

## Thank You for Your Renewal!

NAME OF COMPANY.....	# OF YEARS
Acopia Home Loans.....	1
Aflac Mid Atlantic Region Team - Sack.....	6
Alzheimer's Association - Smyrna.....	10
Ronald F. Barisano, CFRE.....	7
Benton Law, P.A. ....	4
Berry Van Lines, Inc. ....	47
Bright Side Roofing & Siding.....	4
Builders Integrity, Inc.....	7
Burke Dermatology.....	8
Town of Camden.....	36
Capitol Inn of Dover.....	32
Capital School District.....	29
Cheddar's Scratch Kitchen.....	5
Comcast Spotlight.....	20
Conner Strong & Buckelew.....	46
C-Schell Chiropractic.....	8
Delaware Dept. of Labor - Employment and Training.....	5
Independent Newsmedia, Inc., USA.....	46
Delmarva Cleaning & Maintenance, Inc. ....	32
Delmarva Power.....	44
Dover / Kent County MPO.....	23
Dover Capital City Rotary.....	4
Dover Downs Hotel & Casino.....	47
Dover Plumbing Supply Co.....	47
GateHouse Media Delaware.....	43
Dover Symphony Orchestra.....	15
Eden Hill Medical Center.....	10
Felton Holly Kia.....	2
First State Community Loan Fund.....	8
Jim Flood Sr.....	9

Friends of Delaware Veterans Inc.....	4
Goeins Williams Associates Inc.....	5
Grey Fox Grille.....	1
Hampton Inn-Dover.....	22
Harvest Ridge Winery.....	5
Hertrich's Capitol Lincoln Mercury.....	18
Holly Hill Estates.....	24
Andrew Hood.....	1
Horty & Horty, PA- Douglas R. Phillips.....	19
Jazzercise.....	8
The Leukemia & Lymphoma Society.....	1
Lawrence A Louie, DMD.....	24
Luff & Associates, PA.....	26
M&T Bank - Commercial.....	46
Magnum Electronics, Inc.....	26
NCALL Research, Inc.....	9
Ocean Marine Nav Inc.....	10
Outback Steakhouse.....	2
PNC Bank.....	46
Pratt Insurance, Inc.....	47
Premier Physical Therapy and Sports Performance.....	1
Red Wing Shoes.....	4
Smyrna Opera House.....	15
Teal Construction, Inc.....	34
The Loocke.....	1
Todd's Lawn Care Service.....	27
WBOC & FOX 21.....	14
Wealth Management Group, LLC.....	5
Westside Car Wash/Clean Car, Inc.....	27
Wilmington University.....	32

# SAVE THE DATE!

## 2018 BEST FRIENDS PET EXPO



**SATURDAY, OCTOBER 20 • 10 a.m.-2 p.m.**

**The Green ★ Historic Downtown Dover, Delaware**

Rain or Shine Event

**FREE Admission! ★ Pets Welcome!**

**Pet Parade with prizes ★ Vendors ★ Demonstrations**

**Pet Adoptions ★ Door Prizes ★ Giveaways**

**Food Vendor ~ La Baguette Bakery & Catering**

For more information follow us at [@DelawareStateNews/events](#) or check out our website at [DelmarvaEvents.net](#).

Presented by



Sponsor



Charitable Partner



Is your business a good fit for this pet-loving event? Contact us TODAY to be a sponsor or vendor: [dsnevents@newszap.com](mailto:dsnevents@newszap.com).

# BUSINESS CARD BULLETIN BOARD

Add your business card to the bulletin board! 741-8297 • [communitypages@newszap.com](mailto:communitypages@newszap.com)



**AAA**  
Landscape and Stone, LLC  
A new  
For you into  
outdoor living

**Dean Mankin**  
Owner / Operator  
Office 302.752.1109  
Cell 267.262.3064  
Email: [aaaalandscape@yahoo.com](mailto:aaaalandscape@yahoo.com)  
Licensed and Insured  
Please call for Fire Wood.  
Free Estimates • Lawn Care • Landscaping • Snow Removal



**Bes Temps**  
TriCounty Personal

385 W. North St., Suite A  
Dover, DE 19904  
**302-674-4357**  
Fax: 302-674-4878

**Patsy Ware**  
President  
Email: [Tricounty2013@hotmail.com](mailto:Tricounty2013@hotmail.com)

**Carole A Kisner** REALTOR®  
ABR, CRS, GRI

direct: (302) 363-3948  
Carole.Kisner@gmail.com  
[www.CaroleCaresTeam.com](http://www.CaroleCaresTeam.com)



**Carole Cares Team**

**kw** CENTRAL DELAWARE 1671 S. State St., Dover  
302-677-0020  
Each office independently owned and operated.

**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**

*Be Proud of Your Home*

CONGRATULATIONS!  
Rated #1 in Franchise Delmarva

CUSTOM WINDOW TREATMENTS | FINE FURNITURE | WALL & FLOOR COVERINGS  
BEDDING | LIGHTING | ACCESSORIES

**DECORATING DEN** Deanna Kovach  
**INTERIORS** & Janice Hinzman  
(302) 697-9354  
Serving Kent County for Over 25 Years

[www.DelExpress.com](http://www.DelExpress.com) [www.AirportShuttle.com](http://www.AirportShuttle.com)

**DELAWARE EXPRESS**  
Trusted Drivers Serving Your Business & Family Travel



302.454.7800  
800.648.5466  
[DelExpress.com](http://DelExpress.com)

Helping you achieve the  
American Dream of Home Ownership!

**Cindy Thurman**, Loan Officer  
NMLS ID 159829 FIMC NMLS ID 2289  
140 Greentree Drive, Dover, DE 19904  
Office 302-766-7402  
[cindy@fairwaymc.com](mailto:cindy@fairwaymc.com) • [www.cindythurman.net](http://www.cindythurman.net)



**FAIRWAY**  
Independent Mortgage Corporation

Copyright © 2015 Fairway Independent Mortgage Corporation. NMLS # 2289.  
4801 S. Blimrose Lane, Madison, WI 53718, 1-877-699-0353. All rights reserved.

**Frederica**  
Pizza & Pasta House

A Randazzo  
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**



**HI** **Harrington**  
INSURANCE

**Hope R. Walls**  
Insurance Agent

Harrington Insurance  
995 N. DuPont Hwy  
Milford, DE 19963  
[www.harrington-ins.com](http://www.harrington-ins.com)

Contact:  
(P) (302) 422-7234  
(F) (302) 422-8924  
(E) [hwalls@harrington-ins.com](mailto:hwalls@harrington-ins.com)

Life is expensive enough... Why pay too much for your insurance?

**Magnolia Furniture**

Mon-Thu 10am-6pm  
Fri 10am-4pm  
Sun 11am-5pm  
Closed Saturday

After Hours  
Appointments Available!

40 S. Main Street  
**MAGNOLIA** **302-335-5994**



**MILFORD MOOSE**  
**FAMILY CENTER**  
#2316

20142 Beaver Dam Road • Milford, DE  
**(302) 424-2316**  
[Lodge2316@MooseUnits.org](mailto:Lodge2316@MooseUnits.org)



**mountain consulting**

302.744.9875  
[mountainconsulting.net](http://mountainconsulting.net)

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

**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

ACCREDITED BUSINESS

SCREENPRINTING **New Image** AD SPECIALTIES  
INCORPORATED

302-738-6824 • [NUIMAGE.COM](http://NUIMAGE.COM)  
GET A HEAD START ON YOUR CORPORATE GIFT BUYING!



**RK LAWN SERVICE**

Mowing & Trimming • Landscaping • Mulching  
Spring & Fall Cleanup • Pavers • Ponds • Irrigation • Fencing  
Residential & Commercial • Reasonable Rates • Free Estimates  
20 Years of Experience

**CARL HABER • MAGNOLIA, DE**  
**302-399-8652**



**SECURITY INSTRUMENT** CORP. Since 1960

[www.securityinstrument.com](http://www.securityinstrument.com)

**RESIDENTIAL & COMMERCIAL**

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

24 Hour Monitoring  
Listed  
FM Approved  
Central Station

Traditional Quality • Advanced Technology  
**LEWES 645-2212 DOVER 674-2261**



**THERESA GARCIA, ABR**  
Realtor®  
Ret. USAF

302-632-0558 Direct  
[tgarcia123@aol.com](mailto:tgarcia123@aol.com)  
[www.tgarciahomes.com](http://www.tgarciahomes.com)



Licensed Realtor® since 1999

**Patterson Schwartz**  
Specializing in  
Buyer and Seller Representation.  
Knowledge and Experience Counts!

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](http://torbertfuneral.com)  
**734-3341**



PROVIDING FAST, FRIENDLY  
& RELIABLE SERVICE  
Since 1978

**Towles**  
ELECTRIC INC

(302) 674-4984  
[www.towleselectric.com](http://www.towleselectric.com)

**24 Hour Emergency Service**

Providing Service in the Delaware & Surrounding Areas

Senior & Military Discounts Available

VISA MasterCard Discover