



DIVERSE SUPPLIER SPOTLIGHT: **Maid For You** BY COLIN HEFFINGER

» Clean homes. Happy customers. These are the driving priorities of Maid For You LLC, a woman- and veteran-owned business providing residential and commercial cleaning services across Kent and lower New Castle counties. Since its start nearly four years ago, Maid For You has quickly expanded from a small project to a full business with 11 employees, a large contract on the Dover Air Force base and a growing average of 100 cleanings per month.

Maid For You was initially created on March 1, 2017 by Rebekah Hill in Clayton, Delaware as a side project for additional income. “I was a stay-at-home mom for two children for six months,” Rebekah reflects. “I felt like I needed to

do something more. Eventually you realize you need adult interaction and you figure out what you could do to keep your mind busy. I started Maid For You and was contacted by two women interested in working for me – before I even had clients! Very quickly, clients and cleaning expanded from there.”

After continuously growing work with a small team, an opportunity became available on the Dover Air Force base for Rebekah and Maid For You. Maid For You started cleanings with AW Painting and General Contracting and within a month the maintenance director reached out about suggesting Maid For You bid to become their main cleaning contractor. Shortly after, Maid For You acquired

a contract for cleanings across the 900+ homes and buildings on the base with Hunt Military Communities.

When the pandemic first hit early last year, a portion of clients cancelled due to losing their jobs. Some clients had to reschedule because of possible exposure. When businesses began opening again, it created additional demand for cleaning services as people focused on disinfecting and protecting their homes. A large portion of the company’s clients are 50 to 70 years old or have families with children under the age of three. Feeling safe and secure from COVID-19 in their homes became a large priority as the pandemic continued. Maid For You needed to hire more employees to keep

up with local demand for the business.

Rebekah explains the challenges that many cleaning businesses face of continuity in the workforce. "It's difficult finding people willing to work in a physically demanding and fast-paced environment. This is the kind of job where your feet really do hurt at the end of the day!"



"I tell every single applicant the same thing," Rebekah states. "Communication and honesty are the most important. You have to trust each individual employee to be in these homes and to be safe and do a professional job. People hire us because they know someone else who has trusted us to be in their home. Establishing relationships with our clients is our priority. Without that level of trust, our business doesn't grow. My business wouldn't be successful without the dedication and loyalty the Maid For You employees show on a daily basis, and for that I am forever grateful."

Rebekah reflects on the impact of her clients. "Thank you for supporting a small business that puts food on the table for the families of our employees, especially throughout the pandemic. We're female owned and operated. We're incredible people making an impact. Our clients seldom cancel because to them, supporting our small business matters."

Maid For You is available for cleanings in Clayton, Townsend, Odessa, Smyrna, Cheswold, Dover, Camden, and Magnolia. To reach out for cleaning packages, call 302-310-7050.

Duffield Associates, LLC Completes National Merger

» Duffield Associates, LLC ("Duffield") combined with two other engineering and geoscience consulting firms to form a robust national organization that will result in comprehensive environmental, energy, water and civil infrastructure capabilities. The combination includes Hull & Associates, LLC ("Hull"), headquartered in Columbus, Ohio, and HSW Consulting, LLC ("HSW"), headquartered in Tampa, Florida. The combination resulted in over 275 staff in 20 offices, across 8 states.

The former leaders of Duffield, Hull and HSW will continue to actively participate as senior leaders within the organization. Gerry Salontai, CEO of the combined firm, explained, "Each of these companies has outstanding leadership in place that will allow continued success individually while building a combined leadership team moving forward. Hull, HSW and Duffield provide a complementary set of capabilities that will expand service offerings to our growing client base within the combined companies."

The entire Duffield team, offices and service offerings will remain an integral part of the combined firm and will be bolstered by additional depth and expertise from the new partners. EVP and Duffield President Guy Marcozzi offers, "We're excited to take this deliberate, strategic next step for Duffield Associates, because it enhances our technical breadth and depth to serve our clients, enables us to pivot more effectively towards today's environmental and



infrastructure needs, and provides exciting new opportunities for our professional team."

With offices in Delaware, Pennsylvania, Maryland, New Jersey, Ohio, New York, Florida and Texas, the combined firm has a broad geographic reach and builds on an already comprehensive capability set in environmental site assessment and remediation, energy, water resources and treatment, site civil infrastructure, and climate change resiliency, along with marine, coastal and geotechnical engineering. The client sector markets include the industrial, real estate, energy, transportation and government sectors.

"We look forward to the enhanced value and synergy that this new partnership will bring to our clients and the new opportunities this collaboration will bring to our exceptional team, whose dedication and commitment have enabled Duffield to thrive and grow," says Duffield Chief Operating Officer Deirdre Smith.

The combined firm will continue to grow organically, by attracting top talent and providing superior service to clients, and inorganically, by adding like-cultured firms that expand geographic reach, complement service offerings and strengthen the diversity and experience from the team of professionals. Duffield is growing and looking to hire talented and motivated professionals who share our passion and values.