

# Ready, set, dine

## Culinary Trail showcases industry's role in economy

The [Delaware Culinary Trail](#) was formally unveiled last week as state tourism officials took note of an industry with a major impact on the overall economy.

The trail is described as a “menu-like road map of some of the First State's restaurants. It is modeled after the Delaware History Trail, Delaware Geocaching Trail and Delaware Wine and Ale Trail. The announcement was made at Harry's Savoy Grill in north Wilmington one of the restaurants on the trail.

Two dozen restaurants (eight each in the state's three counties) are on the list that ranged from higher-end dining spots like Harry's to mainstays like Claymont Steaks, Grotto Pizza and The Dog House in New Castle.

The most challenging part of building the trail



was narrowing the field down to 24. Selections were made with an eye toward representing a diversity of culinary style and geography, said Linda Parkowski, Delaware's tourism director.

“The restaurants we chose provide an accurate representation of the tastes and traditions of the First State,” Parkowski said. “It's real people making real food, from local favorites like crabs, scrapple and signature pizza to dishes at fine-dining establishments

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## This week



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# Culinary Trail introduced at Harry's

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on par with those found in nearby big cities.” Delaware Economic Development Office Director Alan Levin said the restaurant industry is a leading driver of tourism in the state. The industry has a \$1.3 billion impact on the Delaware economy and employs 40,000 people, according to figures from the Delaware Restaurant Association.

[Harry's Hospitality Group](#) and its other restaurants: Kid's Shelleen's, Harry's Seafood Grill and Harry's Seafood Market and Grill, offer an example of the economic clout of the industry, Levin said.

Harry's has been aggressive in marketing its flagship restaurant and banquet room. Along the way, it has become well known in the Delaware Valley.

“What Harry's means to the state is what restaurants mean to the state,” Levin said.

Accompanying the Culinary Trail is “First State Plates.” The book, written by Pam George, features the stories behind the 24 restaurants, as well as recipes for some of the most popular dishes at each of the eateries. The book also features photos of meals by Keith Mosher.

The trail and book drew praise from Carrie Leishman, CEO of the Delaware Restaurant



Photo by Doug Rainey  
Alan Levin at Culinary Trail event.

Association. She said the book and trail do a great job of showing the wide array of offerings from the industry. Like Levin, Leishman took note of the economic impact of the industry. The Restaurant Association says the industry is the largest small business sector in Delaware.

People who download a passport at the Delaware Culinary Trail website, and collect codes at 15 of the 24 restaurants – five in each of Delaware's three counties – will receive a copy of “First State Plates” as their prize. The book will also be available for \$25 through the Delaware Tourism Office website.

“First State Plates” was published by Media Two, a subsidiary of Media. Media is also the parent company for Delaware. The magazine featured the Culinary Trail in its February issue.

The Delaware tourism operation is a part of the Economic Development Office. 

## The restaurants

**Abbott's Grill, Milford**  
**Big Fish Grill, Rehoboth Beach**  
**Bluecoast Seafood, Bethany Beach**  
**Bon Appetit, Seaford**  
**Capriotti's, Dover**  
**Charcoal Pit, north Wilmington**  
**Claymont Steak Shop, Claymont**  
**Cool Springs, Dover**  
**Deer Park Tavern, Newark**  
**DiFebo's Restaurant, Bethany Beach**  
**Green Room, Hotel du Pont**  
**Grotto Pizza, Milford**  
**Harry's Savoy Grill, Wilmington**  
**Jimmy's Grill, Bridgeville**  
**Nage, Rehoboth Beach**  
**Piccolina Toscana, Wilmington**  
**Roma, Dover**  
**Sambo's Tavern Leipsic**  
**Smyrna Diner, Smyrna**  
**Striper Bites, Lewes**  
**The Cultured Pearl, Rehoboth**  
**The Dog House, New Castle**  
**The Georgia House, Milford**

# Sharp Energy bringing community gas system to Bishop's Landing

**S**harp Energy, a subsidiary of Chesapeake Utilities Corporation, Dover, joined with Beazer Homes to bring propane gas service to Bishop's Landing.

Bishop's Landing is a 449-unit residential community near Bethany Beach. The CGS makes it possible to serve a community, such as Bishop's Landing, by distributing propane through a network of underground gas mains from a central storage facility, similar to natural gas service. Each home will have a meter to measure individual propane use.

"We have enjoyed a great working relationship with Beazer and their land development team for some time," said Bob Zola, president of Sharp Energy. "These are the types of projects Sharp Energy specializes

in and we look forward to other projects with Beazer as the Delaware beach area continues to develop."

"We are thrilled to be partnering with Sharp Energy at Bishop's Landing," said Ed Gold, division president at Beazer Homes. "It means so much to know that our customers will be cared for by a company that shares our environmental commitment and dedication to excellent customer service."

Beazer Homes is one of the country's 10 largest single-family homebuilders.

Sharp Energy serves approximately 7,200 propane customers in more than 62 communities through Community Gas Systems, and has been installing and operating CGS since 1993. For more information, visit [www.communitygassystems.com](http://www.communitygassystems.com).

An advertisement for the flu vaccine. It features a photograph of a man and a young boy. The man is holding a mirror, and the boy is looking into it. The text "I CAN'T MISS WORK BECAUSE OF THE FLU." is overlaid on the image. Below the image, there is a green box with the text "For more information, visit http://www.cdc.gov/flu" and an orange box with the text "Every year, I get my flu vaccine to protect myself, my coworkers, and my family from getting sick from the flu. Even healthy people can get the flu, and it can be serious. This season, protect yourself and those around you by getting a flu vaccine." At the bottom, there is a blue box with the CDC logo and the text "U.S. Department of Health and Human Services Centers for Disease Control and Prevention".

**I CAN'T MISS WORK BECAUSE OF THE FLU.**

For more information, visit <http://www.cdc.gov/flu>

Every year, I get my flu vaccine to protect myself, my coworkers, and my family from getting sick from the flu.

Even healthy people can get the flu, and it can be serious. This season, protect yourself and those around you by getting a flu vaccine.

U.S. Department of Health and Human Services  
Centers for Disease Control and Prevention

# The culinary trail, cheese sandwiches and Fisker

**O**ver the years, the Delaware Tourism Office was a place populated by some talented people who lived under a cloud. That cloud was the lack of state funding for tourism, even during boom times.

Much was made of the funding problem, but to little avail.

It was generally believed in Legislative Hall that people would go to the beach regardless of how little was spent on marketing and advertising.

With the economic downturn, nearly all states struggled with tourism funding. Delaware, to paraphrase an old slogan got smarter, faster and more innovative.

The latest sign of this change was the Delaware Culinary Trail. The trail (see story in this edition) features two dozen restaurants - eight each in the state's three counties.

Grab the code when visiting 15 of the restaurants and you get a free cookbook, with recipes from the restaurants.

It took some courage on the part of the developers of the trail to pick out 24 restaurants out of the

**By Doug Rainey**

*Editor and Publisher of the  
Delaware Business Bulletin*



1,400 in the state. That number is based on reviews from the website TripAdvisor, which carries 19,300 reviews of those restaurants. The goal was to feature restaurants that represent the food traditions of the state.

Check out the list on page 2 and feel free to offer your observations in our comments section when this column is posted online.

The trail is another reminder of the economic impact of the restaurant industry, something that is lost on many of us outside the industry.

To the casual observer, restaurants have a high casualty rate and take a beating when times get tough.

Both of the above are true, but the industry has many thriving survivors and an amazing ability to adapt to changing conditions. Restaurants are also bit by the buzz factor. Some rise and quickly flame

out. We pay less attention to those spots that thrive for years and even decades by taking care of their customers. In the meantime, employment continues to grow as talented people chefs and owners apply sound business principles to their passion for good food.

Another heartening trend is the willingness of owners to work together on joint promotions such as restaurant weeks and charitable events.

While competition is intense is also true that clusters of restaurants in Rehoboth, Newark, Wilmington and elsewhere add to the quality of life and help neighborhoods thrive.

The cluster also provide a great alternative to sameness of national chains.

Again, congratulations to the Tourism Division and those who made the trail a reality. Keep the good ideas coming.

## **Melt Down in Newark**

**S**adly, the landmark Post House diners did not stay around long enough to make the culinary trail, although half a century is an eternity

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# Bidders emerge for Fisker Auto

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in the restaurant business. One Post House site that was quickly snapped up was the location on Main Street in Newark.

The new occupant, is Melt Down, a cheese sandwich shop that will open on March 1.

## Fisker bidders emerge

Finally, the sad story of plug-in hybrid maker Fisker Automotive and its plans to open at the former General Motors Boxwood plant near Wilmington may be coming to some sort of conclusion.

Bloomberg reports companies are looking at Fisker, with a Chinese auto company emerging as one possibility. Fisker has not assembled any of its Karma luxury coupes in six months after the battery supplier went into bankruptcy proceedings. The battery maker A123 Systems was acquired by a Chinese company.

Fisker has been hit with setback after setback and the former GM plant remains in mothballs after a federal loan that would have led to the assembly of a mid-sized Fisker hybrid was suspended. 



# Coons, Dianastasis part of roundtable

**U**.S. Senator Chris Coons (D-Del.) participated in a roundtable discussion in the Capitol at innovation, job creation and economic growth. The meeting was hosted by the Senate Democratic Steering and Outreach Committee and featured a dozen business leaders from around the country, including Ernie Dianastasis, managing director of the Delaware Valley Region of [Computer Aid, Inc.](#) in Wilmington.

“With so many Delawareans out of work, Congress’ focus should be on helping businesses grow and create jobs,” Coons said. “s conversation was wide-ranging and thoughtful, and we are grateful to Ernie and other business leaders from around the country for sharing their on-the-ground expertise with us. Eight years of business experience in Delaware made it clear to me that Congress must take action to foster an environment that will fuel private sector economic growth and job creation.”

“It is extremely important for United States senators to conduct these meetings with business leaders to gain a better understanding of the current environment, particularly in these uncertain times,” Dianastasis said. “Hearing firsthand what the challenges are, where the opportunities are, what is working and what is not working will enable senators to better understand the current economic



Photo courtesy of office of U.S. Sen Chris Coons.  
**Coons, right and Dianastasis.**

landscape. This information should enable them to consider legislation that promotes growth. I am pleased to say that Senator Carper and Senator Coons meet with business leaders in Delaware on a regular basis to seek their input on these important issues.”

Computer Aid, Inc. has grown in the past four years, innovating to stay ahead of offshore competition and weathering dramatic changes in the industry. Dianastasis started as the Delaware Valley Region’s first employee by working out of his living room and 28 years later, runs a region with more than 750 employees.



## Film festival coming to city

Wilmington’s first film festival featuring documentaries, art, foreign and hard to find movies will come to Penn Cinema on Thursday, April 25, according to Barry Schlecker, executive producer.

“We are so excited to develop this film



festival for Wilmington and especially to have our setting be the new Penn Cinema on the Riverfront,” says Schlecker who previously ran the Newark Film Festival. “We’ll have first class movies that will be shown in a very comfortable setting and using all the latest film technology available.” In the past, Schlecker’s film  
**Continued on next page**

# TD Bank survey: Small business owners more upbeat

**A**bout half of small businesses expect their financial health to improve in 2013 and are confident that sales will increase over 2012, according to a new survey released by TD Bank. The survey also found that nearly one-third of small business respondents plan to hire at least one employee in the coming year.

The survey polled more than 500 small business owners across the bank's Maine to Florida footprint for their plans for 2013.

Forty-nine percent say they are somewhat or very confident that their small business will be in better financial shape than it was in 2012, with 25% still unsure and 25% are not confident about their

financial health. 47% are somewhat or very confident that they'll exceed their sales performance from 2012, 31% are unsure, and 22% think sales will worsen. 59% intend to keep staffing levels the same, but 32% plan to hire at least one new employee, and only 9% plan to downsize their team in the year ahead.

"Small business owners should develop a sound strategy heading into 2013 that focuses on creative ways to boost sales while also monitoring expenses," says Jay DesMarteau, head of Small Business and Government Banking Distributions, TD Bank. "This strategy starts with small business owners talking with their advisors and partners, including their bank, about their business plans for the upcoming year."

TD Bank's survey also asked small business owners how often they review and update their business plan.

According to the results, the frequency in which small business owners review and update their business plan varies. Of those polled, 36% review and update it once a year, 30% every quarter, and 20% each month. The remaining 13% only do so when applying for new financing.

Given the challenges of 's economy, DesMarteau says small business owners should review their business plan at least every six months and make adjustments whenever significant business decisions are made.

"We're encouraging small businesses to meet with us in early 2013 to review and update their plans and discuss their banking needs for the year," says DesMarteau. "We respect small business owners. By building a personalized relationship with them and having a better understanding of their business, we'll be able to fit them with the products and services they need so they can manage their money and focus on growth and making their wish for more sales come true."

## WilmFilm coming to Riverfront

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selections have focused on movies that had not been available anywhere else in the state.

"We're continuing with that philosophy so that WilmFilm will be a source for thought-provoking, unusual and sometimes quirky movies, the kind of films that make lasting impressions," Schlecker says.

The event will kick-off with an opening party sponsored by Easter Seals of Delaware and the Eastern Shore of Maryland.

Schlecker expects to announce the location of this opening party within a few weeks, probably at a venue near or along the riverfront. Movies are currently being selected and a full schedule will be announced soon.



# Optimism, concern over economy at forecast

Former Rep. Oxley cites energy boom as reason for hope

By Doug Rainey  
Business Bulletin writer

**A** blend of optimism and concern over gridlock on budget issues were apparent at the annual economic forecast last week sponsored by Lyons Companies and the University of Delaware.

Lyons is an insurance, benefits and risk management firm with offices in north Wilmington and Rehoboth Beach.

Former Ohio Congressman Michael Oxley told those in attendance that he is an optimist, but did caution that “the debt bomb is still out there” and must be addressed.

Oxley is best known as the co-sponsor of the Sarbanes-Oxley bill that requires more disclosure of financial information at publicly traded companies.

In making the case for a more upbeat outlook,

Oxley pointed to the boom in oil and gas production, thanks to advanced technologies, such as hydraulic fracturing or “fracking.”

The energy boom is believed to generated 18,000 jobs in Pennsylvania. Lower energy costs, brought on by oil and gas discoveries, are helping to bring back manufacturing to the nation and region, Oxley said.

Oxley said it is possible the “stars are in alignment” on immigration legislation.

While the focus has been on the 11 to 12 million undocumented aliens having a path to citizenship, Oxley and others hope the bill can make it easier for potential entrepreneurs who get their education in the U.S. To stay and start businesses.

Oxley did take a swipe at presidential leadership and mentioned the success of President Ronald Reagan in helping the economy recover from a



Photo by Doug Rainey  
Former Cong. Michael Oxley.

previous recession. Wall Street Journal columnist John Hisenrath said the economic recovery remains fragile with the financial crisis of 2008 replaced by an “unemployment crisis,” with the jobless rate running around 8 percent.

A more normal figure would be 5 to 6 percent. In a wide-ranging presentation on the Federal Reserve Board Hisenrath said the central bank has pumped vast amounts of money into the financial system.

Of late, two sectors of the economy affected by access to credit, the auto industry and housing have shown signs of improvement. However, Hisenrath would not rule out the risk of a financial bubble bursting in a situation akin to 2008.

Michael Farr, author, contributor to financial cable network CNBC and head of a Washington, D.C.-area investment firm, said the debt crisis facing the nation remains a serious concern.

On the plus side, Farr says the middle class is beginning to re-emerge from the downturn, but warned that debt by households and the government remains a concern.





## Back to Basics, Noramco give back to community

*Editor's note: Back to Basics highlights business contributions to the betterment of the community as well as donations and volunteer work. Send items and photographs to [drainey@delawarebusinessdaily.com](mailto:drainey@delawarebusinessdaily.com).*

**B**ack to Basics Learning Dynamics, Inc. in a partnership with the literacy organization Success Won't Wait, Inc., recently provided more than 300 books to Title 1 students in celebration of National I Love to Read Month.



Back to Basics and Success Won't Wait launched the "Reading is Basic Program" in 2011. Since its inception, the program has provided over 2,000 books to Title 1 schoolchildren in grades K-8.

"At Back to Basics, we strongly believe in supporting our local community, particularly in the area of literacy, which is the basic building block of education," says Back to Basics' Director Beverly Stewart. "In fact, the Reading is Basic program is only one of several joint efforts between Back to Basics and Success Won't Wait. Other literacy projects have included book drives at our Educational Facility in Wilmington, as well as the delivery of hundreds of children's book baskets throughout the state, containing thousands of children's books."

Currently, Back to Basics serves more than 150 Title I students from the Red Clay, Colonial, Brandywine, Smyrna, and Appoquinimink school districts for supplemental instruction. Using book donations from Success Won't Wait's collection, Back to Basics makes the age-appropriate books available to these students, which they can take

home and keep. The Reading is Basic project was created in response to literacy statistics that rank access to reading materials as one of the most important predictors of a child's future reading success.

### Noramco prepares students



**R**ecent reports indicate that while unemployment continues to be a challenge, young people have been especially hard hit in finding opportunities to get started in the working world.

For about 30 Newark High School students,  
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# A special night with the UD women's hoops team

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Bridge to Employment may be just the program that gives them an advantage as they prepare to join the job market.

Employees of Noramco, the Wilmington-based pharmaceutical company owned by Johnson and Johnson, mentor and tutor Newark High students in their sophomore through senior years.

Beyond academics, “we focus on subtle aspects important in the working world,” said Leo Dohan, Noramco’s program coordinator and this year’s recipient of the Exemplary Business Partner Award from Connecting Generations, Delaware’s resource for mentoring and other intergenerational programs. The award was presented at the annual Mentoring Works Summit in January.

Located near the Southbridge neighborhood of Wilmington’s east side, Noramco employs about 160 people.

“When we started several years ago, we wanted to understand our community better, to know what’s going on and determine ways we could give back,” Dohan says.

Financial support from Noramco and Johnson and Johnson over three years provides the support

and Dohan began recruiting volunteers. “We experienced mentor training with Connecting Generations to understand how to be effective mentors, things to look for and ways to respond to young people and the results have been very positive.”

Dohan said the high school graduation rate for Wilmington teens from the Southbridge area is very low but for participants in Bridge to Employment, “our rate is more like 75 percent. With that success, the program is continuing.”

## A special night

Children in need received complimentary transportation and admission to one of the hottest tickets in town when they attend the University of Delaware Women’s Basketball game on Valentine’s night.

Thanks to Coach Tina Martin and the Blue Hens Women’s Basketball team children in need, along with their chaperones and families, were able to attend.

Children came from The Boys and Girls Club, Latin American Community Center, Urban Promise, Dare to Care, Bethel AME Church Youth Group, and Coverdale Community Center, along



Kind to Kids photo.

**UD star Elena Delle Donne signs autographs at the game.**

with student ambassadors from Stanton Middle School.

“The kids are so excited, most of who will be attending their first college basketball game,” says Caroline Jones, founder and executive director of Kind to Kids organizer of the event. “College basketball carries a high level of skill and excitement, and to go to a game with such an excellent team... it’s a fantastic opportunity and we’ve got a lot of happy kids.”

Kind to Kids assists children living in poverty.



# Quality health care good business, professor says

*(From Christiana Care)*

**E**liminating patient harm and waste in the delivery of health care not only saves lives, but boosts the financial performance of health care institutions, according to Richard Shannon, M.D., the Frank Wister Thomas Professor and chair of the Department of Medicine at the University of Pennsylvania.

Dr. Shannon delivered his address “Building a Better Case for Quality” on Feb. 5, in the John H. Ammon Medical Education Center at [Christiana Care](#).

Dr. Shannon is a nationally recognized expert in patient safety. His pioneering work is chronicled in the chapter “First, Do No Harm,” in “The Best Practice: How the New Quality Movement is Transforming Medicine.” He has been featured on CNN and in the Wall Street Journal and the New York Times.

By eliminating errors and waste, health care providers fulfill their moral imperative to do no harm, said Dr. Shannon, who is a board member of the American Board of Internal Medicine. “That’s the starting point. It can take 1,000 days through process and systems improvement to get to point where you have eliminated, not merely reduced, hospital-acquired infections.”



**Christiana Care photo**  
**Richard Shannon, M.D., the Frank Wister Thomas Professor and chair of the Department of Medicine at the University of Pennsylvania, spoke to an audience of clinical leaders at Christiana Care Health System**

Improving the quality of care can dramatically impact the bottom line. “That can be vitally important for hospitals during times of limited resources,” he said.

It is unfortunate, said Dr. Shannon, that health care providers never stop to consider the lost financial opportunity associated with poor performance. “Embedded in inefficiency and harm are significant opportunities. Health care providers have almost a complete lack of understanding of the costs to deliver care. This inability to understand and measure cost is a barrier to improvement.”

“Christiana Care gets it,” he said. “The leadership at Christiana Care understands what it takes to be great. You can be more successful in eliminating errors because you are more rooted in the community than large urban hospital systems. Having patients as your neighbors provides an added incentive.”

He noted that the Christiana Care Value Institute is creating a systems infrastructure to gather and analyze data that can motivate and drive improvement. “The Value Institute will create a disciplined problem-solving approach — a common language whereby everyone in the organization sees and solves problems.”

Dr. Shannon provided examples of how eliminating hospital-acquired infections saves money. More than 70 percent of one patient’s hospital bill of \$246,000 was directly attributable to a needless hospital-acquired infection. The University of Pennsylvania’s 1,000-day journey to eliminate central-line infections brought a financial improvement of more than \$10 million. By reducing the average length of patient stay by 10.7 days, the hospital was able to care for an additional 623 patients, resulting in more than \$3.6 million in revenue.

More importantly, Dr. Shannon said, the elimination of infections saved 65 lives. 

# A Delaware treasure marks its centennial

The [Hotel du Pont's](#) centennial celebration commenced on its official 100th anniversary.

The celebration at the Wilmington hotel last month had more than 200 employees, community members and guests in attendance.

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## Milestone

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“The Hotel duPont is truly a ‘gem’ in Wilmington, the state and the region, said Susan Stalnecker, vice president, DuPont Global Fixed Cost Modernization & Hospitality, to attendees. “For the past century, the hotel has served as a destination for world dignitaries, movie stars, politicians, sports teams, lawyers, business people, tourists, and, of course folks like you and me who enjoy fine food, lodging and the best service there is!”

“Most important to the success of the Hotel du



DuPont Co. photo

**Period attire and transportation were on hand at the anniversary celebration for the Hotel du Pont.**

Pont are the dedicated and hard working employees who help create memories for our guests,” said Lisa Bolten, director, DuPont Hospitality. “Without them, it’s just an empty building.”

The Hotel du Pont also announced a commemorative book, *Images of America: Hotel du Pont*, containing historic images of the construction, architecture, hotel rooms, events and guests that have contributed to the Hotel du Pont’s 100-year-old history. The book is available at the hotel’s hospitality gift shop and on Amazon.

To continue the year-long celebration, several

other events and special features will take place throughout the year including:

- A Centennial Speaker Series on architecture and photography, the Wyeth Collection, and the Howard Pyle Collection.

- Centennial Tea Service offered daily, featuring blends of tea from the Delaware Art Museum and the neighboring estates in the Brandywine Valley. There also will be a themed “Downton Abbey Tea” in January, inspired by the hit British television drama.

- Overnight packages with dinner, tickets to a show and accommodations.

- Hotel history tours.

For more information on these or other events as part of the Centennial Celebration, visit the Hotel duPont website.

*Editor’s note: Is your business celebrating a landmark anniversary? Send info to [drainey@delawarebusinessdaily.com](mailto:drainey@delawarebusinessdaily.com).*

# Farm in New Castle County wins conservation award

**T**he New Castle Conservation District (NCCD) has chosen the Armstrong family of Two Eagles Farm, LLC, as 2012 Cooperator of the Year.

The Armstrongs have owned and farmed their “piece of heaven” in southern New Castle County north of Smyrna since 1946 and were selected for

their continued environmental stewardship and implementation of various conservation practices.

“We are pleased to honor the Armstrong family for their continued conservation efforts,” said Robert Emerson, Chairman of the NCCD Board of Supervisors. “Their dedication to improving the

environment is an example for all to follow.”

Currently, the farm is operated by Larry and Helen Armstrong and their son, Larry Armstrong Jr., and his wife Kathleen. Of the 410 acres the Armstrongs manage, 120 acres are tillable, 120 acres are woodland, and the remaining acres are tidal marsh. They are currently raising 58 Angus-Hereford beef cattle and 12 sheep, and working a seven-year rotation of corn and soybeans with winter cover crops, as well as hay and pasture.

The Armstrongs were recipients of the Governor’s Agricultural Conservation Award for New Castle County in 2004, and since that time have continued to improve and increase conservation practices on the farm.

The NCCD and the USDA Natural Resources Conservation Service have worked with the Armstrongs to implement a number of important conservation practices for improving soil and water quality and wildlife habitat. These practices include installing shallow wildlife ponds, a manure storage structure, rain gutters on farm buildings, cattle watering stations with heavy use protection areas, warm season grass plantings and a cool season grass meadow.



# Mardi Gras in Ogl et own



To view the full gallery, [CLICK HERE](#).  
Email photos from your event to  
drainey@delawarebusinessdaily.com.



The New Castle County marked Fat Tuesday with a networking event at the Holiday Inn Express southeast of Newark.

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## Garrett named controller and VP at Lyons

Lyons Companies, a Delaware based risk management, commercial insurance brokerage, employee benefits and HR consulting firm, announced that **Harry M. Garrett**, CPA has joined the firm as vice president and controller.



In this role, Harry will be responsible for oversight of the firm's accounting and budgetary processes.

**Garrett**

He also has accountability for company-wide payroll security and compliance, and the financial review and approval of significant contracts, capital expenditure appropriations and real estate transactions..

Harry has spent over twenty years providing fiscal guidance to a broad range of industries while developing expertise in the fields of insurance and financial services.

A native Delawarean, Harry is a graduate of Tower Hill School and Duke University where he earned a B.A. in Chemistry. He studied accounting at the University of Delaware.

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## Delaware River and Bay leaders elected

Commissioners **James N. Hogan** of Franklinville, New Jersey, and **William E. Lowe, III** of Lewes, Delaware, were sworn in as Chairman and Vice Chairman respectively of the Delaware River and Bay Authority

The leadership posts rotate between the States of Delaware and New Jersey every two years.

The former Emergency Management Coordinator for the County of Gloucester, Hogan currently serves as the Gloucester County Clerk, an elected position that he has held since 1998.

Hogan has served in five state, county and local law enforcement agencies during a 33-year career in law enforcement. He also serves a volunteer firefighter.

Lowe is a river pilot for the Pilots' association of the Bay and River.

"Jim Hogan and Bill Lowe are exceptional leaders and have worked extremely well

together these past two years," said Executive Director Scott Green. "Both state commission delegations share that same sense of collaboration and cooperation. In the end, every commissioner is focused on ways to reach consensus for the good of the authority, its customers and stakeholders."

The Delaware River and Bay Authority Commission is comprised of 12 members, six each from New Jersey and Delaware. Commissioners are appointed by the governors from their respective states and serve a five-year term without compensation.



**Hogan (right) and Vice Chairman Lowe (left) chat with a light moment with New Jersey Assemblyman John Burzichelli (D-3) (second on the right) and Commissioner Edward Dorn.**

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## Christiana Care's Jones chairs council

**Lynn C. Jones**, president, Christiana Care Home Health & Community Services Inc. and senior vice president, post-acute care services, Christiana Care Health System, is the 2013 chairman of the American Hospital Association's Section for Long-Term Care and Rehabilitation Governing Council.



**Jones**

As chairman, Jones will lead the section's governing council that advises the AHA on public-policy issues of concern to post-acute and continuing-care providers. The governing council represents executives from among the nation's leading hospitals representing rehabilitation, acute long-term care, skilled nursing, home health and continuing-care services.

Jones, who assumed his present position in 2003, is responsible for all aspects of post-acute care services, including the Christiana Care Visiting Nurse Association, where he is a member of the

board and leads the operations and strategic direction of the largest home-health agency in Delaware.

## EDiS announces staff additions

EDiS Company announced five recent additions.

**Dave Filippone** returned to the EDiS team as a Field Manager. Dave previously worked for EDiS from 1985 to 2006 as a Superintendent. For the past six years, Dave has been working in construction as a Superintendent in Florida. Dave has over 30 years of field experience.



**Filippone**

**Christina Fanning** joined the EDiS team as a Project Manager. Christina previously worked at Emory Hill and Company as an Estimator and Project Manager. Christina has over 13 years of experience in project management, estimating and accounting.



**Fanning**

**Michael Wittenberg** joined the EDiS team as an

Assistant Field Manager. Mike is a graduate of the Williamson Free School of Mechanical Trades in Media, Pa. where he obtained his Associates Degree in Specialized Technology and Construction Technology with an emphasis in carpentry. Mike began his career with EDiS as a field intern working on the Dover Public Library project.



**Wittenberg**

## News from Belfint, Lyons

Belfint, Lyons & Shuman, P.A. (BLS), a certified public accounting and consulting firm with offices in Delaware and Pennsylvania, announced the following achievements.

The following BLS team members each passed all four portions of the uniform certified public accountant exam and received their CPA designation. They are **John Alcaro, Joanne Beach, Tini Graff, Karly Laughlin, Kristy Scheler and Saaib Uppal**

BLS announced the following promotions.  
**Continued on next page**



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- Supervisor / Tax & Small Business department: **Jonathan Patterson**, CPA
- Senior Accountant / Tax & Small Business department: **John Alcaro**, CPA, **Karly Laughlin**, CPA
- Senior Accountant / Accounting & Auditing department: **Mark Sweeney**
- Staff Accountant II / Tax & Small Business department: **Tini Graff**, CPA
- Staff II Accountant / Accounting & Auditing department: **Saaib Uppal**, CPA
- IT Specialist II on behalf of our technology subsidiary, BLS Technologies: Tiffany Roback

## Education:

**Saaib Uppal**, CPA earned his Master's degree in Accounting from the University of Delaware

## New Hire:

**Sara Brandon** joined the firm as an Administrative Assistant Belfint, Lyons & Shuman was founded in 1923 and now has more than 60 professionals

## New CEO for PNC

The PNC Financial Services Group, Inc. (NYSE:

PNC) Board of Directors elected President **William S. Demchak** as director and announced that he will succeed Chairman **James E. Rohr** as chief executive officer. PNC expects Demchak to become president and chief executive officer and Rohr to assume the new position of executive chairman effective at the shareholders meeting.

The board acted in response to Rohr's desire to step down as chief executive officer and retire from the company and the board next year. Rohr, 64, will serve as executive chairman for one year to ensure a smooth transition.

"Bill has demonstrated exceptional leadership since joining PNC in 2002," Rohr said. "As president, he drove customer growth by successfully aligning our businesses to deliver the entire company for our clients. His candor and work ethic have earned him the trust of employees and



**Demchak**




**Rohr**

investors, and the confidence of PNC's board. He deserves the opportunity to steer PNC into the future."

Demchak joined PNC in 2002 as chief financial officer. In 2005, he became head of Corporate & Institutional Banking. He was promoted to senior vice chairman in 2009 and named head of all PNC businesses in 2010. He was elected PNC president in April 2012.

## Corporate chair for Light the Night

The Delaware Chapter of The Leukemia & Lymphoma Society® (LLS) has named **Glenn Pfeil**, chief financial officer of 21st Century Insurance, corporate chair of its 2013 Light The Night® Walk, the LLS annual fundraising event held each fall to raise money for cancer research and patient services.

LLS holds walks over September and October in approximately 185 communities. Last year alone, the campaign raised more than \$50 million across the country – nearly \$290,000 in Delaware. Pfeil will host a corporate breakfast event at Hotel DuPont on April 18 in hopes of recruiting and securing additional local support for this year's 2013 Walk campaign. 

# Hotel Association announces scholarships



**Amber Atallian**  
- Delaware  
Technical and  
Community  
College.

**T**he Delaware Hotel and Lodging Association Annual STARS of the Industry dinner not only honors industry associates, but also awarded \$14,000 in scholarships to students in the hospitality majors at Delaware colleges and universities. Funds for this effort come from individual donations and from the annual DHLA golf outing.

The students are asked to develop an essay on a current industry topic and a group of educators evaluated them to select the best. This year the topic of the essay was “Portable Technology” (smartphones, tablets, etc.) and its impact.

Perry Patel, Chairman of the Delaware Hotel and Lodging Association presented the awards. This year 28 students submitted essays and here are those selected for awards for 2012:

The Gregory S. Kramedas Scholarship was presented by Tina Kramedas, this is a perpetual scholarship trust fund in the amount of \$5,000. Kelly Harris, a student at the University of Delaware, was the winner.

The Delaware Hotel and Lodging Association awarded three scholarships in the amount \$3,000 each to the following hospitality management students:

- Ricquel Talley, a student at the Delaware State University
- Abigail Glauberman, a student at the University of Delaware
- Amber Atallian, a student at Delaware Technical and Community College.



**Kelly Harris,**  
**University of**  
**Delaware and**  
**Tina Kramedas.**

[Click here](#) to view the full photo gallery from the scholarship ceremony.

# business licenses

*Editor's note: Business licenses are issued by the State of Delaware. The license is a tax and not a regulatory license. Municipalities in the state may also require business licenses. The format of business licenses has been changed with this issue to an alphabetical format, as all licenses were not available.*

**03 PARTNERS LLC**

COMMERCIAL LESSOR 50  
 BERNARD BLVD HOCKESSIN  
 DE 19707-9756

**1 800 HEATERS INC**

CONTRACTOR-NON-  
 RESIDENT 2 GOURMET LN STE  
 4 EDISON NJ 08837-2901

**1 ABOVE OPTICS INC**

RETAILER-VARIOUS  
 PRODUCTS 1705 BIRCH AVE  
 WILMINGTON DE 19804-4030

**1 IN TOWN AFRICAN**

**RESTAURANT,LLC**  
 RETAILER-RESTAURANT 83  
 DASHER AVE BEAR DE  
 19701-1176

**1 SOURCE SAFETY AND  
 HEALTH INC**

PROFESSIONAL AND/OR  
 PERSONAL SERVICES  
 140 S VILLAGE AVE STE 130  
 EXTON PA 19341-1268

**1 STOP PROPERTY WATCH INC**

PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 1 505  
 DUELING WAY BERLIN  
 MD 21811-2758

**1 TOUCH SOLUTIONS LLC**

PROFESSIONAL AND/OR  
 PERSONAL SERVICES 17 MARIE  
 LN ELKTON MD 21921-1739

**1 UP JOHNSON INC**

DRAYPERSON/MOVER 25504  
 ELSEY BROWN LOOP  
 MARDELA SPGS MD 21837

**10 EAST 2ND LLC**

COMMERCIAL LESSOR 322 A ST  
 STE 300 WILMINGTON DE  
 19801-5354

**1005 ELKTON ROAD LLC**

PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 1005  
 ELKTON RD NEWARK DE  
 19711-3506

**101 GREENBANK LLC**

COMMERCIAL LESSOR 9  
 JEFFERSON AVE WILMINGTON  
 DE 19805-1322

**101 GREENBANK ROAD LLC**

COMMERCIAL LESSOR  
 103 GREENBANK RD  
 WILMINGTON DE 19808-4721

**1012 WILMINGTON AVENUE**

**LLC** COMMERCIAL LESSOR  
 874 COUNTY ST TAUNTON  
 MA 02780-3748

**10-17 TECHNOLOGIES**

RETAILER-ELECTRICAL GOODS  
 34441 FLEET ST MILLSBORO  
 DE 19966-6714

**102 ALBE DRIVE LLC**

COMMERCIAL LESSOR  
 1/1/13 12/31/15  
 103 GREENBANK RD

WILMINGTON DE  
 19808-4721

**102 EAST MAIN ASSOCIATES**

**INC** PARKING LOT/GARAGE  
 6000 WOOLEN WAYNEWARK  
 DE 19711-8543

**1020 SOUTH STATE STREET**

**LLC** COMMERCIAL LESSOR  
 1020 S STATE ST DOVER  
 DE 19901-6925

**104 EAST MAIN ASSOCIATES**

**LLC** NON-RESIDENT  
 CONTRACTOR/DEVELOPER  
 6000 WOOLEN WAY NEWARK  
 DE 19711-8543

**1040 PROPERTIES LLC**

COMMERCIAL LESSOR 1040 S  
 STATE ST DOVER DE 19901-6925

**1050 SOUTH STATE LLC**

COMMERCIAL LESSOR 1050 S  
 STATE ST DOVER DE 19901-6925

**1080 SILVER LAKE BLVD**

OPRTNS LLC SILVER LAKE  
 CENTER PROFESSIONAL  
 AND/OR PRSL SRVCS-  
 UNCLASSIFIED 1080 SILVER  
 LAKE BLVD DOVER D 19904-  
 2410

**109 NAAMANS ASSOCIATES**

**LLC** COMMERCIAL LESSOR  
 NAAMANS BEVERAGE MART  
 109 NAAMANS RD CLAYMONT  
 DE 19703-2713

**109 UNION STREET LLC**

COMMERCIAL LESSOR 109  
 UNION ST MILTON DE

19968-1647

**11 MCMILLAN WAY LLC**

PROFESSIONAL AND/OR  
 PERSONAL SERVICES 11  
 MCMILLAN WAY NEWARK  
 DE 19713-3456

**1100 N ESKRIDGE HWY**

**OPRTNS LLC** SEAFORD CENTER  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 1100  
 NORMAN ESKRIDGE HWY  
 SEAFORD DE 19973-1724

**1100 S BROOM ASSOCIATES**

COMMERCIAL LESSOR 1100 S  
 BROOM ST WILMINGTON  
 DE 19805-4585

**1104 ASSOCIATES**

**COMMERCIAL LESSOR**  
 11104 PHILADELPHIA PIKE  
 WILMINGTON DE 19809-2031

**113 MILLSBORO LAUNDRY LLC**

PERSONAL SERVICES-SELF  
 SVC LAUNDRY/DRY CLEAN  
 28632 DUPONT BLVD UNIT 60  
 MILLSBORO DE 19966-4793

**11400 INC**

CONTRACTOR-NONRESIDENT  
 2205 OLD PHILADELPHIA PIKE  
 LANCASTER PA 17602-3400

**11516 PROPERTY LLC**

COMMERCIAL LESSOR 11516  
 COMMERCIAL LN LAUREL DE  
 19956-4585

**117 KAM BO GARDEN INC**

BOTTLE RECYCLING FEE  
 117 GREENBANK RD

WILMINGTON DE 19808-4721

**117 KAM BO GARDEN INC**

RETAILER-RESTAURANT  
 117 GREENBANK RD  
 WILMINGTON DE 19808-4721

**1201 NORTH MARKET STREET**

**LLC** COMMERCIAL LESSOR  
 MCCONNELL JOHNSON REAL  
 ESTATE CO 1201 N MARKET  
 ST STE 1605 WILMINGTON  
 DE 19801-1164

**1203 WALKER RD OPERATIONS**

**LLC** HERITAGE AT DOVER  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 1203  
 WALKER RD DOVER DE 19904-  
 6541

**1205 HIGHWAY ONE LLC**

RETAILER-RESTAURANT 1205  
 COASTAL HWY DEWEY BEACH  
 DE 19971-2406

**1218 ASSOCIATES**

COMMERCIAL LESSOR 1218 N  
 MARKET ST WILMINGTON  
 DE 19801-1178

**1220 N MARKET LLC**

COMMERCIAL LESSOR 1 BALA  
 AVE STE 502 BALA CYNWYD  
 PA 19004-3216

**1221 INC HOCKESSIN SHELL**

TOBACCO PRODUCTS  
 RETAILER 7441 LANCASTER  
 PIKE HOCKESSIN DE  
 19707-9272

**1221 INC HOCKESIN**

SHELLRETAILER-PETROLEUM

PRODUCTS 7441 LANCASTER  
 PIKE HOCKESSIN DE  
 19707-9272

**1221 INC HOCKESIN SHELL**

BOTTLE RECYCLING FEE  
 7441 LANCASTER PIKE  
 HOCKESSIN DE 19707-9272

**123 CASH DEPOT INC**

FINANCE OR SMALL LOAN  
 AGENCY 254 CHAPMAN RD STE  
 205 NEWARK DE 19702-  
 5422

**123 E MAIN LLC** NON-

RESIDENT CONTRACTOR/  
 DEVELOPER 1/1/12 12/31/14  
 6000 WOOLEN WAY NEWARK  
 DE 19711-8543

**123 EXTERIORS INC**

CONTRACTOR-NON-  
 RESIDENT 2200 WESTERN CT  
 STE 400 LISLE IL  
 60532-1855

**1251 LTD COMMERCIAL**

LESSOR 309 CORRIE LN  
 ODESSA DE 19730-2051

**128 PROPERTIES LLC**

COMMERCIAL LESSOR 501  
 MARKET ST BRIDGEVILLE  
 DE 19933-1156

**129 EAST MAIN ASSOCIATES**

**LLC** NON-RESIDENT  
 CONTRACTOR/DEVELOPER  
 6000 WOOLEN WAYNEWARK  
 DE 19711-8543

**Continued on next page**

# business licenses

## From previous page

**13 DEGREES WEST LLC**  
 CONTRACTOR-RESIDENT 38  
 TIDEWATER DR SEAFORD  
 DE 19973-9769

**1306 NORTH BROOM ST LLC**  
 \COMMERCIAL LESSOR 1306 N  
 BROOM ST WILMINGTON  
 DE 19806-4209

**132 CLINTON STREET LLC**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 1148  
 PULASKI HWY STE 308 BEAR  
 DE 19701-1306

**1330 KING STREET LLC**  
 COMMERCIAL LESSOR 1330 N  
 KING ST WILMINGTON DE  
 19801-3220

**1340 ASSOCIATES LLC**  
 COMMERCIAL LESSOR 236  
 S DUPONT HWY # 240 NEW  
 CASTLE DE 19720-8406

**13:1 PROFESSIONAL AND/OR**  
 PRSL SRVCS-UNCLASSIFIED  
 83 FOXWOOD DR SMYRNA  
 DE 19977-2207

**14 GLOBAL LLC 14 GLOBAL**  
**RETAILER-RESTAURANT** 14 N  
 PENNSYLVANIA AVE  
 BETHANY BEACH DE 19930-  
 9703

**1400 ASSOCIATES**  
 COMMERCIAL LESSOR  
 1/1/13 12/31/13 110  
 CHRISTIANA MEDICAL CTR

NEWARK DE 19702-1697

**1401 HAIR DESIGNS LTD**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED SUITE  
 102 1401 PENNSYLVANIA AVE  
 STE 102 WILMINGTON DE  
 19806-4125

**1401 HOLDING CO**  
 COMMERCIAL LESSOR 4185  
 KIRKWOOD ST GEORGES RD  
 BEAR DE 19701-2272

**1405 LLC** COMMERCIAL LESSOR  
 1407 PHILADELPHIA PIKE  
 WILMINGTON DE 19809-1823

**1412 ASSOCIATES INC**  
 GRIGLIA TOSCANA RETAILER-  
 RESTAURANT 1412 N DUPONT  
 ST WILMINGTON DE 19806-4030

**15 READS WAY LLC**  
 COMMERCIAL LESSOR 62  
 READS WAY NEW CASTLE  
 DE 19720-1649

**150 RED MILL LLC**  
 COMMERCIAL LESSOR C/O  
 EMORY HILL REAL ESTATE SVCS  
 10 CORPORATE CIR STE 100  
 NEW CASTLE DE 19720-2418

**16 ALBE DRIVE LLC**  
 COMMERCIAL LESSOR 16 ALBE  
 DR NEWARK DE 19702-  
 1322

**16 BAY STORAGE LLC**LESSOR  
 OF TANGIBLE PERSONAL  
 PROPERTY 19698 MCKINNEY  
 DR REHOBOTH BCH DE

19971-8530

**16 MILE BREWING CO INC**  
 WHOLESALER-ANY PRODUCTS  
 RETAILER-ALCOHOLIC  
 BEVERAGES 413 S BEDFORD ST  
 GEORGETOWN DE 19947-1849

**1600 NEWPORT GAP PIKE**  
 COMMERCIAL LESSOR 1/1/13  
 610 NORMANS LN NEWARK  
 DE 19711-3045

**1601 WEST STREET**  
**ASSOCIATES LLC**  
 RESIDENT CONTRACTOR/  
 DEVELOPER 4303 MILLER RD  
 WILMINGTON DE 19802-1901

**161 N GOV BLVD, LLC**  
 PROFESSIONAL AND/OR  
 PERSONAL SERVICES 60  
 CORDRAY CT CLAYTON DE  
 19938-5501

**1614 FITNESS AND AEROBICS**  
 PROFESSIONAL AND/OR  
 PERSONAL SERVICES RETAILER-  
 VARIOUS PRODUCTS BEAR INC  
 1877 PULASKI HWY BEAR DE  
 19701-1731

**1707 INVESTMENT GROUP**  
**LLC DEL ROSE CAFE**  
 RETAILER-RESTAURANT  
 1707 DELAWARE AVE  
 WILMINGTON DE 19806-2329

**1715 RIVER ROAD LLC**  
 COMMERCIAL LESSOR 1685  
 RIVER RD NEW CASTLE DE  
 19720-5194

**1737 ASSOCIATES LLC**  
 COMMERCIAL LESSOR 16 SHEA  
 WAY NEWARK DE 19713-3422

**1776 RESTAURANT LLC**  
 RETAILER-RESTAURANT  
 18585 COASTAL HWY UNIT 6  
 REHOBOTH BCH DE 19971-  
 6147

**1800 PACK RA LLC**  
 PROFESSIONAL AND/OR  
 PERSONAL SERVICES  
 211 EXECUTIVE DR STE 16  
 WILMINGTON DE 19808

**1800 PACK RA LLC** LESSOR  
 OF TANGIBLE PERSONAL  
 PROPERTY 6400 GOLDSBORO  
 RD STE 300 BETHESDA MD  
 20817-5843

1800 PACK RA LLC  
 WHOLESALER-ANY PRODUCTS  
 6400 GOLDSBORO RD STE 300  
 BETHESDA MD 20817-5843

**1800MATTRESS.COM LLC**  
 1800MATTRESS.COM  
 RETAILER-VARIOUS PRODUCTS  
 1430 PULASKI HWY BEAR DE  
 19701

**1800MATTRESS.COM LLC**  
 1800MATTRESS.COM  
 RETAILER-VARIOUS PRODUCTS  
 284 S. DUPONT HWY (DOVER  
 MART) DOVER DE 19901

**1800MATTRESS.COM LLC**  
 1800MATTRESS.COM RETAILER-  
 VARIOUS PRODUCTS 25935  
 JOHN J WILLIAMS HWY

MILLSBORO DE 19966-4954

**1800MATTRESS.COM**  
**LLC** RETAILER-VARIOUS  
 PRODUCTS 1000 S OYSTER BAY  
 RD HICKSVILLE NY 11801-  
 3527

**1801 TROLLEY LLC**  
 COMMERCIAL LESSOR 1801 W  
 14TH ST WILMINGTON DE  
 19806-4050

**18TH CENTURY RESTORATION**  
**INC** CONTRACTOR  
 NON-RESIDENT 3380  
 COVENTRYVILLE RD  
 POTTSTOWN PA 19465-8538

**190 STADIUM LLC BEST**  
**WESTERN HOTEL**  
 STADIUM SREET SMYRNADE  
 19977

**1907 N MARKET STREET**  
**ASSOCIATES**  
 COMMERCIAL LESSOR 1/1/13  
 12/31/13 1907 N  
 MARKET ST WILMINGTON  
 DE 19802-4812

**1914 IRON, INC.**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 316  
 JAYMAR BLVD NEWARK  
 DE 19702-2884

**1944 BUILDER LLC**  
 COMMERCIAL LESSOR 3235 BAY  
 RD MILFORD DE 19963-  
 6027

**196 N DUPONT HIGHWAY LLC**

COMMERCIAL LESSOR 874  
 COUNTY ST TAUNTON MA  
 02780-3748

**1964 JVI LLC** BOTTLE  
 RECYCLING FEE 20051 CHURCH  
 ST UNIT 4 REHOBOTH BCH  
 DE 19971-3189

**1984 BARCADE, LLC**  
 AMUSEMENT MACHINE  
 OWNER (DECALS) RETAILER-  
 ALCOHOLIC BEVERAGES 2511  
 W. 4TH STREET WILMINGTON  
 DE 19805-3350

**1984 MANAGEMENT CO INC**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 2118  
 FOULK RD WILMINGTON  
 DE 19810-4716

**1984 SYSTEM, INC AMERICAN**  
**DATA** MANUFACTURER-  
 VARIOUS PRODUCTS 711 21ST  
 ST PR DU SAC WI 53578-  
 1169

**1995 PROPERTY MANAGEMENT**  
**INC** CONTRACTOR-RESIDENT  
 PO BOX 1295 SEAFORD DE  
 19973-5295

**1DVANCED FIXTURES INC**  
 CONTRACTOR-NON-RESIDENT  
 2655 E AUDIE MURPHY PKWY  
 FARMERSVILLE TX 75442-  
 2538

**1ST AID SUPPLIES LLC**  
 RETAILER-VARIOUS PRODUCTS  
 5 AURORA CT ELKTON  
 MD 21921-5900