

DOVER PREPARES FOR CALPINE POWER PLANT

By Doug Rainey
Business Bulletin writer

Calpine is moving forward with the Garrison Energy Center and Dover is planning improvements to support the natural gas-fired power plant.

The new-generation natural gas plant has an estimated price tag of \$309 million, although the company has not released a dollar figure.

The Dover City Council has authorized staff to spend up to \$6 million on infrastructure improvements to support the power plant, according to City Manager Scott Koenig.

According to Koenig, improvements include water distribution system improvements, a new



Image from Calpine
A rendering of the gas-fired generating plant.

water tower, a sanitary sewer pump station, some gravity sanitary sewer, some force main improvements and some street and stormwater improvements. The improvements are expected to be financed from an upcoming bond issue.

Also a part of the financial package is a state grant for \$2.5 million to help offset the cost of a gas line that would run to the property from the Cheswold area.

In his State of the State speech, Delaware Gov. Jack Markell said the Dover plant would aid efforts to produce more clean energy in the state.

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Calpine plans to expand power presence in Delaware

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The *Dover Post* reported last week that ground could be broken for the plant this spring. Calpine earlier estimated that the plant would go online by June 2015.

Texas based Calpine operates a regional headquarters in Wilmington.

Electrical demand for Dover's city-owned electric utility is a little more than half of the peak capacity of the proposed plant. The plant site allows for a doubling of the 309 megawatt capacity, according to Calpine.

The feasibility of the plant got a boost from growing natural gas supplies in the region, as Marcellus Shale deposits are tapped in Pennsylvania. Natural gas prices, while historically volatile, have more recently become competitive with coal.

Drilling activity is slowing in Pennsylvania as energy companies wait for new pipelines and markets, according to an Associated Press story.

"When Calpine acquired Conectiv Energy in July 2010, we made a commitment to Delaware that we would be a good corporate citizen," said Jack Fusco, Calpine's CEO said in November of



Calpine photo
Calpine converted the Edgemoor plant to all natural gas operation.

last year. "Initially, we voluntarily eliminated the use of coal at our power plants in favor of cleaner burning natural gas. Our next step is to help Delaware ensure its electric energy supply future by constructing a modern, state-of-the art power plant that will provide competitively priced, reliable electric energy for the Delmarva Peninsula."

The Garrison Energy Center would operate as a combined-cycle, natural gas-fired generating facility. The project has received strong support from state and local officials.

"Delaware is committed to securing cleaner,

cheaper and more reliable energy," Gov. Jack Markell said in November. "By deploying advanced energy-efficient technology, electric production from the Garrison Energy Center will provide lower-cost and cleaner electricity for Delaware residents and businesses, while displacing older, inefficient and dirtier sources of energy from upwind states. Since Calpine established a regional headquarters in Wilmington two years ago, my administration has supported its efforts to help meet the state's power needs while creating jobs and spurring new economic development opportunities."

The project will also provide local benefits. "Calpine's Garrison Energy Center, which will be built in Dover's Garrison Oak Technical Park, represents a unique opportunity for the city. This state-of-the-art generating facility will improve the reliability of the electric system and provide new and much-needed revenue streams for the city. In addition, the construction of a pipeline to serve the facility will expand the availability of natural gas to other businesses and consumers in the region," said Dover Mayor Carlton E. Carey Sr. "



ILC Dover offers nanotech containment options

ILC Dover, Frederica, Del., announced its flexible containment systems are being offered for nanotechnology applications that use tiny particles that are difficult to contain.

ILC Dover pioneered flexible containment for the pharmaceutical industry 16 years ago and is now being seen as the industry leader in engineered controls for nanoparticles, according to a release.

ILC Dover offers a broad range of flexible systems to support safe nanoparticle processing operations.

Processes that can benefit from their solutions include, weighing, blending, particle sizing, as well as vessel charging and offloading.

Such operations can eliminate the need for expensive stainless steel isolators, reducing product loss via exhaust ventilation, and reducing



**Photo by ILC Dover.
The containment system at work.**

downtime caused by cleaning that is needed in uncontrolled processes. In addition, product quality is maximized by eliminating cross contamination issues.

“We collaborate with manufacturers, researchers, educators, and government agencies to develop the most effective approach for each specific application,” said Alan George, Business Development Manager for ILC’s Commercial Containment Products group. “We look to help create a safe working environment using our standard solutions, but we also specialize in custom exposure control designs so that the right tool is provided for the right

process.”

Known for production of space suits for NASA, ILC specializes in the use of high-performance flexible materials. To view ILC Dover’s solutions for worker safety, visit at www.ilcdover.com/Industrial-Containment.



WSFS opens new office in Kennett

WWSFS Bank relocated its Kennett Square branch from the Marlborough Square Shopping Center to a new stand-alone banking office nearby at 100 Old Forge Lane, across the street from Wawa.

This location now includes safe deposit boxes, coffee bar, community conference room, and a drive-up teller and imaging ATM.

Rick Wright, executive vice president and chief retail banking officer said, “We’ve been serving Longwood and Kennett Square, Pennsylvania for over 12 years now, first in a grocery store and then in a shopping center. This new, stand-alone office space will not only provide more visibility for WSFS but also help us grow and deepen our relationships in the community.”

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PBF posts strong earnings as oil-rail plans move forward

Shares of the owner of the Delaware City Refinery surged after its first earnings report as a publicly traded company. The price settled back to \$39.33 on Monday.

PBF Energy Inc. posted fourth quarter operating income of \$284.9 million compared to an operating loss of \$165.6 million during the same period a year earlier.

Revenue for the year was \$20.1 billion compared

WSFS opens larger office in Kennett

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WSFS has six other offices in southeastern Pennsylvania including retail branches in Glen Mills, West Chester, Media, Edgmont and Oxford, and a loan production office in Plymouth Meeting. Of the 440 WSFS ATMs, more than 45 are located in Pennsylvania.

The WSFS Kennett Square banking office has extended banking hours Monday through Saturday.



PBF Energh photo

to \$14 billion a year ago. Revenue in the fourth quarter was \$4.95 billion, compared to \$4.8 billion a year earlier.

The results led PBF board to increase its dividend above the estimate used in its stock offering materials.

Stock in the company has traded at between \$26 and \$40 a share since it went public a few months ago.

New Jersey-based PBF owns the Delaware City Refinery, the focal point of the company's efforts to process crude oil brought in by rail from North Dakota and Canada. Delaware City has traditionally relied on tanker shipments from overseas. PBF says the rail shipments from an area

where crude oil sells at a discount give PBF a cost advantage, even with added costs.

Analysts have questioned whether the strategy will work over the long term as new pipelines go into operation, but were reportedly more upbeat after the release of the earnings report.

Adjusted net income for the fourth quarter \$165.7 million compared to a loss of \$111.7 million for the fourth quarter 2011. The results reflect the conversion of securities into PBF common stock. For the year, operating income was \$920.4 million, compared to \$305.7 million for the same period in 2011. Adjusted net income for the year was \$492.5 million compared to \$146.9 million for the corresponding period in 2011.

PBF Energy's full-year results include a full year of operations of the company's refineries compared to 2011, which had 12 months of operations of the Paulsboro refinery, ten months of operations of the Toledo refinery and activities to reconfigure and restart the Delaware City refinery.

Delaware City went into full operation in the fall of 2011 after a lengthy start-up process that was partially the result of a full shutdown by former owner Valero. PBF bought its first refinery with the

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PBF CEO says refineries performed well

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help of a financial package that included participation by the State of Delaware.

Tom Nimbley, PBF Energy's CEO, said, "PBF's fourth quarter and full year results are reflective of our commitment to safety and our ability to run our refineries reliably and efficiently. During the fourth quarter, we were able to take advantage of positive market conditions and, importantly, we began to realize the initial benefits of our crude-by-rail strategy at our east coast refineries."

The company's 70,000 barrel per day track at Delaware City is now in full operation. Initial discharge rates indicate that this facility is capable of operating above its capacity of 70,000 barrels per day, a press release stated.

The board approved the recently announced expansion project to double the company's heavy crude unloading capability to 80,000 barrels per day by the fourth quarter of this year. Upon completion, PBF Energy will be able to deliver more than 150,000 barrels per day of crude oil directly into the Delaware City refinery via rail. 

About the Business Bulletin

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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

Newark Council delays zoning amendment vote

At the request of the developer, a request to amend the Newark rezoning map to allow for construction of townhouses in a portion of the community has been delayed.

Also delayed was a request to change zoning



from adult community to garden apartments.

The developer of the Village of Twin Lakes off Elkton Road on the southwest edge of the city requested that the Newark City Council delay consideration until April 22nd.

The rezoning request had been on the Monday night agenda of the Newark City Council. The Village of Twin Lakes has been dealing with a changing real estate market that has affected sales of condominiums and other units.

A portion of the community that contains townhouses is now open to residents of all ages, according to the village website.



Innovation center comes to Hercules building

Following the completion of extensive renovations that have transformed the ground floor of Hercules, the partners of [McConnell Johnson Real Estate](#) are set to move onto the project's next phase: creating a destination.

With amenities such as their recently formed business incubator, a training, meeting and conference center courtesy of The Hub, and a full-service, upscale restaurant, Hercules is set to become a site for lunchtime excursions, business gatherings and an entrepreneurial environment, developers say.

Other amenities in the atrium will include a food court, a health and fitness center and a Wi-Fi lounge.

Phase 3 of the overall \$20 million project included \$2 million in upgrades to the building's systems and an all-new atrium. Built in 1983 as corporate headquarters for Hercules Inc., the 12-story landmark at 1313 North Market Street



has been converted into an office center suitable for multiple uses with attractions that will appeal to workers and residents of Mid-Town Brandywine.

“We’re creating reasons for it to be a destination, not just an office building,” said Scott Johnson, partner in McConnell Johnson Real Estate, manager and leasing agent for the building.

The business incubator, to be known as The McConnell Johnson Innovation Center, will appeal to startups in the mobile, finance and media

industries and to entrepreneurs seeking international connections, said Paul McConnell, CEO of McConnell Johnson.

“New incubation centers are opening every day around the world. We’re enthusiastic about offering a new generation of business leaders a place where they can test and share ideas and develop the contacts they need to navigate the path to their prosperity,” McConnell said. Space in the business incubator will be available in several desk configurations, McConnell said.

Innovation Center members will receive administrative support and access to technology essential for their businesses.

Innovation Center tenants already include Continuity Dynamics, a consulting firm that assists businesses with disaster recovery, and the nonprofit Film Delaware, headed by film industry veteran T.J. Healy, which works to attract and assist motion picture, television, documentary and video

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GET YOUR SHARK ON WITH VIDEO START-UP CONTEST

Delaware entrepreneurs are invited to make a video pitch in conjunction with the New Castle County Chamber of Commerce Annual Dinner and Networking Mixer. The event features Daymond John of the TV series, “Shark Tank.”

The ‘Swim with the Sharks’ Video Pitch competition, presented by Newark Chrysler Jeep Dodge, provides early-stage business owners the opportunity to introduce their business to the local community while competing for the grand prize, which includes \$2,500 in funding.

To enter, entrepreneurs create a short video to illustrate how \$2,500 would help make their new business idea a reality and submit it to the County Chamber’s virtual shark tank before 5 p.m. on March 11. The public can vote for their favorites and help choose the finalists.

After the voting closes, selected finalists will share their video at the Annual Dinner and Networking Mixer on March 18. Daymond John and event sponsors will place a final vote to determine the winner. Three finalists will win a 2013 County Chamber membership and a free Wilmington University business course.

Further information is available at the [Chamber’s website](#).

Hercules...

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game producers who want to use Delaware as a site for their ventures.

The 10,000-square-foot conference center will be operated by The Hub, a Philadelphia-based business meeting and conference specialist. The conference center features an auditorium with more than 100 seats and a series of smaller conference rooms.

Current Hercules tenants include: Conde Nast, Potter Anderson & Corroon, Pepper Hamilton, VISA U.S.A., Wilmington Insurance and Ashland, Inc.

Based in Wilmington, Del., McConnell Johnson Real Estate specializes in real estate investment, asset management and leasing. With combined experience of more than 60 years in the real estate business, our principals employ a hands-on management philosophy allowing us to maintain high building occupancy, sustain high renewals of our tenant base, support tenant needs with well-capitalized financial resources and lead the community in applying the latest sustainable practices in property maintenance and improvement, the release said.



Glowing ticket sales reported for Firefly Festival

Firefly Music Festival, from June 21 to 23, is shaping up to be a much bigger event in Dover.

Buzz over last year's event appeared to trigger a buying panic for tickets, with ticket sales matching last year's total attendance in an hour or so.

Headlining the event are veteran bands, Red Hot Chili Peppers and Tom Petty and the Heartbreakers. More than 70 acts have been scheduled.

Some buyers of tickets were looking at a quick profit. Three-day passes were available on the StubHub website at a price \$100 or more above list.

The festival had estimated attendance of 30,000 last year, even though it was competing with other regional music events and the Delaware State Fair's entertainment offerings.

Higher attendance would fill up hotel rooms in central Delaware and perhaps beyond.

The volume of ticket traffic overloaded Amazon ticket servers and led to frantic and angry posts on the festival's website. By Friday night, some

Firefly fans were taking shots at the critics on Facebook. The problems were resolved, but discount tickets are gone and only the highest priced general admission and VIP passes remained as of the weekend.



Another glitch popped up when the festival announced that one well-known band, Imagine Dragons, could not appear, due to a scheduling conflict. The group will be replaced by Jim James, of the band My Morning Jacket.

The festival issued the following on Facebook on Friday night:

"Hey Firefly Fans. We know many of you experienced some delays and frustrations during the first couple ticket buying hours yesterday and we apologize for this. That's not how we want any part of your Firefly experience to be. We're always working to ensure you have a great experience leading up to, during and after your weekend at The Woodlands. We can't thank you enough for your support and

patience as we got through some growing pains yesterday! It was truly an epic day in Firefly history."

Total ticket sales numbers so far this year were not released.

The festival is being presented by Chicago-based Red Frog Events. The company partnered with Dover Motorsports, which owns The Woodlands. Until Firefly, Redfrog was best known for managing large-scale running events.

Last year, Dover Motorsports gained rental and concessions revenue from Firefly. Firefly features upscale food offerings, craft beer and even balloon rides.

Red Frog is also a supporter of St. Jude's Childrens Hospital in Memphis, with some proceeds from the event going to the hospital that is associated with the late entertainer Danny Thomas. His family remains a strong supporter of the hospital.

[Click on this link](#) for the earlier story that includes a link to the full line-up.



Schell Bros, IFS Benefits, Atlantic Remodeling honored

Home-builder Schell Brothers, Rehoboth Beach, received several awards at The National Sales and Marketing Awards gala.

Jamie Hudson, director of sales at Schell Brothers, was presented the Gold Award for Sales Manager of the Year. Hudson leads a Schell Brothers sales team that nearly doubled sales from 2011 to 2012 in communities in southern Delaware.

The Hartford home design in Heritage Creek won the Gold for Best Architectural Design of a Single Family Detached Home

between 2,500 to 4,000 square feet. This courtyard home is available at the community near Milton.

Echelon Custom Homes received the Gold for Best Website for a Builder for echeloncustomhomes.com.

In addition to the three Gold Awards, Schell Brothers and its affiliated companies took home five silvers.



Aetna honors IFS producers

Aetna named Bon Sonchen, and Steve Blewitt as a Small Group Premier Producers for 2013. The Premier Producer designation is earned each year by only two percent of brokers selling Aetna Small Group employee benefits products.

“Reaching Premier Producer status is an important milestone,” said David Notari, vice president of Distribution and Channel Management for Aetna Small Group and Individual Products. “This elite group of producers has demonstrated the sales success that can only come from broad product knowledge and a dedication to client satisfaction.”

President Bob Sonchen Vice President Steve Blewitt, are partners of IFS Benefits, LLC., Newark, a firm that specializes in providing cost-effective solutions to small and mid-size employers.

IFS Benefits, LLC is not a subsidiary, nor is it controlled by Aetna. IFS has offices in Newark and Lewes.

Atlantic named to Future 50

The Atlantic Remodeling Corporation, based near Baltimore, has been named one of the Baltimore’s Top 50 fastest-growing companies by SmartCEO magazine. Atlantic has an office in Newark.

Future 50 winners collectively generate more than \$875 million in annual revenue and employ more than 5,400 individuals.

“Being named to this prestigious list is a testament to the incredible hard work of the Atlantic team,” says Bert Lebharr, president of Atlantic Remodeling. “We work hard everyday to provide the highest quality workmanship using the best materials on each home improvement project we do. We are extremely proud of our work and very much appreciate that our clients regularly recommend Atlantic Remodeling to their families, friends and neighbors.”

Atlantic specializes in energy efficient windows, siding and roofing.

Atlantic Remodeling’s newest regional office opened recently in Severna Park, Md. Other offices are in Frederick, Md. Fairfax, Va. and its headquarters in Baltimore.

Twitter study: Delaware 4th saddest state

For some reason, the song from the Partridge Family sitcom with the words “Come on, get happy” has been running through my head after reading a piece from The Atlantic’s website on joy and tweeting.



Doug Rainey

of the five least happy states (Georgia, Maryland and Delaware) have traffic problems in some areas. [CLICK HERE](#) for the article and feel free to pass along or tweet your thoughts. My Twitter site is [HERE](#).

Capriotti’s to Ogletown

One place that makes people happy is Capriotti’s. The sandwich shop, known for its friendly service at many locations, has been growing into a nationwide company. After being founded in Delaware and establishing another stronghold at its headquarters in Las Vegas, the company is going nationwide.

With shops in many top locations, growth has slowed in Delaware. But one key area has been untapped and the company is adding a shop at 4132 Ogletown-Stanton Road. The location is near Christiana Hospital and the Iron Hill Corporate Center in Ogletown, an area southeast of Newark.

Iron Hill will become soon be home for Chase operations. It already houses a site for Barclays. Iron Hill was at one time the headquarters and hub for MBNA, now Bank of America. With Iron Hill getting busier, Capriotti’s should get its share of the individual lunch and party tray business so bring


on those Bobbies. For those new to the area, that’s the sub with turkey, cranberry and dressing that is always the first to go from the party tray.

Moving on

News Journal business reporter Eric Ruth is headed to the Delaware Tourism Division. A prolific writer on all sorts of business topics, he will be missed.

Rodney Jordan, one of the founders of the social media community in Delaware will be doing marketing work for Barry Schlecker, mastermind of the new WilmFilm film festival, the Rockwood Ice Cream Festival and other events. He was with Armor Graphics, Newark. Jordan is tireless advocate for small business and smaller non-profit organizations.

Phil Hoge

Over the weekend, I learned that Phil Hoge, a long-time leader in commercial real estate in northern Delaware, has died. Hoge was a vice president and partner in Patterson-Woods Commercial Properties, Greenville. My thoughts go out to his family. 

Researchers in Vermont, crunched Twitter traffic data and determined that Delaware is the fourth saddest state in the union, with Maryland No. 3, Mississippi second and Louisiana topping the list.

The happiest state was Hawaii, with its 85-degree days. But frozen Maine was second, followed by Nevada.

The rankings are fascinating, with researchers speculating that poverty may play a role. But that does not explain the sadness rankings of Maryland and Delaware, two fairly wealthy states among the 50.

My pet theory, which has no scientific basis, is that many people who constantly tweet are prone to griping about matters large and small. Also, three

Joe Conklin to headline St. Patrick's Day fund-raiser

Editor's note: Send you news items to drainey@delawarebusinessdaily.com.



Conklin

As part of its 20th annual St. Patrick's Day fund raiser, the St. Patrick's Day Society will present Joe Conklin, Philadelphia impressionist and radio personality. Conklin, known for his impressions of Barack Obama, Charles Barkley, and a host of politicians, athletes and film stars, will headline the March 14 communion breakfast.

To date, the Wilmington-based event has raised nearly \$2 million for St. Patrick's Center, a respite for people in need on Wilmington's East Side. The mass and breakfast were the brainchild of some influential Delawareans, including Joe Farley,

Sr., retired printing company owner and former chairman of the Delaware State Democratic Party.

"We wanted Irish-Americans (and people who want to be Irish) to do something positive on St. Patrick's Day," says Farley, Sr., who still emcees the event. "Today, new generations are joining us to sing 'Danny Boy' and ensure that St. Patrick's Center has resources it needs to serve Wilmington's neediest."

Tickets are available at \$50 per person; group sponsorships start at \$500. Tickets can be purchased through StPatricksCenter.org or by mail. Organizers expect more than 1,000 attendees.

Mass begins at St. Patrick's Church on March 14 at 7:15 a.m. followed by a parade up King Street to the breakfast at the DoubleTree Hotel. The festivities kick off with a Sponsor's Dinner on March 13.

Christiana Care gets grant

The AstraZeneca HealthCare Foundation awarded Christiana Care's Center for Community Health a \$195,809 grant to support its Cardiovascular Outreach Prevention Program during a press conference earlier this month at William Penn High School in New Castle. This is the second consecutive year in which Christiana Care has received funding from the AstraZeneca HealthCare Foundation, for a total of \$348,463.

"This is a program that folds perfectly into The Christiana Care Way, which is to serve our neighbors — meaning this high school's students and their families — as respectful, caring, expert partners in their health," said Omar Khan,

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M.D., medical director of Community Health and Preventive Medicine at the Eugene du Pont Preventive Medicine & Rehabilitation Center at Christiana Care Health System. “We understand the value of using teens to engage their families in their health, and we are so grateful to the AstraZeneca HealthCare Foundation for their work in our community.”

The AstraZeneca HealthCare Foundation gave Christiana Care the award through its Connections for Cardiovascular Health program, which provides annual grants of \$150,000 and up to U.S.-based nonprofit organizations engaged in charitable work at the community level.

Christiana Care carries out its Cardiovascular Outreach Prevention Program at four New Castle

County high schools — Howard High School of Technology in Wilmington, Hodgson Vocational Technical High School in Newark, Christiana High School in Newark, and William Penn — and targets underserved, low-income African-American teens and adult women. The goals of the program are to engage the teens to increase both their knowledge and confidence in their ability to make healthy lifestyle changes, as well as to teach them skills to improve the heart health of their mother or another important adult female in their lives.

Sallie Mae makes \$25,000 donation

Sallie Mae, Newark, announced it will donate \$25,000 to the National Breast Cancer Foundation to support breast health education. The donation was made possible by thousands of customers with Sallie Mae-serviced student loans.

The company recently partnered with the NBCF to encourage customers to enroll in its free direct e-notification paperless service. Sallie Mae donated \$1 to the nonprofit for every customer who enrolled in the service. It took just one month for Sallie Mae to reach its \$25,000 donation goal.

“We are proud to partner with Sallie Mae, a company that turns education dreams into reality,” says NBCF Founder & CEO Janelle Hail. “Their

support will help NBCF save lives by educating women about the importance of detecting breast cancer early.” Sallie Mae’s direct e-notification paperless service enables customers to receive all their account correspondence via email, rather than traditional paper documents sent through the mail.

P.J. Fitzpatrick

Area home improvement contractor P.J. Fitzpatrick Inc., New Castle, has often used their Facebook page as an opportunity to involve their fans in various charitable activities. Earlier, the company, have been collected nominations throughout January and are preparing to name a recipient for P.J. Fitzpatrick Volunteer of the Year.

P.J.Fitzpatrick has a number of non-profits they work with throughout the year, and often times any number of the volunteer staff members will stand out for service to their cause. In addition to the Volunteer of the Year Award, starting on February 7, and going through until the end of the month, P.J. Fitzpatrick will be holding a cutest pet competition on Facebook with PAWS for People, with the company making a donation.

BUSINESS MOBILIZES AGAINST MINIMUM WAGE PLAN

Delaware bill ties pay to cost of living increase formula

The Delaware General Assembly will once again hash out an increase in the minimum wage. Senate Bill 6 would increase the minimum wage to not less than \$8 an hour effective July 1, 2013 and not less than \$8.75 per hour effective July 1, 2014.

If the federal minimum wage becomes higher than the Delaware minimum wage, the Delaware minimum wage would increase by \$1 above the federal minimum wage.

In addition, effective July 1, 2014, the minimum wage would increase by a percentage equal to the percentage of Cost of Living Adjustment (COLA) as determined periodically under the federal Social Security Act.

Sen. Robert Marshall, D-Wilmington, is sponsoring the legislation that passed the Senate, but died in the House last year. The legislation is getting more attention this year after President



Barack Obama called for an increase in the minimum wage and a cost of living adjustment.

In Delaware and throughout the nation, any plan to increase the minimum wage faces opposition from the business community.

The argument often centers on the minimum wage boosting all wages during a slow economic recovery.

Workers earning that wage counter that they end up working more than one job as employers that do offer benefits work limit full-time positions.

Another worry is the phase in of the Affordable Care Act that will require some smaller companies to offer health insurance.

The National Federation of Independent Business issued a press release more than a month

ago opposing the increase. “Delaware has the best reputation in the northeast as a place to do business and this legislation puts that at risk,” said Ellen Valentino, state director for the NFIB. “All the credible research shows that higher minimum wage laws hurt small employers and cost jobs.”

She said that Delaware small businesses will react to a higher minimum wage by cutting hours for their employees, automating certain jobs or simply finding ways to avoid hiring.

“Small businesses can’t increase their sales by 10 percent by waving a magic wand” said Valentino.

Last year, similar legislation passed the Senate, but died in the House last year. their employees, automating certain jobs or simply finding ways to avoid hiring.

“Small businesses can’t increase their sales by 10 percent by waving a magic wand” Valentino stated in the release.



Business center helps pub get off to good start

By Diane Kukich
University of Delaware

McTullio's Pub sits just a parking lot away from the Pennsylvania state line, but its location in Delaware gave owner Barbara Tullio access to an invaluable resource in the Delaware Small Business and Technology Development Center (SBTDC).

She had been working at Roy's Pourhouse, a small tavern at Tri-State Mall in the northeastern tip of Delaware, for about five years when the owner admitted that he was having financial difficulties. He offered her a partnership in the business and three months later asked her to buy him out.

"I had always thought it would be wonderful to have my own place," Tullio says, "so I jumped at the chance." But Tullio was so successful at attracting — and keeping — customers that the business quickly outgrew the small space.

A larger store just a few doors north in the shopping center was available for lease, but Tullio was operating from month to month financially and lacked the capital to renovate the space and launch a larger business.

Enter Wendy Wen, SBTDC business analyst,



Photo by Evan Krape

Barbara Tullio (with brown hat) is surrounded by employees at her pub, McTullio's, in northern Delaware.

"Barbara was referred to us by Ken Anderson in the [Delaware Economic Development Office](#)," Wen says. "Ken described Barbara's existing business as 'thriving,' but he was also aware of the many challenges she faced in getting a loan, including a difficult private sector loan market, a short window of time to develop a business plan, and only two years of financials."

Wen put Tullio on the fast track to expansion by finding her an example business plan to use as a model, showing her how to do a cash-flow projection, and linking her to First State Community Loan Fund (FSCLF), a non-profit

that provides loan capital to small businesses, community organizations, and developers of affordable housing.

After several months of hard work dealing with plans and permits, contractors and computer software, Tullio opened the doors at her new location on Sept. 28, 2012. Within days of celebrating her grand opening, however, she was in a car accident and then was diagnosed with lung cancer.

But even as she recovered from the accident and underwent chemotherapy, the bartender-turned-businesswoman moved forward with her plans to take McTullio's from a tiny tavern with steam-table food to a pub with a real menu. The venue now offers live music, dart and pool leagues, chair massage, karaoke, and dance parties. Tullio has also hosted fundraisers for groups serving wounded warriors, children, and the homeless.

She is most proud of her contribution to the local labor market. "I've created eight jobs," she says in amazement. "Eight people have jobs because of this pub."

All of the pub's current employees are female, but **Continued on next page**

Hard work, financing options help McTullio's succeed

From previous page

Tullio is an equal-opportunity host. Purse hangers on the bar make women feel welcome, while diamond-plate wainscoting on the walls reminds male patrons of their pickup truck toolboxes.

“We have a wide range of clientele,” Tullio says,

“and my only rule is that everyone has to treat everyone else with respect.”

“Everyone here is family,” she adds. “There’s a lot of love in this place.”

That love extends to Wen and everyone else who helped Tullio reach her current level of success.

“I love Wendy,” she says. “She not only shared her knowledge with me but also gave me the gift of her patience. She spent time with me, shedding light on what I needed to do and walking me through the process. Most of all, she believed in me when I wasn’t even sure I believed in myself.”

Wen is quick to throw the credit back at Tullio. “Barbara is the hardest-working person I know,” she says. “She is so committed to this business, and I know that she will do whatever it takes to succeed.”

Tullio is also very grateful to Bob Kauffman and Phyllis McCollum, her loan officers at FSCLF. Like the patrons of her pub, the two have become Tullio’s friends.

“I couldn’t have done it without them,” she says. “They found creative ways for me to meet the requirements so that my loan would be approved. I’m determined not to let them down.”

The [Small Business and Technology Development Center](#), a unit of the University of Delaware’s Office of Economic Innovation and Partnerships (OEIP), exists to strengthen Delaware’s economic base by providing quality services such as management assistance, educational programs, and resources to Delaware’s business community and potential entrepreneurs. 



PNC investment execs

Richard F. Cairns has been named chairman and CEO of PNC Delaware Trust Company. Cairns will lead a team of professionals with specialized expertise in providing customized fiduciary and custody services for individuals and families.



Cairns

Cairns formerly served as PNC managing director of Wealth Management and Institutional Services for the Delaware market in addition to managing the specialized activities of PNC Delaware Trust Company.

His career spans more than 30 years in the wealth management industry.

A native of Wilmington, Cairns spent the first half of his career at Wilmington Trust Company prior to joining PNC Wealth Management in Philadelphia in 1995.

Jacqueline Byrne Lessman has been named PNC Wealth Management managing director for Delaware.

As senior vice president and managing director, Lessman leads the Delaware team of investment professionals and relationship managers in delivering PNC's wealth management solutions, including investments, fiduciary, retirement and wealth planning.

Lessman's financial services career spans nearly three decades in a series of managerial and business development positions of increasing responsibility.

Lessman joined PNC in 2009 and most recently held the post of senior vice president and managing director in the Philadelphia wealth management office.

Prior to joining PNC, Lessman was senior vice president in Wachovia Bank's Legal Specialty Group, working with law firms and attorneys in the areas of financial planning, investment management, escrow agent services and claims distribution.

Earlier, at Citizens Bank, she was a relationship manager in the Professionals Banking and Business Banking groups.



Lessman

Wright named COO of Barclaycard US

Barclaycard US, the payments business of Barclays in the United States, announced the appointment of **Patrick Wright** to the role of Chief Operating Officer.



Wright

As COO, Wright will be responsible for all aspects of customer delivery, including strategy and operational leadership. Specifically, he will oversee operations, technology, customer service and quality management.

"Patrick is an excellent addition to Barclaycard's executive leadership team," said Amer Sajed, CEO, Executive Officer, Barclaycard US. "With over 25 years of industry experience, he has a keen understanding of technology, a strong customer focus, and proven track record for achieving success."

"Patrick's ability to leverage technology to better serve customers, coupled with his broad business perspective make him a tremendous asset to

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Barclaycard US,” said Ian Buchanan, Global Chief Operating Officer, Barclaycard. “His appointment aligns with our vision of building a dynamic leadership team for our payments business in the U.S. His customer focus will help drive our goal of becoming a go-to bank for customers.”

Wright will jointly report to Barclaycard US Chief Executive Amer Sajed based in Wilmington, Delaware and Barclaycard’s global Chief Operating Officer Ian Buchanan, based in London. In his new role, Wright joins the global Barclaycard COO Executive Committee and the Barclaycard US Executive Committee.

Wright brings more than 25 years of experience in operations and technology leadership. Prior to joining Barclaycard US, he was the founder of Tuyet Consulting, an advisory firm he established to assist financial institutions in maximizing operational resources more effectively. Before founding Tuyet Consulting, Wright served as U.S. CEO of Wincor Nixdorf, Inc., the world’s second largest provider of ATM and retail point-of-sale hardware and software.

Prior to that, he spent 17 years at JP Morgan Chase in a variety of leadership roles in retail

banking, information technology, e-commerce, service center management, control and audit. Mr. Wright holds a bachelor’s degree in Information Systems from the University of Texas at Arlington.

Sallie Mae names new EVP

Sallie Mae, Newark, formally SLM Corporation, announced that **Joseph A. DePaulo** has been named to the new position of Executive Vice President, Banking and Finance.

Most recently, DePaulo served as Sallie Mae’s Executive Vice President & Chief Marketing Officer, a position he has held since joining Sallie Mae in 2009.

DePaulo, who has 25 years in the consumer banking industry with MBNA, previously co-founded and served as Chief Executive Officer of Credit One Financial Solutions. At MBNA he served in various senior credit, marketing, corporate development and acquisition roles in the U.S. and Europe.



DePaulo

DePaulo’s appointment is part of Sallie Mae’s broader focus on further distinguishing its private education loan and consumer finance businesses from its Federal Family Education and Direct Student Loan program funding and servicing activities.

“Joe has wide consumer finance experience,” said Albert L. Lord, vice chairman and CEO. “Now as Sallie Mae increases its focus on growing and financing its private credit products and banking franchise, Joe brings valuable insight and leadership to our strong finance organization. Jack Remondi continues as our President & Chief Operating Officer, driving operating efficiency in our business services and legacy operations. We continue to develop a strong, diversified management team that can focus on the increasingly separate aspects of our business.”

DePaulo will succeed Jonathan C. Clark as the company’s principal financial officer. Clark joined Sallie Mae in 2008 as Senior Vice President, Corporate Finance and was appointed Executive Vice President & Chief Financial Officer in January 2011. Clark will depart the company at the end of March.

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Lord added, "Jon helped navigate us through the turbulence of the financial crisis in 2008-9. He significantly reduced our unsecured debt levels, helped equity capital and reestablished us as a major player in the securitization market. I thank Jon for all of his contributions and wish him well in his future endeavors."

Driving Dynamics names VP

Driving Dynamics has promoted **Debbie Lodge** to Vice President of Client Relations and **Stig Nielsen** to Director of BTW Training Services.

Lodge joined the company in 2009 when it moved its headquarters from New Jersey to the Newark, Del. area.

He has been responsible for the development of enhanced, account service processes as well as the recruitment and management of a newly formed, professional client services team.

Lodge will be taking on additional operational responsibilities and involved in strategic decision making.

Nielsen has been a member of the company's

advanced performance, behind-the-wheel instructional team for over 15 years with many of those years involved in managing training events, onsite instructors and Driving Dynamics' fleet of high-tech, mobile classrooms situated throughout North America.

Said Art Liggio, president of Driving Dynamics, "These promotions both recognize the experience and expertise of these two individuals plus the growing service and training requirements of our expanding customer base. I feel quite fortunate to be working with Debbie and Stig as they take on new responsibilities for the benefit of our company and its valued customers."

Founded in 1987 Driving Dynamics has a unique approach to behind-the-wheel driver education, web-based learning and driver risk management that has helped fleet-based organizations achieve significant reductions in their crash rates.

PBF names board member

PBF Energy Inc. announced the election of **Edward F. Kosnik** as an independent member to its Board of Directors. Kosnik will also serve on PBF's Audit Committee. PBF Energy owns the Delaware

City Refinery.

During his career, Kosnik served as President and Chief Executive Officer of Berwind Group, a diversified, industrial real estate and financial services company, from 1999 to 2001, and as its President and Chief Operating Officer from 1997 to 1999.

From 1994 to 1997, he was Executive Vice President and Chief Financial Officer at Alexander and Alexander, Inc., a global insurance broker and risk management company. He previously was Chairman and CEO of JWP, Inc. and was President and Chief Executive Officer of Sprague Technologies.

Kosnik also was Executive Vice President and Chief Financial Officer of Penn Central Corporation. L.P. from its 1986 inception until September 2007, Premcor Inc. from November 2004 to September 2005, Semgroup Energy Partners L.P. from July 2008 to November 2009, and Steelpath MLP Funds Trust from January 2010 to December 2012.



The Merchants Committee of the Downtown Newark Alliance meet recently at the Louviers Federal Credit Union. The alliance is a partnership of the private sector, the University of Delaware and the City of Newark. Photo by Will Webber.

The Middletown Area Chamber of Commerce Board of Directors (MACC) marked the one year anniversary celebration of Saladworks in Middletown.

On Feb. 18, MACC celebrated the one year anniversary of Saladworks with owner Sandy Webb, her staff and members of the Chamber of Commerce and community with an anniversary ribbon cutting ceremony.

Saladworks opened its doors in Middletown one year ago.

The celebration continues this month with various specials for patrons. Saladworks offers a variety of salads, sandwiches, soups, desserts and catering packages.



End of the road for financial charter high school

Pencader struggled with many issues since founding

After years of problems, the State Board of Education voted to revoke Pencader Business and Finance School's charter at the end of this academic year.

The board had placed the New Castle high school, which still was on probation from 2011 problems, on formal review in September 2012. This was the fourth time the school was placed on formal review since it opened in 2006.

Charter schools receive per pupil funding from state and local sources, but have to come up with capital funds for buildings and start up costs. Pencader suffered from financial and administrative problems throughout its existence despite much optimism about its curriculum at the outset.

The Charter School Accountability Committee's final report, outlines the governance, administrative, academic, financial and other problems cited by the committee in its recommendation to revoke the charter. The most successful charter schools have had strong support from the corporate sector,

parents or patrons.

Secretary of Education Mark Murphy considered the committee's findings as well as transcripts from two public hearings and other submitted comments and documents before recommending to the board that it revoke the charter. In his recommendation, Murphy noted that Pencader has no detailed plan to attract strong leaders to the school and failed to establish student performance goals, expectations and educational outcomes. The board voted 6-0 to revoke the charter.

"Charter schools are granted autonomy in exchange for accountability, and we will continue to hold all charter schools accountable for results to ensure they offer all students a high-quality education and an equal opportunity to succeed," said State Board Vice President Jorge Melendez, who chaired the meeting in State Board President Dr. Teri Quinn Gray's absence.

Murphy acknowledged the concerns of Pencader




families and other supporters who will be losing a school they supported. Many spoke at two public hearings earlier this month.

"Our priority in the coming weeks will be to work with families and accepting districts and charter schools as Pencader students and their parents determine their best educational options for next year," Murphy said. "We know this is a tough time, and we will work to facilitate the transition as much as possible."

In addition to their district feeder pattern schools, the students also may apply for schools through the state's Choice program. While the Choice application deadline was in January, the closure of their school is considered "good cause" under the law to allow the students to participate.

State officials will set up a meeting with Pencader families for within a week to explain next steps in choosing and enrolling in another school.

Representatives from district high schools will be invited to attend as well. The state expects full support from the accepting districts and will work together with their leadership to do what is best for these students. The state also will be setting up a designated email address and hot line for help. The state will announce the details as soon as they are finalized. 

Editor's note: Business licenses are issued by the State of Delaware as a way to generate revenue are not used as a way to regulate business.

1ST CAPITAL MORTGAGE INC
 PROFESSIONAL AND/OR PRSL
 SRVCS-UNCLASSIFIED 9 E
 LOOCKERMAN ST STE 207
 DOVER DE 19901-7347

1ST COUSINS LAWN CARE
 LLC PROFESSIONAL AND/
 OR PERSONAL SERVICES
 108 STUYVESANT AVE NEW
 CASTLE DE 19720-4527

1ST DEFENSE FIRE
PROTECTION, LLC
 CONTRACTOR-NON-
 RESIDENT 101 ROUTE 130 S
 STE 460 CINNAMINSON NJ
 08077-2842

1ST IMAGE AUTO SALES
 LLC MOTOR VEHICLE
 DEALER, RETAILER VARIOUS
 PRODUCTS 215 HAWLEY ST
 WILMINGTON DE 19805-
 3311

1ST IMPRESSION INC
 CONTRACTOR-RESIDENT
 PO BOX 910 HOCKESSIN DE
 19707-0910

1ST MAINTENANCE & REPAIR
 PERSONAL SERVICES-GENERAL
 REPAIRPERSON 1 EAST AVE
 NEW CASTLE DE 19720-
 2014

1ST MATE PROPERTY
 MGMNT SVCS INC

PROFESSIONAL AND/OR
 PERSONAL SERVICES PO BOX
 227 SELBYVILLE DE
 19975-022

1ST PREFERENCE MORTGAGE
CORP PROFESSIONAL AND/OR
 PRSL SRVCS-UNCLASSIFIED
 19 S STATE ST STE 103 DOVER
 DE 19901-7318

1ST SERVICE REF HEAT AC
SVC CO CONTRACTOR-NON-
 RESIDENT PO BOX 1560
 BERLIN MD 21811-5560

1ST SOURCE BANK
MOTOR VEHICLE LESSOR
 100 N MICHIGAN ST STE 200
 SOUTH BEND IN 46601-1600

1ST ST. COMM. CLEANING
SRVS LLC
 PROFESSIONAL AND/OR
 PERSONAL SERVICES
 968 S GOVERNORS AVE
 DOVER DE 19904-4110

1ST STATE AUTO GLASS LLC
 PERSONAL SERVICE-MOTOR
 VEHICLE SERVICE 7726
 WILLOW GROVE RD
 CAMDEN WYO DE 19934-2530

1ST STATE COMPUTER SVCS
 LLC PROFESSIONAL AND/OR
 PRSL SRVCS-UNCLASSIFIED
 3207 ANDREWS LAKE RD
 FREDERICA DE 19946-1949

1ST STATE CONTRACTING LLC
 CONTRACTOR-RESIDENT
 24 MARSH CREEK LN DOVER
 DE 19904-9712

1ST STATE ELEVATOR INC
 CONTRACTOR-RESIDENT 2860
 OGLETOWN RD NEWARK DE
 19713-1857

1ST STATE FRYCLEAN &
KITCHEN SER PROFESSIONAL
 AND/OR PERSONAL SERVICES
 648 BLACK SWAMP RD FELTON
 DE 19943-3633

1ST STATE HVAC LLC
 CONTRACTOR-RESIDENT
 8652 CEDAR CREEK RD
 LINCOLN DE 19960-2766
 2008200186

1ST STATE MOBILE SAWMILL
 SERVICE CONSTRUCTION
 CONTRACTOR-RESIDENT
 901 PENNSYLVANIA AVE
 CLAYMONT DE 19703-1233

1ST STATE POWER CLEAN
LLC PROFESSIONAL AND/OR
 PRSL SRVCS-UNCLASSIFIED
 1/1/13 12/31/13 1609
 FORREST AVE DOVER
 DE 19904-9725
 2003105917

1ST STATE SEED AND GARDEN
SUPPLY RETAILER-VARIOUS
 PRODUCTS SUITE 950
 PEOPLES PLAZA NEWARK DE
 19702

1ST STATE TECHNOLOGIES
INC PROFESSIONAL AND/OR
 PRSL SRVCS-UNCLASSIFIED
 PO BOX 347 DELMAR DE
 19940-0347

1ST STATE TECHNOLOGIES
INC RETAILER-VARIOUS
 PRODUCTS PO BOX 347
 DELMAR DE 19940-0347

1ST STATE WINDOW
CLEANING PROFESSIONAL
 AND/OR PERSONAL
 SERVICES 264 SUGAR PINE
 DR MIDDLETOWN DE
 19709-9775

1ST WESTCO CORPORATION
 CONTRACTOR-NON-
 RESIDENT 800 NEWTON AVE
 OAKLYN NJ 08107-1236

2 BRITS LLC
 COMMERCIAL LESSOR 24
 REHOBOTH AVE REHOBOTH
 BCH DE 19971-2120

2 CAN DAN'S INC 2 CAN
 DAN'S RETAILER-RESTAURANT
 3 E JACKSON AVE NEW CASTLE
 DE 19720-6445

2 DIPS RETAILER-FOOD
 (EXCEPT RESTAURANT) 209 E
 SAVANNAH RD LEWES DE
 19958-1128

2 DKM LLC COMMERCIAL
 LESSOR 4537 RT 1 REHOBOTH
 BEACH DE 19971

2 FAT GUYS, INC.
 RETAILER-RESTAURANT
 701 ACE MEMORIAL DR
 HOCKESSIN DE 19707-
 1037

2 FISH GROUP LLC
 PROFESSIONAL AND/OR
 PERSONAL SERVICES 8 W 3RD
 ST WILMINGTON DE
 19801-2427

2 ME CONSTRUCTION
LLC CONTRACTOR-
 RESIDENT 23487 TOOMEY LN
 GEORGETOWN DE
 19947-4439

2 MECO LLC COMMERCIAL
 LESSOR 1/1/13 12/31/13
 2 MECO CIRCLE 2 MECO
 CIR WILMINGTON DE
 19804-1109

2/3 MILL RD LLC
 COMMERCIAL LESSOR 213
 MILL RD WILMINGTON DE
 19806

20 REESE DRIVE LLC
 COMMERCIAL LESSOR
 1/1/11 12/31/13 1131
 CAMPUS DR MORGANVILLE
 NJ 07751-1261
 2010603789

20/20 EVOLUTION SYSTEMS
 LLC CONTRACTOR-NON-
 RESIDENT 2657G ANNAPOLIS
 RD STE 471 HANOVER MD
 21076-1262

200 LLC COMMERCIAL
 LESSOR 824 N LOCUST ST

WILMINGTON DE 19801-4352

2009 LLC STARBOARD
RESTAURANT RETAILER-
 RESTAURANT 2009 COASTAL
 HWY DEWEY BEACH DE
 19971-2318

201 CONCORD FOOD MARKET
INC BOTTLE RECYCLING
 201 CONCORD AVE
 WILMINGTON DE
 19802-4033 2010112481

201 NEW ERA LLC
 COMMERCIAL LESSOR 102
 LAUREL LN WILMINGTON
 DE 19804-2326

2013 NEWPORT PIKE
ASSOCIATES LP
 COMMERCIAL LESSOR
 2013 W NEWPORT PIKE
 WILMINGTON DE 19804-3724

MERCANTILE OR
COLLECTION AGENCY
 4023 KENNETT PIKESTE 257
 WILMINGTON DE 19807

202 SCHOOLHOUSE
LANE LLC CEP'S RIBS
 BOTTLE RECYCLING FEE
 724 PHILADELPHIA PIKE
 WILMINGTON DE 19809-2541

203 NE FRONT ST LLC
 COMMERCIAL LESSOR

Continued on next page

business licenses

From previous page

1/1/14 203 NE FRONT ST STE 101
 MILFORD DE 19963-1431

**206 NORTH UNION STREET
 LLC DELAWARE PAIN
 MANAGEMENT & MRI
 PROFESSIONAL SERVICES-
 MEDICAL OFFICE 206 N UNION
 ST WILMINGTON DE 19805-
 3430**

21025 CRAZY LANE
 PROFESSIONAL AND/OR
 PERSONAL SERVICES 71 MCBRY
 DR DOVER DE 19901-4407

2103 INC COMMERCIAL
 LESSOR 2435 E PARRIS DR
 WILMINGTON DE 9808-4522

212 N UNION INC
 PROFESSIONAL AND/OR PRSL
 SRVCS-UNCLASSIFIED 212 N
 UNION ST WILMINGTON DE
 19805-3437

21ST CENTURY POWER
 SOLUTIONS LLC
 CONTRACTOR-NON-RESIDENT
 418 OELLA AVE STE A
 CATONSVILLE MD 21228-5418

22 VEALE ROAD ASSOCIATES
 LLC COMMERCIAL
 LESSOR 1309 VEALE RD STE
 22 WILMINGTON DE 19810-
 4609

220 MARKET LLC COMMERCIAL
 LESSOR 322 A ST STE 300

WILMINGTON DE 19801-
 5354

**221 WICOMICO ST CORP
 BAHAMA MAMAS SEAFOOD
 OUTLET BOTTLE RECYCLING
 FEE 221 WICOMICO ST
 OCEAN CITY MD 21842-4293**

222 DELAWARE INC
 COMMERCIAL LESSOR
 222 DELAWARE AVE
 WILMINGTON DE 19801-
 1621

**2262011 ONTARIO DELAWARE
 INC MONEYKEY FINANCE
 OR SMALL LOAN AGENCY
 3422 OLD CAPITOL TRL STE
 1613 WILMINGTON DE
 19808-6124**

**22ND CENTURY
 TECHNOLOGIES INC**
 PROFESSIONAL SERVICES-
 EMPLOYMENT AGENT
 1 EXECUTIVE DR STE 285
 SOMERSET NJ 08873-4024

230 EXECUTIVE LLC
 COMMERCIAL LESSOR 2301 N
 DUPONT HWY NEW CASTLE
 DE 19720-6304

2300 LLC 2300 W 4TH ST
 WILMINGTON DE 19805-3325

2305 PA AVE LLC
 COMMERCIAL LESSOR
 2305 PENNSYLVANIA AVE
 WILMINGTON DE 19806

**CHINA INN INC RETAILER-
 FOOD (EXCEPT RESTAURANT)
 BOTTLE RECYCLING
 2308A CONCORD PIKE
 WILMINGTON DE 19803-
 2912**

238 LLC COMMERCIAL LESSOR
 66 PINE REACH RD REHOBOTH
 BCH DE 19971-1629
 2008203904

2390 LIMESTONE LLC
 COMMERCIAL LESSOR
 2390 LIMESTONE RD
 WILMINGTON DE 19808-
 4104

23RD CENTURY INC
 PROFESSIONAL AND/OR PRSL
 SRVCS-UNCLASSIFIED 2317
 MILTON PL NEWARK DE 19702-
 4445

24 ASSET MANAGEMENT CORP
 MERCANTILE OR COLLECTION
 AGENCY 2020 CAMINO DEL
 RIO N STE 900 SAN DIEGO CA
 92108-1546 24 BLEVINS DRIVE
 LLC

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

24 HOUR PHOTOGRAPHY
 PHOTOGRAPHER 1058
 SORGHUM MILL RD
 DOVER DE 19901-6819

24 LIQUORS LLC THE
 GROG SHOP RETAILER
 ALCOHOLIC BEVERAGE
 TOBACCO PRODUCTS BOTTLE
 RECYCLING FEE 20750 JOHN J
 WILLIAMS HWY UNIT 9 LEWES
 DE 19958-4399

24/7 CUSTOMER
 PROFESSIONAL AND/OR
 PERSONAL SERVICES
 910 E HAMILTON AVE STE 240
 CAMPBELL CA 95008-0625

246 REHOBOTH AVENUE LLC
 COMMERCIAL LESSOR 246
 REHOBOTH AVE REHOBOTH
 BEACH DE 19971-2134

24/7 TRUCKING LLC
 DRAYPERSON/MOVER
 13505 BENDER FARM RD
 GREENWOOD DE 19950-5046

25 KING COURT LLC
 COMMERCIAL LESSOR 22
 POLARIS DR NEWARK DE
 19711-301

250 EXECUTIVE, LLC
 COMMERCIAL LESSOR
 2301 N DUPONT HWY NEW
 CASTLE DE 19720-6304
 2006602677

257 EAST MAIN ASSOCIATES
 LLC NON-RESIDENT
 CONTRACTOR/DEVELOPER
 16000 WOOLEN WAY
 NEWARK DE 19711-8543

26 CENTRE LLC
 COMMERCIAL LESSOR 76 WEST
 AVE OCEAN VIEW DE 19970-
 9793

27 BROOKSIDE LLC
 COMMERCIAL LESSOR
 131 BROOKSIDE DR
 WILMINGTON DE 19804-
 1101

273 PLAZA ASSOCIATES LP
 COMMERCIAL LESSOR RTE 273
 NEWARK DE 19702

273 PROPERTIES LLC
 COMMERCIAL LESSOR 1761
 GRANTHAM LN, NEW CASTLE
 DE 19720-4801

29 HILL ROAD LLC
 COMMERCIAL LESSOR
 29 BANCROFT MILLS RD FL 4
 WILMINGTON DE 19806-
 2039

2909 CONCORD LLC
 COMMERCIAL LESSOR
 2909 CONCORD PIKE
 WILMINGTON DE 19803-
 5010

29TH STREET GROUP LLC
 BENROSE ASSOCIATES
 PROFESSIONAL AND/OR PRSL
 SRVCS-UNCLASSIFIED 1702 N
 SCOTT ST WILMINGTON
 DE 19806-2316

2BG INC RETAILER-FOOD
 36698 BAYSIDE OUTLET DR
 REHOBOTH BEACH DE
 19971

2CS LLC COMMERCIAL LESSOR
 724 S WEST ST DOVER DE 19904-
 3513

2FATGUYS 2 GO LLC
 2FATGUYS 2 GO RETAILER-
 RESTAURANT 2801 CONCORD
 PIKE WILMINGTON DE 19803-
 5008

2FATGUYS GREENVILLE LLC
 2FATGUYS AMERICAN GRILL
 RETAILER-RESTAURANT
 3801 KENNETT PIKE
 WILMINGTON DE 19807-
 2321

**2ND CHANCE BAIL BONDS
 LLC PERSONAL SERVICES-BAIL**
 BONDSMAN AGENCY 25675
 COVERT ST SEAFORD DE
 19973-8411

2ND STORY CONSULTING LLC
 2SC PROFESSIONAL AND/OR
 PERSONAL SERVICES
 1308 STANFORD RD
 WILMINGTON DE 19803-5136

2RW CONSULTANTS INC
 PROFESSIONAL AND/OR
 PRSL SRVCS-UNCLASSIFIED
 100 10TH ST NE STE 202
 CHARLOTTE SVLE VA 22902-
 5481

2UNCLES INC JD'S FILLING
 STATION RETAILER
 RESTAURANT 329 SAVANNAH
 RD LEWES DE 19958-1438