

Chamber Connections

Vol. 43, No. 12

www.cdcc.net

December 2019

A Season of Celebration!



**Post Acute Medical:
A Bridge to Home**
..... Page 3

IN THIS ISSUE...

**Central Delaware:
The Ideal Location**
..... Page 6

The Heart of Delaware
..... Page 8

**Emerging Employee
Expo (E3)**
..... Page 17



Members of the CDCC Board share their happy rendition of Rudolph.

As we enter the holiday season, Central Delaware is pleased to provide an abundance of activities and events to help you to get into the spirit of the season! From shopping in our quaint downtown areas featuring boutiques and products created by local artisans to parades to celebrations of music and art, you will be able to celebrate the holiday season

For more information about Holiday Celebrations, see page 19.

right here in the heart of Delaware. Your December is full of possibilities – opportunities to shop local, attend concerts and plays, and connect with fellow community members over a meal at one of our fine restaurants or a drink at one of our breweries, wineries, or coffee shops.

Our holiday celebrations will kick off in fine fashion at our Capital Holiday Celebration in Downtown Dover on Thursday, December 5th, from 5 – 8 pm. This event will feature the lighting of the city's Christmas tree and the arrival of Santa Claus. Taking place directly in front of City Hall and continuing down Loockerman Street, the evening will be filled to the brim with crafts, caroling, shopping, and a visit with St. Nick. Don't forget to bring your non-perishable food item to donate to a local pantry!

On Friday, December 6th, be sure to come back Downtown for our First Friday celebration! A section of Loockerman Street will be closed to traffic for this popular event from 5 – 7 pm. Live carolers will fill the night



The City of Dover prepares for the Capital Holiday Celebration.

with music as guests stroll through the beautifully decorated Downtown area. Shops will be open for extended hours, Santa Claus will be accepting visitors in his shop in Loockerman Plaza, and the Jolly Trolley will make its usual loop delivering guests from one end of the festivities to the

See Season — Page 7

Speakers Announced for Annual Economic Forecast Breakfast

The Central Delaware Chamber of Commerce will hold its annual Economic Forecast Breakfast on Thursday, January 16th, at the Maple Dale Country Club from 7:30 – 9:30 am. Brought to you by Connell, Carey, and Associates - Merrill Lynch of Dover, this informative breakfast will help to provide insight into the health of our economy as we enter 2020. Participants can expect to learn pertinent information about the impact current trends will have on their businesses.

This year's event will feature three prominent speakers who will serve as our experts for the day on the state of the economy at the local, state, and national levels. Jason Castelluccio, Sr. Vice President at the investment management company, Nuveen, will address the current state

THE 2020 ECONOMIC FORECAST BREAKFAST

Brought to you by:
Connell, Carey & Associates



of the economy at the national level. For insight into trends effecting our State finances and what's happening there, Edward Ratledge, Associate Professor and Director of the Center for Applied Demography & Survey

Research at the University of Delaware will share his insights. On a local level, Linda Parkowski, Executive Director at Kent Economic Partnership will share her perspective on the state of the economy and the financial health of Kent County, while also giving an update on her progress.

You won't want to miss this event where financial and economic analyses are shared and interpreted in a way that business laymen are able to understand and apply the forecasts to their own businesses as they make plans for the upcoming year. Tickets for this event are \$20 for chamber members and \$25 for non-members. For more information or to register today, please call the CDCC Office at (302)734-7513 or contact us at adminassistant@cdcc.net. We look forward to seeing you in January!



Out with the Old – In with the New!

How many of us have heard that saying? Probably quite a few, and you can be sure you will start hearing it again during the next month as we close down 2019 and gear up for 2020!

Your Chamber, the CDCC, has been busy creating new programs and events to roll out for you in 2020, many of which you will find in this publication. Of course, we still have our traditional and staple events and programs that we will continue to operate and improve as the months and years go by. However, we may have a few surprises for you in 2020 which won't be mentioned in this issue of the Chamber Connections, but stay tuned – they are coming your way!

Speaking of coming our way, we have a new legislative session that will be coming our way starting in January 2020. We expect during this session, which will run from January 14th to June 30th, to see discussions around minimum wage, health care costs, a new lodging tax focused on AirBnB's and VRBO type accommodations, workforce development and training, and making our State ready for business with the "Ready in 6" initiative.

We are excited to have two new bills presented as part of the legislative discussion: HB136 – this Bill proposes to end the last legislative day of the session at 7 p.m., and HB135 which proposes that any measure heading to the House or Senate from the other Chamber must arrive on or before

June 20th, 10 days before the end of session. This Bill creates what will become known as a Delaware Crossover Day. Both Bills are being proposed to allow for thoughtful deliberation and input from those with a stake in the outcome. Both of the proposed Bills would lend to more transparency in our governmental process.

Due to the way Delaware conducts its budget process, none of the three money bills (the state operating budget, capital budget and Grant-in-Aid) would be subject to these two proposals. HB26 would propose a constitutional amendment that would require a delay of 48 hours between the introduction and a vote on the three major appropriation bills.

As a Chamber, we support these proposals because they allow those who could be affected the time needed to review the proposed documents and to have discussions with their respective legislators in order to voice their concerns or support. These proposed Bills create more transparency into our government and allow for conversations and collaboration between our legislators and their constituents.

At the end of the day that is all we can ask – the right to speak, voice our concerns and support and provide our legislators with the true ability to represent the people they swore to represent!

So, sometimes, getting rid of the old and bringing in the new is exactly what we need to do!

Calendar of Events

December 2019

Monday, December 2nd

Executive Committee Meeting
8am-10am,
CDCC Office

Thursday, December 5th

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

Thursday, December 5th

Leadership Central Delaware
Tourism Day
8am-5pm,
Various Sites in Kent County

Thursday, December 5th

Capital Holiday Celebration
5pm - 8pm,
Downtown Dover

Tuesday, December 10th

CDCC Board Meeting
7:30am,
Chesapeake Utilities Corp.

Tuesday, December 10th

Marketing Committee Meeting
9am, CDCC Board Room

Tuesday, December 10th

CDCC Holiday Party
5:00pm - 7:00pm,
Roma Italian Restaurant

Thursday, December 12th

Member Orientation
12-1:30pm, CDCC Board Room

Mon - Wed, December 23rd - 25th

Christmas Holiday
Office Closed

Tuesday, December 31st

New Years Holiday
Office Closed

January 2020

Thursday, January 9th

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

Thursday, January 9th

Leadership Central Delaware
8am-5pm,
Comm and Media Day

Thursday, January 9th

Member Orientation
8:30 am, CDCC Board Room

Tuesday, January 14th

CDCC Board Meeting
7:30am, Chesapeake Utilities

Tuesday, January 14th

Marketing Committee Meeting
9am, CDCC Board Room

Tuesday, January 14th

Young Professionals Social
11:45am-1:00pm,

Tuesday, January 21st

LCD
Steering Committee Meeting
12 Noon, CDCC Board Room

Thursday, January 16th

Economic Forecast Breakfast
8:00-9:30am,
Maple Dale Country Club

Wednesday, January 29th

Ambassador
Committee Meeting
3:30pm, Noble's Pond

Wednesday, January 29th

Sunset Business Mixer,
CDCC Showcase, &
Member to Member Expo
4 – 7 pm, Noble's Pond

Chamber Connections

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

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

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

ACCREDITED

Cornerstone Member - Post Acute Medical

Post Acute Medical: A Bridge to Home

"After a relatively brief stay at our facility, working with our medical team, 95% of our patients can return to their homes," commented CEO, Ted Werner. "Getting patients back to their families where they are comfortable, where they are loved, and where they will really recover is what's important. Being able to reunite patients with their families is why I come to work every day."

While Post Acute Rehabilitation Medical Hospital (PAM) may be new to Dover, it is not a new idea. There are, in fact, 43 PAM hospitals in 12 states across the country. PAM is not merely a rehabilitation center and it is not skilled nursing care. PAM is a full-fledged medical hospital with 34 beds, as well as a large outpatient population who come to the facility for a variety of medical services and therapies during the day. PAM has its own pharmacy, radiology department, laboratory, cafeteria, and two therapy gyms. The hospital's staff of 51 credentialed physicians and 200+ employees work together to provide the best possible care for each patient.

The team at PAM works diligently to provide meaningful improvement and recovery for people with injuries, illnesses, and disabilities. They focus on putting the patient first and providing quality care for the medically complex and rehabilitation patients. They provide comprehensive, individualized treatment including physical therapy, occupational therapy, speech therapy, and specialty physicians and nurses. Their goal is to return each patient to his or her highest possible functional status.

Patients admitted to PAM are typically dealing with situations like amputation, brain injury, cardiopulmonary conditions, lymphedema, neurological disorders, orthopedic conditions, Parkinson's disease, respiratory failure, spinal cord injury, stroke, wounds and more. In addition to an exemplary staff of medical professionals, PAM also boasts some of the latest technology available. On the first floor, the outpatient therapy gym is equipped with the KoreBalance System. This piece of equipment measures balance and helps to inform a patient's plan of treatment. The inpatient gym on the second floor of the facility boasts the Bionik Arm which provides a way for patients who are working to retrain their muscles to refine their movements through observation and repetition. Both pieces of equipment are groundbreaking in expediting a patient's recovery.

"Opening a brand-new rehabilitation hospital" was on Ted Werner's bucket list. Ted is an experienced Chief Executive Officer with a proven history of working in the health care industry. Mr. Werner's areas of expertise include: Healthcare Marketing, Hospital Operations, Conflict Resolution, HR Policies, and Labor Relations and Business Development. Ted received his B.A. in Human Resources Management from DeSales University and his Master's Degree in Health Care Administration and Policy from Penn State University. "I love this industry. I work with amazing health care professionals. I am not a doctor, but I am the person who can connect people with the doctors they need in order to live full and happy lives at home."

PAM is continuously operating near capacity, which demonstrates the great need for this kind of care in our community. Prior to opening, PAM's leaders spent a great deal of time getting to know the community. Part of PAM's success is attributed to the fact that they made a great effort to establish relationships in the area before their doors ever opened.

In the early days of Mr. Werner's work life, he was an intern for the Federal Aviation Administration, working as an air traffic control-



Ted Werner, PAM's CEO.



Each private room provides a large window on the world.



Even the design of the hallways is welcoming!

ler, guiding and directing airplanes on and off the runways. Today, with as much care and precision as he exercised at the airport, and in a hospital where patients are admitted and discharged daily, he works as a "patient traffic controller," connecting people to the services they need and then sending them back out. In both cases, his goal has been to get them safely back to their daily living... and that's what he does day in and day out.

For more information about PAM please call (302) 672-5800 or visit <http://postacutemedical.com/facilities/find-facility/rehabilitation-hospitals/pam-rehabilitation-hospital-dover>.



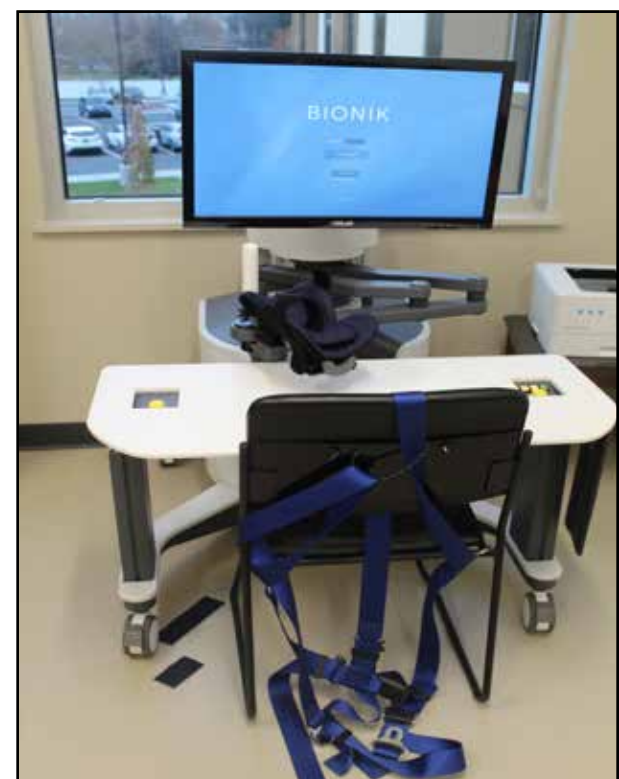
PAM – a bridge back to family.



Kent County's First Post Acute Medial Hospital.



The KoreBalance System helps to determine a patient's treatment.



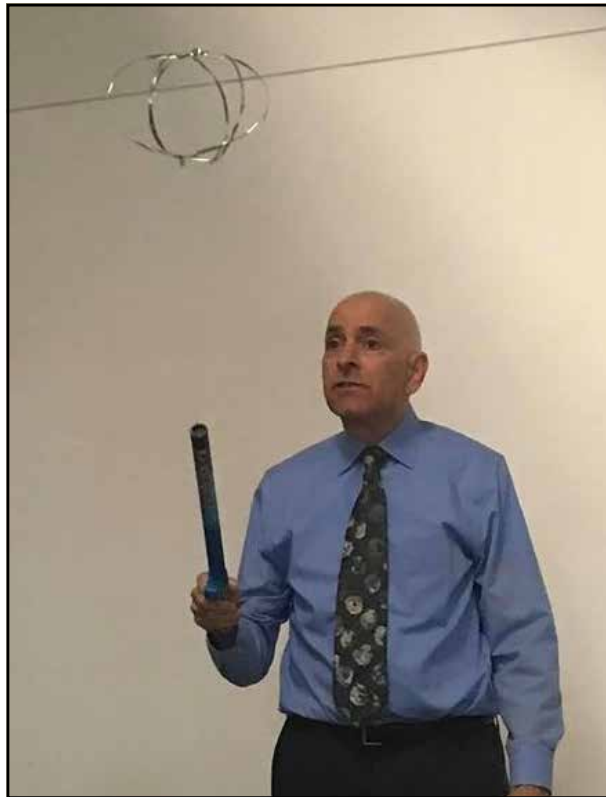
The Bionik Arm assists patients in redeveloping fine motor skills.

It's about Reading, Writing, and Arithmetic!

From learning the skill of tying a shoe to mastering the skill of employing the most intricate technologies available... from the art of connecting with people to the depths of scientific research... from the basics of good manners and proper hygiene to the complexity of people groups and sociological trends... our county's educational system covers a lot of ground! This month's Leadership Central Delaware Class of 2020 spent a whole day learning the ins and outs of what makes schools strong, relevant, and vibrant. From kindergarten through college and beyond, our students are learning amazing things about how to live, work, and better the community at large. This year's Education Day showcased some of the very best practices and most talented educators in the state!

The class's day began at the Charleton School where students with a variety of physical, social, and emotional challenges are learning functional life skills in order to increase their level of independence. The class was introduced to the amazing agricultural program at the school and its instructor, Mr. Smith, and received a tour of their new greenhouse where students of all ages will be involved in planting and harvesting foods that will be used in their school's cafeteria. Through this incredible experience, students will have the opportunity to learn about ecology, cause and effect, teamwork, and much more.

McIlvaine School, home to all kindergarteners in the Caesar Rodney School District was the next stop of the day. Principal Castillo took the class on a tour of the facility which emphasized their language inclusion programs. In

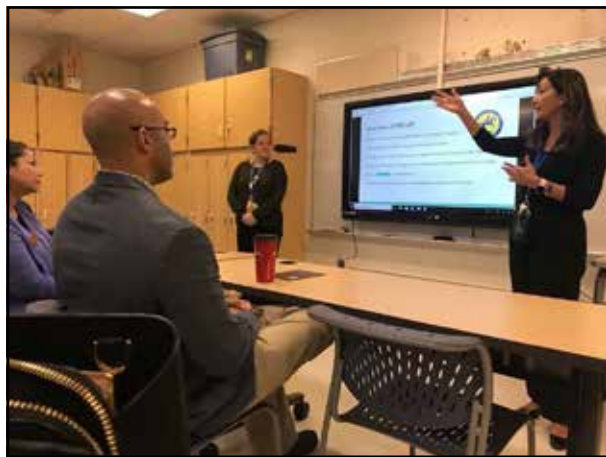


We were wowed by DSU's own "Science Guy".

these Chinese and Spanish classrooms, students experience half of their day's classes in English and half in their newly acquired language!

At Dover High School, our emerging leaders were taken on tours by members of the school's National Honor Society and some of their top scholar athletes. The students also provided a presentation to the group outlining the school's various offerings and pathways that lead students to the careers of their choice or to institutions of higher learning. Principal Voshell and her team are making every effort to develop Central Delaware's next generation of leaders!

Education Day was rounded out by visits to Delaware State University, Wilmington University, and Delaware Technical and Community College. Each institution is working hard to prepare students for the future and each demonstrated its unique niche in the world of higher education. Walking tours and presenta-



Our LCD Class learned about the mission of the Charleton School.



We were pleased to witness the homecoming of a soldier dad at McIlvaine.

tions marked each of these visits.

The LCD Class of 2020 was met along the way by several LCD Alumni who are now holding leadership positions in the state's education system. It was amazing to hear their stories and see first-hand how they are influencing decisions that will have a major affect on our community.

In this world of fast paced trends and technological advances, it is obvious that the role of teacher is no longer to bestow on students all the knowledge they'll ever need to be successful. The mission of the teacher has evolved over time into helping students master the art of a skill that they will use for a lifetime of contributing to the workforce... the skill of how to learn! It is through a life-long habit of learning that our students will move through their levels of education, the ranks of their vocation, and emerge as the leaders who will take us into the future.



The Class of 2020 was taking on tours by Dover High's top students.



Mr. Smith does an amazing job with his ag students.



Dr. Vendetti shared some insights and research regarding the training of young leaders.



Delaware State University welcomed us to the OSCAR building.

Mastering the Art of Leadership

Congratulations to our newest graduates of Leadership Mastery! After completing Leadership Central Delaware, participants are given the option of continuing their formal leadership growth through Leadership Mastery. This 10-week program, offered each Fall, invites individuals on a personal and professional journey towards living leadership.

During the interactive and engaging class sessions, participants set priorities based on self-study, create smart goals, learn to hold themselves and each other accountable, and discover the joy of achievement as goals are reached, confidence is built, and a lifetime of creative adventure begins. Under the guidance of Alan Kovitz, life coach and mentor, Leadership Mastery helps each student to take a comprehensive look within, in order to maximize their strengths and discover strategies for overcoming their personal challenges.

This year's Mastery participants were Deb Farley-Blunt of the Eye Specialists of Delaware and The Kritter Sitter, Lynsey Baer of the Delaware Solid Waste Authority, Connor Greenwood of Diamond State Pest Control, Michelle Lessard of Lessard Builders, and Dina Vendetti, of the Central Delaware Chamber of Commerce (who opted to take the course for a second time). The class completed the proposed assignments, participated in discussions, and learned a great deal about their individual strengths and weaknesses. Each member of the class was awarded a certificate



of excellence marking his/her completion of the coursework.

For more information about Leadership Cen-

tral Delaware or Leadership Mastery, please call Heather McTheny at the CDCC Office at (302) 734-7513 or contact her at lcd@cdcc.net.

Making a Difference – Two miles at a Time

Leadership means a lot of things. Honesty, vision, integrity, participation – these are all words that are often associated with leaders of all kinds. The heart of leadership, however, is the desire, the drive, and the determination to give back. When a leader finds a way to serve his/her community, to give of his/her time and talent, that's when the impact of their leadership ability is made.

Community service has always been a hallmark of our Leadership Central Delaware program. This year our LCD Steering Committee has initiated a way for our strong core of alumni to continue to lead by example as they make a difference in our community. The Leadership Central Delaware program has adopted a two-mile stretch of road to help maintain as part of a partnership with Delaware's Department of Transportation. The adopt-a-highway program (AAH), begun in 1990, is more than just a "clean-up" campaign. This program of service works to educate citizens about the responsibilities of caring for and repairing our land.

The stretch of road assigned to LCD is in west Dover: Yoder Drive from Pearson's Corner to Nault Road. The first clean up day was held on Saturday, October 26th, when a group of alumni – some in Halloween costumes – gathered for a few hours to clean up the assigned section of highway. It was a gratifying day filled with smiles and laughs that resulted in a clean, beautiful stretch of Kent County roadway.

The LCD Alumni are happy to have joined this effort. The AAH program is a perfect fit for our graduates as it centers on the idea of people who care enough to make a difference. As Dr. Suess once said, "Unless someone like you cares a whole awful lot, nothing is going to get better. It's not."



Member News

Central Delaware: The Ideal Location

Linda Parkowski, Executive Director of the Kent Economic Partnership, Inc. (KEP), is excited about what's happening here in Central Delaware. Linda's role at the KEP is to help businesses understand why our community is the perfect place to do business. In short, she is engaged in an aggressive game of pitch and catch. She initiates conversations with business leaders outside our area, "pitches" to them all the reasons why Kent County is the perfect place to do business, and helps them to "catch" the vision of why they need to choose Central Delaware.

"We are finally beginning to see some movement, some interest in our area... and people are really starting to work together!" commented Parkowski. She credits several strategies with beginning this momentum forward. Rebranding the KEP to trade as "Choose Central Delaware" has played a big role in kindling interest. "The new website has helped a great deal! It's smart - it tells them what to do ("choose") and it tells them where to go ("Central Delaware"). How much more direct can you get?"

Linda has also discovered that it takes going outside of Kent County in order to drive business here. To that end, she attended nine trade shows last year and spent a

rather large amount of time sharing the good news about what's happening in Central Delaware. Her efforts have indeed interested a number of businesses and the calls are starting to roll in. Linda is currently tracking ten viable "projects," all of those are in Kent County. While she is not at liberty quite yet to disclose company names or business specs, she did share that a majority of them are small manufacturing businesses.

There continues to be conversation around the Central Delaware Aviation Complex (CDAC), a project with a thirty-year history. Experts in the industry have been employed to complete a study and make recommendation guiding potential use of this facility. The results and recommendations are expected very soon. While the usage of the CDAC may not be as wide and varied as first anticipated, Parkowski feels that it will certainly be useful and will fill a necessary role in bringing business to our county.

The Rockport Study, completed in 2018, has guided and directed Ms. Parkowski's work. One area potential area of development suggested by the study was logistics, distribution, and manufacturing. Linda spent a year creating contacts and getting the ball rolling in that industry - and the benefits of that work are beginning to be seen.



This next year, she is moving on to health care. She is working on projects in both Smyrna and Milford. These projects are designed to address the great need for additional people to join the skilled nursing workforce. Both projects include a large component for training and educating much-needed professional health care personnel.

Collaboration will be key in Kent County's economic development. Linda is working hard to include as many people as possible at the table. She is meeting regularly with area town managers. She is sharing the findings of the Greater Kent Committee's Quality of Life committee, which indicated that family entertainment outlets are a deficit in the area. Hopefully, working together, we will be able to attract businesses that will fulfil that need.

According to Ms. Parkowski, the number one issue in convincing businesses to come to our region is talent attraction. There is a great

need to develop our workforce, not just to meet the needs of today, but to address our prospective needs five and ten years from now. This need has given new birth to an initiative called "Excellence in Education," an effort to establish a partnership between education and economic development. The Greater Kent Committee, Kent Economic Partnership, and the Delaware State news came together in mid-November to launch the program amid an audience of community leaders, businesses, and educators. Other entities, like the Central Delaware Chamber of Commerce, are also making contributions towards workforce development with new programs and projects that will help emerging employees gain all the skills they need in order to become valued workers.

There is great potential in Kent County and there are many reasons for companies to continue to choose Delaware as their desired place of business. As we continue to work together on these strategies and many others including master planning, preplanning for site selections, strengthening the infrastructure, and more, Central Delaware's community of small businesses could expand and become a prime business location in the mid-Atlantic. Currently, residents and business owners of Central Delaware boast about their close proximity to three major cities - Philadelphia, Baltimore, and Washington, D.C. Perhaps in the years to come, residents and business leaders of those major urban areas will be heard, instead, boasting about their proximity to Central Delaware!

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WHILE SUPPLIES LAST

Coffee On Us!

You may have noticed that we are trying something new with the look of our paper's front page. We will be changing the photograph on our front-page header each month, in order to feature images of picturesque and unique places in Central Delaware.

In addition, we thought it might be fun to host a little monthly contest. If you recognize the location of the header picture on our front page, be the **first** to **CALL** the CDCC office at (302)734-7513 and you'll win a \$5 Starbucks Gift Card!

"Congratulations to Marlys-Jean Natonick for correctly identifying last month's picture: Sunrise on the Delaware Bay at Port Mahon. Marlys used to be a resident of Milford, but moved to Gresham, Oregon. She reads our Chamber Connections online! Thanks for playing, Marlys!"

Member News



Kelly Devine, Owner, says, "We were blessed!"



The end of an era for this Dover original.

A Local Landmark Says "Good-Bye"

In 1993, "Jurassic Park" and "Sleepless in Seattle" were showing on the silver screen – tickets were \$4.14, the "Got Milk?" ad campaign was born, kids were playing with Cabbage Patch Dolls, Beverly Hills 90210 was becoming a hit TV show... and in April, an iconic barbecue restaurant specializing in hickory smoked pulled pig (pork) was born. Owned and operated by a local Air Force family, Where Pigs Fly featured a full barbecue menu for dine-in or carry out, along with catering for any occasion.

The landmark restaurant's pig-themed, down-on-the-farm décor with their fireplace, the red and white checked tablecloths and drinks served in Mason jars always conveyed a message of warmth and welcome to local patrons and tourists alike. In addition to the pulled pork, pulled chicken, and ribs, their varied menu offered appetizer favorites from homemade onion loaf to pickle fries, and delectable sides including potato salad and, of course, their ever-popular broccoli salad. The restaurant also became known for its pig-centric gift shop that boasted unique items and conversation starters for all ages!

Kelly, who was previously employed by Shakey's Pizza, a former tenant of the building, became a business owner over thirty years ago. She continued the well-known

pizza business for about 5 years before she decided to launch something completely new in the same building. In her quest to be original and open a locally owned, locally run, original, stand-alone restaurant, Where Pigs Fly was born.

After a wonderful 26-year run, the owners, Tom and Kelly Devine, announced that Where Pigs Fly would close permanently after dinner service on Saturday, November 16th. When their announcement hit social media, there was an unprecedented outpouring of love and gratitude from their patrons. The restaurant was filled to capacity and beyond during the last three days of their operation. Kelly and her team were absolutely overwhelmed by the love and support they were shown as the dinner services came to an end.

Customers came from all over just to enjoy one last meal and reminisce about what the restaurant meant to them. They took pictures, cried and bought mementos. Many asked for recipes that had been long-kept secrets – the popular homemade sides had evidently become staples at families' holiday tables. When asked what Kelly would do about sharing the locally famous broccoli salad recipe, she replied with a smile, "I haven't decided yet."

As Kelly reflected on the many years she was blessed to own and

operate Where Pigs Fly, she found it all good. It began with a good idea... it continued with good food and tremendous customer service... and it ended in a remarkable and heartwarming way. "There's a season for everything," Kelly explained. "We've been so blessed every step of the way... and the time has come. It's time now to go play!"

Kelly indicated that her next chapter will include more time with her husband, an upcoming vacation with her sister, time spent with her 80-year-old mother, and time to relax and enjoy the gifts that God has given her. In their announcement to the public on Wednesday, November 13th, Tom and Kelly expressed their heartfelt thanks to "every customer who has come through our doors." They expressed their gratitude for their place in the community and the many relationships that were formed over the years. "It was always about the customers," Kelly re-iterated a few days after the restaurant's closing.

Please join us as we thank the Devine's for their many years of service to the Dover area, for their commitment to excellence, for the way they touched our families and friends, and for many delicious barbecue meals over the years!

Season

Continued From Page 1

other.

For an opportunity to give back and help to support our military personnel, you might consider donating home-made cookies, brownies, fudge, etc., to the Annual Holiday Cookie Drop sponsored by Dover Air Force Base's Dover Chiefs Group and Dover Spouses Club. At building 206, please drop off your goodies to the 9th Airlift Squadron from 7 – 10 am. They will be taken from there and distributed to the base's single personnel during the holidays to provide them with a taste of home. For more information contact Skip Ford at zep-shookme@comcast.net.

The Central Delaware Chamber of Commerce will hold its annual Holiday Party for members on

Tuesday, December 10th from 5 – 7 pm at Roma Italian Ristorante. The lovely evening of delicious food and drinks will also include time for networking and catching up with business colleagues and friends in a beautiful, welcoming setting. The Joe Baione Trio will add to the ambiance by performing their jazzy renditions of our favorite Christmas classics. Business leaders may want to use this evening of fun to treat their employees to an evening of holiday fun. Tickets for this event are \$20. To attend, please register today at the CDCC Office by calling (302)734-7513 or contact us at adminassistant@cdcc.net.

Another favorite Central Delaware celebration is the Home for the Holidays Parade in Downtown Dover on December 14th at 6:30 pm. You won't want to miss this evening as the community comes together in an evening of lights

and celebration at this unique after-dark parade!

In addition to these events, don't forget the Milford Holiday Stroll – Dec. 6th from 5 – 8 pm and the Milton Holly Festival – Dec. 14th from 9 am – 3 pm. Also be sure to check out the holiday activities at the Dover Mall including Pet Photos with Santa on December 8th and Disney Junior Holiday fun on December 14th.

As you can see, there are many ways to celebrate the season here in our community. Whether its shopping, eating out, tasting the wares at a local winery or brewery, listening to music, or attending a community event, choices for treating yourself are everywhere! We look forward to seeing you as, together, we celebrate the spirit of the holiday season!

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Member News



Lori Llewellyn, My Roots Boutique, and Jessica Thomas, My Roots Styling Gallery



Kristin Stonesifer, The House of Coffi



Erin Thwaites, Bel Boutique and The Loocke

The Heart of Delaware

New shops and boutiques... local restaurants... tours that bring a rich history to life... events that draw people into the central shopping district... a re-enlightenment of arts and culture... support from organized agencies... a heartfelt desire to live a "main street experience"... these are the marks of re-vitalization – and they are all happening in Dover's Downtown. A great effort has been made over the last several years to bring new life to the Downtown and the results are becoming noticeable. There's drive and persistence among the downtown merchants – and they're beginning to gain momentum.

"Everybody's on board... it's finally all lining up!" commented Todd Stonesifer, Dover native and owner of The Moving Experience. "Many years ago, my mother brought me downtown. Lookerman Street was the mall. It's where we did all our shopping!" Todd has been part of this effort since it began with the inception of Destination Downtown Dover (D3). "At first, we took our dream to Legislative Hall – we actively made our voices known... Eventually, we realized that it wasn't up to the legislators – it was up to us to make the differences we'd dreamed of."

And with that, a grass roots effort was born to make Downtown Dover a real destination, not just a place to pass through. The City of Dover has lent a great deal of support to this project, along with many other organized groups such as the Downtown Dover Partnership, the Greater Kent Committee, and the Central Delaware Chamber of Commerce. Grants and incentives have been

offered to people who want to start new businesses downtown, and assistance in knowing how to proceed has become available.

"This city has good bones," remarked Kristin Stonesifer, owner and operator of The House of Coffi. "The structure is in place, the layout is great, and there's a certain charm about our downtown. Everything's in place!"

"Opening a boutique in Downtown Dover is like a dream come true!" Lori Llewellyn, owner of My Roots, is thrilled to have the opportunity to do business on "the main street in the capital city of the first state." "This is the heart of Delaware!" The feel of the city, its character and charm, create an inviting and interesting vibe that she believes keeps people coming back.

Anita Bezy is excited about the new development that is happening in the city. New buildings are being planned, as well as more parking and parks. Anita and her husband, Ludovic, are excited about their business, La Baguette Bakery and Catering. They love bringing a taste of France to the town, baking their goods daily on site and using only the finest ingredients, and are always looking for ways to partner with other merchants to bring the finest shopping experience to everyone! "The City of Dover and the Mayor, in particular, are beyond supportive of the downtown businesses. There's a great spirit among the merchants."

Owner and operator of Bel Boutique and The Loocke, Erin Thwaites, is a native of Dover who always dreamed of opening



Todd Stonesifer, The Moving Experience



Chef Ludovic and Anita Bezy, La Baguette Bakery and Catering

Delaware

Continued From Page 8

a boutique in Downtown Dover. She describes a visit to the downtown area as “an experience.” She believes that the downtown merchants strive to provide exemplary customer service which leads to personal relationships. “People love that! They want us to know them.” Erin also feels that the rich history of the area contributes to the downtown’s success. “The history here speaks to its charm.”

The merchants are all singing the same song about the strength of “community.” It has been said that community is an experience where people are known, served, loved, and celebrated – and that’s what Dover is becoming. Kristin Stonesifer described the relationships among all the downtown entities as a “community one-ness.”

“Relationships are everything,” commented Ms. Thwaites. “Community is so much more important than competition!” When word comes to her store that new shops and boutiques are opening across the street, she gets excited. Erin knows that more businesses will bring more people downtown and will give them a richer experience. The City of Dover, the banks, and the other organizations are making it possible to create a Main Street of specialty shops and boutiques. “I am so proud of Downtown Dover!” Erin remarked.

The re-vitalization of Downtown Dover is a process and one that will continue to be worked on and tweaked for many years to come. The downtown merchants tend to agree on the areas that still need attention and improvement. Of course, all the merchants would love to see an increase in foot traffic and the development of new businesses. They have isolated three main issues that currently hinder this kind of growth – crime, parking, and the condition of the buildings.

The historical nature of Dover’s downtown area gives it a tremendous amount of charm. And, while the buildings are very well maintained, they are old. Codes and regulations have changed over the years and have become more stringent in order to ensure safety. The costs to bring the buildings up to code and into compliance is often cost-prohibitive for prospective buyers. Some grants and incentives have been put into place to help combat this issue, but more needs to happen to ease the burden for people who are anxious to do business here.

Crimes do happen in the downtown area. As Ms. Thwaites put it, “Dover is a melting pot. We welcome everyone here. Unfortunately, some of the ‘everyones’ don’t behave well.” The Dover City Police Department is working hard to maintain safety in the city. The merchants, in general, feel that it is safe to walk around, shop, and sightsee

downtown. “People need to use common sense – and they need to understand that the things that happen downtown in the way of crime are more of a nuisance than anything.”

Anita Bezy observed, “Most of the bad stories you hear about the downtown are highly exaggerated or are completely inaccurate.” She maintains that the City of Dover will go to great lengths to help support initiatives designed to enhance safety, like added patrols, lighting, etc. “People must communicate through proper channels,” she said. “They need to spend their energy complaining to the people who can actually do something.”

Many have expressed that finding adequate, well-lit parking is a problem in the shopping district. The merchants disagree and call that observation a misperception or a myth. There is free street parking as well as metered parking lots. “People may not always be able to park directly in front of the place they’re going – but they need to not be afraid to go around the corner,” remarked Mr. Stonesifer. “In general, the walk from a car parked around the corner from a downtown shop will be shorter than a walk from the mall parking lot into any store.”

Downtown Dover is on the brink of something big – the changes are positive, but the word on the street doesn’t always communicate that positive message. There are misperceptions about much of what people see – and

perception is everything. When asked what the general public could do to help, each merchant spoke about being involved, attending events, and shopping downtown. But more important than all of that, they would ask us to see the positive things, experience what’s good, look for the uniqueness of the community – and spread that good news in as many places as possible to as many audiences as we can. Good news, positive talk, and ringing endorsements from the residents of Central Delaware are what will make the definitive difference in the revitalization of our beloved Downtown.

According to our local downtown merchants, Dover is on the move. Life is coming back into the city and the Downtown is beginning to create an amazing, unique identity that people want to be part of. “Downtown Dover is a cool place to come,” mused Lori Llewellyn.

They say everything that anyone could want or need can be found downtown. “From meals to tours to culture and art to experiences, everything is available – right in your own back yard,” commented Stonesifer. Much of this is due to the tenacity and determination of this group of young entrepreneurs who have invested not only money, but talent, time, and passion into the effort. For those of us who enjoy a “main street” area that we can be proud of, we owe them a debt of gratitude and our support.

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The Loocke
Dover

Member News

Aurora Academy's Heads of Horror!



The contestants proudly display their spooky creations.

The Aurora Academy of Hair Design held their Halloween Hair Show on Thursday, October 31st. The Academy's sixteen students participated in the competition which required them to take a plain mannequin head and transform it into a character from any horror movie, using a variety of techniques. The students were judged on their creativity and skill. They were required to add an additional color component to the hair, use their cosmetology techniques to replicate the face of the selected character, and include a "Halloween twist." Each student was required to give a 5-minute presentation describing their process for creating the look of his/her character. In addition to creating the characters' heads, many of the students dressed in complimentary costumes in order to be part of the storyline.

The students took on the challenge of the competition with great enthusiasm. From Leatherface to Beetle Juice to Edward Scissor-

hands to Sweeney Todd, the mannequin heads were realistic, creative, and down-right scary! Through this event, the students were able, in a fun way, to practice their skills in hair design and cosmetology. They achieved special effects on their mannequin heads through the use of latex, false fingernails, and other typical salon objects. The results were amazing!

The judges experienced quite a challenge choosing the three best projects. In the end, Katie's Alien (with its extensive face build and teeth made from fingernails), Jasmin's Leatherface (a complete face covered with a "leather" face mask), and Jenn's Jigsaw (featuring a split-face and a contrasting hair colors) came out on top. The winners received trophies and gifts of hair styling equipment... and bragging rights, of course!

Students at the Aurora Academy of Hair Design are empowered by their instructors to move successfully into employment within the



And the winners are: Katie and Alien, Jasmin and Leatherface, and Jenn and Jigsaw. Congratulations!

professional industry of cosmetology, master barbering, and nail technology. The students are required to complete 1,500 hours in order to move on to the state board exams. Once they pass their exams, they are eligible to receive their license and go to work!

For more information about the Aurora Academy of Hair Design or to schedule an appointment, please call (302) 734-9853 or visit <http://auroraacademyofhairdesign.com/>.



Jewell Robinson

Congratulations to a Real Gem!

A native of Georgia and a graduate of the University of Georgia... a marine reservist for over 22 years... deployed twice to Iraq... serving most recently as a vital part of the joint forces Air Force Medical Examiner's System... owner and operator of Jewell Robinson Insurance and Financial Services... Jewell Robinson never expected to become involved in pageant life. After attending an event and meeting the reigning Ms. Delmarva Veteran, she became interested in the possibilities that such an adventure could offer. With no previous pageant experience, she jumped in with both feet, and at the end of September, was named "Ms. Delmarva Veteran!"

"Making a positive difference" is exactly why Jewell chose to enter the Ms. Delmarva pageant world. Jewell wants to use her year-long reign to develop and implement a diversity and inclusion program in all branches of the armed services.

Currently, across all military branches, there is not a diversity and inclusion training or education program that is part of an annual required training.

With this in mind, she would like to develop a program called G.E.M.S. (Gender, Equality, Multicultural, Support). She has engaged the offices of U.S. Congresswoman Lisa Blunt-Rochester, Governor John C. Carney and his Veteran Affairs Representative Joe Bryant – and, in the near future, she will be reaching out to key military officials. Her vision is to obtain approval to develop the program, create an elite team of individuals to help bring content to the program, teach the program to selected individuals who will, in turn, teach the concepts at each unit throughout all military branches, and who will continually be part of the evolution and transformation of the program for years to come.

Thank you, Wolfie's, and Happy Anniversary!

Our November Sunset Business Mixer was packed with people and chatter and fun! Everyone in attendance had a wonderful opportunity to network, exchange business cards, and even reunite with old friends. Gina and the team at Wolfie's Bar & Grille did a wonderful job of hosting our mixer on their one-year anniversary in Dover!

During the event, Judy Diogo, our CDCC president welcomed the crowd and made several announcements about upcoming events and activities that will mark the holiday season. Door prizes were awarded in a drawing, as well as a 50/50 prize

and Member of the Month. In addition, we celebrated the pinning of our newest 5-star members: Mr. Dave Chambers of Hook PR & Marketing and Mr. Terrence Riddle of The Cellular Connection.

The CDCC would like to extend our heartfelt thanks to the folks at Wolfie's for hosting the event, providing complimentary refreshments, and making everyone feel so welcome. And thank you to our many members who attended the event – we were happy to see so many of you there. Our next networking event will be our CDCC Christmas Party on Tuesday, December 10th at Roma Italian Ristorante. We hope you'll

join us!

Our next Sunset Business Mixer will be paired with our semi-annual Member2Member Expo and our annual CDCC Showcase. This event on Wednesday, January 29th, will be a great time to bring friends and fellow business colleagues who may be interested in learning more about the work of our chamber -- be sure to register for both events soon! For more information or to register, call the CDCC Office at (302)734-7513 or visit www.cdcc.net where you can register through our events calendar.



Wall to wall colleagues sharing chats, business cards, & ideas!



Our hostess, Gina, made everyone feel at home.



The WSFS Team celebrates a win.



Eshter Rich and her guests, Tishalla & Quwali McNeil, sharing CDCC info with Heather McTheny, Membership Director.



Mike Fox, Jonathan Parker, and Mike Stypinski enjoy a chance to catch up.



Mixers are about making connections and enjoying each others' company.



LCD Class of 2020... in the house!



Mixers are a great place to share a smile and a business card.



Danielle Hufford and Dawne Nickerson take a moment to connect.



Steve Artz, Dana Wattay, and Stephanie Steckle enjoy a smile.



Ceil Jones, our 50/50 winner shows off her victory pose.



Laura Wenteler and April Black enjoy a night of conversation.

What a Great Way to Start a Week!

On Monday, November 25th, over 250 people gathered at The Landings at Dover Air Force Base for the annual State of the Base Briefing and Breakfast sponsored by Delaware Technical Community College. There was a strong sense of excitement as civilians, active duty personnel, reservists, and members of local, state, and national government assembled for this ever-popular early morning event. An atmosphere of strong community pride always marks occasions like this when we firmly stand together as Team Dover.

Col. Joel W. Safranek and members of his staff shared the past year's story of Dover Air Force Base - its many missions and accomplishments. The past year was marked with many activities and events motivated by the base's mission to safely fix and fly aircraft, prepare and deploy Airmen, move cargo, and return America's fallen heroes with dignity honor and respect. Upcoming projects and activities slated for the next year were also discussed.

We were pleased to also welcome our state's Congressional delegation to the event. Senator Thomas Carper, Senator Christopher Coons, and Representative Lisa Blunt-Rochester were on hand to share remarks regarding America's military activities and their impact on our nation and worldwide. They demonstrated a great deal of support and respect for our military personnel, as well as great pride in the connection between the civilians and soldiers of Team Dover.

The CDCC wishes to thank all who made



We're proud to be "Team Dover!"

this event possible, especially our sponsors. Thank you to our Signature Sponsor, Delaware Technical Community College. Special thanks also to our Breakfast Sponsors: Air Force Association - Galaxy Chapter, CNU Fit, C.S. Kidner Associates / Capitol Strategies, Capital School District, Ceil Jones, Realtor, JDog Junk Removal, Leander Lakes, Mountain Consulting, & Still Insurance Agency. Thanks also to our Platinum Sponsors: Axia Hotel Group, Chesapeake Utilities, Dover Federal Credit Union, Harrington Raceway & Casino, Kraft Heinz, L & W Insurance, Pam

Rehabilitation Hospital of Dover, and R & R Commercial Realty. And a big thank you to the folks at Dover Air Force Base's The Landings for doing such an incredible job hosting!

Overall, this year's State of the Base Briefing was an amazing event! It was a marvelous occasion for showing support and encouragement for the heroes in our nation's military, especially the personnel at DAFB. Their work is a great source of pride for all of us. It was wonderful to be able to celebrate their accomplishments and show our gratitude! Go Team Dover!!!



Col. Safranek was happy to welcome his mother.



Photo Credit to C. M. Baker Photography
Evans Armanstrading, Chair of the CDCC's Military Affairs Committee served as the day's emcee.



Photo Credit to C. M. Baker Photography
Pete Bradley - Director of Kent County Tourism, Janie Libby - former CDCC Board Chair, Tim Horne - CDCC Board member enjoy the festivities.



Representative Lisa Blunt-Rochester



Senator Thomas Carper



Photo Credit to C. M. Baker Photography
An impressive display of our nation's colors began our day.



Col. Joel Safranek briefed the crowd on the base's missions and accomplishments.



Photo Credit to C. M. Baker Photography
Col. Brian Eddy, commander of AFMAO (Air Force Mortuary Affairs Operation) and graduate of Leadership Central Delaware, and Judy Diogo, President of the Central Delaware Chamber of Commerce



Photo Credit to C. M. Baker Photography
Col. Louis Finelli shares information about the mission of the Armed Forces Medical Examiners System.



Senator Christopher Coons



Signature Sponsors for the Event Delaware Technical Community College



Our representatives in Washington, D. C. carefully answered questions posed by the group.



After the event, the congressional delegation graciously met with CDCC Board Members and other business leaders for a brief question and answer session.



Danielle Hufford of Shureline Electrical and Col. Michael Peeler



Photo Credit to C. M. Baker Photography
Shane Breakie of Chesapeake Utilities and CDCC Board Chair, Dover City Mayor Robin R. Christiansen, and City Council President Bill Hare share a smile and moment to chat.



Col. Tyler Schaff, Scott Connell of Merrill Lynch and CDCC Board Member, Courtney Duncan of Merrill Lynch, Col. Michael Peeler



Photo Credit to C. M. Baker Photography
Evans Armanstrading of CNU Fit and the CDCC Military Affairs Committee, Shane Breakie of Chesapeake Utilities and CDCC Board Chairman, Judy Diogo – CDCC president, Senator Christopher Coons, Col. Joel Safranek – 436th Airlift Wing, Representative Lisa Blunt-Rochester, Senator Thomas Carper, and Lt. Col. Ryan Robin – 512th Airlift Wing



Senator Coons, Senator Carper and Rep. Blunt-Rochester briefed the group on upcoming legislation especially pertinent to businesses.

CDCC joins PC Christian Radio for a Ribbon Cutting Ceremony

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for PC Christian Radio on Wednesday, November 6, 2019. The ceremony was held at their facility at The Duncan Center, 500 W. Loockerman Street in Dover. Chamber staff, ambassadors, and friends joined the folks at PC Christian Radio to celebrate their grand opening!

PC Christian Radio is a ministry of Pompano Christian Center (PCC) and has been operating online for two years. Pompano Christian Center was originally founded in 2009 in Florida – the Center was relocated to Dover, Delaware in 2012. Located on Dupont Highway, PCC's focus is to "carry out the mission of Jesus – to seek what was lost." It is their hope that a physical location for their radio ministry will enable them to do just that. The church's vision is to unite the Dover community and provide a space in which gospel artists can share their message.

Through informational technology, listeners will be informed of Christian events, festivals, and Bible study opportunities – they will have access to activities that will give them the power to improve their lives. PC Christian radio will offer Christian and gospel music to the Dover area, as well as community announcements. Their playlist and on-air conversations will promote the gospel music industry.

Proud to be a part of the Dover community, the folks at PC Christian Radio are glad to find ways to serve the community. The radio



station will provide information that will assist listeners in knowing where to go to find help. They are planning to host free concerts and community giveaways. This year, they are hosting a toy giveaway for children in the area. The radio station will also provide jobs – they

are planning to employ ten people by the end of the year. For PC Christian Radio, community service is a priority – their work is not just about preaching... it's about reaching.

For more information, visit <https://www.pc-christianradio.com/> or call 302- 363-8147.

CDCC joins St. Thomas More Academy for a Ribbon Cutting



MAGNOLIA – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for St. Thomas More Academy (STMA) on Wednesday, November 13th, at their campus at 133 St. Thomas More Drive in Magnolia. Members of the Chamber staff, ambassadors and friends were pleased to join the folks at St. Thomas More to celebrate their school's work in the community.

Saint Thomas More Academy, a co-ed Catholic college preparatory school in the Diocese of Wilmington, educates young women and men of all cultural and economic backgrounds for academic excellence using Catholic teachings and Gospel values; promotes integrated arts, community service and athletics; develops indi-

viduals, in a safe environment, to share their God-given gifts; and graduates well-rounded citizens. The curriculum and the traditions of STMA provide an educational journey for high school students in a Christ-centered environment. Catholic education comes from a strong foundation and a long history – the faculty and staff at STMA are proud to build on that legacy by continuing to offer an education that challenges the mind, builds the body, and develops the spirit. STMA is the high school of Holy Cross Parish in Dover, a part of the Diocese of Wilmington.

STMA offers courses that will prepare students for college and beyond. In addition, students can enjoy experiences in music and the arts, as well as a vibrant

sports program. Saint Thomas More Academy's international student program supports and furthers our mission of developing students who respect and appreciate diversity, understand other cultures and act as responsible citizens in our global society. They work hard to maintain a diverse mix of students from all over the globe. STMA has hosted students from China, South Korea, Columbia, Switzerland, Spain, and Japan.

As a proud member of the Central Delaware community, STMA offers students the opportunity to give back to the community in acts of Christian service. Each student is required to complete 25 service hours per year as part of their graduation requirements.

These hours of service help to build a life-long habit of community service and form the community's servant leaders of tomorrow. STMA's emphasis on faith-based education and an attitude of service are built on the words of their namesake, St. Thomas More: "Education is not the piling on of learning, information, data, facts, skills, or abilities, but is rather making visible what is hidden as a seed."

Please join the CDCC in congratulating STMA on many years of providing a high-quality educational experience to the children of Central Delaware! For more information, please call (302) 697-8100 or visit <https://www.saintmore.org/>.

CDCC joins Hook PR & Marketing for a Ribbon Cutting Ceremony

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Hook PR & Marketing on Wednesday, November 6, 2019. The ceremony was held at their facility at 16394 Samuel Paynter Blvd., Suite 203, in Milton. Chamber staff, ambassadors, and friends joined the folks at Hook PR & Marketing to celebrate their expansion to be able to better serve businesses in Southern Delaware.

The mission of Hook PR & Marketing is to use their storytelling expertise, marketing savvy and multicultural insight to help changemakers build their brands and improve lives. Since 2007, Hook PR & Marketing has helped Delaware changemakers reel in success with persuasive brand messages, smart websites and powerful campaigns in multiple languages. In December, the company moved from downtown Lewes to the Milton area. In May 2019, Hook was honored as the 2019 Delaware Minority-Owned Business of the Year by the Small Business Administration.

Through four key areas of focus, Hook PR & Marketing assists businesses in exploring how a story-driven strategy can help to build their brand reputation and digital presence. The four areas of concentration are:

- Brand Storytelling: Brand messaging, collateral design, photography and storytelling training;



- Content & Campaigns: Annual reports, donor communications, newsletters, marketing videos and press releases;

- Web Design: Web copywriting, wireframing, web development and web redesign;

- Multilingual Translations: Spanish, Haitian Creole,

Korean and more.

Proud to be a part of small-town Delaware, the folks at Hook PR & Marketing are glad to find ways to serve the community. Hook founder Patricia Rivera is a board member of the Delaware Alliance for Nonprofit Advancements, which works to strength-

en nonprofits across the state including in Kent County. Hook also regularly provides pro-bono services to nonprofits.

To learn more about Hook PR & Marketing, visit <https://hook-pr.com/services/> or call (302) 858-5055.

CDCC joins Milford Diner for a Ribbon Cutting

MILFORD – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for the Milford Diner on Tuesday, November 20th, at their restaurant at 1042 N. Walnut St. in Milford. Members of the Chamber staff, ambassadors and friends were pleased to join the restaurant's owners, Terri L. Rosetta & Brian C. Stabell, and the team at the Milford Diner to celebrate their ribbon cutting, their amazing food and the atmosphere they bring to the community.

The Milford Diner prides itself on its family atmosphere. Whether dining with them for breakfast, lunch, or dinner, the team at the diner makes everyone who walks through the doors feel like a member of the family. The restaurant not only offers great fresh local favorites for the customers' dining pleasure, but also provides a friendly atmosphere that serves as a social hub for the surrounding community!

From a leisurely Sunday brunch to a hearty, home-cooked meal after a long day's work, the menu at the Milford Diner is sure to please. The restaurant features a full menu for breakfast, lunch and dinner. In addition, baked delicacies that will satisfy any sweet tooth are also available.



A proud member of the Central Delaware community, the Milford Diner was re-established as a "give back" – the team at the Diner is proud to have found a way, after several years, to give Milford its diner back! In addition, the folks at the Milford Diner are

anxious to find ways to give back and engage with their surrounding community. To that end, they have joined both the Central Delaware Chamber of Commerce and the Milford Chamber of Commerce. Plans are in the works for the way that they will

become part of a healthy community that serves.

Please join the CDCC in congratulating Milford Diner on their ribbon cutting and their amazing business! For more information, please call (302) 424-0222 or visit <https://milforddinerde.com/>.

CDCC joins Edward Jones for a Ribbon Cutting Ceremony

DOVER – The Central Delaware Chamber of Commerce held a Ribbon Cutting Ceremony for Edward Jones on Monday, November 11, 2019, at 11:11 am. The ceremony was held at the new office of Karen Weardon at 17723 Coastal Highway, Unit 4, in Lewes, Delaware. Chamber staff and friends joined Karen Weardon and the folks at Edward Jones to celebrate this grand opening!

Edward Jones provides financial services for individual investors in the United States, and through its affiliate in Canada. Every aspect of the firm's business, from the types of investment options offered to the location of branch offices is designed to cater to individual investors in the communities in which they live and work. The firm's 10,000+ financial advisors work directly with nearly 7 million clients to understand their personal goals – from college savings to retirement – and create long-term investment strategies that emphasize a well-balanced portfolio and a buy-and-hold strategy. Edward Jones embraces the importance of building long-term, face-to-face relationships with clients, helping them to understand and make sense of the investment options available today.

Karen Weardon, a financial advisor with Edward Jones since 2015, is happy to use her former collegiate athletic background to assist her as she coaches her clients in the most supportive and encouraging way in order



to guide them to financial success. Karen is known for offering straight-forward advice and continually works to educate her clients to help ensure they are fully informed regarding their options and opportunities. From growing wealth to saving for educational expenses to planning and living successful retirements, Karen is proud to serve clients from a variety of backgrounds with wide-ranging goals. Karen is a believer in collaboration

and often works through situations with a team of local CPAs, attorneys, and other trusted professionals in order to create the best financial path for her clients, while maintaining their complete confidentiality.

As a proud member of a southern Delaware community, Karen is anxious to give back. The spirit of volunteerism that Edward Jones champions was a major draw for her when she chose to join the firm. Karen volunteers

with Wesley College's women's basketball program. She is also an active volunteer with many local events and organizations in our region. In addition, she fosters dogs in need until they find their forever homes.

For more information or to contact Karen Weardon, please call (302)200-9821 or visit <https://www.edwardjones.com/financial-advisor/index.html>. Please join us in congratulating Karen Weardon and Edward Jones on their new location!

CDCC joins Tasty Crab for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Tasty Crab on Tuesday, November 12th, at their restaurant at 705 N. DuPont Highway in Dover. Members of the Chamber staff, ambassadors and friends were pleased to join the folks at Tasty Crab to celebrate the grand opening of their new location.

The mission of Tasty Crab is to provide customers with the very best finger-licking Cajun-style seafood experience. The staff at Tasty Crab wants nothing more than for everyone to try the country seafood boil style. At Tasty Crab, they put their heart and soul into their seafood where their best kept secret is their special seasoning that keeps guests coming back for more. With 14 locations from New York to Florida, the team at Tasty Crab feels certain that their seafood boils and special spices please the masses!

At Tasty Crab, diners can select every component of their meals. First, they choose their seafood from a wide variety of crab, shrimp, mussels, clams, oysters, and of course, crawfish. Next, they choose their style and spice level. Finally, they select extras to accompany their choices. The menu also offers several fried baskets, wings, and combos. All ingredients are chosen very carefully in order to insure their freshness and quality. This restaurant is perfect for seafood lovers of all kinds!

The staff at Tasty Crab are anxious to be welcome a staple in the Dover community. They are very excited to have expanded their business to include Central Delaware! The



company is especially grateful for the service of our area's military personnel and offers a 10% discount to all who show a military ID.

Please join the CDCC in congratulating

Tasty Crab on their grand opening and welcoming them to our area! For more information, please call (302) 883-2206 or visit <https://www.tastycrabhouse.com/>.

Staff Your Business Through E3

Are you looking for qualified employees? Do you dream of new hires who look people in the eye and welcome customers with a firm handshake? Do you need people who have a strong work ethic? The Emerging Employee Expo could be just the event that will help you! This event will be an effective and efficient way for employers and potential employees to connect.

The Central Delaware Chamber of Commerce is partnering with Delaware State University, Wilmington University, and Wesley College to bring to the community a traveling job fair where employers can meet with the best our colleges have to offer! This event will bring together businesses looking for workers with prospective employees looking for jobs, internships, and job shadowing opportunities. There's a large talent pool here in Central Delaware – and we'd really love to keep these gifted young adults right here in our work force!

This expo-style event will be hosted on three of our college/university campuses in Dover: On Wednesday, January 22nd, E3 will be at Wilmington University, on Wednesday, January 29th, Wesley College will be our host, and on February 7th, the event will come to Delaware State University. These events will be held from 11 am – 2 pm.

Four informational sessions will be held as part of E3. These 20-minute sessions, led by local professionals, will cover topics that are important to our employers:



- employed. tips on landing the job.
- equipped. how to dress the part.
- engaged. what are “soft skills” and why are they important.
- empowered. the ins and outs of business etiquette.

Students who participate and complete our requirements for meeting business representatives and attending sessions, will receive a “Certificate of Employability.”

We are currently looking for 20 employers who are interested in participating in this year's event. The cost for the event will be \$275.00 to attend all three, \$200.00 to attend two, and \$100.00 to attend one. A table, 2 chairs, and linen cloth will be provided.

If you are interested in participating, call the CDCC Office at (302)734-7513. Remember – only 20 business members will be able to participate – so call NOW!

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- * Exhibitor Only Reception following the Expo

Sponsorship opportunities available now! For more info, call the CDCC office 302-734-7513.

New Member Spotlight



Mary Ann Curry



For the past 24 years, Mary Ann Curry and her husband, Charles, have been happy to call Central Delaware "HOME." Kent County's sprawling countryside was a wonderful place to raise a family. During her children's years of growing up, Mary Ann was a teacher. Now that her family is grown, she works part-time at the United States Post Office. With a little extra time on her hands, Mary Ann found herself on a search for another part-time job...

she was especially looking for something interactive and fun.

After hearing about Scentsy from a friend and doing a little investigating of her own, she knew that her search had been successful – a position as an independent consultant with Scentsy fit the bill! She enjoys meeting people, doing a little business travel, and the flexibility of the job.

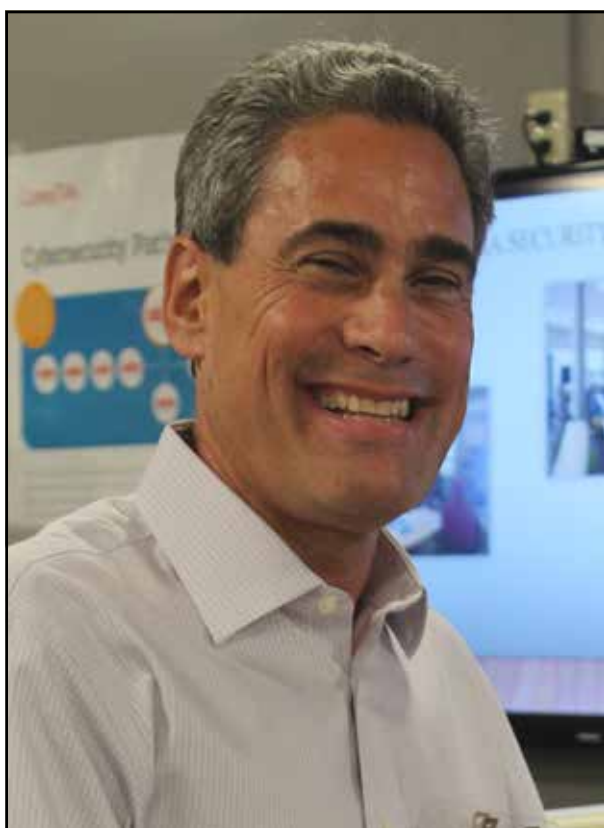
Research indicates that a person's

sense of smell is closely linked to attitude... a pleasant smell helps to form a pleasant attitude, an energetic smell can contribute to an energetic attitude, and the like. Scentsy offers over 100 fragrances in warmers, diffusers, wax, and much more. These amazing products are made to be used in customers' homes, offices, and cars. As an independent consultant, Mary Ann is in the business of "making your world smell good – one room at a time." Her hope is that these fragrances will produce in her customers an attitude that will take them to great heights!

Mary Ann is excited to be a part of the Central Delaware Chamber of Commerce. She feels that the Chamber is an extremely credible organization that places a high level of importance on supporting the surrounding community. She is excited for her name and her business to be associated with an entity that has such an amazing reputation. She is anxious to be an active member of the community and to find ways to serve Central Delaware. Her business model and her personal credo align perfectly – with the support of the CDCC, she is sure to be a success... it just makes SCENTS!

New Member Spotlight

Jonathan L. Parker & Associates (JLPA)



Jonathan L. Parker & Associates (JLPA) enables organizations to achieve greatness through their people—providing leaders and employees with the skills, tools and mechanisms to truly excel. We live our motto: The Journey Counts!

With deep expertise in dozens of team and leadership topics, JLPA efficiently customizes our engagements to meet client specific needs and achieve measurable outcomes. JLPA's solutions and services are delivered by a team of over thirty real-world corporate experience, advanced-degreed and certified consultants, facilitators and coaches through three primary venues:

Executive Coaching/Performance Coaching

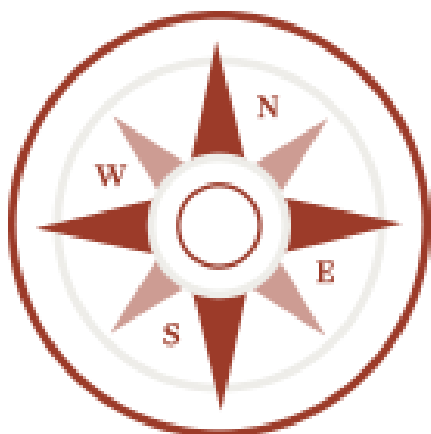
Team and Leadership Development

Career Management

Over the past 20 years, through innovative and knowledgeable consulting, training, and coaching, JLPA has gained a reputation for excellence in helping clients develop top-notch talent. We serve a broad range of small to family owned businesses to mid-level to Fortune 500 companies with strong emphasis in the pharmaceutical, insurance and financial services, consumer products, security, healthcare and high technology industries.

And at JLPA, it's not just business that counts—together with our consultants and clients we consistently "give back" to our local communities. We do it because we care. Through volunteerism and active engagement, we enrich the welfare, prosperity and quality of life of our community.

Jonathan and his family have been vacationing in Rehoboth Beach for 20 years and are thrilled to now be residents. Jonathan is an avid cyclist, enjoying all the Delaware biking. Jonathan has participated in the Ocean to Bay Tour in Bethany Beach, Seagull Century and many other.



Jonathan L. Parker & Associates, LLC



Thursday, December 5, 2019

5:00pm-8:00pm Downtown Dover

- 🎄 **Caroling & Tree Lighting Ceremony**
- 🎄 **Visit with Santa Claus and Enjoy Holiday Activities on Lookerman Street**
- 🎄 **Children's Crafts Area - Dover Public Library**
- 🎄 **Hot Chocolate & Cookies**
- 🎄 **Shop local businesses this holiday season!**
- 🎄 **Bring a Non-Perishable Food Item for the Food Drive to Benefit Local Pantries.**

CDCC #302-734-7513

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



Delaware State News
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DOWNTOWN
Dover



The City of Dover Parks and Rec, Central Delaware Chamber of Commerce & Downtown Dover Partnership are collecting non-perishable food items for families in need. Drop off your donation to the collection trucks located on Lookerman Street during the Capital Holiday Celebration to receive a raffle ticket for an entry to win a gift card.



The Home & Garden Show: A Delightful Experience!

You know how February can be in the Mid-Atlantic... blustery, cold, and grey. Even though the weather may be, as the song says, "frightful!" your CDCC has the perfect opportunity for you to get out of the house and start thinking "SPRING!"

The Home & Garden Show, at Harrington Raceway & Casino, is just the right place to plan for the warmer weather and growing season right around the corner. It's the perfect time to make those home improvement plans! It will be a great place to think about those additions you've dreamed of - a pool or hot tub, a patio or deck, a new garden or path. Just think of the head start you can get on those projects so they can be ready when the weather breaks!

Our Home & Garden Show will feature experts in the industry who will be able to guide your

choices and help you make the most of your home improvement budgets. Builders, painters, landscapers, gardeners, and the like will be on hand to meet with you and share their expertise in order to help you improve your living space - inside and out. And when one project turns into another and another, you will have gained contacts to turn to along the way!

Our event will be held on Friday, February 21st and Saturday, February 22nd in the Gold Room at Harrington Raceway & Casino. We hope you'll mark your calendars and start working on your project list today! We look forward to sharing this amazing expo-style home & garden experience with you. Just when the weather is at its most "frightful," join us for an experience that's sure to be "delightful".

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

AIRLIFTER



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

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Overall winner of the 2017 U.S. Air Force Media contest as well as 2018 MDCC
(Maryland, Delaware, District of Columbia) Press Association news page design first-place prize winner.

5 Star Members



Dave Chambers of Hook PR & Marketing received his 5-star pin from Ambassador John Moore.



Terrance Riddle was cheered on by his friends from The Cellular Connection as he received his 5-star pin from Ambassador John Moore.



Patriotic Sacrifice is a Family Affair

Veterans young and old, family members, and friends gathered at the Air Mobility Command Museum on Monday, November 11th, to commemorate Veterans Day. Veterans' Day, a holiday originally designed to remember the end of the most destructive war in the history of the world, has become, over the years, a day to remember and show heartfelt gratitude to the men and women of our nation's military, past and present. In 1954, when the name "Veteran's Day" replaced "Armistice Day," President Eisenhower described it as a moment when "all Veteran's organizations and all citizenry will wish to join hands in the common purpose."

Within the backdrop of Air Force history provided by the museum, the ceremony opened with a moving film highlighting the work of our veterans and their joyful reunions with their families. Everyone in the packed house seemed touched and many were seen wiping away tears as they remembered, reflected on, and related to the images on the screen. The film was followed by the posting of the colors, an invocation, and the introduction of the day's guest speaker, Col. Joel Safranek, Commander of the 436th Airlift Wing.

As Col. Safranek stepped to the podium, he lifted a handwritten page of notes towards the audience. Explain-

ing that his speech was not totally written out, he indicated that his thoughts for the day partnered quite well with the theme already established by the film. He outlined that, while it is imperative to remember the sacrifice of our military personnel, while it is important to understand how difficult and trying their work can be, it is also right and necessary to remember the great sacrifices of their families. For those whose loved ones are fighting abroad, worry, loneliness, and stress mark the long days of waiting at home. For those soldiers who are serving stateside, their family members are their partners in service – visiting the sick, caring for other military families' children, sharing celebration and comfort along life's journey with fellow warriors and their families here at home. In either case, the families of our military men and women also live out a calling to serve our great nation – a calling for which they deserve our gratitude and admiration.

The Milford Community Band was on hand to play several patriotic tunes to close out the day's event. Their music, the words that were shared, and the film all served to remind us that, when we think of our nation's military personnel, we may not know them all, but we certainly owe them all.

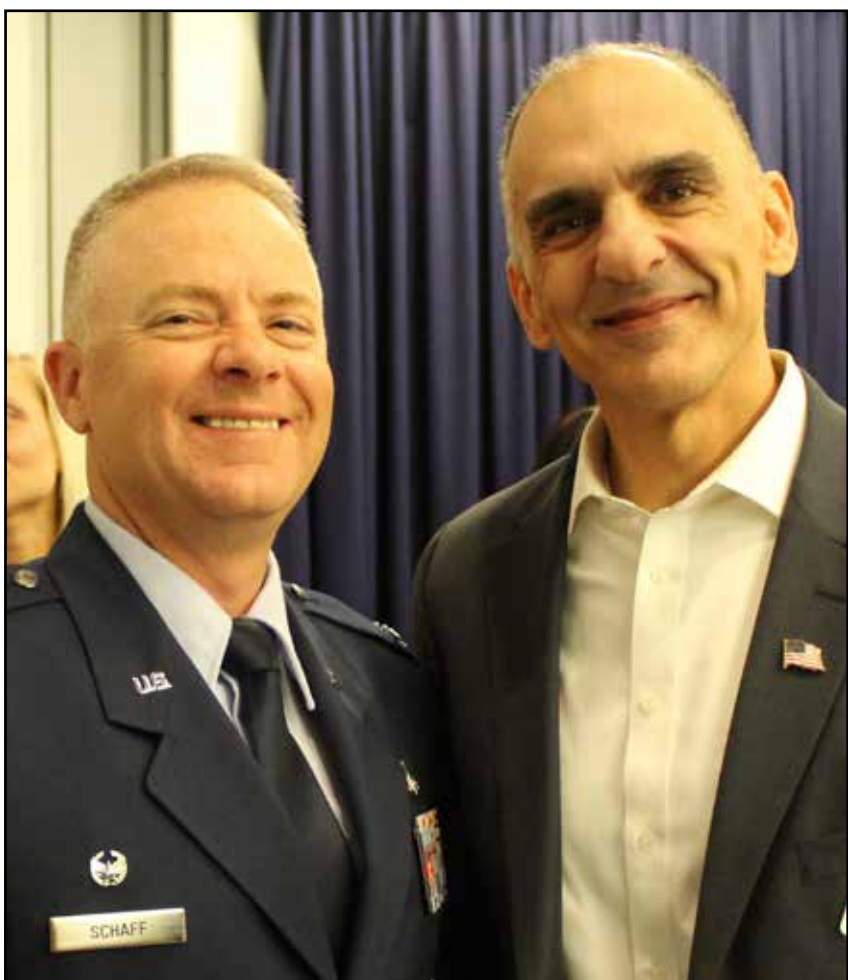
A Military Affaire – A Joint Community Effort

An estimated 7,900 people work at Dover Air Force Base – some are active military, some are reservists, and some are civilians. While most of the reservists and civilians live off-base, most active duty personnel make their home on the base. Our military friends, many of whom are from other places, call the Dover community "home" for an average of 3 years at a time. When the business leaders of our Dover community get together with our military friends, there is a certain richness and camaraderie that is shared. That is exactly what the Military Affaire is all about!

The Military Affairs Committee of the Central Delaware Chamber of Commerce would like to cordially invite you to attend the Military Affair on Wednesday, February 12, 2020 at the Landings at Dover Air Force Base. The unique reception is free to attend! This event, from 5:30 – 7:30 pm, will offer delicious

hors d'oeuvres provided by our Military Affaire sponsors, a cash bar, an opportunity to meet our military personnel, and a chance to express our support and gratitude for their part in the mission of DAFB. These meetings could be the beginning of partnership opportunities for you and your business!

For security reasons, reservations are REQUIRED. Contact the CDCC Office at (302)734-7513 or adminassistant@cdcc.net to RSVP by January 28th. When making your reservation you will be asked to provide the full name, date of birth, and driver's license number & state of issue for each attendee that does not already have base access. On the evening of the event, have your photo ID available when you enter Dover Air Force Base at the Main Gate. You will be directed from there to The Landings where the Military Affaire is being held.



The Military Affaire is a great way to connect!

Ambassador's Corner



Originally from Reading, PA, Nancy Quade came to Delaware to attend the University of Delaware. After graduating with a Bachelor's degree in Textiles and Merchandising, she experienced several jobs in the retail field, culminating in the position of District Manager for a national company. In 1986, Nancy and her husband, Ron Cox, became the owners of New Image Inc., a screen printing and promotional products company based in Newark, DE.

As the primary owner, Nancy handles the business side of running a small, family-owned business, while Ron oversees and manages production. Since New Image's primary owner is a woman, they have been able to obtain "Women-Owned Certification."

While running the operations of the business, Nancy and Ron raised two daughters who have gone on to successful careers of their own. After being in business for 27 years in Newark, Nancy & Ron decided to relocate to Kent County in 2013. They purchased a large home, which they turned into Dover Quilt Retreat, and moved New Image Inc. into its own huge building, also located on the property.

Nancy currently runs both businesses and still has time to participate in Chamber activities. She especially likes the monthly mixers where she enjoys meeting many old and new business friends.

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Nancy is also an active member of the First State Master Networks Group. Nancy and Ron have found that "networking" is a big key to business success.

When Nancy is not working, she is an avid quilter and is active in two quilt guilds. This summer she entered one of her quilts in the Delaware State Fair and won a Blue Ribbon! Nancy makes quilts on commission and her specialties are T-shirt Quilts and Memorial Quilts.

Whether working in her businesses, networking at a chamber events, or enjoying time with her family, Nancy lives with the well-known mantra: "Customer service is not a department... it an ATTITUDE!" (2120 The Extra Degree by Sam Parker & Mac Anderson).

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Member News

A Legacy of Fine Jewelry

"I spend every day surrounded by the most beautiful things that God ever created." That's how Bev Knight describes her life as a purveyor of fine jewelry. "Look at this diamond, for example," she said pointing to the ring on her finger. "It's been worn day in and day out for many, many years – and it doesn't have a scratch on it. That's real beauty." The daughter of a Pennsylvania watchmaker and jeweler, jewelry has been an integral part of Bev's life since childhood. Dealing in jewels and gems has always been a deeply spiritual exercise for Bev and something profoundly personal – a lesson instilled in her by her dad.

Duane Ernest Douthart, "Duke" to his friends, was super creative and good with his hands. He built a cannon when he was a teenager. He just wanted to see if he could. And the canon actually shot cannonballs! He carved intricate creations out of balsa wood. He wrote poetry, sometimes in a circle. He was a natural when it came to building and repairing watches – he was a master technician. A highly religious Episcopalian altar and choir boy, he knew there was more to the watch and jewelry industry than the mechanics – he was in the people business and the people are what stole his heart!

Inspired by her father, Beverly Knight moved to Central Delaware



Beverly Knight, owner of Knight's Fine Jewelry.

in 1986 – and brought the jewelry business with her. Knight's Fine Jewelry first opened in the Rodney Village Shopping Center. The business was relocated in 1992 in Camden and, in 2008, finally came to its current Camden location. The building that houses Knight's Fine Jewelry tells quite a tale of local history. It was known as the Oddfellow's House and was built in 1856. It has been designated as part of the National Underground Railroad Network and is believed to have been a stop on the famous



Knight's iconic sign has become a landmark in Central Delaware.



Forged from an heirloom wedding ring, this heart is an example of the beauty that is created in Bev's imagination.

escape route for slaves led by Harriet Tubman. The building's kitchen features a trap door that may have been used to gather slaves into a section of the basement where they hid.

Thirty-four years have passed since Knight's moved to Delaware. Bev looks back on those years with a full heart. It's been about jewelry and sales and watches and repairs – and so much more. Bev's business has been about relationships – now 2nd and 3rd generation relationships. w It's been

about creating pieces of jewelry from the ideas in her heart and her imagination. It's been about finding ways to reuse and repurpose family jewels and sentimental pieces. It's been about watching people's faces light up when the velvet box is opened. It's been about becoming part of people's families by creating items that will tell their stories from generation to generation. Knight's Fine Jewelry, under the leadership of Bev Knight, has been about carrying on the legacy of a wonderful watchmaker and father.

As the call of the grandchildren beckons and the RV awaits happy traveling inhabitants, Beverly Knight and her store will begin a new chapter. For the next several months, ownership of the store will be transferred over to her children and their families. Bev is happy to be able to stay on until sometime next summer to assist with the transition. While handing over the reins is a bittersweet moment for Bev, she is happy that the shop will stay open and the business will remain in the family. Bev considers it a blessing to know that the jewelry they fashioned and the relationships they've built over the years will continue to enrich this long-forged legacy, begun by her father, for years to come. Duke would be proud!

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18th Annual

Legislative Luncheon

**Thursday, March 26th
11:30 am - 1:30 pm**

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Thank You for Your Renewal!

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HandyTube.....	11
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Jobs for Delaware Gradutes	4
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Sheryl Smith Massage	22
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Suds and Company	1

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Monica Hamill-Sammons	1772 Pulaski Highway Bear, DE 19701.....	302-834-4546
Chad Crawford	34 Wilmington Ave Rehoboth Beach, DE 19971	302-227-5780
Mr. Carl Rifino	126 Thornhill Ct Dover, DE 19904.....	302-883-1046
Joel Halpern	2117 Kenton Road Dover, DE 19904.....	302-470-0478
Stephenie Tatman	36 N Walnut St Milford, DE 19963.....	302-422-5760
Stacey Sizemore	64 Clark Street Harrington, DE 19952.....	302-270-3288
Patricia Rivera	16394 Samuel Paynter Blvd.Suite 203 Milton, DE 19968	302-858-5055
Ms. Nina Jenkins.....	10570 Westville Rd Camden, DE 19934	302-465-0977
Aurora King	33 Alder Road Dover, DE 19901.....	302-531-7382
Ms. Lisa Hammer.....	P.O. Box 3315 Frederick, MD 21705.....	301-667-3915
Scott Welch.....	251 S. Rehoboth Blvd Milford, DE 19963.....	302-422-2500
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