

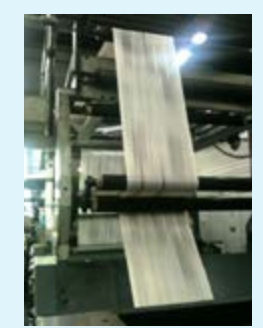
This week

Bob Carey built a produce association powerhouse **4**



TD marks opening of credit card center **6**

Dover Post owner emerges from Chapter 11. **15**



STUDY OUTLINES TAX AND ECONOMIC BENEFITS OF PROPOSED DATA CENTER

A study, commissioned by The Data Centers Inc., says construction of the \$1.1 billion project on the University of Delaware STAR campus will generate millions of dollars in tax revenue and create thousands of jobs.

The study was conducted by Econsult Solutions, a Philadelphia consulting firm with ties to The Wharton School of the University of Pennsylvania and other academic institutions, according to a release. Data Centers, based in West Chester, Pa., wants to build and operate the Wolf Technology Center 1 at the STAR campus, the former Chrysler plant site.

Econsult examined economic impacts on the state, New Castle County, the City of Newark and the



Christina School District that would be associated with construction of the data center project.

“Thousands of data points are considered in a decision to build a project of this magnitude and we **Continued on next page**”

Data Centers would pay \$8 million annually in yearly property taxes

From previous page

have looked at it from every conceivable viewpoint,” said Gene Kern, CEO of The Data Centers. “This study quantifies the spectrum of long-term and substantial benefits that will accrue to Delaware and the Newark community from this project.” Findings include:

- 4,770 union construction workers will be needed to build the project, Wolf Technology Center 1 generating \$283 million in direct payroll during the two and a half year construction phase.

- The project will create 290 permanent data center jobs and 50 part time jobs on site.

- TDC tenants will bring an additional 300 positions (either their own employees or local hires) to the facility, for a total of 640 positions. Those jobs will generate an estimated payroll of \$38.5 million.

- Those new jobs will spawn local demand for goods and services, requiring creation of an additional 320 jobs in Newark and the surrounding area generating a payroll of about \$15 million.

- The State of Delaware will collect \$20 million in taxes during construction and another \$4.5 million annually from TDC operations.

- The City of Newark will collect \$4.7 million in one-time permit fees.

- In addition, approximately \$840,000 in fees will be paid to DELDOT, DNREC, UD, Norfolk Southern and Amtrak.

- The project will generate \$8 million in annual property tax revenues, including \$5.1 million for the Christina School District and \$1.8 million for the City of Newark.

- TDC will spend \$18 million to build a new electrical substation, that will be owned by the City of Newark, on the STAR Campus.

- TDC will spend \$210 million on the expansion of natural gas infrastructure that will benefit other businesses in the area, as well as The Data Centers.

Continued on next page



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Opponents say environmental price too high

From previous page

- The project will add \$15 million in new fiber optic infrastructure, both feeding into the site and on the STAR Campus itself.

The Executive Summary of the report is posted on www.thedatacenters.com.

The release of the study comes after a flurry of claims by opponents of the project who are upset about plans to build a natural gas-fired power plant that would allow the data center to operate at all times. About 20 percent of power could be sold on the open market.

The Data Center was also a key issue in the recent race for mayor in Newark, with candidate Amy Roe falling short in a bid for the post, after running on a platform that included uncompromising opposition to the project. Polly Sierer, who said she would keep an open mind on the project, won the seven-candidate race with a narrow victory over Roe.

Roe, a fixture at Newark City Council meetings, vowed to continue to speak out against the project. The city is expected to rule in the near future on whether zoning for the project can include the power plant portion of the project.

Opponents have criticized the city and the University of Delaware for

Economic arguments against the project have centered on lower unemployment rates in Newark when compared to the rest of the state and the possibility that most workers would not reside in Newark.

not keeping residents informed about the project. Economic arguments against the project have centered on what is viewed as lower unemployment rates in Newark when compared to the rest of the state and the possibility that most workers would not reside in Newark.

By contrast, union workers have lobbied for the project with door hangers, phone calls and literature, leading opponents to object to the practices. The city has said the distribution of literature is allowed under

the U.S. Constitution.

Other objections have ranged from pollution levels to the possible use of natural gas from hydraulic fracturing of “fracking” in Pennsylvania.

Of late the group [No Newark Power Plant](#) has objected to the use of noise monitoring equipment in areas near the Data Center. Opponents have argued that noise levels will rise sharply in the area if the project and even demonstrated to City Council members what they see as excessive noise levels. The noise levels claims have been viewed as misleading by backers of the plant, who point to many noise muffling technologies and the fact that the site formerly housed a noisy auto plant for a half century.

Other critics have claimed that steam from the plant will create a “microclimate change” in areas around the plant. - *Doug Rainey*



Bob Carey, 82, built Produce Marketing Association into worldwide organization

Last week, the [Produce Marketing Association](#) and the industry lost a visionary leader as former president Bob Carey died at age 82 in Delaware.



Carey

Carey led PMA from 1958 to 1996, taking it from a near bankrupt organization with fewer than 100 members focused on produce packaging to a vertically integrated association of thousands focused on marketing. His vision of bringing buyers and sellers together positioned PMA to become the worldwide association, according to a release from the Newark-based trade organization.

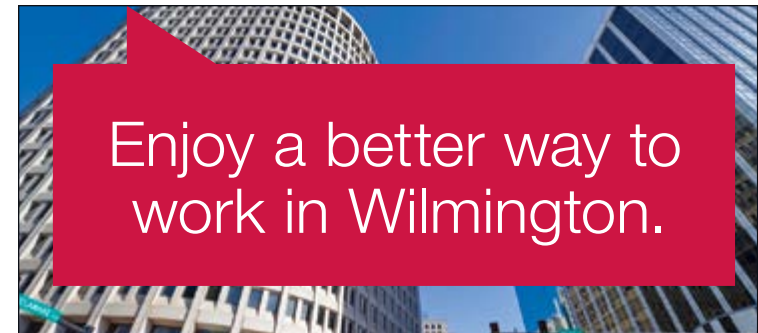
“I was privileged to work with Bob from the time he hired me in 1983 until his retirement in 1996. He was my mentor and my dear friend.” says Bryan Silbermann, PMA’s CEO. “His insights and advice when he was my boss and after he retired have been

invaluable. Bob’s real genius was getting the best out of everyone around him – members and staff – and that’s become a core part of PMA’s culture.”

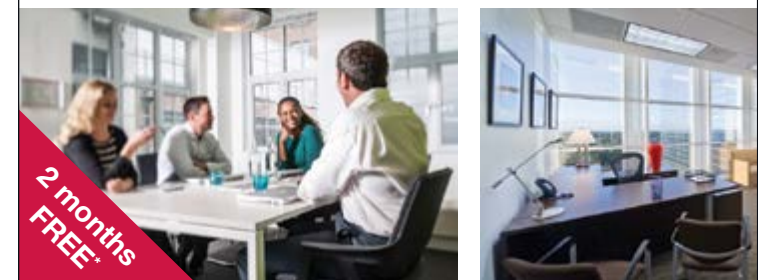
“Bob’s leadership was the lynchpin for PMA’s growth and success, but it was his engaging personality, compassion, humor, and empathy that endeared him to all those around him.” Silbermann notes. “Always ready to have fun or sit and talk, Bob was an easy and dear friend to many.”

Silbermann offered a eulogy at Bob’s service on Dec. 3 in Bridgeville, Del.. His thoughts will be shared on a [tribute page](#) for Bob, along with information about his life and career.

In keeping with the Carey family’s wishes, memorial contributions can be made to [Delmarva Teen Challenge](#).



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ANP offers home pesticide food detector

ANP Technologies, Inc., Newark, reached agreements with two local grocery stores, Janssen's Market and Zingo's Supermarket, to have their commercial rapid pesticide tests sold to consumers. Plans call for the test to be stocked in six Delaware ShopRite stores owned by the Kenny Family, the News Journal reported. The product is also available at ANP's website, www.anptinc.com.

“Due to the ongoing public concern about pesticide contamination in food and water sources, particularly for fresh produce, dry fruits, herbs and tea/coffee, ANP is seeking to help consumers by providing them a safe and easy way for them to test their purchases prior to consumption.” said Ray Yin, CEO and founder of ANP Technologies.

The technology was originally developed for nerve agent detection for the United States Armed Forces and has uses in the consumer world given the high use of pesticides in our country's food supply chain, according to ANP.

“Due to DOD budget sequestration, ANP is quickly diversifying itself from the defense sector to the commercial sector,” Yin told the News Journal. ANP is the lone supplier for

DOD biological toxin-testing in water. ANP's business is split into thirds defined by work for the government, the consumer market and in drug development.

The firm of 30 scientists was founded by Yin in 2002 with fewer than 10 employees.

Includes information from the Greater Newark Network.



Trending this week

The most popular stories on our companion website, DelawareBusinessDaily.com. Click on the links below for the stories.

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2. [Newark doctor charged in connection with 'Silk Road' web drug case](#)
3. [Suspect sought in Newark-area homicide](#)
4. [Services scheduled for Vincente's Mancari and 'World's Worst Pizza' owner Pala](#)
5. [CarMax, the nation's largest used car dealer, coming to Newark](#)
6. [Sierer edges out Roe in race for Newark mayor](#)
7. [Fisker assets purchased by Hybrid Tech Holdings](#)
8. [Chief Justice Steele to join Potter Anderson law firm](#)
9. [Power restored at smaller stores at Christiana Mall after brief outage](#)
10. [Axalta invests \\$5 million in pilot plant near Wilmington](#)

TD marks opening of credit card offices (Gallery)

[Click here to view photo gallery](#)

TD marked the opening of a credit card office in northern Delaware on Monday.

The offices, located in the Hercules Plaza at 1313 North Market St., can house 100 employees in about 19,000 square feet of space.

Michael Rhodes executive vice president, North American Cards and Merchant Services, said TD, which is hiring for positions at the site, which currently employs 30.

Rhodes said TD chose the Delaware location because of the area's deep and experienced talent pool. He went on to praise the state's business and political environment.

"Our Wilmington facility will allow us to be even more integrated from a capabilities, distribution and platform perspective," said Rhodes. "Our goal is to be a world class North American credit cards and merchant services business and growing our presence in the U.S. with the right team and capabilities is an integral part of our strategy."

Primary job functions in Delaware will include risk management, compliance, legal and some

technology resources.

Rhodes was hired in 2011 by TD after a long career as an executive at MBNA and its successor, Bank of America.

Political leaders who attended the event at Hercules Plaza strongly suggested more hiring by TD in Delaware.

Gov. Jack Markell says his administration "wakes up every morning" looking for opportunities in the financial services industry.

The governor said financial services companies looking for a functional political environment should strongly consider Delaware. While the industry has seen some downsizing due to



Photo by Doug Rainey
Michael Rhodes speaks at ceremony marking opening of credit card center.

acquisitions like M&T's purchase of troubled Wilmington Trust, total employment in the key sector of the economy has been on the upswing.

Both Cong. John Carney and U.S. Sen. Chris Coons made similar pitches for expansion in the state.

The move by TD to lease space in the building sparked many rumors of a major credit card presence in the state. TD has become a bigger player in credit cards with the purchase of the portfolio of discount giant Target. TD officials

Continued on next page

An advertisement for UD Conference Services. At the top is a logo with three stylized figures in blue, green, and purple. Below the logo is the text: "There is help. Last minute holiday party ideas are just a phone call away." The main part of the ad is a photograph of a large, ornate conference room with several round tables set with white tablecloths, chairs, and centerpieces. At the bottom of the ad, it says "UD Conference Services" and "800-823-2214".

TD credit card business growing

From previous page

said the company no plans to move jobs from the Midwest base of that card operation.

TD also acquired the MBNA Canada operation from Bank of America. in 2011. The company kept the MBNA name.

TD has one of its operating headquarters on a campus in Cherry Hill, N.J. The site came with the acquisition of Commerce Bank several years ago.

TD has maintained many of the unique features of Commerce including branches operating seven days a week, and free change counting machines. TD has a dozen offices in the state.

TD is the sixth largest bank in North America by branches and serves approximately 22 million customers.

Based in Toronto, the bank's U.S. branch system extends from Maine to Florida



Millsboro shopping center sold to REIT for \$37 million

The KLN Retail Investment Sales Group, Towson, Md., brokered the sale of Peninsula Crossing, a 330,000 square foot regional power center located in Millsboro to Cole Real Estate Investments for \$37 million. The shopping center features Lowe's Home Improvement, BJ's Wholesale Club and PetSmart. Andy Stape, Mat Adler, and Vito Lupo of the KLN Retail Investment Sales Group represented the seller, Millsboro Towne Center, LLC.

The center is located on Route 113, a main thoroughfare running parallel to the Eastern Shore, and is a 20 minute drive to the state's beaches. This location allows Peninsula Crossing to attract both local consumers as well as seasonal and weekend vacationers.

"Peninsula Crossing is by far the dominant center within this submarket. The strong performance of the anchors and superior tenancy fit perfectly with what most investors are looking for today," said Mat Adler of KLN Retail. "Peninsula Crossing will be a complimentary addition to Cole's existing portfolio."



Cole Real Estate Investments, Inc. is a real estate investment trust focused on the acquisition, active management, leasing and financing of a retail, office and industrial portfolio. KLN, LLC is comprised of two real estate services companies that include KLN Retail, which specializes in the sale and leasing of retail properties as well as tenant representation, as well as NAI KLN, a division that focuses on the sale and leasing of commercial office, industrial and warehouse properties.

Headquartered in Towson, Md., the other four full-service offices are located in Columbia, Md.; Washington, D.C; as well as Tysons Corner and the Dulles Airport area in Loudoun County,

Real-life experiences for hotel-restaurant students



Last month, groups of University of Delaware students put in long hours as business plans were drafted for new hotel projects.

The work from students at the [Department of Hotel, Restaurant and Institutional Management](#) includes spreadsheets with financial projections and marketing strategies for the mythical projects. The department is part of the Alfred Lerner College of Business & Economics.



At top is the full class. At top right are judges of the presentation. At bottom left are presenters Maggie Papayiannis, Shannon Hensey, Buyi Ye and Sean Freeman. At bottom right are Nikki Benoit and Rob Mitchell.

Their efforts were on display at a morning session at the Courtyard by Marriott-University of Delaware when the teams made lively, fact-packed presentations to a group of judges and students that were a contrast to the sometimes numbing Power Point presentations most of us endure from time to time.

Continued on next page

UD hotel-restaurant program ranks in top 10 in the nation

From previous page

The judges praised the presentations, but challenged the students on some of their findings. At times, a faculty member would tell judges that students were not asked to explore the area in question.

The stakes were high as the presentation, along with the required 80 to 100-page report, accounted for a third of the grade. The students plug in data to Excel spreadsheets in coming up with their projections. A similar approach is taken when investors look at the feasibility of actual projects.

Participating in the practicum each semester are about 50 members of the junior class, according to William Sullivan, managing director Courtyard Newark at the University of Delaware. The HRIM department has about 400 students.


The efforts of students go beyond presentations and include working as a staff member at the

Courtyard in areas ranging from front desk to housekeeping, sales and staffing the cafe at the on-campus hotel.

The practicum and other applied learning programs that include student-run Vita Nova restaurant contribute to a high placement rate, says Sheryl Kline, professor and department chair.

Ninety-two percent of students have jobs in the industry before graduation. Kline says a substantial percentage gain positions with Marriott, due, in part to their knowledge of company procedures and culture from their time at the Courtyard. Hotel giant Hyatt also hires UD grads.

Skills and knowledge gained from the program can also be used in a variety of other areas, Sullivan and Kline noted.

The department, which celebrated its 25th anniversary this year, is ranked in the top 10 nationally. 



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The tale of a mayor and a mayoral hopeful

Newark mayoral candidate Amy Roe was gracious in defeat last week when she narrowly lost the race to Polly Sierer.

But the environmental activist and opponent of the Data Centers project, briefly took the opposite route. As this edition of the Bulletin was being prepared for publication, *The News Journal* was reporting that Roe had joined a group of residents seeking to stop the certification of election results. That did not happen and the new mayor was sworn in Tuesday night. No one was on hand to object to the certification. *See story, page 13.*

The story cited a problem with polling place information in a piece of literature from Sierer and political action committees that were present during the election. Opponents of the Data Centers project were clearly upset by the presence of union lobbying and the PAC efforts on behalf of the project.

It appears that challenge is bad news for those

hoping to have a dialogue on the project. One thing worth remembering is that the a \$1 billion project will require a rigorous financial examination from investors as well as environmental hearings and workshops.

Opponents have turned City Council meetings into marathons by airing their views time and again. On Tuesday night, they chose to take the high road.

Where's the mayor?

The grand opening ceremony for the new TD Bank credit card offices was one of those business events that was well worth attending.

While news of the opening had been reported previously here and elsewhere, the event offered an opportunity for business and government leaders to do some networking. Such opportunities are becoming fewer in a busier business environment.

The schedule allowed room for long chats and those in attendance at Hercules Plaza were happy to oblige. On hand were the governor, U.S. Sen. Chris Coons, Cong. John Carney and County Executive Tom Gordon. Sen. Tom Carper sent his regrets, as he was downstate as part of his regular schedule of visits. One apparent no show was Wilmington Mayor Dennis Williams. Not that I take roll, but in a number of events I have attended, Williams has rarely been in attendance.

This is puzzling, given the fact that the tax base of Wilmington is dependent on property and wage taxes, as well as a good relationship with the business community. Supporters may point to ongoing problems with crime and a possible police department shake-up, but stopping in to a ribbon cutting can be done in a matter of minutes. The value of attending business and non-profit events is the chance to interact with members of the business and nonprofit communities in a less structured setting. So far, Williams seems to be passing up some valuable opportunities. - *Doug Rainey*

Workforce housing moratorium sought


County Executive Tom Gordon and New Castle County Councilman Penrose Hollins have agreed to seek a moratorium on workforce housing.

The proposed ordinance would give Gordon and Hollins 180 days to recommend changes that would increase home ownership opportunities, promote affordable housing, strengthen communities, and ensure equal opportunities in housing, according to a release.

The ordinance sponsored by Hollins was scheduled to be reviewed by the NCC Planning Board. Gordon and Hollins agreed to continue to permit the processing of existing workforce housing plans. Hollins sponsored the 2008 ordinance authorizing workforce housing. The ordinance was later amended.

Since the adoption of workforce housing provisions, 19 land development plans that included workforce housing incentives have been submitted to the Department of Land Use. The plans proposed 735 workforce dwelling units. Of that total, 50 percent will not be built because eight of the 19 workforce housing projects have expired after plans were not filed.

A total of 341 workforce dwelling units are currently designated on recorded plans and 31 units have been issued certificates of occupancy. No applications have been filed incorporating workforce housing incentives since 2011.

According to Gordon and Hollins, the program was being used by developers to garner support for rezonings to allow higher-density residential plans, rather than actually building workforce dwelling units. 

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Sperry Van Ness Miller holds real estate forum

Sperry Van Ness – Miller Commercial Real Estate - with offices in Salisbury, Annapolis Bethesda, Lewes, and Wilmington - recently held their 2013 Commercial Real Estate Forum at the Perdue School of Business in Salisbury.



The event was focused on providing relevant information to real estate investors regarding economics, financing and market statistics.

Wesley Cox, and Bradley Gillis, both senior advisors with SVN – Miller organized and moderated the event which drew over 100 commercial real estate investors. The event was sponsored by PNC Bank, W.R. McCain & Associates, AWB Engineers, and SVN-Miller Property Management. Anirban Basu, CEO and Chairman of Sage Policy Group returned as the keynote speaker for the third year in a row.

Basu summarized his presentation by saying, “The U.S. and global economic recoveries have become agonizingly gradual. The U.S. economy, now in its fifth year of expansion, seems unable to generate anything approaching full momentum due to a series of speed bumps that lay in its

path, many of which have been put in place by the federal government. Thanks largely to ongoing monetary accommodation, many asset prices are now rising, including stock prices and real estate. This has produced better conditions for construction and real estate during the year ahead despite ongoing budgetary stalemates in Washington, D.C”

Cox said, “What we can take away from the information Anirban Basu shared with us is that we have a growing economy with real estate values rising which indicates that now is the time to buy.”

(From Sperry Van Ness Miller)



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Sierer takes oath of office in Newark

Longtime community volunteer Polly Sierer took the oath of office Tuesday night and assumed the post of Newark Mayor.

She won a narrow victory over Amy Roe in a special election that followed the resignation of popular mayor Vance Funk.

Sierer had the support of Funk and Acting Mayor Jerry Clifton.

The brief ceremony came after the council accepted the certification of the election. A report in the *News Journal* indicated that Roe and other residents attempted to stop the certification, but were unable to do so. No one was on hand to object to the swearing in. Sierer's first job will be studying and voting on next year's city budget. 



Middletown manufacturer acquired by Georgia company

[Delstar Inc.](#) and [SWM](#) announced a definitive agreement, with SWM acquiring DelStar from Bethesda, Md.- based investment firm American Capital Strategies. DelStar is based in Middletown. Purchase price is \$231 million for DelStar, which has annual sales of \$110 million.

DelStar will become a wholly owned subsidiary of SWM. Closing is expected by the end of the year. The Middletown Transcript reported that the company employs about 500 worldwide, with about a third of that total in Middletown.

“We are excited to welcome DelStar to the SWM family,” said Frédéric Villoutreix, SWM’s CEO. “DelStar is an exceptional company with unique products, a strong management team, and a leading global presence in the increasingly growing filtration and medical industries. They share our customer-centric approach and collaborate with their customers to produce innovative solutions focused on long-term mutual growth. This is a financially and strategically compelling transaction and a unique opportunity that will deliver excellent value for our shareholders. We look forward to using DelStar as a platform for future growth across their attractive markets.”

Mark Abrahams, CEO of DelStar Technologies stated, “We could not be more pleased with our selection of SWM and Frédéric as our long term partner. Their strong support will place DelStar in the optimal position to expand even further and strengthen our competitive market position. SWM will help us expand

Continued on next page

From previous page

our product offerings and allow us to advance our foreign presence. Our combined technologies and operational knowledge will certainly allow us to deliver even more solutions to our diverse customer bases.”

SWM is a provider of proprietary solutions primarily for the tobacco industry. It also manufactures specialty papers for other applications. SWM and its subsidiaries conduct business in over 90 countries and employ about 2,500 people worldwide, with operations in the United States, France, Brazil, Canada, Poland and two joint ventures in China. The company is based near Atlanta.

DelStar Technologies is a custom manufacturer of plastic and metal components used in filtration, automotive, health care, industrial, food, electronics and textile markets. Their products include a wide variety of plastic nets, nonwovens, tubes, and cores, plus specialized plastic and metal machined parts.

DelStar Technologies, Inc. has manufacturing operations at that location, as well as in Austin, Texas; Richland, Pa.; El Cajon, Calif. and Suzhou, China.



Frontier sale completed

Republic Airways Holdings Inc. has closed on the sale of [Frontier Airlines](#) to an investment fund affiliated with Indigo Partners LLC., Phoenix.

Under Siegel, who was in New Castle recently to announce the expansion of service from the airport in the spring, Frontier has undertaken a strategy of using New Castle (ILG) and Mercer County (Trenton) to serve the Philadelphia market with flights that go to a number of cities a few times a week. Service from New Castle was launched in July.

The strategy primarily targets leisure travelers who will not charge planes. However, Frontier does offer regular flights from New Castle to Denver that can connect to points throughout the West Coast and into Alaska.

Frontier will remain based in Denver, although industry observers will be watching to see if it continues to trim service from the Colorado capital.

Frontier has faced stiff competition from

Southwest Airlines, which moved into Denver while trimming its schedule from Philadelphia.

Frontier did not fit into Indianapolis-based Republic's strategy of providing short-haul flights that feed major carriers. Frontier competes with those carriers.

Frontier had settled into a low-fare strategy championed by Indigo, which sold its stake in deep-discounter Spirit Airlines so it could acquire in a deal that was largely comprised of taking on its debt load.

Frontier has added fees for soft drinks and coffee, but has not been as aggressive at Spirit in levying baggage charges or adding seats to aircraft to squeeze out more revenue. Changes are expected as Frontier's operating costs are still higher than those of Spirit.

Indigo did profit handsomely from the investment in Spirit and has vowed to invest in expansion for Frontier, which has been cutting the size of its fleet.

Dover Post owner emerges from Chapter 11

The owner of the *Hockessin Community News* and *Dover Post* has emerged from a “prepackaged” Chapter 11 bankruptcy filing in Delaware that reduces a crushing debt load.



owner of the Wall Street Journal and Local Media. Holding a large stake in Gatehouse over the years is equity (hedge) fund Fortress Investment Group, which also controls Local Media.

GateHouse acquired the Dover Post Co. and other community newspaper companies in the Internet era, piling up debt on the theory that smaller towns would not be as affected by online reading and advertising pressures as big city papers. Funds, such as Fortress, hoped to cash out on investments by taking the company public or selling to a larger company.

A similar roll-up strategy was at work at privately held American Consolidated Media, which is now headed by a former GateHouse executive. American Consolidated owns the Newark Post, and the Cecil Whig and Star Democrat in Maryland.

However, businesses in smaller communities also cut back on print display and classified advertising, with the trend accelerating during the recession of 2009.

GateHouse was left with a large debt load and lower revenues. Newspapers of all sizes have cut staff and taken other steps to deal with the lower revenues. However, cuts have typically been deeper for debt-laden companies like GateHouse.

"GateHouse's plan effected a 'balance-sheet restructuring' and allowed GateHouse to emerge from bankruptcy with much less debt on its balance sheet and with its business operations completely intact," CEO Michael Reed stated. "Joining with Local Media Group is an important step in growing the GateHouse business and will contribute to GateHouse's future success as the pre-eminent source for locally focused content, covering and serving our subscribers, advertisers and customers through print, online and other digital products, including mobile applications."

Media reports have suggested that GateHouse will be looking for papers and digital sites to acquire.

GateHouse's secured lenders, whose debt was cancelled under the plan, received, at their

Continued on next page

GateHouse Media filed on Sept. 27, with the unanimous support of its existing lenders to restructure \$1.2 billion of debt that was scheduled to come due in August 2014. Assets were listed at less than half a billion dollars.

GateHouse is now owned by New Media Investment Group, and is under common ownership with Local Media Group, a company with eight daily community newspapers and 13 weeklies. Local Media was spun off from media giant Fox, which had earlier acquired Dow Jones,

From previous page

election, shares in New Media or a 40 percent cash distribution.

Publicly traded shares of GateHouse have been cancelled, with the holders of those shares receiving warrants for New Media stock. Houlihan Lokey Capital acted as financial advisor to GateHouse and The Wilmington law firm Young Conaway Stargatt and Taylor served as legal counsel.

Ceremony to mark \$10 million nursing school expansion

The Margaret H. Rollins School of Nursing at Beebe Healthcare in Lewes will break ground on its \$10 million building expansion at 1 p.m., Saturday, December 14. The event is open to the public.

Jeffrey Fried, Beebe Healthcare CEO, will talk about the importance of expanding educational opportunities for the region's students.

"The communities that we serve are growing at an astounding rate and we want to be ready to serve them," said Fried, "This expansion, as well as the



A sketch of the new Rollins School of Nursing location.

other projects now taking place, will allow us to continue to bring needed services and facilities to our communities."

Beebe Healthcare aims to address the local shortage of nurses by expanding its 90-year-old nursing school. The school offers the only three-year nursing diploma in Delaware and the only program located at a hospital in the state.

The expanded school will include two six-bed skills laboratories and two one-bed skills laboratories outfitted like modern hospital rooms.

The one-bed skills labs will include patient simulators, replicas of patients complete with real physiological responses that allow students to practice clinical scenarios in a laboratory setting and gain confidence in their skills.

The goal of the project is to eventually double the number of new nurses graduating from the Margaret H. Rollins School of Nursing. When the project is complete, 60 new nurses will be eligible each year to take the license exam.

Many of these nurses will go on to become certified as Nurse Practitioners and will help to alleviate the significant shortage of primary care physician.

Demolition activities are already underway at the School of Nursing in Lewes. Power and water supply to the large, two-story building and smaller modular building have been cut and some site work has started. Full demolition of both buildings is scheduled to start in early December. Activities should continue into early January with construction of the new building to follow

Continued on next page

From previous page

immediately. The grand opening of the new building is planned for 2015.

Formosa Plastics faces environmental penalties

DNREC Secretary Collin O'Mara has issued a Notice of Administrative Penalty Assessment and Secretary's Order to Formosa Plastics Corporation of Delaware for violations of federal air quality regulations and the company's air permit.

The order calls for a cash penalty of \$23,460 and an additional \$3,519 as cost recovery reimbursement to DNREC for expenses associated with the department's investigation.

Formosa Plastics Corp. of Delaware owns and operates a facility located at 780 Schoolhouse Road in Delaware City, where it produces polyvinyl chloride resin from vinyl chloride monomer (VCM) and vinyl acetate monomer. VCM is a hazardous air pollutant.

The Secretary's Order addresses air quality



The Michigan Manufacturing International site in Stevensville, Md.

violations that have occurred between January and May of 2013.

Eastern Shore manufacturer expands

Michigan Manufacturing International a supplier of mechanical assemblies and components, opened a new location at the Matapeake Industrial Park in Stevensville, Md.

CEO Jacob Prak commented on the Grand Opening, saying, "Our relocation is long overdue. MMI is expanding, offering more products and services to our clients, and this new 12,000 square foot facility allows us to do that." The new location

also has several spaces available for lease.

Founded in 1991, Michigan Manufacturing International's products include assemblies, castings, stampings, machined parts, gears and bearings. Services include product engineering, manufacturing, inventory management and stocking programs.



REGUS BUSINESS CENTER

Flexible Office Space Supports Business Success in Delaware

(Sponsored content)

For businesses looking to grow in Delaware, locking into a long-term lease agreement could be one of the biggest mistakes they make. The cost to fit out and maintain the space is often a major drain of financial resources.

And, as a business grows or contracts, owners quickly find themselves committed to an environment that doesn't suit the changing needs and work styles of their increasingly mobile workforce.

The way people are working has dramatically changed in the just the past 10 years and companies of all sizes – from solopreneurs to Fortune 500s – are gravitating to a more fluid work environment as employees exert more control over how, when and where they work. Open floor plans, the desire to foster more collaboration and employee interaction is fueling demand for Regus' flexible space in the Wilmington and around the country.

These customizable spaces enable businesses to be more efficient, productive and help businesses project the right image. Regus offers private, shared and campus-style offices at 1,700 locations in 100 countries. They're available on short or



The Regus business center in Wilmington.

extended terms, so our customers only need use them (and pay for them) for as long as they want. Some companies have them as their long-term base; others use them as a short-term home while they explore a market or work on a specific project.

The wide appeal of flexible working has attracted a host of businesses to Regus' Wilmington business center located at 1000 N. West Street. The Wilmington center gives local residents a professional place to focus on work for any amount of time. Regus also has 15 business centers in nearby Pennsylvania and

Southern New Jersey for weary commuters who are looking to work closer to home. Aside from sharing a workspace, Regus customers get the opportunity every day to share ideas with seasoned professionals with have diverse backgrounds, perspectives and points of view. These unplanned meetings bring together corporate neighbors that can lead to new partnerships, projects and additional revenue. Traditional space that isolates one company into a fixed space can't offer this experience.

Clients also direct their time on growing their business rather than worrying about office space. Each Regus location has a dedicated support team, so many of the non-core aspects of running a business are lifted from customers' shoulders.

Each center has a receptionist to greet clients, a fully stocked kitchen and business services can be booked on-demand. Using Regus' office space minimizes business challenges both at home and abroad, leaving you free to work your way.

Regus operates more than 1,700 locations globally. Visit www.regus.com for more information or call the Wilmington center at 302.295.4800.

Boots, Badges blood drive; Easter Seals demonstration center

Blood Bank of Delmarva will host a Boots and Badges Hero Drive from Monday, Dec. 2 to Saturday, Dec. 14.



The drive creates a friendly competition between the police and fire departments on the Delmarva Peninsula to see which arm of the civil services can bring in the most blood donations during the two-week period.

“Boots and Badges is a fun way for police and fire departments and EMS to compete in a life saving competition,” said Michael Waite, director of Marketing and Community Relations for Blood Bank of Delmarva. “We all appreciate the work these everyday heroes do for the citizens of Delmarva each day. Boots and Badges is just

another way for them to work together towards saving lives in our community.”

Boots and Badges is open to the public as well as members of the police or fire departments. Blood donors can show their support for one or the other by filling out a Hero Card when they go to any of the donation centers or community mobile blood drives to give blood.

“In addition to being a fun, light-hearted competition, Boots and Badges will help us sustain our blood supply during this holiday season,” Waite said. “We typically see a decrease in donation around this time of year because so many people are involved in holiday activities. The competition will be a way to ensure we have the 350 donors we need each day to serve the needs of the 16 hospitals on Delmarva.”

Tours of Resource, Tech Center offered

Easter Seals Delaware & Maryland’s Eastern Shore marked the fourth anniversary of its Resource and Technology Demonstration Center by inviting the public to come in and explore their newest devices and resources for independent living.

More than 1,000 people per year have made their way through the center at 61 Corporate Circle in New Castle, to find “tools for independence” for themselves or loved ones of all ages and abilities.

“If you’ve visited the Resource Center in the past, come see us again – we are always adding new devices to our inventory,” Nancy Ranalli, Director of Community Outreach for Easter Seals, said. “There are hundreds of devices in the center that

Continued on next page

From previous page

can make your life or the life of someone you love a little bit easier.”

“In addition to assistive technology there is information about community resources, books and DVDs about disabilities, and catalogs for ordering equipment,” Ranalli said. “A section of the center is even set up to replicate a home setting to showcase how modifications and technology can make a home safer and more accessible.”

The Resource and Technology Demonstration Center is open Monday through Friday from 8 a.m. to 4 p.m., and one of our knowledgeable staff members is always there to help – no appointment necessary! Call for information regarding evening or weekend hours. The Resource and Technology Demonstration Center is part of Easter Seals Community Outreach program, which offers disability related education and resources to



connect consumers, caregivers and professionals to information they need. For more information, contact Nancy Ranalli at (302)221-2033 or nranalli@esdel.org.

Blood pressure screening grant from Astra Zeneca

Christiana Care Health System’s Center for Heart & Vascular Health screened more than 2,600 people for high blood pressure with the help of a \$150,000 gift from AstraZeneca HealthCare Foundation’s Connections for Cardiovascular Health program.

Christiana Care’s outreach effort empowers individuals so they are familiar with key heart health numbers – blood pressure, cholesterol levels and waist size – and can make behavioral changes. The effort also gives participants a number of strategies to help them improve their cardiovascular health.

During the three years of funding from

Connections for Cardiovascular Health – between July 2010 to June 2013 – Christiana Care also was able to help patients through the following ways:

- The Center for Heart & Vascular Health screened 759 patients through an on-site comprehensive cardiovascular risk assessment program that included personalized risk factor counseling with an emphasis on individualized goals.
- A group known as the Blood Pressure Ambassadors at Christiana Care educated the African American community about how to identify and manage high blood pressure and its complications.
- The Center for Heart and Vascular Health partnered with the Christiana Care Center for Community Health to provide three 8-week community-based weight management and exercise programs free of charge that led to improvements in exercise and healthy eating.
- Christiana Care made referrals to primary care physicians for screening participants who did not have a regular doctor.

business bulletin people

YOUR WEEKLY ELECTRONIC BUSINESS JOURNAL

Chief justice to join Potter Anderson

Potter Anderson & Corroon LLP, Wilmington, announced that, upon stepping down as Chief Justice of the Supreme Court of Delaware, Chief Justice **Myron T. Steele** will join the firm as a partner.



Steele

our clients, both present and future.”

Steele was appointed in 2004 by Governor Ruth Ann Minner, becoming the seventh Chief Justice of the Delaware Supreme Court. Prior to his appointment as Chief Justice, he served as a Supreme Court Justice (2000-2004), Vice Chancellor of the Delaware Court of Chancery (1994-2000), Resident Judge of the Delaware Superior Court (Kent County, 1990-1994) and as Superior Court Judge (1988-1990).

During his tenure as a member of the Delaware judiciary, Steele has presided over many of the State’s most significant litigation, including a variety of disputes with respect to the proper governance of Delaware corporations and alternative business entities, publishing over 400 judicial opinions.

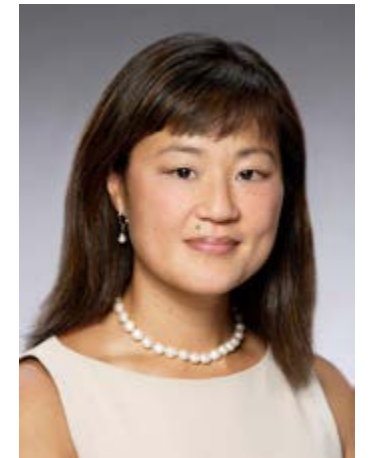
Fan named Medical Society president

Nancy Fan, M.D, an Obstetrician/Gynecologist who practices at Women to Women OB/GYN in Wilmington and is on the staff of Saint Francis Healthcare, was elected to lead the Medical Society of Delaware for the 2013-2014 year during the

professional organization’s 224th Annual Meeting on November 23.

Dr. Fan is a graduate of Temple University School of Medicine in Philadelphia, Penn. She completed her residency in Obstetrics/Gynecology at Baylor College of Medicine in Houston, Texas. She has served as Chair of the Medical Society of Delaware School Health Committee from 2006-to 2013 and was Chair of the Young Physicians Section from 2010 to 2012.

“I am very pleased to serve in this leadership position in one of the oldest and hardest-working medical societies in this country,” Dr. Fan said. “I believe that with our innovative initiatives, such as the Patient-Centered Medical Home and Campaign for Kids ... “It’s OBVIOUS,” the Medical Society will continue to serve and empower our physicians and patients for a healthier Delaware.”



Fan

Continued on next page

“We are honored that Chief Justice Steele, who surely was presented with an array of attractive opportunities upon completion of his tenure, has chosen to become a part of our firm,” said Donald J. Wolfe, Jr., chairman of the firm. “During his sparkling 25-year judicial career, he has served on all three of Delaware’s constitutional courts, led what most would agree is the most respected state judiciary in the country, and served as Delaware’s judicial ambassador at large, proclaiming to national and international audiences alike the advantages of Delaware law, Delaware courts and Delaware incorporation. We are certain that his broad experience, his unique expertise and his sterling reputation will enhance our ability to serve

From previous page

Other officers who will serve for the coming year include: Dorothy Moore, M.D., President-Elect; Thomas P. Barnett, M.D., Vice President; Harry A. Lehman, III, M.D., Secretary; Randeep S. Kahlon, M.D., Treasurer; and Janice E. Tildon-Burton, M.D., Speaker of the Council.

The society also presented awards to:

Randeep Kahlon, M.D., received the Daniel A. Alvarez Distinguished Service Award, for his leadership and work to combat prescription drug abuse in Delaware. Pam Kushner won the President's Award, for her support and hard work on MSD's Campaign for Kids ... "It's OBVIOUS" initiative and other efforts throughout the year.

The Medical Society of Delaware, the third oldest society of its kind in the United States, was founded on February 3, 1789.

WDDE parent adds board members

WDDE, the state's National Public Radio station announced three new directors for its parent

company. Delaware First Media, was incorporated in 2009 with a founding board of five members. The addition of retired NPR host Liane Hansen in 2012 brought the number to six. New board members are:



Tinianow

attorneys and professionals on Delaware corporate and alternative entity law. Tinianow is an active member of the Delaware State Bar Association, serving as co-chair of the Corporate Counsel Section.

Drewry Fennell is executive director of the Criminal Justice Council of Delaware. She



Fennell

Andrea Tinianow is vice president and assistant general counsel of Corporation Service Company, a founding sponsor of WDDE. Tinianow manages litigation, advises business leaders, develops policies, and regularly gives talks on to

served for a decade as executive director of the American Civil Liberties Union of Delaware and was an attorney with Young Conaway Stargatt & Taylor LLP. She has an undergraduate degree from the University of Delaware and a law degree with honors from Rutgers University, where she served on the Rutgers Law Journal.



Varipapa

Robert J. Varipapa, MD, is a Dover neurologist and the founder and managing shareholder of CNMRI, a Dover-based provider of diagnostic, medical, and rehabilitative care. He is on the staff of Bayhealth Medical Center and chairs the Department of Medicine at Kent General Hospital.

UD communications appointment

Nancy Gainer has been named the communications manager for the [College of Agriculture and Natural Resources](#) at the University

Continued on next page

From previous page

of Delaware. Gainer has more than 25 years of public relations and marketing experience in higher education. After receiving her undergraduate degree in English from Regis College in Weston, Mass., Gainer went on to earn her master's in business and organizational communications at Emerson College in Boston.



Gainer

She began her career at Arnold Public Relations Inc. before moving into a career focused on higher education, beginning with a job as a public relations consultant at Bridgewater (Mass.) State College.

After moving into the role of media relations contact/advertising manager at Bridgewater State College, Gainer took a role as the associate director of public information at Simmons College in

Boston, where she eventually worked her way up to the position of director of public information.

Gainer would go on to serve as the director of college relations and the executive director of marketing and communications for Cabrini College in Radnor, Pa., before working as the director for external relations for the Council for International Exchange of Scholars, which administers the Fulbright Scholar Program for the U.S. Department of State, Bureau of Educational and Cultural Affairs.

She later worked as the executive director of public relations and marketing for Howard (Md.) Community College before arriving at UD. Of the position at UD Gainer said, "It struck me and really resonated with me. It's something I believe in. I've been up and down the Eastern seaboard but I grew up in a little town where there are farms down the street, the industry is cranberries, and that's the focus of my town: the agriculture. I was in 4-H from the time I was 7, so the message of the College of Agriculture and Natural Resources is

something that I could connect with."

National board member named

The Consortium for Entrepreneurship Education this month, named **Quadia Muhammad** to its board of directors. As a Delaware Financial Literacy Institute program director, Muhammad manages The Money School and Coalition of Organizations for Delaware Entrepreneurship (CODE) and serves as a liaison to the Center for Business Growth.



Muhammad

Ronni Cohen, DFLI executive director and past president of the Consortium, welcomed the appointment. "Delaware is a national leader in its commitment to educating students about entrepreneurship," Cohen said. "Entrepreneurship is a viable career option for today's students, and it's our hope that Quadia's role with the consortium will help to spread that message."

Hopkins wins top honor from Atlas Van Lines

Hopkins & Sons, Inc., New Castle, was one of 34 Atlas Van Lines agents to earn the 2013 World-Class Commitment Award. Agents who are awarded this distinction rank highly in 12 critical areas, including customer satisfaction, estimating accuracy and claims service, the moving company stated.

Agents who receive the World-Class Commitment award help bring expertise to our company wide efforts of providing white glove service.

“The Atlas family is thrilled to reward agents who are meeting our high standards for quality service and going above and beyond the call of duty for customers,” said [Glen Dunkerson](#), chairman and CEO of Atlas World Group. “The World-Class Commitment Award recognizes agents who have met or exceeded business expectations and continue to raise standards for the entire agency network.”

[Hopkins and Sons](#) has won numerous business and industry awards in recent years as it overcame a deep downturn that hit Delaware harder than many states. The family-owned company is now in its fourth generation.


Heart program wins national honors

“Control Your Heart for the Future,” a program developed by Delaware Physicians Care in collaboration with Christiana Care Visiting Nurse



Association (CCVNA), has won a national award from Medicaid Health Plans of America.

The award recognizes the program as an “overall best practice of Medicaid health plans in the industry for 2012-2013” and is one of six national awards. This award was the only one presented in the innovation category of the MHPA 2013 Best Practices Awards.

The program helps Delaware Physicians Care members who have congestive heart failure (CHF) to improve their quality of life by effectively managing their condition. Delaware Physicians Care is an Aetna health plan for those on Medicaid. 

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Tablet*

www.delawarebusinessdaily.com



Editor's note: Business licenses are issued by the State of Delaware as a revenue raising tool. These are licences for new businesses, dating from June 1.

Services

PRESBYTERIAN HOMES INC. AT HOME SERVICES WESTMINSTER VIL

191 WESTMINSTER DR DOVER, DE 19904-8717

PRIMARY CARE OF DELAWARE LLC

112 SUSSEX AVE STE 102 MILFORD, DE 19963-1836

PROFESSIONAL COUNSELING SERVICES

4621 KENTON RD DOVER, DE 19904-0957

PROFESSIONAL LANDSCAPING LLC

PO BOX 17 LINCOLN, DE 19960-0017

PROPERTY MANAGER PRO LLC

14689 PLEASANT POND WAY LEWES, DE 19958-5927

PROTOCOL MEDIA INC

1702 KIRKWOOD HWY WILMINGTON, DE 19805-4939

PRZYGOCKI STEPHANIE

16C BELLEVUE ST DEWEY BEACH, DE 19971-2302

PURPLE MOON HERBS & STUDIES LLC

1841 BRYANTS CORNER RD HARTLY, DE 19953-2247

QUEEN BRITNEY N

400 N CATHERINE ST APT 17 MIDDLETOWN, DE 19709-1100

RAMOS BENITA X

812 TOWNSEND BLVD DOVER, DE 19901-2594

RASHMI INTERNATIONAL INC

13 BARCLAY DR HOCKESSIN, DE 19707-8913

RATCHET INFOTECH LLC

1827 DELAWARE AVE WILMINGTON, DE 19806-2355

RAYMOND RESOURCES COMPANY LLC

104 JOSHUA CT MIDDLETOWN, DE 19709-8850

REAVES AQUIL COACH QUIL/ COACH QUIL ACADEMY

3605 KILDOON DR NEWARK, DE 19702-4025

REGIONAL MEDICAL MGMT SERVICES

3401 BRANDYWINE PKWY STE 200 WILMINGTON, DE 19803-1554

RICCARDO BENNETT RMEDIA

SUITE 90 DENNY CIR NEWARK, DE 19702-5932

RICCIO KIMBERLEY R&H EVENT MANAGEMENT GROUP

2406 MARILYN DR WILMINGTON, DE 19810-3018

ROADBLOCK AUTOMOTIVE TEAM LLC

40 N CUMMINGS DR MIDDLETOWN, DE 19709-1665

Retailer

PRINTED SOLID INC

35 BARNARD ST NEWARK, DE 19711-4344

PRO 31 GIFTS 201

TRUITT AVE MILFORD, DE 19963-1150

QUANTFINSOFT INC

9 EAST LOOCKERMAN STREET DOVER, DE 19901-8306

RAPTIS ENTERPRISE LLC

16192 COASTAL HWY LEWES, DE 19958-3608

REDNERS MARKETS INC REDNER'S WAREHOUSE MARKET

25 GREENTREE DR DOVER, DE 19904-2685

REYNOLDSWOLFE LLC SHOPSPYGADGETS

404 UNION ST MILTON, DE 19968-1624

RG PROMOTIONS INC

506 HOPEWELL DR CLAYTON, DE 19938-2228

Security business

PROFESSIONAL SECURITY

2001 BRANDYWINE PKWY STE B WILMINGTON, DE 19803-5400

Taxi operator

PROMISE INTERGRATED SVCS LLC

2120 W NEWPORT PIKE WILMINGTON, DE 19804-3721

Motor Vehicle dealer

PROSTO AUTO SALES INC

601 CORNELL DR UNIT G7 WILMINGTON, DE 19801-5789

Contractor

PULLELLA JOHN J III ADVANCED CLIMATE CONTROL

132 WHITETAIL LN MAGNOLIA, DE 19962-2160

QUALITY EAST COAST PAINTING LLC

18 ARNELL RD REHOBOTH BCH, DE 19971-9672

R&V PROPERTY SERVICES PROPERTY PRESERVATION

129 BONNYBROOK RD MIDDLETOWN, DE 19709-1636

RACHEL TEICH RACHEL'S BATHROOM RENOVATIONS

16 W MAIN ST CHRISTIANA, DE 19702-1530

RBI TELECOMMUNICATIONS LLC

3513 CONCORD PIKE STE 3100 WILMINGTON, DE 19803-5037

RD LINGO MECHANICAL INC

31431 MELLOY CT LEWES, DE 19958-3863

RESORT RENOVATIONS LLC

37971 WILLIAM CHANDLER BLVD OCEAN VIEW, DE 19970-2818

RICHARD LLOYD & SONS LLC

7 STUYVESANT AVE NEW CASTLE, DE 19720-4524
CONTRACTOR-RESIDENT

RICK BAILEY

1099 CORNER KETCH RD NEWARK, DE 19711-2304

ROBBINS HOME SERVICES LLC

2562 DOWNS CHAPEL RD CLAYTON, DE 19938-2014

Manicurist

QUEEN NAILS SALON AND SPA

7209 LANCASTER PIKE HOCKESSIN, DE 19707-9292

Property lessor, lessee

QYM LUCENT INC.

16 CAPANO DR APT C3 NEWARK, DE 19702-1868

Advertsing agency

RANDOM ROBOT

204 MOUNT VERNON DR BEAR, DE 19701-2075

Entertainment agent

REBEL HILL ENTERTAINMENT

233 5TH AVE WILMINGTON, DE 19805-4758

Restaurant

REST Y TORTILLERIA LA FLOR LLC

LUIS RAMIREZ 227 NE FRONT ST MILFORD, DE 19963-1431

Employment services

RHEMA STAFFING SERVICES

6 JAMES CT NEWARK, DE 19702-5125

Catalog and mail order

RMK ENTERPRISE, LLC BAGZGALORE

16 W MAIN ST CHRISTIANA, DE 19702-1530

Direct care worker

ROACH TABITHA T.E.A.R. COMPANIONSHIP

20 WHISPERING WOODS DR GEORGETOWN, DE 19947-9420

ROBINSON DIANA L

468 SALEM CHURCH RD NEWARK, DE 19702-2707

Chiropractor

ROCK & ROLL CHRPRCTR OF SEAFORD

306 E STEIN HWY SEAFORD, DE 19973-1416

