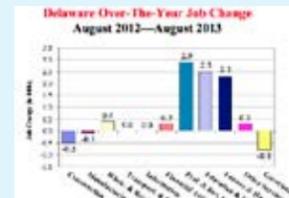




State Chamber looking for new CEO. **5**

## This week

Delaware's jobless rate falls to 7% **3**



Incyte leases space at Wanamaker site. **6**

DiFanzo's Bakery opens and a Buffet makeover. **17**



# SUSSEX AIRPORT REPORT: NEW NAME, MARKETING PROGRAM SUGGESTED

**W**hile attention has been focused on the New Castle County Airport, [Sussex County](#) is taking a close look at a key driver in its economic future.



all, the U.S. has more than one Sussex County.

A marketing program and an enhanced social media presence were also recommended, with the fixed base operator that provides services to visiting aircraft being involved in the

The report from R.A. Wiedemann Associates on the Sussex County Airport was released last week, with a presentation made to the County Council. Funding came from the Delaware Department of Transportation.

marketing effort.

The Sussex report recommended the airport is in need of re-branding that would reflect its coastal location and help draw more private aircraft. After

Strengths of the airport include access to the Delaware beaches, which attract more than 6 million visitors a year and has more than 35,000 second homes. Luring a small percentage of affluent visitors with access to private aircraft could

**Continued on next page**



# New names for Sussex airport suggested in report

## From previous page

pay off in added revenues, a story on the report in the Cape Gazette noted.

The report recommended that the airport make an effort to attract corporate jets. Twenty-four jets are based in the Delmarva region, with another 61 jets based in Delaware

Among the suggestions for names floated in the report are Southern Delaware Regional Airport, Southern Delaware Regional Jetport and Delaware Coastal Airport.

The report indicates that the airport supports 872 jobs that account for \$51.2 million in wages, \$6.9 million in state and local taxes, and more than \$139 million in economic activity.

A large chunk of that activity comes from PATS, a passenger jet re-fitter that has operations at the airport. Much of the focus of the county and state has been on extending the runway at the airport so larger jets can fly into the airport for refurbishing work.

The work typically focuses on adding long-range fuel tanks and custom cabins for jets that are going out of airline service. The large aircraft are refitted for use by wealthy families and governments.

The state is involved in developing the airport and its runway project. Also, Delaware Technical Community College is expanding its aviation programs to meet the need for skilled workers at PATS and other employers.

The airport runs an operating loss of slightly more than \$300,000 a year, with projections in the report estimating that loss could be reduced, but not eliminated by 2022.

The county is not under great pressure to cut the losses, due its sound finances and low property tax rate.

Not listed as a priority for the airport is airline service, probably due to neighboring Salisbury, Md.

Salisbury has managed to hang on to service, although continuing consolidation of the industry clouds its future. U.S. Airways, the carrier serving Salisbury and American Airlines are on their way to a merger. While the merger deal with

**Continued on next page**

# Delaware unemployment rate falls to seven percent

**D**elaware reported a 7 percent unemployment rate for September, down from 7.3 percent in August.

Showing strength was the professional services sector, up 3,600 and education and health, up 1,800 during the past year

A total of 30,900 unemployed Delawareans was reported in September, down from 31,700 in September 2012.

Showing weakness was construction, down 900 and government, minus 800 over the one-year period. Also up was financial services with a gain of 1,000 jobs over the past year, as well as leisure and hospitality, up 1,200.

The U.S. unemployment rate was 7.2% in September 2013, down from 7.3% in August 2013.

Earlier in the day, the Delaware Department of Labor reported the jobs report would be delayed until Monday.

In September 2012, the U.S. unemployment rate was 7.8%, while the Delaware rate was 7.1%.

However, the report was released early Friday night.

The unemployment rate has become an issue in the state, which typically saw its unemployment rate run a percent or so below the national average.

The jobless figures were delayed, due to the federal government shutdown.

In September 2013, seasonally adjusted nonfarm employment was 426,500, up from 425,000 in August 2013. Since September 2012, Delaware's total nonfarm jobs have increased by a net gain of +7,300, a rise of 1.7%, equal to the national growth rate.

The Delaware jobless rate for the previous month is typically released around the 20th of each month.



## *Sussex County Airport...*

**Continued on next page**

the federal government puts pressure on the carriers to retain service, aviation experts say cuts could be made at what will be the world's largest airline.

Salisbury passenger traffic totals about 100,000 a year. Traffic out of New Castle, where Frontier Airlines launched service in July already totals about 70,000 departures and arrivals. [Click here](#) for a copy of the report. *(Photos from the Wiedemann Associates report).*

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# Residential real estate firm now part of Buffett real estate roll-up

One of the largest residential real estate brokers is now carrying the name of the company headed by billionaire investor Warren Buffett.

As announced last summer, Prudential [Fox and Roach](#) was acquired by Berkshire Hathaway Home Services, a national roll-up of real estate brokers purchased by the investment company controlled by Buffett. The conversion became effective this week.

[Click here](#) for the story published in August by the Business Daily/Business Bulletin.

Berkshire owns or has a sizable interest in a host of large and mid-sized companies ranging from the BNSF railway to GEICO insurance and Fruit of the Loom underwear.

The majestic name Berkshire Hathaway comes from a textile company purchased by the Omaha investor that became the vehicle used to acquire majority and minority stakes in companies, perhaps the best known being Coca-Cola.

Berkshire Hathaway has gone on to become a major force in corporate America and helped the banking system emerge from the financial crisis through stock investments and other

moves. That power has worried some regulators concerned about banks now being “too big to fail” and in need of restructuring.

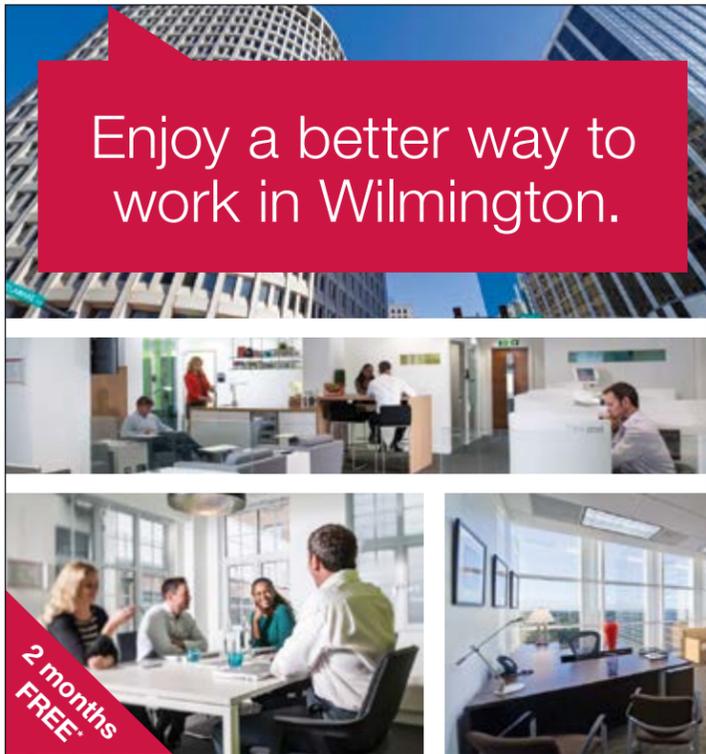
It marks one of the first times Berkshire has changed the names of acquired companies. In the case of companies like Prudential Fox and Roach, Berkshire Hathaway did not want a name that referred to the Prudential companies and wanted to forge a national identity for the real estate companies it now owns.

The real estate company will retain its top management in keeping with Berkshire’s strategy of acquiring what it sees as well-managed companies.

The Prudential name came out of a franchise system that at one time was owned by Prudential, a life insurance giant.

The name change comes as Virginia-based Long & Foster seeks to take the top ranking among residential real estate firms in Delaware.

Home Services is believed to rank No. 2 in the northern Delaware market. It is the largest brokerage firm in the Philadelphia region. - *Doug Rainey*



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# CHAMBER AGAIN LOOKING FOR PRESIDENT

The [Delaware State Chamber of Commerce](#) is looking for a new CEO after President Joan Verplanck left the top post.

According to a statement from the chamber board, Verplanck, the CEO of the Chamber, resigned effective immediately. Verplanck left to pursue other opportunities, according to the statement.

“Joan is a competent, thoughtful and accomplished leader,” Hinton Lucas, chairman of the board of directors stated. “We are thankful for her leadership and wish her the best in her future endeavors.”

The board will conduct a search for a new president over the next few months, and will provide details for interested candidates in the coming weeks. Rich Heffron, the Chamber’s senior vice president of government affairs, will serve as interim president. He has served as interim president on various occasions.

The chamber, according to the statement, will continue to lead the business community in ways that contribute to the economic health and



**Verplanck at Gilman luncheon last week.**

quality of life for all Delawareans. Chamber events - including the 3rd Annual Taste of Delaware in Washington, D.C. on December 9th, and the 177th Annual Dinner on January 13th - will go on as planned. The chamber is now selling sponsorships for the dinner, a sizable source of revenue.

Verplanck, 67, the former president of the New Jersey State Chamber of Commerce, left that post in 2010 after a reported dispute with Gov. Chris Christie. She has publicly denied that was the reason for her departure, although the [press corps in Trenton](#) thought otherwise.

The chamber reportedly supported his opponent when Christie was running for his first term as governor. Christie, a University of Delaware

graduate, recently won his second term in a landslide

Verplanck had been working in commercial real estate prior to taking the post in January. The chamber operated without a president for several months after the departure of President James Wolfe last year.

Verplanck is a breast cancer survivor whose battle with the disease was well known in business circles in New Jersey. She had been widely expected to serve in the post for a relatively short time as she continued to commute from her home.

Her selection was not universally praised at the time. The post is typically filled by a member of the business or political community in the state. Wolfe, for example, was the former plant manager of the Chrysler plant in Newark.

Still, the reported departure came as a shock. Verplanck last week was clearly in charge as she presided over the Marvin Gilman Small Business Superstars award luncheon. She had also launched get-acquainted sessions in various communities in the state. It was later reported that

**Continued on next page**

# Former Chamber chief more outspoken than predecessors

## From previous page

a short time later the executive committee of the chamber board opted to let Verplanck go and issue a public statement.

The Delaware State Chamber functions differently than many state chambers, since it does not directly represent local chambers of commerce at the statewide level. In larger states, state chambers tend to be more outspoken in their criticism of legislators and state policies. By contrast, the Delaware State Chamber had functioned with more input from Democrats and unions. That has not always sat well with more conservative chamber members.

“Joan was very much supportive of such things as lower business taxes and dropping out of the regional cap and trade consortium,” said economist John Stapleford.

Verplanck was more blunt than her predecessors in her criticisms of the state’s economic climate. She also criticized opponents of the renewal of environmental permits for the Delaware City Refinery.

The State Chamber has been viewed as a competitor to the New Castle County Chamber of Commerce, which offers many of the same initiatives. Verplanck had expressed a desire for closer relationships with other chambers of commerce. There has been speculation over the years of merging the county and state chambers, with a proposal made many years ago. However, nothing came out of the process. - *Doug Rainey*



## Trending this week

The most popular stories on our companion website, [DelawareBusinessDaily.com](http://DelawareBusinessDaily.com). Click on the links below for the stories.

1. [Verplanck resigns as State Chamber president](#)
2. [Legendary DiFonzo Bakery opens Sunday morning](#)
3. [Fatal shooting reported south of Newark](#)
4. [CarMax, the nation’s largest used car dealer, coming to Newark](#)
5. [Expanded Apple Store to open in Christiana Mall on Friday](#)
6. [\(Video\) Former Delaware Sierra Club officer makes case for data center](#)
7. [Cinemark to open 17-screen theater at Christiana Mall](#)
8. [Dick’s Sporting Goods opening Dover Mall store](#)
9. [Fulton wins State Chamber Gilman Cup](#)

# Workshop slated on Allen Harim's plans for pickle plant

**T**he Community Involvement Advisory Council (CIAC) will hold a public workshop Thursday, Nov. 21, on the potential redevelopment of the former Vlastic pickle site at 29984 Pinnacle Way in Dagsboro. The workshop is scheduled for 3-5 p.m. at the Millsboro Town Hall, 322 Wilson Highway, Millsbro.

Allen Harim Foods has entered into a brownfields development agreement with the Delaware Department of Natural Resources and Environmental Control, calling for the purchase of the site converting the facility to a poultry processing plant.

The agreement is between DNREC and a brownfields developer with respect to a Certified Brownfields Site that sets forth a scope of work and remedial activities during development of the site.

A public hearing on the brownfields development agreement and a proposed plan of remediation by DNREC's Site Investigation and Restoration Section is scheduled for Wednesday, Dec. 4, at the Millsboro Fire Hall, 109 E. State Street, Millsboro.



The public workshop will give residents an opportunity to understand environmental issues being addressed by DNREC in the event that the former Vlastic site is acquired by Allen M. Harim Foods and converted to a poultry processing plant. The plant would employ 700 people. The workshop is the Community Involvement Advisory Council's response to public comments on the brownfields development agreement.

DNREC subject matter experts will be present at the workshop to address specific questions about the site. The Department of Health and Social Services' Office of Drinking Water (ODW) will also be present to discuss surrounding community drinking water systems to the Vlastic/Pinnacle site.

Plans to convert the plant have led to neighborhood opposition to the project. In

addition to water issues, neighbors are concerned about noise and odors. Allen Harim officials have said the plant will be a world-class facility that will not have the issues of older processing sites.

While the opposition has raised concerns about the business climate in the state, it has not come with the ferocity seen in the opposition to the Data Centers project in Newark. The Data Centers project also involves zoning with the City of Newark and the issue of whether the power plant for the site is a primary or an auxiliary use.

A panel of subject matter experts will provide an overview of the permitting processes, and also will explain the public health and environmental protection provided by DNREC's permitting programs. DNREC and ODW staff will be available for questions at poster stations located throughout the hall. Subject matter experts will reconvene for a question-and-answer session at the close of the workshop.

The community council was established in 2001 to enable DNREC to interact with communities. The 11 member body is appointed by the governor to advise the DNREC Secretary on matters such

**Continued on next page**

# Delaware's recycling rate rises above 40 percent mark

**D**elaware officials took note of the state's 40 percent recycling diversion rate, which continues to rise, and by the expansion of recycling services into the commercial sector by Jan. 1, 2014. The national rate was 34 percent as of 2009, according to the Keep American Beautiful campaign.

## *DNREC workshop...*

### **From previous page**

as the relationships and interactions between the Department and communities throughout the state. In addition to its primary charge of assuring that no community is disparately affected by environmental impacts, the CIAC is also responsible for increasing community participation and the flow of information between communities and the Department, according to a DNREC release.

For more information, contact James Brunswick, DNREC community ombudsman, or Robert Newsome, Site Investigation and Restoration Section public information officer, at 302-739-9000. 

Delaware's Recycling Public Advisory Council (RPAC) recently released its annual report, which includes statewide recycling measurements. The study found recycling rates are up and landfills are being filled up at a lower rate.

Two new material recovery facilities have opened to process the increase in recyclable materials generated in Delaware. The expansion of recycling activities and operations has resulted in new investment and dozens of new jobs for Delaware.

The Universal Recycling Law was signed by Gov. Jack Markell in 2010. It remains possible that Delaware will reach the recycling diversion goal of 50 percent by 2015. Prior to the passage of the law the state's recycling rate was in the 20 percent range, one of the lowest in the nation.

The first major milestone of the Universal Recycling law was single-family residential recycling, which sent into effect in September 2011. The next milestone was multi-family residential recycling, which went into effect on January 1 of this year. The final component of this

**Continued on next page**



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# State in sight of 50% recycling goal

## From previous page

law is recycling in the commercial sector – which includes Delaware businesses, non-profits, and institutions – with an implementation deadline of Jan. 1, 2014.

“Delawareans are recycling more, throwing out less and saving money in the process,” said DNREC Secretary Collin O’Mara. “All of this is reflected in our rising diversion rate. Over the next few years, we’ll be working with the commercial sector to help double the rate for commercial recycling in Delaware to help businesses, companies and institutions achieve the statewide goals of the Universal Recycling Law.. We want every Delawarean to have access to recycling at home, at work and everywhere in between - and the commercial sector opportunities will push us toward the statewide goal of 50 percent diversion.”

There is some debate about the economic impact of recycling, due to its overall costs. Efforts are under way to make containers and

other products less expensive to process, thereby reducing those costs.

For many years, the Delaware Solid Waste Authority was not an enthusiastic backer of recycling efforts, preferring to operate free-standing recycling bins in public places.



The recycling rate rose dramatically when single-stream recycling came into play, with haulers required to offer a separate container for recyclables under the legislation.

A related issue is yard waste. In northern Delaware DNREC largely uses private operators at drop-off points. Yard waste service is available from private haulers.

The Recycling Public Advisory Council’s [annual report is also available on the DNREC website.](#)

*Doug Rainey contributed to this story.*



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# Incyte signs lease at Wanamaker site

**I**ncyte, Inc. has signed a 15-year lease to occupy the former John Wanamaker building, off Augustine Cut-Off.

Incyte's lease of the roughly 191,000-square-foot facility will keep its current employment base in Delaware and provide space for the company's planned expansion in terms of space and employment.

"Incyte is moving into a landmark building and stepping further forward as a top innovation-driven business in our state," Gov. Jack Markell said. "The company's growth from start-up to pharmaceutical industry leader in Delaware demonstrates how our state is a great place to start and grow a business, and a place to develop an idea into a game-changing company."

Incyte currently employs 372 people at the DuPont Experimental Station campus off Del. 141. Representing Incyte was Tactix Real Estate Advisers. Philadelphia. CBRE represented the landlord.

Since moving from California to Delaware,



**A view of the Wanamaker store. Work on the site was already under way before the announcement of the lease.** (Photos by Eileen Dallabrida)

Incyte has discovered, developed and commercialized Jakafi (ruxolitinib), a medicine that was the first drug approved by the U.S. Food and Drug Administration for the treatment of a rare blood cancer. Incyte is also developing Jakafi as a potential treatment for additional forms of cancer and has a product pipeline that includes compounds that show promise.

"Since choosing to open our labs in Delaware more than 10 years ago, Incyte has achieved many milestones, and we appreciate the ongoing encouragement of state officials, the technology-



friendly environment and tremendous local talent," stated Paul A. Friedman, M.D., CEO of Incyte. "When we move into our new space, we will proudly remain a part of this vibrant community, and we look forward to continued growth and the discovery and development of additional new medicines that we hope will make a difference in the lives of patients."

In December 2012, Incyte was okayed for a Delaware Strategic Fund performance grant for a

**Continued on next page**

# Less than 100 Delawareans sign up at state health site

Ninety-seven Delawareans have signed up under the state's health insurance marketplace. Nearly 1,900 have completed applications a small fraction of the more than 30,000 believed to be eligible for the insurance options.

The numbers reflect what many see as a disappointing number of sign-ups and Republicans were quick to cite the figures as reasons to

dismantle the Affordable Care Act. Some health insurance experts predict disaster if younger people do not sign up for coverage.

At the same time, both state and federal officials say improvements in websites will lead to further sign-ups.

**Continued on next page**

## *Lease keeps Incyte in Delaware*

### **From previous page**

little more than \$10 million for the retention of its then current 294 jobs in Delaware and the creation of 269 new jobs over the next five years. The company also was approved for a \$1,050,000 capital expenditure grant.

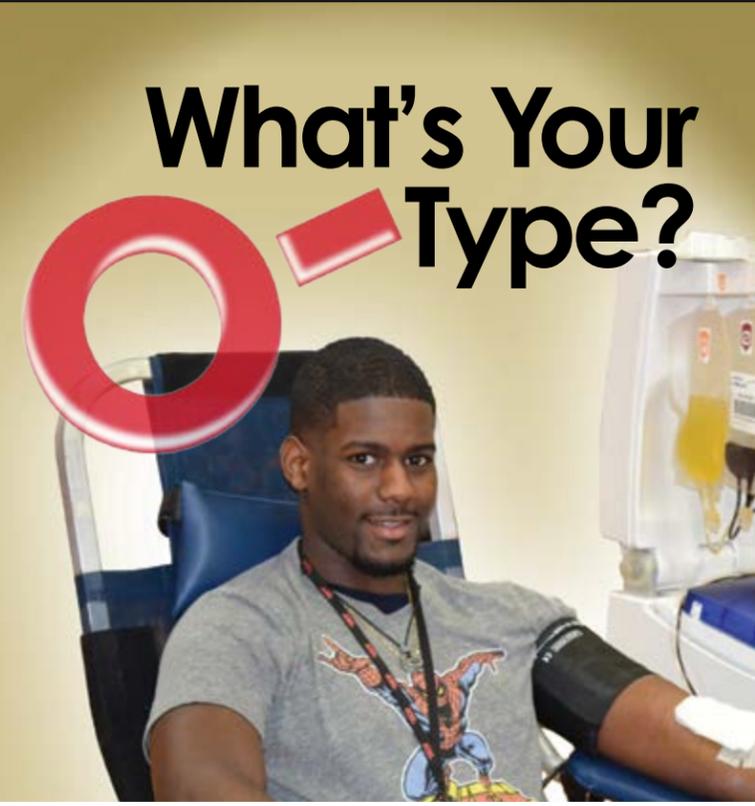
According to Alan Levin, director of the Delaware Economic Development Office, the competition for Incyte was fierce among Delaware and other states vying to offer the company a new home.

“Keeping them here was crucial for us. Incyte is a Delaware company and we wanted that partnership

and legacy to continue,” Levin said. “The company provides jobs that pay well and can entice those who graduate from Delaware universities to stay in Delaware.”

The office complex had long been mentioned as the future home for Incyte, which was looking for a site outside the Experimental Station.

The building has seen a number of tenants since the store closed. Earlier in the year, the Incyte move was in the news in a court dispute among members of the Capano family who own the property. 



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# Enrollment growth predicted

## From previous page

Delaware Secretary of Health and Social Services Rita Landgraf issued the following statement:

“We are pleased that HHS has released enrollment information to the public. From the start of Delaware’s health insurance marketplace, our goal has been simple: To connect people who don’t have health insurance to affordable, quality coverage. These numbers – and additional ones that I will release Thursday at the Health Care Commission meeting – show the high level of interest in obtaining health insurance. As technical improvements are made to [healthcare.gov](http://healthcare.gov) and as enrollment deadlines near, we expect the number of Delawareans who sign up for coverage to grow further.”

She continued, “While individuals and families consider their coverage options, we invite them to learn more about Delaware’s 21 plans and the potential for tax subsidies at [www.ChooseHealthDE.com](http://www.ChooseHealthDE.com). If they need in-

person assistance, we urge them to connect with Delaware’s marketplace guides through that same website.”

U.S. Health and Human Services (HHS) Secretary Kathleen Sebelius announced that 106,185 individuals have selected plans from the marketplace, and another 975,407 have made it through the process by applying and receiving an eligibility determination, but have not yet selected a plan. An additional 396,261 have been determined or assessed eligible for Medicaid or the Children’s Health Insurance Program (CHIP).

“The promise of quality, affordable coverage is increasingly becoming reality for this first wave of applicants to the Health Insurance Marketplaces,” Sebelius said. “There is no doubt the level of interest is strong. We expect enrollment will grow substantially throughout the next five months, mirroring the pattern that Massachusetts experienced.” 



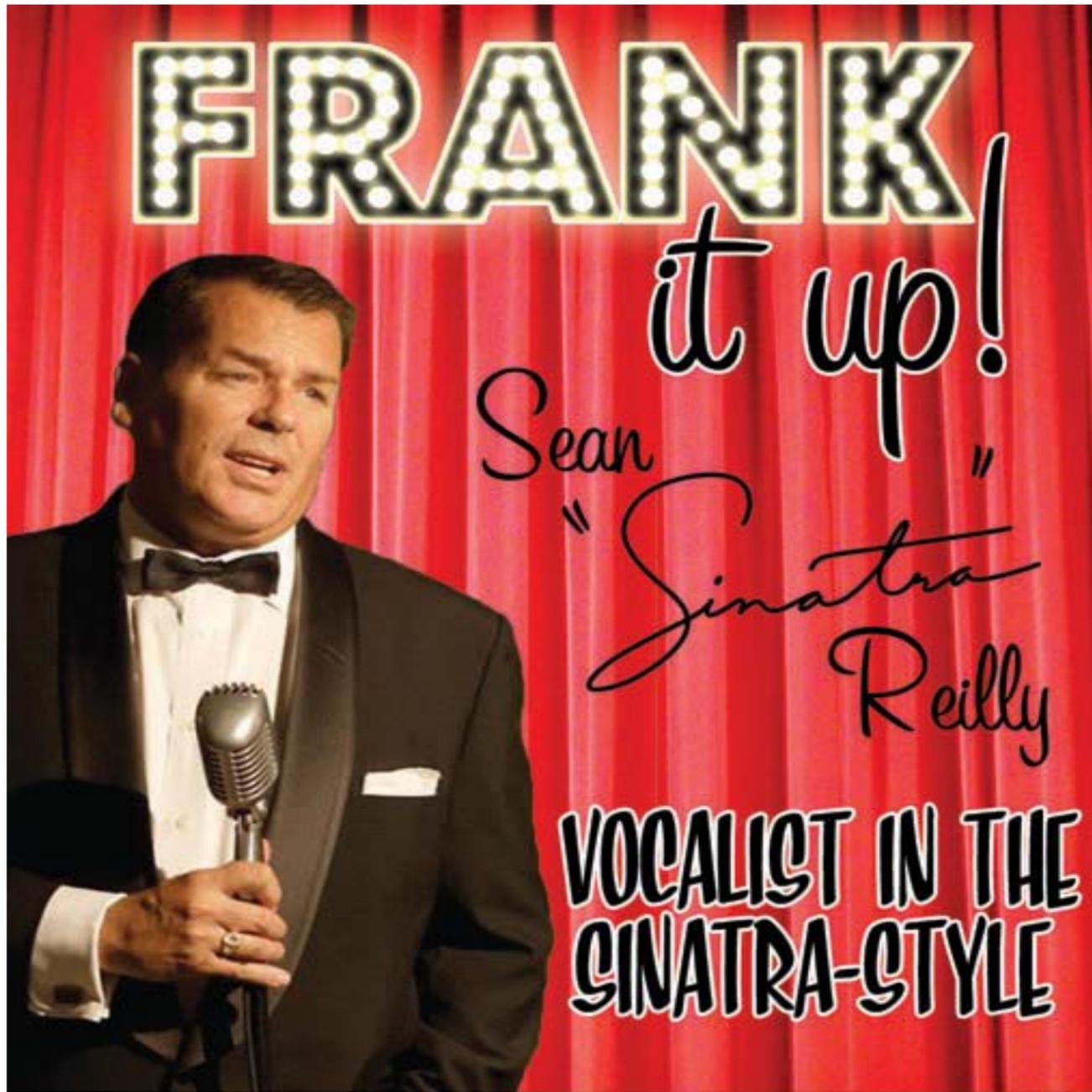
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## Cleantech topic of meeting tonight

[The Technology Forum of Delaware](#) will focus on clean technology at an event tonight.

“Cleantech encompasses a diverse range of products, services, and processes that harness solar and wind energy, use renewable raw materials, and dramatically reduce or eliminate emissions and waste,” the forum noted.

The forum will run from 5:30 p.m. to 7:30 p.m. at the Chase Center on the Riverfront, Wilmington. Speakers are:

- Willett M. Kempton, who serves as director of the Center for Carbon-free Power Integration at the University of Delaware. Kempton is a nationally renowned expert in two renewable energy fields: offshore wind power and electric vehicles. He has pioneered vehicle-to-grid (V2G) technology.

- John P. Colarusso is Senior Director, Technology and Development for Motech Americas, LLC. Motech Americas, based near Newark, is the U.S. subsidiary of Motech Industries (Taiwan), the 5th largest photovoltaic (solar) manufacturer in the world. Motech's Technology Center of Excellence for module design and development is based in Delaware. Colarusso entered the solar industry in 2008 when he joined General Electric's Solar Technology team as a Six Sigma Black Belt. In 2010, Motech Industries purchased the Newark location from GE and Colarusso assumed his current role.

Event registration is \$30 for TechForum DE Members and \$45 for future members who have not registered already.



## *Cecil Heath Dept. to hold Affordable Care Act info event*

**T**he Cecil County Health Department is holding a discussion and information session on the Affordable Care Act from 2 p.m. to 4 p.m. on Thursday at its offices at 401 Bow St. in Elkton, Md.

Representatives will answer questions, offer demonstrations and provide information to help businesses and other organizations better understand how clients can shop for coverage, navigate insurance options and compare plans through Maryland Health Connection, Maryland's new health insurance marketplace.

Health Care Reform and Your Clients is free and open to anyone that works with or provides services to the public. Advance registration is suggested. Call 443-245-3757.

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## An inspiring story at small business awards dinner

**I**t's a remarkable story. A former winter Olympian making a comfortable living at W.L. Gore and Associates decides to strike out on his own by making gloves that are badly needed by members of the military.

His wife, a nurse, supports her husband's efforts and eventually joins the business.

That story is compelling enough, but couple's business tale is filled with the twists, turns, disappointments and successes that would make a good business book.

Appearing together at the podium, Frank and Donna Masley, owners of [Masley Enterprises](#), told their story to an audience of hundreds who attended the annual Marvin Gilman Superstars in Business awards luncheon last week.

Masley talked about the challenges of competing in the sport of Luge, the small sled event that is dominated by Europeans.

Masley later pursued his dream of meet the needs of servicemen and women working in hostile conditions. He learned how to sew.

A lengthy effort to win government work eventually led to an order shortly before the 9/11 attacks.

The military moved to a wartime footing and bought gloves elsewhere, but Masley Enterprises eventually gained the military business. Masley, an engineer, who had earned an MBA from Goldey-Beacom College, was not afraid to seek assistance.



**Donna and Frank Masley at the Gilman awards luncheon. (Doug Rainey photo.)**

Along the way, the company received help from the Delaware Small Business and Technology and Development Center and the Delaware Manufacturing Extension Partnership. A Small Business Administration loan provided an incentive for located on the East Side of Wilmington.

The young business found a site on the Brandywine and trained employees from the neighborhood on sewing the gloves.

During its journey, the company grew but had to downsize when the contract was completed. Masley went to work again and tapped into the partnership's expertise in lean manufacturing to gain more government work. The company bounced back with new contracts.

According to Donna, the company has a well-trained, motivated workforce that has emerged as a competitive advantage.

**Continued on next page**

# CAA Blood challenge



**The University of Delaware and the Blood Bank of Delmarva held the annual CAA Blood Challenge last week. Schools in the athletic conference engage in friendly competition in donating the most blood. Photos courtesy of Blood Bank of Delmarva.**

## *Masley Enterprises...*

### **From previous page**

That success has made the Masleys strong advocates of locating in disadvantaged neighborhoods where jobs can turn around lives.

Meanwhile, Masley Enterprises has made a difference, with one helicopter pilot crediting the gloves with saving lives of the crew.

Key materials in the gloves have their roots in Delaware, with the use of Gore-Tex fabric and DuPont Nomex, a fire resistant material.

The Masleys make it clear that they are happy that the Afghanistan war is winding down. But the looming end of combat operations will leave the company with another major challenge.

Its new strategy will focus on highly competitive civilian markets, where the qualities of Masley gloves should prove popular.

Based on the response from the audience that heard the inspiring story, Masley Industries will chalk up some local sales



# DiFonzo Bakery opens; Buffet makeover in Christiana

[DiFonzo Bakery](#) opened at 6 a.m., Sunday, at 724 Old DuPont Road between Kirkwood Highway and Maryland Avenue, in the Elsmere area.

The bakery made the announcement on its new [Facebook](#) page. The page, which was created Saturday, quickly gained more than 2,600 “likes.” That may be something of a record locally.

The return of the bakery, is good news for area residents who have longed for its rolls and bread. The opening also comes in time for Thanksgiving and Christmas dinners that featured the bakery’s bread.

The bakery opened in 1945 and operated for decades on Union Street in Wilmington. It was unknown for a line of customers to extend outside the door.

The business was sold nearly a decade ago and now operates under a new name.

The third generation of the family will



operate the bakery. Hours are Tuesday- Sunday from 8 a.m. until the rolls run out.

## Hometown Buffet gets new look

The Old Country [Buffet](#) in Christiana is getting some work done as the company focuses on building sales after a couple of Chapter 11 bankruptcy filings in the past several years.

The chain, based in South Carolina and Minneapolis has a local tie, since its CEO is Anthony Wedo of Greenville.

Wedo, who once operated a group of regional

Boston Market franchises, gained some national fame when he appeared in a segment of the CBS-TV series Undercover Boss.

He worked as a restaurant turnaround specialist prior to taking the top spot at Buffets.

Under Wedo, the buffet chain is focusing on steak, weekend breakfast and other offerings. Parent company Buffets Inc. operates Ryan’s a steak buffet chain.

In the meantime, the big gun in the steak buffet business, North Carolina-based [Golden Corral](#), opened a restaurant late last month just outside Newark at the Flying J truck stop off Elkton Road in Maryland.

The Golden Corral had been out of the Elkton market for a decade after the franchise operation on Route 40 closed.

# MySherpa using OpenDNS cloud-based security technology

[OpenDNS](#), a leading provider of cloud-delivered Web security services, announced that MySherpa has selected Umbrella by OpenDNS for MSPs to provide its clients with managed security services.



manage and provided poor protection against malware. Since they don't monitor outbound connections, malware on its customers' networks was able to update itself and spread to other computers. This was creating significant clean-up efforts for MySherpa which increased operating costs and lowered margins.

"Since deploying Umbrella, there has been a remarkable decrease in the number of infections," said Ethan Tancredi, president of MySherpa. "The very few, non-network infections have all been automatically quarantined by Umbrella's botnet containment technology before they were able to update or spread. Plus, the time spent cleaning malware has drastically decreased. Before, we spent hours, and now on the rare occasion it happens, it's less than an hour's time for our staff."

## Chamber offers online training access

**T**he [Middletown Area Chamber of Commerce](#) (MACC) announced the formation of a partnership with Coggno, a Learning Management System and online training marketplace.

Members of the MACC and the community can access Coggno online training courses directly through the chamber's website, and purchase courses of their choosing.

Coggno specializes in providing a "one-stop shop" for individuals and organizations looking to purchase online training courses needed for certification, or to advance employee knowledge in topics such as workplace diversity, ethics, social media, time management, and conflict resolution.

"We are very proud of the relationship we've established with the Middletown Area Chamber of Commerce," said Coggno CEO Tod Browndorf. "Our goal is to provide easy access to a carefully edited selection of online training courses that are relevant to the MACC and its member businesses. We are very confident that MACC members and their employees will embrace online learning and subsequently enrich their professional lives with this highly effective method of training."

[MySherpa](#) is using Umbrella for MSPs (managed service providers) to protect its customers' endpoint devices, whether they are on or off the corporate network, from malware and cyber-attacks. Since deploying Umbrella, MySherpa has virtually eliminated malware infections and costly disinfection operations, which is boosting margins and profitability for the managed services provider (MSP).

MySherpa, an MSP in Delaware and Pennsylvania, provides IT management and cloud services to small and medium businesses. Prior to deploying Umbrella, MySherpa relied on unified threat management (UTM) appliances to deliver its managed security service. These on-premise appliances were expensive, time-consuming to

**Continued on next page**

# Middletown Chamber offers access to online courses

## From previous page

“Our chamber is pleased to be able to offer a diverse array of online training courses in a cost effective manner for our member companies and community. We continually focus on efforts to leverage benefits that are impactful and make a valuable difference to our businesses.” said Roxane Ferguson, executive director of the chamber.



## Bloom box for California company

Ramar Foods, a northern California company announced the introduction of clean energy fuel cell by [Bloom Energy](#) to power its manufacturing facility in Pittsburg, Calif. The 200 kilowatt fuel cell will produce 1.6 million kilowatt hours of electricity

and substantially reduce the facility’s CO<sub>2</sub> emissions. California offers a number of incentives for installation of Bloom fuel cell systems.

The Bloom Energy Server will provide 65% of Ramar’s electricity needs for its 33,000 square-foot manufacturing and packaging facility for the company’s ten proprietary brands of Filipino & Asian frozen foods. Bloom also operates a plant in Newark, Del.

## Agreement for Global Debt Registry

CB Management Services (NCB), a privately held national debt buyer and collection agency, and [Global Debt Registry](#) (GDR), an independent debt titling registry, based in Wilmington, announced an agreement to use GDR’s ownership tracking system and enhanced consumer access for NCB accounts. The agreement reflects an increasing interest among banks, debt buyers, collection agencies and legal collection firms to dramatically improve proof of ownership validation and chain of title tracking.

NCB will use GDR’s registering and debt titling

services for accounts they purchase from original creditors and from other debt owners. GDR creates unique identifiers for all registered accounts and tracks documentation and information about debts in a highly secure, cost effective centralized repository, according to a release. GDR’s patent pending processes ensure that debt owners have full transparency regarding the chain of title of debts. Consumers will be able to securely access the registry to independently validate claims of ownership by the debt owner once rolled out.

“Before a consumer engages in a discussion about repayment of a debt, GDR’s chain of title tracking system allows consumers to independently validate the account-level information,” said Mark Parsells, CEO of Global Debt Registry. “NCB has broad relationships with the leading banks in the United States and is regarded as an innovator and leader in consumer focused collection.”

GDR is owned by a US based, \$5 billion private equity firm

# A tribute to Mayor Vance Funk

**T**he [Downtown Newark Partnership](#) marked its 15th year and honored recently retired Mayor Vance Funk.

More than 120 attended the event at the Courtyard Newark at the University of Delaware.

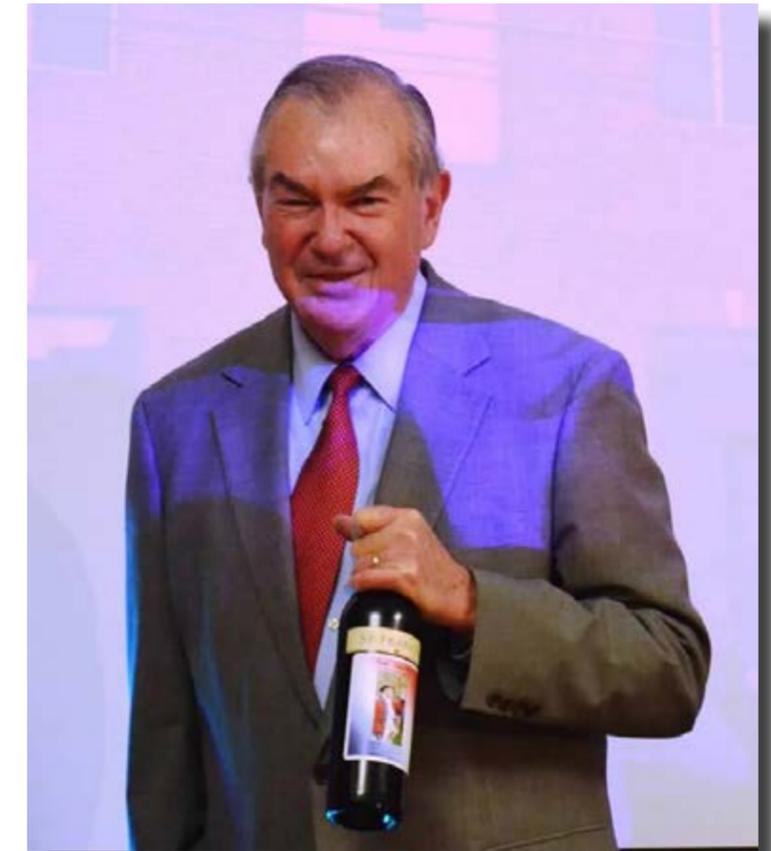
During Funk's time as mayor, Newark was named one of America's top main streets.

Funk was presented special awards from the Newark City Council, the University of Delaware, DNP, and local wine fans who created a custom labeled bottle of one of Vance's favorite wines.

Michael Waite served as master of ceremonies.

The evening ended with a performance by the Delaware Dance Company of the "Funky Town" song in honor of the mayor.

*Photos courtesy of Bill Sullivan*



# Donations to KINfolk and Family Counseling Center

**K**INfolk, a laptop lending organization, received a \$15,000 grant from Ronald McDonald House Charities of the Philadelphia Region, Inc. to fund 20 laptops for hospitalized children to complete school assignments and stay in touch with friends and family during their treatment.

Parents are also able to use the laptops for work-related purposes and to communicate with family regarding their child's condition. Jazette Lane-English, executive director of KINfolk, and KINfolk Board members accepted the grant from local McDonald's Owner/Operator Les Dukart during KINfolk's annual party at the Delaware Art Museum held November 14.

The annual KINfolk Kocktail party was sponsored by Wilmington University, A.I DuPont Hospital for Children, and Superior Court Judge and former Attorney General M. Jane Brady. For additional information, visit <http://www.kinfolkkids.org/>.



**Pictured left to right: Ron Martin, KINfolk Board Member; Jazette Lane-English, executive director, KINfolk; Les Dukart, RMHC of the Philadelphia Region Board Member and McDonald's Owner-Operator.**

## Verizon grant goes to counseling center

The Verizon Foundation presented a \$15,000 grant to the Family Counseling Center of St. Paul's, based in Wilmington, to help provide domestic violence counseling and mental health support for individuals, adults, families, and parent/caregivers.



**Pictured: from left: The Family Counseling Center's Rob McCreary, executive director; Sister Theresa Marie Eritz, founder and senior counselor; Kathleen Seipel, counselor & director; and Verizon's Shari Smith.**

The organization will provide one-to-one and/or group bilingual, culturally competent domestic violence abuse intervention therapy and counseling. To learn more about the work of St. Paul's visit <http://www.stpaulscounseling.org/>.

# Shutdown darkened mood of affluent investors who stayed course

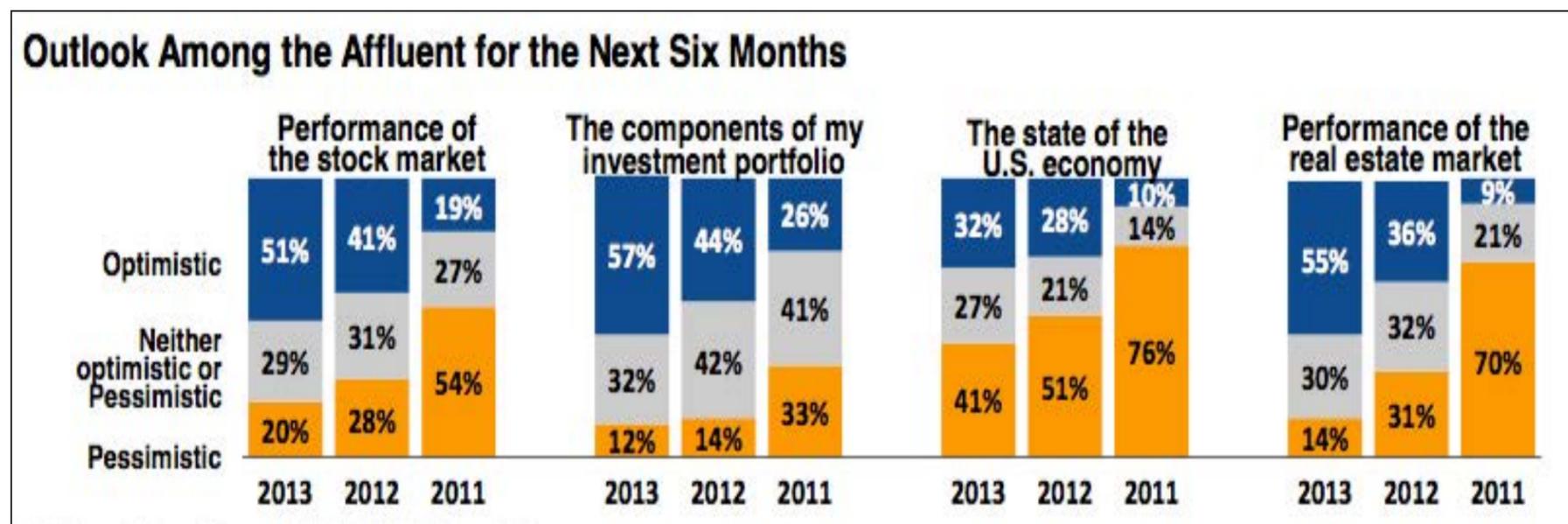
The increasingly optimistic mood of America's affluent on the economy darkened in the aftermath of the U.S. government shutdown and near default. That's according to survey findings from [PNC Wealth Management](#), a member of The PNC Financial Services Group, Inc. PNC has banking and wealth management offices in Delaware and northeastern Maryland.

Nearly half of those surveyed in the immediate aftermath of the near U.S. default in mid-October said they were less optimistic about the U.S. economy than they were before the highly contentious stalemate.

Three quarters said that governing by crisis must change because "the government simply cannot continue to operate this way." Only four percent responded that "things are going to get better."

In addition, 62 percent believe the events of the last few weeks will negatively impact the economy in both the short and longer terms. However, despite the gridlock, 52 percent say they will not change the way they invest in the next six months, while 47 percent say they will be more cautious.

"We consistently advise our clients to add equity



exposure when uncertainty is high and to reduce exposure when confidence is extremely high," said Jackie Lessman, senior vice president and managing director for PNC Wealth Management in Delaware. "We can clearly see from the survey that investor confidence was hurt by the shutdown, but we also see increased sophistication as evidenced by their intention to stay the course."

Prior to the government shutdown PNC's survey results showed that wealthy investors' outlook was mostly on the rise, with 32 percent saying they were "very or somewhat optimistic" about the state of the U.S. economy-- an improvement from 28 percent the previous year and from 10 percent two years ago. Despite continuing sluggishness

in the economy, strong market performance has contributed to a healthy increase in net worth.

More than two-thirds (68 percent) said that their net worth has increased by 20 percent or more in the last five years, up from 52 percent in 2012, while 12 percent said their wealth increased by 50 percent or more.

The survey was taken before the troubled roll out of health exchanges under the Affordable Care Act that left millions of Americans struggling to deal with website problems and cancellation notices. Those problems are expected to further darken the mood of affluent investors.

**Continued on next page**

## *Some worries over health care costs*

From previous page

PNC's Wealth and Values Survey also revealed:

- Unhealthy Outlook: Two-thirds are at least somewhat worried about health care costs over their lifetime and 43 percent are concerned that healthcare costs will continue to increase and not be affordable.

- Where the money goes: Three industry sectors perceived by affluent investors as offering the greatest opportunities for gain over the coming year: technology was chosen by 59 percent, followed by healthcare with 50 percent, energy/utilities rank third with 42 percent and financials at 32 percent, up from 22 percent a year ago.

- Moves in 2014: More than half (53 percent) report that they will keep their exposure to stocks the same as 2013, with four in 10 (39 percent) saying they will invest more in stocks in 2014.



## A successful Women's Expo



The 23rd Annual Entrepreneurial & Business Women's Expo attracted more than 600 attendees. Highlights of the day included awards, exhibitors and keynote luncheon with Diane Gilman from HSN. Shown below, left, is Gilman with Pamela Mayse of the County Chamber. Below is a photo of the expo committee.



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# **business bulletin people** YOUR WEEKLY ELECTRONIC BUSINESS JOURNAL

## Owens takes small business banking post

Bank of America announced that **Bill Owens** has been appointed Small Business Banker for Delaware.



**Owens**

He will provide personalized attention to small business owners by spending time with them at their place of business and learning more about what their companies do.

As a small business banker, he will consult with small business owners and assess their companies' deposit, credit and cash management needs.

Owens comes to Bank of America with seven years of experience working with small businesses in Delaware. He resides in Newark and is active with the Bear Glasgow YMCA, Bear Babe Ruth, New Castle County Chamber of Commerce and the Delaware State Chamber of Commerce.

## Stewart named to MySherpa post

MySherpa, Wilmington, announced that **James Stewart** will now oversee the company's help desk operation as Service Operations Sherpa.



**Stewart**

Stewart has been with MySherpa since 2009, most recently as a computer engineer.

The company said his greatest assets are managing people and imparting his knowledge to his colleagues - both essential to serving the IT needs of clients. MySherpa is an information technology managed computer services company serving greater Wilmington, Delaware and southeastern Pennsylvania businesses.

## Pavenza joins Follr, Inc.

Follr, Inc., a software-as-a-service company specializing in digital identity announced that the

firm has hired **Maya Pavenza** as Director of Digital Identity and Outreach.



**Pavenza**

Pavenza's hiring follows the opening of the New York state company's new West Coast regional sales office. The company is bringing her on board as it actively expands its sales, marketing and public relations outreach.

"Maya brings a wealth of industry knowledge, business expertise and energy into our space, one she is intimately familiar with," stated Follr CEO Stephen Fells. "With many years experience in technology, software development and social media and networking, Maya is a true digital native. We are confident that she will make an immediate impact on our business and we are very happy that she is joining us."

**Continued on next page**

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A former Palo Alto, California, and New York resident now residing in Delaware, Paveza's ties to both the real estate business and technology industries have positioned her as a leader in the digital media disciplines of brand development, traction, growth, risk management and reduction, according to the company.

Paveza is an expert in new media and social networks, having presented with the likes of Guy Kawasaki, Gary Vaynerchuk, Chris Brogan, Jeff Pulver, and many others. She has spoken at numerous 140 -character and real estate industry conferences. She is also a presenter for the Delaware Economic Office's Entrepreneurial Coaching program.

**Marketing VP at Ashland**

Ashland Water Technologies, a commercial unit of Ashland Inc. announced it has hired **Jeff Fulgham**



**Jeff Fulgham**

**Fulgham** as vice president, marketing. He is based in Wilmington and reports to John Panichella, Ashland senior vice president and president, Ashland Water Technologies.

Fulgham brings over 30 years of sales and marketing experience, primarily in industrial water treatment, to this role. He most recently served as chief sales and strategy officer for Banyan Water, based in San Francisco, Calif. He was responsible for sales, service, strategy and marketing for one of the fastest-growing water service companies, focused on driving water conservation for large commercial and institutional properties.

Prior to that, Fulgham spent much of his career with General Electric Co., serving in a variety of sales and marketing roles.

**Espada named Long and Foster VP**

**Tracey Espada**, a real estate professional with more than 15 years of real estate experience, has been named vice president of Long & Foster® Real Estate's resort rentals management division in New Jersey, Delaware and Maryland, including Deep Creek Lake. Espada previously led the Rehoboth



**Espada**

Beach and Lewes offices for Long & Foster, the largest independent residential real estate company in the United States.

"I'm thrilled to join Long & Foster's resort rentals division, which is well known and respected by vacationers and residents throughout the Mid-Atlantic region," said Espada. "I'm confident that the combination of my experience and the help of our amazing resort team, we'll be able to expand our market presence in New Jersey, Maryland and Delaware and continue to provide the highest quality rental and management services."

Espada has been part of Long & Foster for many years, having joined the firm as a sales associate in the early 1990s.

Before managing Long & Foster's Lewes and Rehoboth Beach offices, Espada ran a boutique real estate and vacation rental company in Ocean City,

**Continued on next page**

**From previous page**

Md., for a few years. She also worked at Long & Foster's Deep Creek Lake office in McHenry, Md., for almost a decade, rising through the ranks from associate broker to branch manager.

In her new role, Espada will lead Long & Foster's resort rentals team, supervising the management of the area's more than 1,700 accounts and growing the company's overall vacation rental business.

In addition to her work with Long & Foster, Espada is active with her local Realtor associations.

"It takes a highly skilled and experienced leader to successfully manage and grow an already thriving resort and vacation rental business in today's ever changing real estate market," said Gary Scott, president of Long & Foster Real Estate. "With Tracey as part of our Long & Foster leadership team, we'll continue the synergy on which our team thrives and further strengthen the foundation of our resort rental business."

**Art director added at ab+c**

ab+c Creative Intelligence hired **Michael English** as its Senior Interactive Art Director. He will concentrate primarily on online animation and website design. English will work out of the agency's Wilmington office.

"Clients and prospects are requesting more of our online animation," says John Hawkins, president and CEO. "With Michael's diverse advertising background, he can really help our creative team deliver on these increased demands."



English comes to ab+c Creative Intelligence from Tierney, where he worked as an **English** interactive designer. Over the past couple of years, he mainly focused on Flash, 2D and 3D animation. English has 13 years of experience in the advertising industry; his roles have ranged from developer to motion graphics specialist.

**Skilling named Benchmarks GM**

Benchworks recently named **Amanda Skilling** to the position of General Manager.



**Skilling**

Amanda joined the Benchworks accounting department in 2008, and was promoted to the position of Vice President of Finance and Administration in 2011. Previously she held positions at an area corporate accounting and tax preparation firm.

As General Manager, Amanda will be responsible for the daily operations of the agency, which includes personnel and operations management. In addition, she will continue to head up the Accounting department. Benchworks, a marketing services firm headquartered in Chestertown, Md. was founded in 1991. The company specializes in the design, production, and launch of complete marketing and branding services

# Donald Fulton wins Chamber Gilman Cup

**T**he Delaware [State Chamber of Commerce](#) awarded the Marvin S. Gilman Bowl to Don Fulton, managing partner of George J. Weiner Associates, Wilmington, last week at the 15th Annual Marvin S. Gilman Superstars in Business Awards program. Fulton accepted the award with his daughters and granddaughters in attendance.

The event, held at the Hotel du Pont's Gold Ballroom, also honored eight companies as Superstars in Business and Award of Excellence winners. The program included video tributes to the Superstars in Business award winners, as well as keynote remarks by Frank and Donna Masley, the husband-and-wife team behind Masley Enterprises.

The Gilman Bowl was established as a tribute to small business leadership. It is named in memory of Marvin S. Gilman, a home-builder and community leader in Delaware. The identity of the winners of the Gilman Bowl is kept secret until the presentation at the awards luncheon. Fulton began his career in finance in

1974, and joined George J. Weiner Associates in 1989.

Fulton qualifies annually for New York Life's Executive Council, the Million Dollar Round Table and the National Quality and National Sales Achievement Awards. He is heavily involved with the National Association of Insurance and Financial Advisors, a past president of the Delaware Chapter of the Society of Financial Services Professionals, and a longtime member of the DSCC's Small Business Alliance.

Fulton is also praised for his community involvement, and serves in positions of leadership with the American Lung Association of Delaware, Junior Achievement Delaware, Delaware Futures, Wellness Community of Delaware, and many more organizations. [Click here](#) for a listing of Gilman Superstars. Other photos are on the next page. 



At top, Fulton is greeted by his family. Below is a the crowd at the event. (Photos by Doug Rainey).

# *Gilman Business Superstars luncheon*



At top left, David Atadan, third from left, co-founder of Trellest, receives award from Joe Farley, Jr. Associates International, left and Chip Rankin of EBC Carpet Service. At far right is Martha Gilman of Gilman Development. Above, Lynda Messick, CEO of Community Bank, makes acceptance remarks after receiving a Gilman Award. At top right, Jake Ruddy,

right, of PCS accepts Excellence Award. At lower left, Donna Hoke, owner of Unique Impressions accepts Gilman Award. Below, center, Barry Crozier of Belfint, Lyons and Shuman accepts Excellence Award. Below right, Rev. Tom Laymon of Sunday Breakfast Mission offers remarks after accepting Gilman Award. (Photos by Doug Rainey)



## Ribbon cutting for Johnstone Supply



The ribbon was cut on Tuesday for the new 9,600 square foot Johnstone Supply store at Creekwood Corporate Center at 19 E. Commons Boulevard. Creekwood is a Harvey Hanna & Associates development. The store is the first in Delaware for Johnstone, which has 350 stores and \$1 billion in annual sales. The store is open to contractors and other companies. Johnstone is also a leading heating and air-conditioning supplier. Harvey Hanna has 3 million square feet of commercial, industrial and retail real estate in Delaware. On hand for the ceremony were the Ambassadors from the New Castle County Chamber of Commerce.

Brooke Grubb of the County Chamber and Epic Marketing and Rich Comunale of Johnstone Supply.

## Milton Wellness joins Project Pop-Up roster

Last Wednesday, Milton Wellness Center of Delaware became the second of two fitness-centered businesses to mark its opening on the city's Union Street in the past month.

Both Milton Wellness Center and 302 Fitness, its neighbor at 113 Union Street, are part of [Project Pop-Up 2013](#), which provides three months of rent-free retail space and one-on-one assistance from a business advisor to entrepreneurs during the holiday season. This year, five businesses in Milford, Milton, Smyrna and Dover part of the program.

“Project Pop-Up demonstrates why small business is a big driver for Delaware’s economy,” Gov. Jack Markell said. “The success of the program in Milton shows that the entrepreneurial spirit is alive and well here, and that those who want to start and grow a business can do so successfully in one of Delaware’s downtowns.”

The goal of Project Pop-Up is to encourage entrepreneurs to take the next step by moving their business into a brick-and-mortar location. The grand opening was the fourth of a Project Pop-Up business since early October. The program is a joint effort of the Delaware Economic Development Office and local stakeholders in towns. 

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# DuPont Pioneer, Deere team up on software suite

**D**uPont Pioneer and John Deere are teaming up in the use of software in making planting, fertilizer and other decisions. The companies are linking Pioneer Field360 services, a suite of agronomy software, with John Deere Wireless Data Transfer architecture, JDLink and MyJohnDeere.

Pioneer will be among the first to use Wireless Data Transfer architecture, making the data exchange process faster and more convenient for growers and enabling them to make important seed, fertilizer and other input purchasing and management decisions with the latest field data, according to a release.

Growers can upload their field data directly into Pioneer software from their John Deere GreenStar display. Select software also can be used to generate seeding and fertilizer prescription files and send them directly to the grower's GreenStar displays in the field.

“Pioneer is a leader in Decision Services,” said Steve Reno, DuPont Pioneer U.S. region vice president. “We offer timely decision tools to help farmers maximize profits, minimize risk and improve sustainability by leveraging science, technology, and customer knowledge.”

“John Deere is committed to increasing customer success by enabling data to be available when and where needed, as well as in the customer's agronomic software of choice,” said Pat Pinkston, vice president Technology and Information Solutions, John Deere. Pioneer and John Deere plan to make the service widely available in 2014 to anyone who has been equipped by a John Deere dealer for Wireless Data Transfer and has subscribed to the



Pioneer Field360 Select software. Each company will market their software and solutions through their existing localized distribution channels.

Separately, The Howard G. Buffett Foundation announced a collaboration with John Deere and DuPont Pioneer to develop products to support a conservation-based system of agriculture designed and targeted to sustainably improve the productivity of smallholder farmers in Africa. The effort will start with a pilot project in Ghana and include a conservation-based, mechanized product suite developed by John Deere; a system of cover crops and improved products from DuPont Pioneer. Support for adoption and training on conservation-based practices will be offered by the Howard G. Buffett Foundation.

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

## Services

**MDI CAPITAL GROUP LLC** 501 SILVERSIDE RD STE 105 WILMINGTON, DE 19809-1376

**MEARS KARA B KCN TRENDS** 30569 OLD SAILOR RD LAUREL, DE 19956-3912

**MENTAL SUCCESS CONSULTING MSC** 19B PEDDLERS ROW NEWARK, DE 19702-1525

**MERIDIAN CREATIONS LLC** 108 E SCOTLAND DR BEAR, DE 19701-1756

**MERKABA MASSAGE INC** 1116 BRAKEN AVE WILMINGTON, DE 19808-4380

**MIKES COMPUTER CONSULTING** 400 S DUPONT HWY APT 77 NEW CASTLE, DE 19720-7622

**MILLER BROTHERS', LLC RIGHT AT HOME OF SUSSEX COUNTY** 21309 BERLIN ROAD GEORGETOWN, DE 19947-3185

**MILLER MARTHA D FINAL TOUCH CLEANING** 2682 SEVEN HICKORIES RD DOVER, DE 19904-1638

**MOOR HOUSE OBX LLC** 1841 BRYANTS CORNER RD HARTLY, DE 19953-2247

**MRD ENTERPRISES** 217 HOCKESSIN CIR HOCKESSIN, DE 19707-2075

**NATURE HOUSE COMPANY NATURE HOUSE CONSULTING** 209 EILEENS WAY HOCKESSIN, DE 19707-9193

**NEILL BETH A BETHS HOUSEKEEPING SERVICE** 78 BRIAN DR SMYRNA, DE 19977-8214

**NGUYEN THAO T DEAR NAILS** 18908 REHOBOTH MALL BLVD UNIT 14 REHOBOTH BCH, DE 19971-6134

**NICKLE CATHERINE L PENWOOD LAWN CARE** 125 DICKENS LN FELTON, DE 19943-9287

**NIEMAN COURTNEY A THE INSPIRED MIND** 100 FITNESS WAY HOCKESSIN, DE 19707-2423

**NIJHER PRIYA ELEGANCE RECORDZ** 366 LOGANBERRY TER DOVER, DE 19901-1769

## Retailer

**MEANINGS OF THE HEART ART** 316 HAMPTON RD WILMINGTON, DE 19803-2420

**MICAH NATHANIEL GLOVER GLOVER DESIGN CONCEPTS** 4 COURTNEY RD WILMINGTON, DE 19807-2506

**NEW BEHAVIORAL NETWORK-DE, INC** 240 N JAMES ST STE 203 WILMINGTON, DE 19804-3171

## Contractor

**MECA GROUP INC** 21 GRAY FOX RDG NEWARK, DE 19711-4376

**MEDORI DINO A ENZO MEDORI & SON** 14 SILVIEW AVE WILMINGTON, DE 19804-3318

**MESSICK ZACHARY M MESSICK & DREWER CONTRACTORS** 20333 LUCIANA LN REHOBOTH BCH, DE 19971-1481

**MILLCREEK INVESTMENTS LLC** 3903 MILL CREEK RD HOCKESSIN, DE 19707-9105

**MIKE SHEEHAN SOLE PROPRIETOR** 347 KEMPER DR NEWARK, DE 19702-4131

**MOLESI JAMES V JC CONSTRUCTION** 10235 SEASHORE HWY BRIDGEVILLE, DE 19933-4667

**MOORES REMODELING** 202 OAK DR MIDDLETOWN, DE 19709-9509

**MR. FIXIT, LLC** 17 SPRING CREEK DR TOWNSEND, DE 19734-9048

**NBS ENTERPRISE LLC** 2248 MILLINGTON RD CLAYTON, DE 19938-2330

## Dental office

**NEWARK MAIN STREET DENTAL PA** 96 E MAIN ST STE A NEWARK, DE 19711-4642

## Wholesaler

**MENZ-UHLAND SUSAN E ALLIANCE FASTENERS** 57 ATLANTIC AVE WILMINGTON, DE 19804-1235

## Beautician

**MERRITT ERICA A** 4390 SUMMIT BRIDGE RD MIDDLETOWN, DE 19709-9828

## Repairperson

**MICHAEL TAYLOR** 12539 SEASHORE HWY BRIDGEVILLE, DE 19933-4383

**MOBILE TECH INC** 31795 SCHOONER DR MILLSBORO, DE 19966-4535

**NEAL ERIN** 31 HARVARD RD WILMINGTON, DE 19808-3103

## Retailer food

**MIKE'S BBQ SHACK** 119 ABBIGAIL XING TOWNSEND, DE 19734-2891

## Restaurant

**MIO PADRE PIZZERIA & RISTORANTE** 26670 CENTERVIEW DR UNIT 11 MILLSBORO, DE 19966-3584

**MOZELL'S CATERING** 2624 STEPHENSON DR HERITAGE PARK WILMINGTON, DE 19808

**MUSI KTV LLC MUSI KTV CAFE** 7 N CHAPEL ST NEWARK, DE 19711-2211

## Motor vehicle dealer

**MOHRAEL AUTO** 148 CHESTNUT CROSSING DR APT I NEWARK, DE 19713-2627

**MYER'S AUTO SALES LLC** 10609 SEASHORE HWY BRIDGEVILLE, DE 19933-4536

## Wholesale food

**MOM-O-LEATHAS INC** 103 6TH AVE NEW CASTLE, DE 19720-4189

## Direct care worker

**NGOZI ANEKPO** PO BOX 1005 BEAR, DE 19701-7005

**MELISSA MOYLAN** 26601 RALEIGH RD MILLSBORO, DE 19966-7050

**MOORE ASHLEY** 14968 LAUREL RD LAUREL, DE 19956-3158

**MUCHAI JANE W** 10 ALLANDALE DR APT K3 NEWARK, DE 19713-3148

## Taxi

**MUHAMMAD ARSLAN BAJWA PRIME TAXI CAB** 141 CHESTNUT CROSSING DR NEWARK, DE 19713-2675

## Retailer

**MY HERBS INC** 54 MERION RD DOVER, DE 19904-2321

**NINGA CAROLINE TOUCH OF CARE** 26 SANDALWOOD DR APT 5 NEWARK, DE 19713-3543

**NIYA'S** 630 CAPITOL TRL APT G5 NEWARK, DE 19711-3872

## Tobacco retailer

**NATURAL HOUSE INC** 2515 KIRKWOOD HWY # 41 NEWARK, DE 19711-7249

