#### MILFORD MILFOR







#### August 15, 2023 Vol. 13 • Issue 33

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# HEADLINES







Waves Car Wash, located in the former Duck In Car Wash location, opened in Milford recently. The company has been in operation since 2016, opening its first location in Lewes and offering a full-service car wash.

"Full service means we clean the interior for the customer," Jonathan Ackaoui said. "Most of the industry has gone in the direction of 'express exterior,' which means you go through the tunnel and vacuum the vehicle yourself with no full-service option. While that business model has lower labor costs, which of course are

#### **WAVES CAR WASH OPENS**

the largest expense for most businesses, we felt that it does not provide the level of service our customers want or that we like to provide."

Ackaoui explained that the Milford location offers customers flexibility, allowing them to use the free vacuums or choose the full service option where they clean the interior for them.

"We are so excited for our Milford customers to see what we did with the new wash, from the incredible LED light show and truly state of the art equipment in the tunnel, to the colorful lobby with massage chairs and free coffee that you can enjoy while you wait for your car to be cleaned," Ackaoui said. "We have the most amazing customers and 'surf crew,' the name we give our team members, and are incredibly fortunate to be able to open our second location in Milford, with current plans to open one to two additional locations in Delaware in 2024, creating tremendous opportunities for our current team."

According to Ackaoui, Waves has been looking at Milford for an additional location for some time and they are thrilled to join the community.

"After understanding the growth that Milford has been experiencing and seeing that Milford was severely underserved as there was no active tunnel car wash in the market meeting today's standards, we jumped at the opportunity," Ackaoui said. "Providing our unlimited

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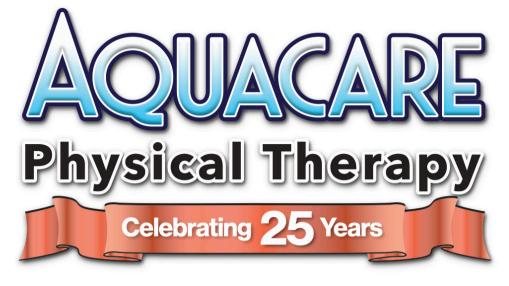
members the opportunity to wash at two locations is a great value add for the membership as well. We offer Milford Police vehicles free washes and look forward to finding other ways to serve the Milford community."

The Milford location will offer similar services as it offers in Lewes, including express interior cleaning. The only difference is that the Milford location also has free vacuums for those who wish to clean the interior themselves.

"The biggest challenge to getting open was getting our electrical service upgrade," Ackaoui said. "There is a national shortage of transformers due to COVID and recent hurricanes in Florida that wiped out thousands of transformers. Luckily, the city of Milford was able to procure us one in a reasonable timeframe."

Waves Car Wash is hiring, although they are close to full staff. Anyone interested in joining the Waves Surf Crew can apply at <a href="http://www.wavescarwash.net/em-ployment">http://www.wavescarwash.net/em-ployment</a>. Waves Car Wash is open Monday through Friday from 8:30 a.m. until 7 p.m., Saturday from 8:30 a.m. until 5 p.m. and on Sunday from 9 a.m. to 4 p.m. They are located at 215 Aerenson Drive in Milford.











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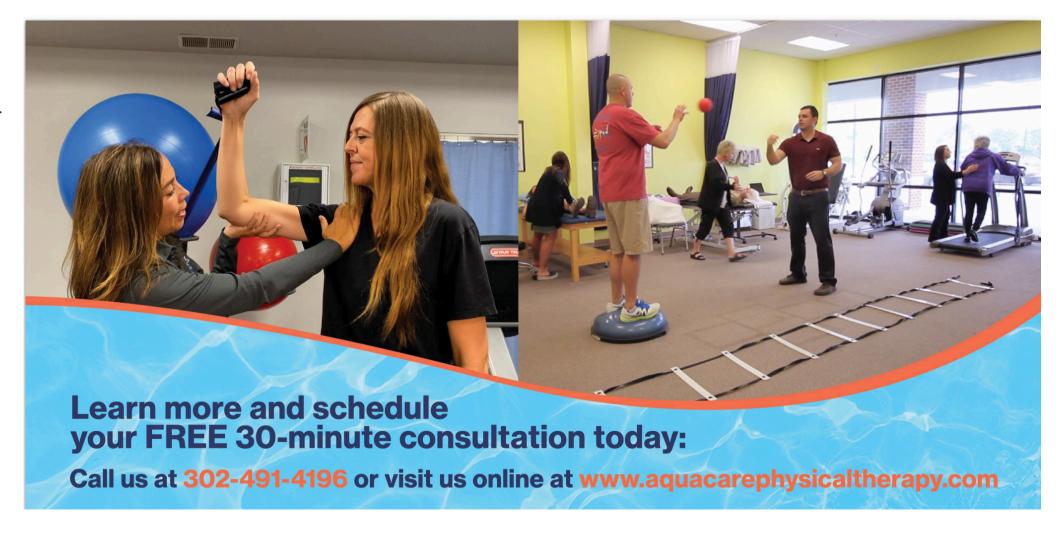
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# CULTURE









#### BY BETSY PRICE

The theme for the August Third Thursday, planned for Aug. 17 from 4:30 to 8 p.m. in downtown Milford, will be "Dancing in the Streets." People are encouraged to come downtown and enjoy family-oriented music with DJ Baez.

"Third Thursday is designed to bring people downtown to see what we have to offer," said Janne Collins, executive director of Downtown Milford Inc. (DMI), who sponsor the event each month. "Businesses are open late and we encourage people to not only come down and enjoy the fun themes we put together, but to walk through our downtown businesses to see just how much Milford has to offer."

In addition to the DJ, there will be Zumba demonstrations, balloon twisting, face painting, corn hole, craft vendors and more. Food trucks are available, offering everything from hot dogs to barbecue. Businesses remain open until 8 p.m. to allow people time to browse the

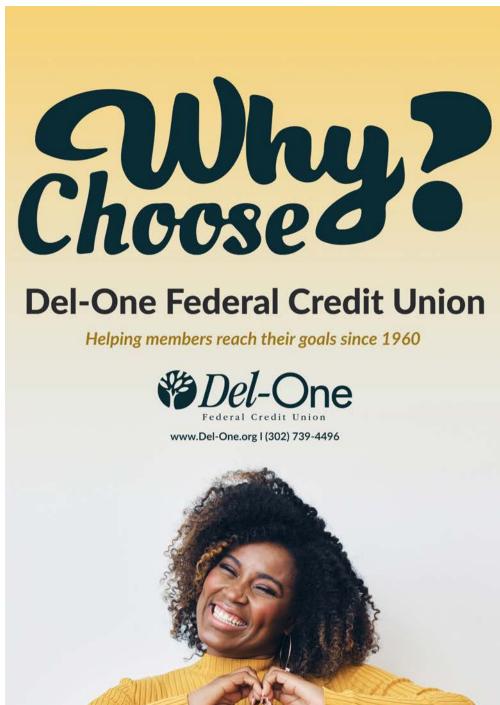
unique items available in Milford.

"Shock Vinyl and JuneBugs in Penny Square have some cool, unique items available," Collins said. "We also have Irish Rose, I believe the only Irish-themed gift shop in the state. Blooming Boutique and Maggie's Antiques also offer a variety of merchandise that appeal to everyone. Other businesses, like the Music School of Delaware, Tax Chicks and others, also offer fun activities on Third Thursday."

Restaurants downtown are also open during the event, including fondue, La Hacienda, Park Place, Benvenuto, Bibi's and more.

DMI is always looking for volunteers to help with events like Third Thursday, If you are interested in volunteering, contact the DMI office at 302-839-1180 or stop in their office at 10 S. Walnut Street.







#### **STAFF REPORT**

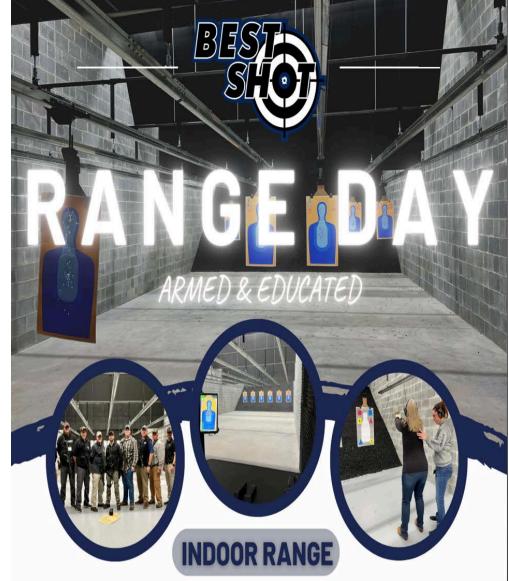
Second Street Players is excited to present its fall mystery thriller, *Strictly Murder*. It's 1939; World War II is in the not too far distant future. An English couple, Peter and Suzy, are living in an idyllic remote cottage in Provence. But the peace they so enjoy is shattered; not by the rumblings of the looming war, but by the discovery that Suzy has been betrayed; Peter is not the man he claims to be. Suzy's life is thrown into utter turmoil as the possibility arises that Peter may in fact be a ruthless killer on the run. Events become even more complicated and frightening after the arrival of a Scotland Yard detective. Lies, subterfuge and murder make this fastmoving thriller a dark and disturbing rollercoaster of bluff and double bluff.

Directed by Ashby Amory and Mike Amory, all performances are at the Riverfront Theater, 2 S. Walnut Street in Milford, and are scheduled the weekends of Sept. 8, 9, 10 and 15, 16, 17, 2023. Friday and Saturday

shows begin at 7 p.m. and Sunday shows begin at 2 p.m. Seats are \$20 with a \$1 discount available to seniors, students and SSP members. To purchase tickets or for more information, please visit **www.secondstreetplayers.com**. Patrons who need assistance with the ticketing website or with other questions may email info@secondstreetplayers.com or leave a message at 302-422-0220.

Written by Brian Clemens, OBE (Most Excellent Order of the British Empire), *Strictly Murder* is presented through special arrangements with Concord Theatricals.

Second Street Players values diversity and inclusion in casting and in all other areas of production. Productions are supported, in part, by a grant from the Delaware Division of the Arts, a state agency, in partnership with the National Endowment of the Arts. The Division promotes Delaware arts events on www. DelawareScene.com.



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## BUSINESS





STAG R



At a recent meeting, Milford City Council approved requests from two developers. Cypress Hall through their parent company Shawnee Farm LLC, requested approval for a sign at the entrance of the development that did not meet code regulations, while The Cascades requested a decoupling of Phase 1 and Phase 2 as well as approval of a site plan.

"Just a little history on the project, Phase 1 and Phase 2 of the development have already been approved and they are underway with building," Rob Pierce, city planner, said about the Cypress Hall request. "There's a couple of townhouse buildings built in there already and they've started construction on some of the apartments. Council also granted preliminary subdivision approval for Phase 3, which would be the last phase in the development. So again, the applicant is seeking a comprehensive sign plan approval for the construction of a subdivision sign at their entrance, which doesn't currently comply with the general sign regulations."

According to Pierce, the developer was requesting to build a freestanding sign that was nine feet tall with 20 square feet of sign area. The current ordinance only permits a four-foot sign with no more than 64 square feet of sign area. Pierce explained that the sign would contain the same architectural features as the buildings in the development.

"The sign itself is located right at the corner of the property line and the right of way line for 113. That's just a little over 60 feet from the actual edge of pavement. So, the distance there really plays a key into the purpose for the height," Tim Metzner of Davis, Bowen & Friedel, representing the developer, said. "That road right there is 55 miles an hour, so it is the speed going there and then the distance off of the edge pavement makes it very difficult to see the sign. One point I do want to clarify is the sign itself from the finished grade elevation to the top of the sign is six feet, eight inches,

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see page 10



so it's the sign wall itself is six feet eight inches, that decorative portion where the tree is that overhangs the neck backer portion. That itself is where the nine foot comes into play, so that the sign itself is not the full nine feet. So, I just wanted to clarify that to help visualize. And then as Mr. Pierce stated, we are proposing the same architectural features that are also replicated inside the development with departments with the stone features."

Councilwoman Nirmala Samaroo pointed out that the rendition of the sign presented to council looked very nice and that she liked the landscaping, while Councilman Mike Boyle stated that the sign was attractive and not a distraction to drivers. Council approved the sign waiver unanimously.

Council also approved the separation of Phase 1 and 2 of The Cascades.

The Cascades project which is planned off Airport Road, includes a garden apartment and townhouse development. The developer plans to build nine multifamily buildings with 66 units on Phase 2 of the Cascades property. Phase 1 has already been constructed and a new developer now owns Phase 2. The new owner would have to enter an agreement with the owner of Phase 1 for perpetual maintenance of the stormwater infrastructure as well as other open space amenities. The Planning Commission approved the request with the stipulation the new owner enter such an agreement with the owner of Phase 1.

"I just want to take a few minutes to highlight some of the aspects of the site plan. The plan proposes develop-

see page 11



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ing a site with nine two-story multi-family buildings with a total of 66 garden apartment units proposed that at a proposed density of 14.7 dwelling unit per acre," Roger Gross of Marrowstone Consultants, said. "The plan was developed in accordance with the R3 zoning requirements. The plan meets the dimensional and open space requirements of the R3 district. Areas proposed for a playground, park and picnic area have been designated on the plan and they meet the open space requirements for the garden apartment district. A 10foot wide shared use path is proposed along the property frontage along Airport Road. The web pond constructed in Phase 1 of Cascades has been designed to account for additional impervious areas within the future phases."

Councilman Brian Baer questioned whether there would be sidewalks around dumpsters so that people carrying trash, especially children, would not have to walk in the parking lot. Gross stated that the developer would consider adding that amenity.

"I represent Milford Advocacy for the Homeless. I just have one question. I realize I'm coming on the back end of this still learning a lot about politics. But I don't hear any low-income housing. And so, it may be too late for that," Martha Gery said during the public hearing portion of the meeting. "But I do want to bring it up that when we're building this many units, it sounds pricey. And we already have a very big problem with low-income housing. So, I'm just asking the question, is there is that ingrained into the units because we don't want to segregate? I heard earlier that we're trying to treat everyone the same. And so, is that included in it?

And if it's not, I want to just question why we would approve something like that in the city when we already have a problem."

Mruut Patel, one of the developers of the property, explained that there was not currently a plan for lowincome housing, but they may consider it as the project moves along. During the vote to approve both aspects of the project, Councilman Todd Culotta addressed the low-income housing issue.

"I know there's still site plan approval to be done but I think this is the first step in addressing the housing situation in Milford because you know, a lot of it is by supply and demand," Councilman Culotta said. "And when you increase the supply, you can reduce the cost of housing. While it may not be slated for Section 8 type housing, this contributes to available housing."

Councilman Katrina Wilson agreed with Councilman Culotta.

"But one comment just because it's lower income does not mean it is Section 8," Councilman Wilson said. "We are in need of low cost rental housing. People that work every day. People that pay rent, they need affordable housing."

Council approved the requests unanimously.









The Delaware Division of Small Business will offer two webinars to assist businesses in applying for the Encouraging Development, Growth and Expansion (EDGE) Program which will reopen on Sept. 1. The program provides grants to five STEM-based companies who could receive up to \$100,000 for eligible expenses, while five Entrepreneur Class (non-STEM) companies could receive \$50,000.

The first webinar is planned for Wednesday, Aug. 30 at 10 a.m. with Regina Mitchell, director of the Division of Small Business, along with Andrew Harton, business finance director, Tom Thunstrom of Delaware Small Business Development Center and Kathy Collison of Pink Electric, a recent EDGE Grant awardee. This informational webinar will offer tips on how to strengthen applications.

The second session, SizeUpDelaware Information Session, will be held Wednesday, Sept. 6 at 10 a.m. The Division of Small Business and Armando Morales will provide information on how to use SizeUpDelaware in order to propel a business to the next level. It is a free, robust business analytics and insights tool designed to support small and medium-sized businesses in a variety of stages. Beyond supporting current businesses, SizeUpDelaware has the ability to reinforce EDGE Competition applications with data, performance and analytics.

During the SizeUpDelaware Information session, participants will learn who their competitors are and how their company performs in comparison as well as how to find more customers. In addition, the webinar will provide information on how to identify the best places to locate and advertise a business. Registration can be complete by visiting <a href="https://de.gov/edge">https://de.gov/edge</a>.



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## GOVERNMENT & POLITICS







After construction vehicles struck the upper portion of the historic bridge on two separate occasions almost exactly one year apart, the Mispillion River drawbridge opened to both vehicle and maritime traffic on Friday, Aug. 11. The bridge underwent testing earlier in the week before DelDOT announced the repairs were complete.

In December 2021, an oversized construction vehicle damaged the top portion of the bridge which caused the bridge to remain closed to boat traffic. Initially, Del-DOT did not plan to repair the bridge until a lawsuit was filed by a group of boat owners whose fishing vessels were trapped on the Milford side of the bridge. Then, in December 2022, another construction vehicle damaged the bridge again.

Although the lawsuit filed by the watermen along with Joan and Sudler Lofland, who own the Vinyard Shipyard, an historic property located along the Riverwalk in downtown Milford, has not gone to trial and is still active, DelDOT closed the bridge on Feb. 6 to begin repairs. Initially, the bridge was scheduled to reopen in April, but as crews began working on the mechanisms, additional repairs were necessary, causing delays in the bridge reopening.

Announcement of the reopening was met with cheers from locals who have missed using Rehoboth Boulevard to access town, especially when other roads throughout town are undergoing construction.

"Not to mention every other road in town is tore up

all the way to the sidewalk," Meg Marie posted on social media. "The highway is a mess and beach traffic is everywhere Thursday through Sunday. Opening the bridge would help the flow a lot."

Others questioned whether the bridge needed to be operational since there are very few boats that travel into the section of the river along the Riverwalk.

"I have never seen the bridge actually up ever in my life," Steve Gott commented. "Is there that much traffic flowing through the river? I see potential for a lot of boat traffic one day. I remember as a kid the marina there off Route 1 bustling with boats heading to the bay. Is there anyone interested in reviving this? Frederica

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has a brewery soon to be open and there is direct access to the Murderkill right behind it. An opportunity maybe to revive boat traffic from the bay?"

There is a federal law which requires navigable waters to remain navigable if they meet certain criteria. This could mean that the drawbridge must remain operable since the small section of the Mispillion River meets those criteria, even though fewer boats use that section than did in the past. The criteria include that the water was used or was able to be used as a highway for commerce, that commerce was possible under the natural conditions of the water and that commerce was or could have been conducted in customary modes of travel on water. Since Milford had a significant shipbuilding industry in the past and because the Vinyard Shipyard is still operational, providing boat repairs and storage, this qualified that section of the river as "navigable."

Today, boats may pass under the drawbridge, although any boat that requires the bridge to be raised must notify DelDOT Traffic Management Center 24 hours in advance by calling 302-659-4600.





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Under Milford City Code, the mayor and the city clerk must officially sign a tax warrant authorizing the city to collect taxes in all four wards. The tax warrant must state information about the tax rate, assessed values and the amount of tax to be collected.

"Under the city charter, we have compiled the tax warrant which authorizes us to collect taxes in the four wards," City Manager Mark Whitfield said. "This authorizes us to collect \$5,606,411 in property taxes."

The warrant states that property assessment values per billing register in the city of Milford total \$1,386,738,152 and that there are \$351,283,041 in exemptions to property tax collections. This brings the total assessed value of property in the city to \$1,035,455,111.

The tax rate for 2024 is \$0.05460 and there are senior citizen discounts of \$47,174 in the city. Therefore, with the tax warrant signed, the city is now authorized to collect just over \$5.6 million in property taxes. Council approved the tax warrant unanimously.

In addition to the tax warrant, council also approved an easement for Chesapeake Utilities to add an additional parallel gas line to serve the southern end of the city. The new line required an easement through Marshall Pond Park and provide service to the two elementary schools in the area.

"Because they want to have the line in before winter, I agreed to bring this before council to procure the easement in order to expedite the process," said James



Puddicombe, city engineer. "We cannot currently find easement documents and neither could Chesapeake. They have agreed to take the lead on procuring the easement on behalf of the city and then through those back properties."

Council approved the request unanimously.

In their final action of the evening, council also approved the lease agreement with Milford Community Gardens for an additional five years. The gardens are on the former Milford Armory grounds. Council approved that request unanimously as well.



# EDUCATION









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#### BY JAREK RUTZ

The Milford Middle School project on Lakeview Avenue moved forward recently after the Milford School District Board of Education approved the submission of construction documents to the State Division of Facilities Management as well as a bid from DIS Associates LLC in Elkton, MD, to begin demolition of portions of the building.

"Tonight, we are seeking approval to submit construction documents based on designs we have shared previously with the board, the architect team and the construction management team to Facilities Management," said Mike Sharp, supervisor of Buildings and Grounds.

Board member Jean Wylie pointed out that it was recommended that the district retain a copy of the plans for local reference, asking where those documents would be stored. Sharp explained they would be retained at the district office.

"I know one time there was a problem with finding the copy of some record plans before years ago," Wylie said. "I just wanted to make sure that if they're supposed to be documented that they're in a local reference place."

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Sharp explained that before he took over each building had a set of plans, but now things were stored electronically as well as on paper. They were also required to upload to the state website as well. Wylie also asked about information that was required of contractors and Sharp explained that documentation of building supplies would be completed for the future.

"So, like extra tiles," Sharp said. "We'll have the exact book that says what doors were ordered so we can order those doors in the future."

After approving the submission of documents to the state unanimously, the board approved a bid for demolition of some sections of the building.

"We had a bid opening for the bid packet for the demolition at the old middle school, the Lakeview side if everybody remembers that side," Sharp said. "This would be recommended after reviewing with RYJ, DIS Associates LLC from Elkton, MD. They were the low bidder at \$744,000. This work would start later this month and will be completed Nov. 22, the day before Thanksgiving."

Only the newer wings of the historic building, known as the Lakeview section, will be demolished with the original brick structure, built in the 1920s, remaining and new wings built that will complement the historic look of the structure.

It is anticipated the school will be open for fifth and sixth grade students in 2024.









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BEAUTY PORTRAITS - HEAD SHOTS - FAMILIES -

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#### **NEMOURS'S \$50,000 GIFT TO HELP EXPAND AUDIOLOGY SERVICES IN SUSSEX**

#### **STAFF REPORT**

Nemours Children's Health, Delaware Valley announced a \$50,000 donation from The Meoli Family McDonald's Restaurants in support of audiology services. This funding aims to expand audiology care and services at Nemours Children's Health, Milford, increasing access for children and families in southern Delaware. The donation will also support the installation of a second audiology booth at this location.

"Nemours Children's Health is committed to creating the healthiest generations of children, which means providing our patients with the best and most accessible care," said Yell Inverso, PhD, AuD, director of Audiology, Nemours Children's Health, Delaware Valley. "With the generous support of The Meoli Family McDonald's Restaurants, we will install a second audiology booth at our specialty care practice in Milford, DE, and expand our audiology care to more Nemours' patients while decreasing traveling concerns and enhancing the overall patient experience."

"We have committed a \$50,000 donation for audiology care and services at Nemours Children's Health. Milford, and we believe the impacts will be seen in Milford and beyond," said Michael A. Meoli, owner and operator of The Meoli Family McDonald's Restaurants. "Our interest was sparked by our own experience with our daughter, Lauren, who was just a toddler when we first sought audiology services at Nemours Children's Hospital, Delaware. Her care required constant trips on the highway with kids in tow. The addition of Nemours Children's Health specialty care clinic in Milford has provided families with access to audiology screenings, consultations, diagnostics and follow ups while also avoiding a long drive. We are proud of the McDonald's brand aiding our ability to expand healthcare services in our communities."

Nemours Children's Health is one of the nation's largest multistate pediatric health systems, which includes two free-standing children's hospitals and a network of more than 70 primary and specialty care practices. Nemours Children's seeks to transform the health of children by adopting a holistic health model that utilizes innovative, safe, and high-quality care, while also caring for the health of the whole child

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beyond medicine. Nemours Children's also powers the world's most-visited website for information on the health of children and teens, https://nemours.kidshealth.org/. Nemours KidsHealth is a pioneer and leader in pediatric health content that has been trusted by millions worldwide for more than 25 years. The Nemours Foundation, established through the legacy and philanthropy of Alfred I. duPont, provides pediatric clinical care, research, education, advocacy, and prevention programs to the children, families and communities it serves. For more information, visit www.Nemours.org.

The Meoli Companies, headquartered in Rehoboth Beach, owns 25 McDonald's restaurants across the Delmarva Peninsula, including locations in Delaware and Maryland. For nearly 30 years, Meoli Companies has demonstrated its commitment to delivering a gold standard experience to its McDonald's customers each and every time they visit, striving to be the best in the business—from the food they serve to the people who serve it. In addition, the company is dedicated to making a significant impact in each of the unique communities it operates by getting involved and leading initiatives that range from sponsoring Little League teams and hosting McTeacher's Nights to scholarships and serving on the boards of local nonprofits and more. For more information, visit www.MeoliCompanies.com.



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# **SPORTS**







#### **EMORY TO ENTER HALL OF FAME**

#### BY BRYAN SHUPE

One of four members of this year's 12th Man Gridiron Club, which will hold its induction ceremony at the home opener on Aug. 31, Hunter Emory is very humble about being named to this exclusive club.

"I can't begin to tell you how honored I am to become a member of the Hall of Fame, it is something you really don't think about," Emory stated. "But when I got the phone call telling me I had been selected I was thrilled. It has been a long journey and words cannot express my gratitude."

A 2004 graduate of Milford High School, Emory was a three-year letterman in football while playing offensive line. Emory also lettered two years in lacrosse. In 2001, he was selected as the football team's most improved player. In 2003, Emory was selected Milford offensive lineman of the year. Emory was also second team All-Conference as a senior.

Following graduation, Emory continued his education and football career at Salisbury University. "While I wasn't a starter at Salisbury, I was still part of a very good football team," said Emory. "It is really what I loved about football, being part of a team, a team that inevitably became a family."

He graduated with a bachelors degree in Public Affairs and Civil Engagement. A six-time member of Dean's List, Emory obtained his master's degrees in Public Administration and Homeland Security.

Hunter was already a player when coach Mike Tkach arrived on the scene and Emory could sense the program was headed in the right direction. "When coach Tkach arrived, there was a new attitude, a new standard," he stated. "I began to understand that there was more than one way to reach your goals. It really opened my eyes to what life could be all about."

When asked about his favorite football memories, Emory said he had two of them. The first was winning The Battle of The Bell as a senior and being in the stands when Milford won the state championship in 2008.

"Milford is unique, we are one of the few schools where everyone lives in the same town," he commented. "We had been looked down upon for a very long time and to watch that team come together and have the swagger that they did, I was proud to know that my hometown had finally climbed the mountain."

Emory is about service to the community as well. He is the Director at Large of Delaware Electric Cooperative. With his family entrenched in the community going back more than four generations, he feels a responsibility to give back to the community that gave him so much. The son of Pat and Judy Emory, who was a teacher in the Milford School District for over 20 years, Hunter lives in Lincoln with his wife Jamie and their two sons, Jake and Reece.







# POLICE SEEE







Milford Police Department notified City Council that they were applying for the Edward Byrne Memorial Justice Assistance Grant (JAG), a requirement under the application process. The department has applied for and received the grant in previous years.

"The grant itself, the JAG program, is the primary provider of federal criminal justice funding for eligible state and local jurisdictions, supporting a wide range of crime prevention and intervention activities based on need," Captain David Wells of the Milford Police Department explained to council. Captain Wells stated that the grant could bring over \$19,000 to the city police department although there were no plans for the funding if it was awarded at this time.

"Don't you usually have to come up with a use before submitting for a grant?" Councilman Andy Fulton asked.

According to Captain Wells, this grant has certain guidelines for what the money could be used toward and that it was not final until Aug. 31.

The grant is named for Officer Edward R. Byrne, a New York City police officer who joined that force in 1987 after serving with the New York City Transit Authority. In the early morning hours of Febr. 26, 1988, Officer Byrne was protecting a witness who was to testify against local drug dealers. Two armed gunmen crept up to his car on both sides and, while one tapped on the window to distract Officer Byrne, the other opened fire, shooting the officer five times. Officer Byrne died of his injuries at only 22 years old. The perpetrators were captured and sentenced to 25 years to life. In his memory, the Bureau of Justice Assistance administers the Byrne award to communities nationwide. The JAG program provides critical funding to support law enforcement, prosecution, indigent defense, courts, crime prevention, education and more.







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- in linkedin.com/company/delaware-live-news

photo link: Scott Evers

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Without these collaborators, this outlet would not be possible:

Bryan Shupe, CEO Betsy Price, Editor Sonja M. Frey, Publisher

John Mollura Photography

# Design your 2023 through Intentional Business and Marketing Planning

As a locally-owned company, Delaware LIVE News takes pride in working alongside regional businesses to develop digital marketing campaigns, through our daily news platforms.

From large corporations like Christiana Care, Delaware Tech Community College, and Delaware Department of Health to small shops like Fur Baby Pet Resort, Dolce Coffee Shop, and Benvenuto Tuscan Restaurant, we customize each plan to optimize the needs of each of our marketing partners.

I would love the opportunity to meet with you for 10-15 minutes to see how we can help. You can click the link to set up a meeting with me in our virtual office: https://meetings.hubspot.com/shupe1

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**Photo link: Deborah Felmey**