

# AZ TO CUT 1,200 JOBS

**A**straZeneca will cut 1,200 jobs from its north Wilmington site as part of a plan to realign its research and development locations and cut costs.

The company summed up the changes as follows in a release issued on Monday morning:

## Online extras

[Congressional delegation responds](#)

[YouTube message from CEO.](#)

“With the exit of the Global Medicines Development group and the relocation of global marketing and US specialty care commercial roles, about 1,200 roles will leave Wilmington. There will be a net increase of approximately 300 roles in Gaithersburg. The changes announced today will lead to an estimated overall reduction of about 650 positions in the US; while around 170 will relocate



to other AstraZeneca sites in the US or overseas. Wilmington will remain the North America commercial headquarters, with a population of about 2,000 at the AstraZeneca site.” [Click here](#) for the full U.S. press release.

The changes are expected to take place over the

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## This week

Founder of Fisker Auto leaves company.  
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# Some Delaware employees will move to Maryland site

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next couple of years. In terms of total employment, the cutbacks match the impact of the closing of the Chrysler plant in 2008. That was followed by the shuttering of the GM Boxwood plant, several months later.

Gov. Jack Markell issued the following: “We know we have a great workforce in Delaware and the AstraZeneca employees affected by this decision are part of our talented scientific pool. I am greatly disappointed by the job losses at the company and for the employees whose lives will be painfully and directly affected. The company says the job relocations and eliminations will happen gradually over time with various projects, and we will offer state employment transition support services to employees who need assistance as that happens.”

Catherine Rossi, spokesperson for Gov. Jack Markell, said state officials were informed of the decision Monday morning, shortly before the public announcement. Rossi said Delaware remains home to the company’s North American headquarters and will be the new reporting base for global innovations. The state will offer transition support to employees who feel the need for assistance when job cuts are made.

Rossi added that AstraZeneca “fulfilled all its obligations under its Delaware Strategic Fund award by the end of 2005. The company needed to have 4,000 employees and had 5,388 at the end of that year. The state also made extensive highway improvements in the area, due, in part, to the transfer of jobs at the time from Chesterbrook, Pa. to northern Delaware.

Since 2005, AstraZeneca has whittled away at its headcount in Wilmington, closing a laboratory and making other cost-cutting moves.

Gaithersburg, Md., the site of MedImmune’s headquarters and the primary location for AstraZeneca’s biologics activities, will also become home to much of the company’s U.S.-based Global Medicines Development activities for small and large molecules and will accommodate some global marketing and US specialty care commercial functions, according to the company. Gaithersburg and two other strategic sites will be supported by other existing AstraZeneca facilities around the world, including Boston.

Pascal Soriot, the Chief Executive Officer of AstraZeneca said: “The changes we are proposing represent an exciting and important opportunity to put science at the heart of everything we do because

our long-term success depends on improving R&D productivity and achieving scientific leadership.”

He continued: “I recognize that our plans will have a significant impact on many of our people and our stakeholders at the affected sites. We are fully committed to treating all our employees with respect and fairness as we navigate this important period of change.” One site in the United Kingdom will close, with 1,600 jobs relocating to other locations.

The changes, which are expected to further hinder an already sluggish economy recovery in Delaware, deals a blow in efforts to build the life science community in the state. The state has seen success of late from the growth of Incyte, Inc., a drug research company that has moved one of its pharmaceuticals to the marketplace.

AstraZeneca has been struggling with patent expirations for its blockbuster drugs and a lack of new drugs in development pipeline.

Former CEO, David Brennan left the company after struggling with the drug pipeline issue and not seeing bigger returns from the \$15 billion purchase of Medimmune. Brennan had headed North American operations from north Wilmington before taking the top post in AstraZeneca.

# FISKER AUTO MINUS FISKER

By Doug  
Rainey

**I**t was a confident Henrik Fisker who made the keynote speech at the annual meeting of the New Castle County Chamber of Commerce in 2010. Speaking with a hint of a Danish accent and looking the part of an urbane designer, Fisker outlined his bold strategy in building a car company from the ground up. The audience was clearly intrigued by his plans to reopen the former GM Boxwood plant near Wilmington.

The speech demonstrated how the talented designer of the company's striking Fisker Karma luxury car and other vehicles for BMW and Aston Martin had been able

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# Fisker walks away from company he founded

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to find investors in the difficult environment that followed the financial crisis of 2008.

Last week, the founder of California-based Fisker Automotive left the company following disagreements over the direction of the automaker. According to one account, Fisker dropped by a dealership and purchased a Fisker Karma after departing the automaker.

Delaware Development Office Director Alan Levin said the departure of Fisker will have little effect on daily operations of the company.

Fisker had not been involved in day-to-day operation for a year and a half Levin noted. His designs for the Karma and the mid-sized Atlantic remain fresh, but the company has other priorities, he added.

Instead, auto industry veterans Tom LaSorda and more recently Tony Posawatz have been heading the company.

Fisker “provided the sizzle,” but “Tony is the right guy” when it comes to tackling the challenges faced by the company, Levin says.

Fisker has struggled with a host of issues that include a controversy over reports of vehicle fires, battery problems and the loss of tens of millions of dollars in Karmas during Hurricane Sandy.

The company also ended up as a campaign issue as Presidential candidate Mitt Romney claimed the loan to Fisker was evidence of failed policies of the Obama administration. The federal loan program that Fisker had tapped was passed by Congress during the Bush administration as a way to encourage development of alternative vehicles as a way to reduce dependence on foreign oil.

More recent reports have indicated that Chinese car companies have an interest in buying a controlling interest in Fisker. One company dropped out of the bidding, according to published reports.



Fisker has been burning through the reported \$1 billion that has been raised from private sources, after the federal government suspended a loan that would have led to the opening of the Delaware plant.

The plant had been slated to build the Fisker Atlantic, a mid-sized sedan that would use the company's plug-in hybrid technology. Delaware has committed \$21 million for the plant, a decision that has been generating criticism as Fisker keeps site in mothballs while looking for capital and/or a buyer.

The company's one automobile, the Karma, has not been built in months, after the maker of its batteries, A123 Systems filed for bankruptcy protection in Delaware and ceased operations.

For now, Delaware can only wait to see how efforts to find capital play out, Levin said.



# Grand opening held for Dover's Bayard Plaza

**A** downtown building in Dover that will provide housing and pharmacy services marked its grand opening on Thursday.

The event was at Bayard Plaza, which features 48 upper-floor moderate-income apartments. In attendance were Gov. Jack Markell, Lt. Gov. Matt Denn, Delaware Economic Development Office Director Alan Levin, Susan Eliason from the Delaware State Housing Authority and other state and city officials and local business leaders.

The 55,000-square-foot mixed-use residential and retail complex was built at the site of the Bayard Hotel, at West Lookerman Street and South Governors Avenue in downtown Dover.

“In a city so rich with history, it’s fitting for Dover’s ongoing revitalization to receive an economic boost at the site of an icon from its past,” Markell said. “Bayard Plaza will provide affordable housing to residents who will be among those to take advantage of the convenience that the new pharmacy will provide.”

Construction of the new five-floor project was




Photo from State of Delaware.  
**Gov. Jack Markell, left and Erik Mabus at the grand opening of Bayard Pharmacy.**

made possible through funding from the DSHA, including \$3.1 million in tax credit equity and \$2.6 million in permanent financing. In addition to Bayard Pharmacy, which occupies the first floor, it also includes 36 two-bedroom apartments, eight one-bedroom apartments and four efficiency units.

Bayard Pharmacy owners Erik and Jenny Mabus have more than 20 years of pharmacy experience. In addition to prescriptions the store will sell greeting cards, gift cards, snacks, paper products, health and beauty products. The grand opening of the 2,800-square-foot store is the realization of a dream that took shape 10 years ago, when the couple first

moved to Dover and envisioned a pharmacy in the heart of its downtown. “We are so excited and humbled to be part of the city’s revitalization efforts in downtown Dover,” Erik Mabus said. “We hope that a pharmacy in downtown Dover not only offers a great service to the local community but also might inspire other entrepreneurs to join us here in the heart of the city.”

The Delaware Economic Development Office contributed to a State Small Business Credit Initiative loan in the amount of \$55,675 for Bayard Pharmacy, which received the remainder of its \$278,373 from Dover Federal Credit Union, while also providing logistical support.

Levin said the combination of a community pharmacy and affordable housing in center city Dover provides the perfect grassroots stimulus for economic growth. “The hope is that the residents of Bayard Plaza, as well as existing residents and students at Wesley College, will fill their prescriptions and buy necessities at the pharmacy rather than leave downtown,” Levin said. “This would in turn bring more customers and sales to other downtown businesses.” 

# AG targets internet investment scheme

**A**ttorney General Beau Biden has issued an order prohibiting the operators of an international online scheme from selling investments in Delaware.

Earlier this month, the AG's Securities Division opened an investigation into an internet-based marketing effort soliciting investments in a company called Profitable Sunrise. Through solicitations directed into Delaware and other states, the company claims to generate high returns on risk-free investments.

"After learning that unlawful solicitations were being made we acted quickly to help prevent consumers from falling prey to this investment scam," Biden said. "This scam is a reminder to be alert and skeptical of money-making claims that are simply too good to be true. I urge investors who believe they have been the victims of this or other schemes to immediately contact our Investor Hotline at 302-577-8424."

Profitable Sunrise using websites, webinars, blogs, and YouTube videos to promote itself as a charitable Christian organization dedicated



to financing businesses. It claims that through short-term lending to under served businesses it generates astronomically high returns on risk-free investments.

One Profitable Sunrise webinar promotes a daily return of 2.15%. According to the webinar, a \$200 investment at such a rate would return more than \$7,400 after 170 days. The company encourages investors to market the scheme to friends and family by offering commissions. The scheme seems to be targeting faith-based communities, a release from the Attorney General's office stated.

The founder and owner of Profitable Sunrise - Roman Novak, and Radoslav Novak, his brother and business associate - are based in Birmingham, England. Neither brother is licensed or registered to sell securities in Delaware and none of the investment products are registered in Delaware. One Delaware investor was told his investment went towards a clean water program for impoverished countries, while other investors have been told that Profitable Sunrise makes loans to business in the US. Biden's investigation revealed that at least three Delaware residents invested more than \$3,000 in the company.

To date, investigators have been unable to locate a single business recipient of funds raised by Profitable Sunrise, let alone one capable of generating the promised returns. The company appears to have little physical presence other than a mailbox in England. A bank account linked to the company was traced back to the Czech Republic.

A cease and desist order was issued that prohibits Profitable Sunrise and its affiliates from marketing, issuing, or selling securities in Delaware and taking

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# Artesian reports record results in 2012

**A**rtesian Resources Corp., Newark, a provider of water, wastewater and related services on the Delmarva Peninsula, announced record revenues and income for 2012.

Revenues were \$70.6 million, up 8.4% from \$65.1 million in 2011. Net income rose 46.0% to \$9.8 million, compared to \$6.7 million last year.

“We are pleased with our 2012 performance, as we delivered sound results for our customers and shareholders,” said Dian C. Taylor, CEO. “Our 2012 results were positively impacted by our fiscal discipline and operational management. In addition, we continued our commitment to providing the best possible

## Order issued...

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any other action that violates Delaware Securities Act. Biden’s office took the action in coordination with more than a dozen other state and Canadian securities regulators who have identified Profitable Sunrise and its promoters as posing an immediate threat to the public interest.



service to our customers. We launched a free and secure e-Billing service and converted to a monthly billing cycle at the request of our customers. We will remain focused on operating as efficiently as possible in 2013 and will continue our efforts to provide superior service to our customers.”

Water sales revenues were up 10.5%, to \$63.6 million in 2012 from \$57.6 million in 2011. The increase in water sales primarily came from new customers, water systems in Cecil County, Md. over the past 15 months, and increased rates in Delaware. Artesian was granted a rate increase in late 2011. The company said it needed to recover more than \$40 million in infrastructure improvements made in prior years. The new rates went into effect in January 2012.

Non-utility revenue was \$3.8 million, down from \$4.2 million in 2011, a 9.9% decline. The decrease was due to a decline in design and permitting work and a decrease in contract services performed in Maryland following the acquisition of the Cecil County water assets in December 2011. The decrease was partially offset by the growth in revenues generated by Artesian’s water and wastewater service line protection plan, which continues to be popular with customers.



You can help  
people affected  
by disasters —  
big or small.

 **Donate today**



**American  
Red Cross**

# Bloom Energy and model railroad shows

**D**iscount chain Target is testing Bloom fuel cells at two of its California stores.



**Doug Rainey**

According to a company release, one store in San Francisco and another in Pasadena, are testing out Bloom fuel cells that convert natural gas and even gas from landfills into electricity. The Bloom cells would be used in conjunction with solar panels.

The fuel cells provide back-up power that could allow the store to stay open and not lose perishable items. Target wants to see whether a combination of solar cells and Bloom boxes would provide a cost-effective solution that might be an option in areas plagued by storms and power outages.

Closer to home, steel is going up at the new manufacturing site for Blom at the University of Delaware STAR campus, the former Chrysler plant site. Even though the project is progressing, skepticism remains in some quarters on whether the

plant will actually turn out the fuel cells. It may be a reflection of the fate of Fisker Automotive, which mothballed the former Boxwood plant and laid off employees, after a federal loan was suspended. The plant was slated to build a mid-sized plug-in hybrid automobile. Founder Henrik Fisker left the company last week. (See story in this issue).


Bloom, by contrast, has a healthy backlog of orders, according to Delaware Development Office Director Alan Levin. Bloom is operating fuel cells at a Delmarva Power site in northern Delaware that feed power into the grid. Delmarva customers pay a surcharge for the additional power costs. Critics of Bloom, led in Delaware by Caesar Rodney Institute, say the fuel cells remain far more expensive and hurt the Delaware economy by making electric power costs too high.

## Big model train show to riverfront

**H**ollywood has been making light of the model railroad hobby, with the No. 1 rated comedy Big Bang Theory, every so often, featuring one of the character's passions for toy trains. Before that, the CSI crime drama featured a serial killer with a model railroading scenery



obsession. While the enthusiast base is aging, the hobby remains popular and Wilmington this weekend will be a stop for one of its most popular events. Greenberg's Toy & Train show will hold a large show at the Chase Center on the River on March 23 and 24.


The show will feature 300 selling tables, 60 vendors and model train layouts and of course, tax free shopping. The shows are an option for enthusiasts to actually look at items for sale. Online sellers are a big part of the industry and have taken a toll on hobby shops. You can find out more at [GreenbergShows.com](http://GreenbergShows.com) 



# iBio patent could lead to plague vaccine

**N**ewark-based iBio, Inc. announced it has received a new patent that could lead to a plant-based vaccine that fights the plague, a disease that could be spread by bioterrorists.

There is no plague vaccine currently approved for use in the U.S. Although plague vaccines have been reported to protect against bubonic plague in animal models, such vaccines were not effective against pneumonic plague, according to a release from iBio. By contrast, data previously published in the scientific journal, *Vaccine*, demonstrated that a plague vaccine incorporating the iBioModulator protein, and produced via the iBioLaunch platform in green plants, provided full protection of non-human primates against pneumonic plague, the release noted.

“The benefits of the iBioModulator platform are available by separate license to those who license product candidates developed by iBio and also for products developed independently by licensees,” said Robert B. Kay, CEO of iBio. “Our success in broadening patent protection for product applications of the iBioModulator technology should expand interest in its commercial use.” 



## Remembering the special life of Leonard Williams

**By Tony Allen and Monte' T. Squire, Esq.**

*Tony Allen is the Chairman of the African American Empowerment Fund of Delaware, an executive at Bank of America and a Whitney M. Young Awardee for Advancements in Racial Equality. Monté T. Squire is the President of the Delaware Barristers Association, a local affiliate of the National Bar Association, and is an attorney at Young Conaway, Stargatt & Taylor, LLP. Both graduated from the University of Delaware in 1993 and 1995, respectively.*

**V**ice President Biden often recalled how his father would say, “It is a lucky man who wakes up in the morning, puts both feet on the floor, knows exactly what he is about to do and believes that it still matters.”

The quote was very present in our minds when we heard that Judge Lenny Williams had passed. Until the end of his life, Judge Williams was one of those blessed men and we were lucky to have

the opportunity to work with him, all too briefly, on some of the things he had cared about his entire life.

For years, we knew Judge Williams casually, which is to say we shared a few friends and exchanged pleasantries from time to time. However, we were always completely aware of his legacy and understood the importance and gravity of his work and the example he set for our own lives and professional careers.

Because of the work of Attorney Louis L. Redding, who eventually became Judge Williams’ mentor and law partner, Judge Williams was able to complete his undergraduate studies at the University of Delaware in the mid 1950s when there were literally just a handful of African-



American students on campus. We were students at the University of Delaware 40 years later, when there were still just a few of us, but there was an unwritten expectation that we as African-American students would not only do our level-best academically, but also take personal responsibility to make the university a better, more inclusive environment than it was when we arrived. That spirit was born with the likes of Judge Williams and the very small cohort of African-American UD pioneers in the middle of the 20th century. Their collective legacy endures.

Judge Williams went on to great acclaim as an accomplished attorney and Municipal Court Judge. In his later years, he became “mentor-in-chief” for a program at Howard High School, his alma mater, for juniors and seniors aspiring to careers in law. He often invited the students to the Redding House, whose restoration he counted among his most prized accomplishments.

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# Remembering Judge Williams...

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There, Judge Williams recounted the harsh realities of racial discrimination in an era gone by, the remnants of which even the brightest young people would have to endure in a de jure and de facto “separate but equal” America . But he never ended the story there. For Judge Williams, the beauty of progress was that it requires not only the tough, steady hand of determined advocacy, but also the development of a crop of successful young professionals who feel compelled to help and serve others. Even in our early 40s, we were fortunate enough to be a part of those lessons.

One of those lessons came last year when Judge Williams and Judge Joshua Martin approached the African American Empowerment Fund at the Delaware Community Foundation about saving the Hockessin Colored School #107 from imminent foreclosure. While the details of that effort have been well documented and are rife with controversy, Judge Williams’ message to us was simple:

HCS #107 is where the Delaware cases leading to Brown vs. Board of Education began. It stands as a reminder that access to quality public education is not something simply to be hoped for. Rather, it must be

demanded, and that demand is as important today as it was 60 years ago. We could no more let HCS #107 be torn down or lost to commercial development than we could allow another promising student of color drop out of high school based on some artificial barrier of geography, income or perceived cultural deficiency.

That day, Judge Williams asserted what was both obvious and profound: ‘Our history and our future are inextricably linked, and we - all of us - are beholden to both of them. Because of his leadership, the African American Empowerment Fund and a group of concerned citizens saved HCS #107 . Now, we are working with the Friends of HCS #107, an organization Judge Williams chaired until his passing, to restore it.

For us, that was the Lenny Williams we knew. We were too young to recount the details of his successful judicial and legal career. We were not close enough to have had the full benefit of his wisdom. But over the last few years, we have been lucky to watch him put both feet on the floor and, every day, believe that what he did still mattered—for our community, for our country and for all of us. Lenny, you were right. Rest in peace, Your Honor. Rest in peace. 

## Business lender expands to state of Delaware

[World Business Lenders](#), a lender to small business, has expanded lending to 25 from seven states, the company announced.

Founded in 2011, WBL provides short-term capital to small businesses in amounts ranging from \$10,000 to \$400,000. The company bases its financing decisions primarily on the cash flow and assets of the business, rather than the personal finances of the owner.

According to Doug Naidus, World Business Lenders founder and CEO, the company added 50 jobs last year, with plans to hire an additional 150 employees in 2013. He said WBL loan volume has increased some 1400% over the past year, and he anticipates a further 300% increase in originations this year.

World Business Lenders does not require business plans or financial statements, nor does it consider credit scores. To qualify, business owners provide business bank statements for the past 12 months.



# Cape May-Lewes Ferry vessels get upgrade

*In-house makeover allows for more comfortable crossing*

**C**ape May-Lewes Ferry officials announced the completion of the newly installed interior passenger seating aboard three ferry vessels.

The installation project, which began in mid-October 2012, was completed at the Cape May terminal by ferry maintenance and marine crews.

The renovations provide the ferry with an enhanced, modern appearance, as well as better quality, function, and value to ferry customers.

“We always looking for ways to create an even more enjoyable travel experience for our customers,” said Jim Gillespie, Cape May-Lewes Ferry Port Engineer. “The salon seats have numerous improvements such as tray tables, drink holders, and arm rests and they are arranged to accommodate individuals and various sized groups. Some seats even recline for additional relaxation during the crossing.”



**Delaware River and Bay Authority photo**  
**The interior of a renovated Cape May-Lewes Ferry vessel.**

With the installation of the new seating completed, each vessel’s passenger salon has more seats available for customers.

Gillespie noted the additional inside seating capacity will help to ensure that more passengers have a seat even when the boat is full. He added that “the new fabrics and modern seat construction are very comfortable and are specifically made for the harsh marine environment, which will reduce seat maintenance costs. Kudos to our vessel maintenance and marine staff here at the ferry who did a fine job installing the new seats.”

“Our goal is to wow our customers. They asked for better seating, we listened and we are pleased to provide it!” said Director of Ferry Operations, Heath Gehrke. “This is the time of year when the locals, our regulars, are on the boats more often. We have been thrilled with their response to the new seats.”

In mid-October, work began on the MV Cape Henlopen when the old seating, furniture, and carpeting were removed. Prior to the new seating arrangement, new carpeting and flooring was installed.

The MV New Jersey and MV Delaware underwent their respective ‘makeovers’ in November and January.

The renovation process takes about three weeks per vessel. Cape May-Lewes Ferry employees performed all installation work at the Cape May terminal location.

# Corporation Service acquires Aussie web domain unit

**C**orporation Service Company has acquired the Digital Brand Services (DBS) division of Melbourne IT, a company based in Australia.

The corporate domain name and online services business will operate under a new name, CSC Digital Brand Services. CSC is based near Wilmington

“This acquisition significantly expands CSC’s global capabilities and will establish CSC Digital Brand Services as the partner of choice for companies worldwide seeking to promote and protect their brands online,” said CSC Vice President Jim Stoltzfus.



The digital marketplace is continuing to evolve, with the launch of the Internet Corporation for Assigned Names and Numbers’ New gTLD program. The program bring the most significant change to the domain name space since the introduction of country code top-level domains.

[Click here](#) for a story on the change.

CSC Digital Brand Services is helping companies secure more than one-third of all commercial, or “dot brand,” New gTLD applications.

“Our combined New gTLD expertise makes CSC Digital Brand Services the ideal partner for brand owners looking to take advantage of this significant development in the digital marketplace,” said Stoltzfus.

With the acquisition, CSC Digital Brand Services now provides corporate domain name and other online services to a majority of the world’s most prestigious brands, with a footprint that extends to six continents, according to a release. [Click here](#) to learn more about CSC



## IFS Benefits moves to Continental Drive

[IFS Benefits LLC](#), Inc. announced the relocation of their main office to Suite 209, 220 Continental Drive, Newark, Delaware.

The move will better accommodate employees and enable the company to continue to maintain superior customer service to the New Castle County and Northern Kent County area, according to a release.

The release stated that IFS Benefits clients will find a greater convenience with a more centralized location.

IFS Benefits LLC also operates an office in Lewes

to accommodate clients in Southern Kent County and Sussex County.

IFS Benefits LLC, a Delaware health insurance and benefits broker, specializes in employee benefits solutions to small, medium and large sized businesses as well as individuals.

IFS Benefits LLC has strong relationships with all major insurance providers. To learn more about IFS Benefits LLC, visit [www.ifs-benefits.com](http://www.ifs-benefits.com) or call 302-652-2355.



# Delaware part of Street View privacy settlement with Google

**A**ttorney General Beau Biden joined 37 states and the District of Columbia in a settlement with Google over its collection of data from unsecured personal and business wireless networks while taking photographs for its Street View service between 2008 and March, 2010. As part of the settlement, Google will pay \$7 million to the participating states;. Delaware will receive \$103,000, which will be paid to the Attorney General's Consumer Protection Fund.

Google's Street View cars were equipped with antennae and open-source software that the company acknowledged collected network identification information for use in future geolocation services. At the same time, Google collected and stored data frames and other "payload data" being transmitted over those unsecured business and personal wireless networks.

While Google represented that it was unaware the payload data was being collected, the agreement acknowledged the information may have included



URLs of requested web pages, partial or complete email communications, and any confidential or private information being transmitted to or from the network user while the Street View cars were driving by. Google has since disabled or removed the equipment and software used to collect the payload data from its Street View vehicles, and agreed not to collect any additional information without notice and consent.

The information collected was segregated and secured, and under terms of the agreement, will be destroyed as soon as legally practicable and information won't be sold to a third party.

An advertisement for the flu vaccine. It features a man and a young child. The man is holding a mirror and looking at his reflection, while the child looks on. The background is a teal color. The text "I CAN'T MISS WORK BECAUSE OF THE FLU." is prominently displayed in white and red. Below this, there is a green box with a URL and an orange box with text about getting a flu vaccine.

**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.



# Superstars in Education announced

The Delaware State Chamber of Commerce and its affiliate, The Partnership, Inc., will celebrate the 2013 Superstars in Education, at the annual recognition dinner on Monday, May 6, at the Chase Center on the Riverfront. The program gets underway at 4:45 p.m.

Since 1989, Superstars in Education has honored Delaware educators who have implemented and sustained a creative, unique program, or a teaching practice that shows measurable results and raises student achievement. This statewide awards program is funded by the business community. The seven winners will be honored at the dinner.

The cost to attend is \$80 per person for corporate individuals and \$50 per person for educators. For more information about the event, or sponsorship, call Janine Sorbello, executive director of The Partnership, Inc. at (302) 576-6575, or visit [www.dsc.com](http://www.dsc.com).

The list of the winners is as follows:

## **School District Category**

### **Preschool FRIENDS Program**

Families Reading to be Invested, Engaged, Nurturing, Devoted and Supportive (FRIENDS) focuses on literacy and language by welcoming and



engaging parents and family members in reading activities. Red Clay Consolidated School District, Wilmington.

## **Category Winners**

### **Ninth Grade Transition Academy**

A school-within-a-school model, Ninth Grade Transition Academy creates a sheltered, nurturing environment that eases the transition from middle school to high school.

John Dickinson High School Red Clay Consolidated School District, Milltown Road, Wilmington

### **21st Century Senator Success After School Program**

This after-school program is designed to increase academic achievement while increasing school and

family connectedness through a series of academic, social and wellness activities. Dover High School, Capital School District

### **Mastering the Schedule for Academic Success**

The master schedule at Central Middle School is designed creatively to allow teachers the time during the school day to meet in teams to examine students' needs, meet with students, or to block time for in-depth studies. Central Middle School, Capital School District

### **Curriculum Support/Enrichment Time**

This program consists of a 30-minute intensive instruction period that occurs during school each day. It allows students who are having difficulty meeting standards to receive curriculum support in reading and math, W.T. Chipman Middle School, Lake Forest School District, Harrington

### **Fluency Station**

A school-wide initiative aimed at improving fluency, this program comprises weekly reading passages based on student need. Research-based fluency strategies are implemented by a trained staff. Star Hill Elementary School, Caesar Rodney School District, Dover.

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# Superstars in Education winners

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### Gallaher Positive Action Program

Instilling a positive, productive lifestyle is at the core of this program, which targets behavioral expectations, physical activity, and nutrition as keys to educational success.

Robert S. Gallaher Elementary School, Christina School District, Newark.

### 2013 Superstars in Education Sponsors

#### Leadership

- Agilent Technologies, Inc.
- Delaware Department of Education
- Delmarva Power
- DuPont
- JPMorgan Chase & Co.
- The Rodel Charitable

Foundation of Delaware

#### Gold

- Bank of America
- Capital One 360
- Discover Bank
- PNC Bank
- Wilmington University
- WSFS Bank

#### Silver

- Barclays
- Corporation Service Co. (CSC)
- Highmark Blue Cross Blue Shield of Delaware
- M&T Bank
- PSEG Nuclear LLC
- TD Bank
- TELEDUCTION, Inc.
- University of Delaware

#### Bronze

- Associates Insurance
- Blood Bank of Delmarva
- Delmarva Broadcasting

Company

- Delaware Cadillac, Saab, Subaru & Kia
- Delaware Economic Development Office
- Delaware State Education Association
- Delmarva Broadcasting Company

- FastSigns
- Fulton Bank
- Kenny Family Foundation/ShopRites
- Nixon Uniform Service

#### Friends

- Back to Basics Learning Dynamics
- Fraunhofer USA CNB
- George Weiner Associates
- W.F. Gore & Associates, Inc.



## Walker wins NC Chamber award

The New Castle County Chamber announced that it has named Clint Walker, General Counsel at Barclaycard U.S., the winner of the annual Dr. Wallace M. Johnson Community Service Award. Walker received the award at the chamber's Annual Dinner on Monday.



Walker

Walker's pro bono legal and financial counsel has benefitted adults with mental health problems, cancer patients, low-income individuals, local youth sports teams and residents of disadvantaged neighborhoods. His work to secure funds for Connections Community Support Programs raised \$2 million to finance four new residential centers that support people suffering from homelessness, mental illness, addiction and HIV/AIDS.

Last year, Walker helped lead efforts to raise \$55,000 for Prestige Academy, a Wilmington charter school dedicated to educating disadvantaged youth. In 2010, he helped raise \$30,000 to construct an adaptive outdoor playground for Exceptional Care for Children, a skilled nursing care facility that treats critically ill and fragile children.

"Clint Walker embodies the spirit of this award," said New Castle County Chamber of Commerce President Mark Kleinschmidt. "He epitomizes selfless service and has positively touched so many parts of our community. We are very excited to award him this well-deserved recognition."



## DuPont food campaign named PR finalist

**D**uPont was recently recognized as among the world's leaders in Public Relations

PR Week, one of the leading publications within the communications industry, selected DuPont as one of five finalists in its "[Global PR Campaign of the Year](#)" category for developing and launching the company's leading-edge thought leadership initiative, the [Global Food Security Index](#).



DuPont competed with General Electric, United Nations Foundation, FedEx and Starbucks as the finalists in the category. DuPont was named first runner-up for Global PR Campaign of the Year as Starbucks was awarded the top spot at PR Week's

recent event in New York. Steve Betz, Doyle Karr and Anthony Farina represented DuPont at the event.

"In the PR industry, PR Week's highly regarded recognition in this category is equivalent to receiving an Oscar nomination for Best Film of the Year," said Farina, director of corporate communications, public affairs, engagement and reputation management. "This unprecedented recognition for DuPont reflects directly on the incredible team and collaboration which involved several businesses, functions and regions in bringing a great idea to life."

Farina continued, "The global team demonstrated a great deal of courage, creativity and leadership in developing and launching the PR program, pushing us well beyond our traditional comfort zone. In the end, the Global Food Security Index is aligned with the business objectives and strengthens DuPont's reputation as a significant thought leader in addressing the challenges of feeding the world's growing population."



### ab+c takes home ADDYs

**A**loysius Butler and Clark, ab+c, Wilmington, a full-service marketing communications firm, took home gold and silver at the 2013 ADDY Awards in Philadelphia. The agency won gold in the public service "non-traditional advertising" category for its My7Minutes unicorn t-shirt. My7Minutes is a youth tobacco prevention campaign conducted for the Delaware Department of Public Health. In the category

**Continued on next page**

# KUDOS: Highmark wins national health care award

## From previous page

“fractional page newspaper advertising in color,” the agency hoisted a silver ADDY for its MedStar Good Samaritan Hospital Gilligan colonoscopy print ad.

“The ADDYs feature some robust competitors,” said John Hawkins, CEO of ab+c. “In both cases, our creative team did a fantastic job of conceptualizing an idea to capture the attention of the target audience. They really brought the clients’ requests to life.”

Given that a cigarette takes approximately seven minutes to smoke, Delaware middle and high school students can submit a picture or video of how they spend that time tobacco-free. Entrants receive a My7Minutes t-shirt.

The Gilligan colonoscopy ad is featured in print publications throughout Good Samaritan Hospital’s Baltimore footprint. Colorectal cancer is the second-leading killer in the United States, yet the disease is

extremely preventable with regular screenings.

## Highmark wins national honor

**H**ighmark, parent of Highmark Blue Cross Blue Shield Delaware received national recognition for its work in reducing health care disparities among its employees and with its client groups.

Highmark was the only Blue Cross and Blue Shield plan in the country, and one of three national employers to be honored at a ceremony in Washington, D.C. by the National Business Group on Health, a nonprofit association of more than 360 large, U.S. employers with its third annual “Innovation in Reducing Health Care Disparities” award. [Highmark Inc.](#) In addition to its work with members and providers, Highmark’s employees receive ongoing diversity and inclusion training. The company provides its employees with an online database of cultural information to increase the

capacity and skills needed to address the health care needs of all individuals Highmark serves.

According to the National Business Group on Health, more and more companies understand how important it is that their health care benefit programs meet the needs of a culturally diverse workforce, and Highmark recognizes that by addressing health care disparities and improving the value, quality and effectiveness of the health care services provided.

Direct data collection from Highmark members and employees who provide information voluntarily has helped the company make an impact on reducing health disparities. In addition, employee representatives from various business areas within the company serve on an advisory committee that oversees efforts dedicated to enhancing health literacy and providing culturally and linguistically appropriate services (CLAS) for members.



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# Nanticoke keeps debt rating as operating losses end

**T**he Fitch Ratings has affirmed the rating on approximately \$38.3 million Delaware Health Facilities Authority (Nanticoke Health Services) series 2002 bonds at 'BBB-' as the community hospital reversed years of losses.

Nanticoke, Seaford, reported an operating gain of \$2.6 million, the first after several years of operating losses, equal to operating margin of 2.1%. Nanticoke's net patient revenue was \$119 million in fiscal 2012 (June 30) compared to \$118 million in fiscal 2011.

The federal government has extended a Medicare program that allowed Nanticoke to post the operating profit until September of this year.

Even with the loss of supplemental funding, Nanticoke is committed to reducing overall

expenses by \$4 million.

The health care system's liquidity improved due to higher cash-flow generation in 2012 and the \$8.5 million of proceeds from the sale of the Lifecare at Lofland Park.

Fitch said the rating could be affected if the health care system does not cut expenses.

On the plus side, the gain from operations was the first since 2005 and the hospital only performance exceeded the budgeted operating income of \$4 million.



Fitch reported Nanticoke management is implementing a number of expense reductions with a goal of reducing expenses by \$4 million this year. These include a redesign of the employee benefits, which brings benefit expenses more in line with industry standards, elimination of unprofitable service lines, such as occupational therapy, and renegotiation of certain vendor contracts.

Nanticoke continues to focus on physician recruitment and was able to add several specialists, and is also adding primary care physicians at its five outpatient clinics.

The recruitment efforts have resulted in a strong growth, with admissions above the prior year.

The system continues to subsidize the Nanticoke  
**Continued on next page**

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# Nanticoke keeps credit rating; cost cutting continues

## From previous page

Physician Group which currently employs 27 physicians. The physician network lost \$4.6 million in 2012 and the loss of \$2.1 million through Dec. 31, 2012 was slightly lower than for a comparable period in the prior year due to improved physician productivity. Management expects to reduce the

subsidy of the physician group to approximately \$3.5 million in fiscal 2013.

The chief credit concerns remain the limited size of the hospital's staff and the exposure to changes in reimbursement given the institution's dependence on governmental sources of revenue (67% of gross revenues for Medicare and Medicaid combined).

Nanticoke Health Services operates 99 acute care beds at Nanticoke Memorial Hospital. The system posted \$124.7 million in operating revenue in fiscal 2012.



## AirTran credit cardholders moving over to Chase Card

Chase Card Services announced that existing AirTran consumer credit cardholders will transition from the current issuer to the AirTran A+ Rewards Credit Card from Chase. Barclaycard had handled the AirTran card. The arrangement changed when Southwest purchased AirTran.

Beginning April 25, all AirTran credit card accounts will be owned and serviced by Chase. Cardholders will continue to have the ability to earn rewards at an accelerated rate while redeeming for travel to more than 95 destinations served by AirTran Airways and Southwest Airlines.

**Continued on next page**



# AirTran card moves to Chase

## From previous page

“Chase will continue to offer the exceptional benefits that allow our customers to take full advantage of two industry-leading rewards programs, and we look forward to our loyal customers having access to Chase’s flexible and reliable credit card offering.”

Cardholders will receive notification about the change from Chase. Cardholders transitioning to the AirTran A+ Rewards Credit Card from Chase will receive a new credit card for use beginning April 29 and any remaining A+ Rewards Dollars will automatically transfer to the new Chase credit card account.

Cardholders must update merchants and bill payment services with their new account number for recurring bills being paid automatically.

“Valued AirTran Cardholders will continue to have access to frequent flyer benefits that enhance their travel experience,” said Naney Pandit, general manager, Chase. “Chase has designed benefits that allow cardholders to

earn quickly, redeem easily and fly to more destinations on AirTran Airways and Southwest Airlines.” Members of Rapid Rewards (Southwest Airlines) and A+ Rewards (AirTran Airways) frequent flyer programs are able to transfer their loyalty rewards between the two programs to redeem for reward travel to more than 95 destinations, including Mexico and the Caribbean.

Cardholders can redeem for flights on AirTran Airways to destinations such as Charlotte, Memphis and Key West, or flights on Southwest Airlines to destinations such as Dallas, Nashville and San Diego.

“This exciting announcement is our latest step to integrate AirTran Airways and Southwest Airlines,” said Jonathan Clarkson, director of Southwest Airlines Rapid Rewards. “Chase will continue to offer the exceptional benefits that allow our customers to take full advantage of two industry-leading rewards programs, and we look forward to our loyal customers having access to Chase’s flexible and reliable credit card offering.”



# Chesapeake subsidiary buys Fla. propane supplier

**F**lorida Public Utilities Co., a subsidiary of Chesapeake Utilities Corporation, Dover, announced that its propane subsidiary, Flo-Gas Corporation, has purchased the propane operating assets of Glades Gas Company.

Glades Gas has been a family-owned and operated business for 80 years, providing propane service to approximately 3,000 residential and commercial accounts in Okeechobee, Glades and Hendry Counties. Current owners, Monica Clark and Kevin McCarthy, will be working closely with Florida Public Utilities in transitioning the propane operating assets from Glades Gas.

Monica Clark commented “Glades Gas has always had a good relationship with Florida Public Utilities and this acquisition will be good for our customers and the growth of the area. I have a lot of respect for FPU and what they’ve done in the state of Florida. I couldn’t have asked for a better company to continue the relationship Glades Gas has had with the cities of Okeechobee and Clewiston and to promote the growth of these areas.”



# A little relief at gas pump

**P**ain at the pump continued to ease for motorists in Delaware. The national average price of regular grade gasoline dropped a penny this week to \$3.70 Friday. In Delaware, prices slid below \$3.50 a gallon, with a station in Newark coming in at \$3.45, according to AAA Mid-Atlantic.

The national price is eight cents more than one month ago, but it is 12 cents less expensive than the average price one year ago. The average has declined for 12 straight days, the longest streak of falling prices in 2013. That's counter to the trend that motorists may remember from the same period in recent years. The price increased by 17 cents and six cents during the same periods in 2011 and 2012, respectively.

AAA Mid-Atlantic, Wilmington, reported the spike in prices earlier this year was a product of refinery maintenance and concerns, rather than more expensive crude oil.

The refinery issues pressured both wholesale and futures prices higher for gasoline, while crude oil prices only increased slightly during the same period.


The recent decline in the national average is partially due to cheaper crude oil but is more



closely linked to sharply lower wholesale gasoline prices.

Oil production in the U.S. and Canada continues to rise, as evidenced by the long trains of tank cars coming in to the PBF refinery in Delaware City. The price for that oil is lower, more than making up for the added cost of using rail.

Crude oil made its way above \$93 per barrel last week in response to positive domestic and international economic data.

These factors helped send the Dow Jones industrial average to a record high earlier this month and extend a positive streak to 10 days (before retreating slightly Friday to end its longest streak in 16 years). 

## Sussex business assistance event slated for Thursday

The Sussex Economic Development Action Committee, Inc. (commonly known as “SEDAC”) will host its monthly event on Thursday, March 21 at the Georgetown Public Library, in conjunction with local business partners.

“Sussex County’s Open for Business monthly workshop event is a wonderful tool for both emerging entrepreneurs and expanding businesses, as we work with individuals to assist them in moving forward. The opportunity for our various economic development organizations to come together consistently in one room to serve as a collective resource to benefit the greater community of Sussex County is vital,” said Brenda Whitehurst, of the YWCA Delaware/Center for Women’s Entrepreneurship/Sussex County.

Many Delaware agencies will be on hand at the monthly workshop to serve as resources and offer one-on-one assistance. Advance registration is encouraged by calling #302-856-1555, or emailing [sedac.business@gmail.com](mailto:sedac.business@gmail.com); indicate your plan to attend, name, contact information and type of business venture. Walk-ins are also welcome.



*Editor's note: Submit your personnel news updates and photos to [drainey@delawarebusinessdaily.com](mailto:drainey@delawarebusinessdaily.com). High-quality portraits are welcome and will be used in a large-format photo gallery at [delawarebusinessdaily.com](http://delawarebusinessdaily.com).*

## Morrison named partner at Novak Druce

Novak Druce Connolly Bove + Quigg LLP announced the promotion of 12 attorneys throughout various offices of the firm, including **Eamonn P. Morrison**, who was promoted to partner in the firm's Wilmington Del., office.



**Morrison**

Morrison represents clients in a variety of areas including patent counseling and opinions as well as litigation and prosecution in chemical and pharmaceutical matters.

Prior to joining the firm, Eamonn was a member of the medicinal chemistry departments of Wyeth Research and Bristol-Myers Squibb. While at both companies, Eamonn was involved in drug discovery

efforts in the cardiovascular and metabolic diseases therapeutic areas. A registered patent agent for the U.S. Patent and Trademark Office,

Morrison received his law degree from the Villanova University School of Law in Villanova, Penn., and his undergraduate degree in chemistry from Ursinus College in Collegeville, Penn.

Novak Druce Connolly Bove + Quigg LLP is a rapidly growing intellectual property firm focused on complex intellectual property matters. On Jan. 1, Novak Druce merged with Connolly Bove, one of the oldest and largest IP firms in the United States.

## McLaren named public safety chief



**McLaren**

**W. Scott McLaren** has been appointed to the position of Director of Public Safety at Delaware Technical Community College. In this role Scott will provide leadership and oversight of the Public Safety Department at all campus locations. McLaren

served as Chief of Police and Director of Public Safety at New Castle County Department of Public Safety.

Other positions held by McLaren during his tenure with the New Castle County Police Department included Detective, Detective Sergeant, Unit Lieutenant/Commander, Patrol Captain, and Lieutenant Colonel/Deputy Chief. He also served as Chief of Police at Elsmere Police Department and as Assistant Director of Campus Safety at Wilmington University.

## Evain partner at McCarter & English

The law firm McCarter & English, LLP announced that **Dr. Eric J. Evain** has joined the firm as a partner in the Wilmington office. Evain will focus on litigating complex intellectual property infringement cases. He was with Novak Druce Connolly Bove



**Evain**

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+ Quigg. For more than 15 years, Evain has been litigating complex intellectual property infringement cases for many of the world's largest chemical and manufacturing corporations.

After receiving his Ph.D. in organic chemistry, Evain worked for over ten years as a corporate research scientist. His experience spanned bench research through process development to full-scale production in the specialty chemicals, petroleum and polyolefin industries.

McCarter & English's full IP group has 100 intellectual property and information technology lawyers and patent agents, including more than 25 with Ph.D.s. McCarter & English, LLP is a full-service law firm with more than 400 attorneys on the East Coast.

## Bailey, Nutter join NAI Emory Hill

NAI Emory Hill announced that **Ann Bailey** and **Ted Nutter** have joined the firm as commercial real estate brokers and both will be representing all property types in Kent and Sussex counties out

of Emory Hill's Lewes office on Coastal Highway near Five Points.

Bailey is a Certified Commercial Investment Member (CCIM) and commercial real estate broker who was previously with Jackson Cross Partners and employed by the original Jackson Cross Company for 16 years. She specializes in multi-family properties and has more than 27 years of real estate experience in commercial brokerage.

Nutter has held a Delaware real estate license for more than 35 years. His experience and training has encompassed residential and commercial brokerage, new home sales, appraisal, property management, and real estate finance. Nutter is a former Executive Director of the Wilmington Economic Development Corporation and was responsible for securing millions of dollars of financial assistance for small businesses



**Bailey**



**Nutter**

throughout the City of Wilmington and New Castle County. He also worked for the state as Real Property Administrator in the Department of Administrative Services where he negotiated commercial leases for state facilities.

He is a graduate of Lehigh University and earned a Master Degree from the University of Delaware College of Urban Affairs and Public Policy. Ted also served as a city councilman and deputy mayor in his hometown of Newark. He now resides in Dover.

## Wilmington Trust veterans join WSFS

WSFS Financial Corp., the parent company of WSFS Bank, announced that **Laura T. Phillips**, **Denise M. Allen** and **Robert M. Matsko** have joined WSFS Bank. All three come from Wilmington Trust Company / M&T Bank and will serve in various capacities in Kent and Sussex counties.



**Phillips**

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Phillips is Vice President and Private Banking Relationship Manager.

She is responsible for serving the Private Banking needs of WSFS Wealth Management clients as well as cultivating new relationships throughout Southern Delaware.

She comes to WSFS with over 35 years at Wilmington Trust / M&T. A resident of Seaford, Phillips has a Bachelor of Science from Wilmington University, is Director, Secretary and Treasurer of Delaware Electric Cooperative and volunteers for the Delaware Financial Literacy Institute Bank at School program.

Allen is a Portfolio Manager for the WSFS Private Banking department where she provides client support in the delivery and maintenance of credit and deposit products, also in the Southern Delaware region.



**Allen**

Prior to WSFS, Allen spent 31 years at Wilmington Trust / M&T serving in many roles. She has a Bachelor of Arts in Economics from the University of Delaware and resides in Ocean View, Del.

Matsko is Vice President and Commercial Real Estate Relationship Manager where he manages client relationships in Kent and Sussex County. Prior to his current role, he was Vice President at Wilmington Trust / M&T where he spent 16 non-consecutive years in the Commercial Real Estate and Commercial Banking divisions.



**Matsko**

He also spent six years as a financial advisor for Merrill Lynch where he managed investment portfolios and retirement plans for individuals and business owners. Matsko has a Bachelor of Science from the University of Delaware and graduated with Honors from the Stonier Graduate School of Banking. He is Series Seven licensed and is active with the Colonial Rotary Club of Dover, Kent

County Ducks Unlimited and Holy Cross Church.


## Kilian to serve on chamber board

**Neil Kilian** of NAI Emory Hill has been elected to serve on the Board of Directors of the New Castle County Chamber of Commerce for a three-year term.



**Kilian**

Kilian is a Principal with NAI Emory Hill, specializing in multi-family and investment sales, site selection, land development, commercial sales and leasing.

He holds the distinguished Certified Commercial Investment Member (CCIM) designation and is also active in several organizations including; the Commercial and Industrial Real Estate Council (CIRC), New Castle County Board of Realtors(NCCBOR), Delaware Association of Realtors (DAR), and the National Association of Realtors (NAR). 

# business licenses

*Editor's note: Business licenses are issued by the state of Delaware for taxation purposes and have no regulatory function.*

**715 EAST KING STREET OPERATIONS**  
 PERSONAL SERVICES-  
 NURSING/REST HOME 715 E  
 KING ST SEAFORD DE  
 19973-3505

**721 LOGISTICS LLC**  
 TRANSPORTATION AGENT  
 300 STEVENS DR STE 105  
 PHILADELPHIA PA 19113-1533

**729 KING GARDEN INC**  
 RETAILER-RESTAURANT,  
 BOTTLE RECYCLING, 729  
 PHILADELPHIA PIKE  
 WILMINGTON DE 19809-2559

**730 MARKET LLC**  
 COMMERCIAL LESSOR 322 A ST  
 STE 300 WILMINGTON DE  
 19801-5354

**747 ASSOCIATES LLC**  
 COMMERCIAL LESSOR 602  
 PEAR ST DOVER DE  
 19904-2832

**75 DEGREES WEST**  
 INC CONTRACTOR-NON-  
 RESIDENT 12314 BETTE DR  
 BISHOPVILLE MD 21813-1648

**752 EXCHANGE & CONSIGNMENT**  
 RETAILER-VARIOUS  
 PRODUCTS 105 PENN AVE  
 WILMINGTON DE  
 19809-1536

**764 DOVER LEIPSIC LLC**  
 COMFORT SUITES DOVER  
 HOTEL 1654 N DUPONT HWY  
 DOVER DE 19901-2217

**770 FI INC SASSY FASHION**  
 BOTTLE RECYCLING FEE 300  
 COASTAL HWY FENWICK ISLE  
 DE 19944-4404

**777 BUSINESS AND FINANCIAL**  
 SERVICES PROFESSIONAL  
 SERVICES-INCOME TAX  
 CONSULTANT 30 READ AVE  
 WILMINGTON DE 19804-2034

**780 ASSOCIATES LLC**  
 COMMERCIAL LESSOR 780  
 DAWSON DR NEWARK DE  
 19713-3414

**7-ELEVEN INC 7-ELEVEN STORE**  
 16354 RETAILER-FOOD  
 (EXCEPT RESTAURANT)  
 TOBACCO PRODUCTS  
 RETAILER 1700 PULASKI HWY  
 BEAR DE 19701-1712

**7-ELEVEN INC 7-ELEVEN STORE**  
 11301L BOTTLE RECYCLING  
 FEE RETAILER VARIOUS  
 PRODUCTS TOBACCO  
 PRODUCTS RETAILER 60  
 S GERALD DR NEWARK DE  
 19713-3216

**7-ELEVEN INC 7-ELEVEN STORE**  
**35688** BOTTLE RECYCLING  
 FEE RETAILER VARIOUS  
 PRODUCTS, TOBACCO  
 PRODUCTS RETAILER  
 2701 LANCASTER AVE  
 WILMINGTON DE 19805-5220

**7-ELEVEN INC BOTTLE**  
 RECYCLING FEE TOBACCO  
 PRODUCTS RETAILER 330  
 W STEIN HWY SEAFORD  
 DE 19973-1335

**7-ELEVEN INC 7-ELEVEN STORE**  
**#11288** RETAILER-FOOD  
 (EXCEPT RESTAURANT)  
 BOTTLE RECYCLING FEE  
 TOBACCO PRODUCTS  
 RETAILER 4865 GOVERNOR  
 PRINTZ BLVD  
 WILMINGTON DE 19809-3409

**7-ELEVEN INC 7-ELEVEN STORE**  
**1406-** BOTTLE RECYCLING FEE  
 2010 LIMESTONE RD  
 WILMINGTON DE 19808-5506

**7-ELEVEN INC #34968**  
 BOTTLE RECYCLING FEE  
 TOBACCO PRODUCTS  
 RETAILER RETAILER-  
 VARIOUS PRODUCTS  
 2510 KIRKWOOD HWY  
 WILMINGTON DE 19805-4908

**7-ELEVEN INC 7-ELEVEN STORE**  
**#34751** TOBACCO PRODUCTS  
 RETAILER RETAILER-VARIOUS  
 PRODUCTS 699 E CHESTNUT  
 HILL RD NEWARK DE 19713-  
 1827

**7-ELEVEN STORE 1406** TOBACCO  
 PRODUCTS RETAILER BOTTLE  
 RECYCLING FEE RETAILER-  
 FOOD (EXCEPT RESTAURANT)  
 298 MARYLAND AVE  
 WILMINGTON DE 19804-3041

**7TH INNING STRETCH LLC**  
**BUFFALO WILD WINGS #3612**

RETAILER-RESTAURANT UNIT  
 1 19330 LIGHTHOUSE PLAZA  
 BLVD REHOBOTH BEACH DE  
 19971-6161

**7TH STREET FOOD MARKET**  
 INC BOTTLE RECYCLING FEE  
 RETAILER-FOOD (EXCEPT  
 RESTAURANT TOBACCO  
 PRODUCTS RETAILER 307 W  
 7TH ST WILMINGTON DE  
 19801-2257

**80/20 CORPORATION**  
 PROFESSIONAL AND/OR  
 PERSONAL SERVICES  
 1207 DELAWARE AVE  
 WILMINGTON DE 19806-4743

**800 WOODLAWN INC**  
 COMMERCIAL LESSOR  
 800 WOODLAWN AVE  
 WILMINGTON DE 19805-2815

**801 LLC** COMMERCIAL LESSOR  
 801 W NEWPORT PIKE  
 WILMINGTON DE 19804-3260

**801 PARTNERS LLC**  
 COMMERCIAL LESSOR 204 W  
 SIDE DR REHOBOTH BEACH  
 DE 19971-1307

**804 LLC**  
 COMMERCIAL LESSOR  
 3422 OLD CAPITOL TRL  
 WILMINGTON DE 19808-6124

**810 S BROOM ST OPERATIONS**  
 LLC HILLSIDE CENTER  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 810 S  
 BROOM ST WILMINGTON  
 DE 19805-4245

**811 MARKET LLC**  
 COMMERCIAL LESSOR 322 A  
 ST STE 300 WILMINGTON DE  
 19801-5354

**815 MARKET LLC**  
 COMMERCIAL LESSOR 322 A ST  
 STE 300 WILMINGTON DE  
 19801-5354

**817 MARKET LLC**  
 COMMERCIAL LESSOR 322 A ST  
 STE 300 WILMINGTON DE  
 19801-5354

**819 PARTNERSHIP LLC**  
 COMMERCIAL LESSOR 819  
 N WASHINGTON ST  
 WILMINGTON DE 19801-1509

**82 RENTS,**  
 INC. CONTRACTOR-NON-  
 RESIDENT PO BOX 750  
 GLENMOORE PA 19343-0750

**821 MARKET ST LLC**  
 COMMERCIAL LESSOR 322 A ST  
 STE 300 WILMINGTON DE  
 19801-5354

**823 MARKET LLC**  
 COMMERCIAL LESSOR 322 A ST  
 STE 300 WILMINGTON DE  
 19801-5354

**826 ASSOCIATES LLC**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 4809  
 THREADNEEDLE RD  
 WILMINGTON DE 19807-2525

**828 PHILADELPHIA PIKE LLC**  
 PROFESSIONAL SERVICES-  
 REAL ESTATE BROKER 828

PHILADELPHIA PIKE  
 WILMINGTON DE 19809-2332

**82 NORTH, LLC**  
 PROFESSIONAL AND/OR  
 PERSONAL SERVICES  
 5714 KENNETT PIKE # F  
 WILMINGTON DE 19807-1331

**830 DAWSON DR ASSOC LLC**  
 COMMERCIAL LESSOR 830  
 DAWSON DR NEWARK DE  
 19713-3416

**831 MARKET LLC**  
 COMMERCIAL LESSOR 322 A ST  
 STE 300 WILMINGTON DE  
 19801-5354

**837 MARKET LLC**  
 COMMERCIAL LESSOR 322 A ST  
 STE 300 WILMINGTON DE  
 19801-5354

**839 MARKET LLC**  
 COMMERCIAL LESSOR 322 A ST  
 STE 300 WILMINGTON DE  
 19801-5354

**84 LUMBER CO 84 LUMBER**  
 COMPANY STORE 1008  
 CONTRACTOR-RESIDENT 736  
 W ROUTE 113 SELBYVILLE DE  
 19975

**9 PROPERTY LLC**  
 PROFESSIONAL AND/OR  
 PERSONAL SERVICES 5819  
 UNDERWOODS CORNER RD  
 SMYRNA DE 19977-3759

**900 INTERCHANGE LLC**

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# business licenses

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COMMERCIAL LESSOR  
 INTERCHANGE BUSINES PARK  
 900 INTERCHANGE BLVD  
 NEWARK DE 19711-3563

**901 MARKET L L C**  
 COMMERCIAL LESSOR 901  
 N MARKET ST STE 460  
 WILMINGTON DE 19801-3013

**906 S MARKET STREET INC**  
 COMMERCIAL LESSOR 906 S  
 MARKET ST WILMINGTON  
 DE 19801-5245

**9-10 TROLLEY SQUARE LLC**  
 COMMERCIAL LESSOR  
 1/1/13 12/31/15  
 1100 LOVERING AVE  
 WILMINGTON DE 19806-3273

**911 LOCATOR SYSTEMS INC**  
 RETAILER-VARIOUS PRODUCTS  
 30460 BEAVER DAM BRANCH RD  
 LAUREL DE 19956-2765

**911 NORTH MARKET LLC**  
 COMMERCIAL LESSOR 911 N  
 MARKET ST WILMINGTON  
 DE 19801-3001

**912 REALTY, LLC**  
 COMMERCIAL LESSOR 37  
 GERMAV DRIVE 37 GERMAV DR  
 WILMINGTON DE 19804-  
 1104

**917 ASSOCIATES LLC**  
 COMMERCIAL LESSOR 533  
 ROGERS RD NEW CASTLE  
 DE 19720-1323

**919 MARKET PARTNERS LLC**  
 COMMERCIAL LESSOR 919 N  
 MARKET ST WILMINGTON  
 DE 19801-3023

**924 INC BRANDYWINE**  
 TECHNOLOGY  
 PROFESSIONAL AND/OR  
 PRSL SRVCS-UNCLASSIFIED  
 1521 CONCORD PIKE  
 WILMINGTON DE 19803-3642

**9TH STREET REVITALIZATION,  
 LLC** PROFESSIONAL AND/OR  
 PERSONAL SERVICES 20 W 9TH  
 ST WILMINGTON DE 19801-1620

**A & A AIR SERVICES INC**  
 CONTRACTOR-RESIDENT 35130  
 BENNETT RD FRANKFORD  
 DE 19945-4061

**A & A CERAMIC TILE AND STONE**  
 CONTRACTOR-RESIDENT 1201  
 RIVER RD WILMINGTON DE  
 19809-2440

**A & A MANAGEMENT CORP**  
 MOTOR VEHICLE LESSOR  
 3240 BARRATT'S CHAPEL RD  
 FREDERICA DE 19946-1808

**A & A MECHANICAL SERVICE INC**  
 CONTRACTOR-RESIDENT 1/1/13  
 PO BOX 1197 HOCKESSIN DE  
 19707-5197

**A & A MECHANICAL SERVICE**  
 INC RETAILER-MACHINERY  
 EQUIPMENT & SUPPLIES PO BOX  
 1197 HOCKESSIN DE 19707-  
 5197

**A & A MGMT CONSULTANTS P S**  
 C INC PROFESSIONAL AND/OR  
 PRSL SRVCS-UNCLASSIFIED 212  
 BEAU TREE DR WILMINGTON  
 DE 19810-1176

**A & A RENOVATIONS LLC**  
 CONTRACTOR-NON-RESIDENT  
 790 MOUNT VERNON RD GAP  
 PA 17527-9649

**A & A SERVICE CO INC**  
 CONTRACTOR-RESIDENT 35130  
 BENNETT RD FRANKFORD  
 DE 19945-4061

**A & A TOWER LEASING LLC**  
 COMMERCIAL LESSOR 35130  
 BENNETT RD FRANKFORD  
 DE 19945-4061

**A & B ACCOUNTING SVCS LLC**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 208  
 BRIDGEHAM AVE MILFORD  
 DE 19963-2624

**A & B CARPENTRY LLC**  
 CONTRACTOR-RESIDENT 1/1/13  
 12/31/13 5108 JUDITH  
 RD CLAYTON DE 19938-  
 2819

**A & B COMMERCIAL INC**  
 CONTRACTOR-NON-RESIDENT  
 404 GLEN MILLS RD THORNTON  
 PA 19373-1045

**A & B ELECTRIC INC**  
 CONTRACTOR RESIDENT 25  
 ADAMSVILLE RD GREENWOOD  
 DE 19950-8400

**A & B TRANSPORT COMPANY**  
 LLC PROFESSIONAL AND/OR  
 PRSL SRVCS-UNCLASSIFIED 119  
 TRAFALGAR DR DOVER DE  
 19904-9759

**A & D FIRE LLC**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 36430  
 CLUB HOUSE RD MILLVILLE  
 DE 19967-6971

**A & D REALTY INC**  
 COMMERCIAL LESSOR 15 S RACE  
 ST GEORGETOWN DE 19947-  
 1907

**A & E ASSOCIATES LLC**  
 COMMERCIAL LESSOR 14 COOK  
 RD NEWARK DE 19711-4802

**A & E BUILDERS NON-**  
 RESIDENT CONSTRUCTION  
 TRANSPORTATION  
 CONGTRACTOR 552  
 BEECHDALE RD BIRD IN HAND  
 PA 17505-9790

**A & E BUILDING SERVICE LLC**  
 CONTRACTOR-RESIDENT 1/1/13  
 1585 PARKERS CHAPEL RD  
 MARYDEL DE 19964-2015

**A & E BUILDING SERVICE LLC**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 585  
 PARKERS CHAPEL RD  
 MARYDEL DE 19964-2015

**A & E CONSTRUCTION CO**  
 CONTRACTOR-NON-RESIDENT  
 152 GARRETT RD UPPER DARBY  
 PA 19082-3113

**A & F MACHINE & DEVELOPMENT**  
 CORP WHOLESALER-  
 MACHINERY EQUIPMENT &  
 SUPPLIES MANUFACTURER-  
 MACHINERY SANDY BRAE  
 INDUSTRIAL PARK 129 SANDY  
 DR NEWARK DE 19713-1149

**A & F PRODUCTS INC**  
 CONTRACTOR-RESIDENT 1/1/11  
 26869 BLUE HERON WAY  
 MILLSBORO DE 19966-6820

**A & G KRAMEDAS ASSOCIATES**  
 COMFORT INN-DOVER  
 MOTEL 222 S DUPONT HWY  
 DOVER DE 19901-3778

**A & G KRAMEDAS ASSOCIATES**  
 COMFORT INN DOVER  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 222 S  
 DUPONT HWY DOVER DE  
 19901-3778

**A & G LAWN CARE LLC**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 13  
 HACKNEY DR BEAR DE  
 19701-2210

**A & H METALS INC**  
 CONTRACTOR-RESIDENT 249 E  
 CHESTNUT HILL RD NEWARK  
 DE 19713-3734

**A & H PLUMBING & HEATING**  
 INC CONTRACTOR-RESIDENT  
 811 CLAYTON DELANEY RD  
 CLAYTON DE 19938-9789

**A & H ROOFING CONTRACTORS**  
 LLC CONTRACTOR-NON-

RESIDENT 16 HARDY RD NEW  
 CASTLE DE 19720-2325

**A & J MECHANICAL INC**  
 CONTRACTOR-RESIDENT PO  
 BOX 7146 NEWARK DE 19714-  
 7146

**A & J PROPERTY MANAGEMENT**  
 LLC PROFESSIONAL AND/OR  
 PRSL SRVCS-UNCLASSIFIED  
 169 PORTSIDE CT BEAR DE  
 19701-2287

**A & K LLC COMMERCIAL LESSOR**  
 21 SAINT ANNES CT DOVER  
 DE 19904-2336

**A & K TILE CONTRACTORS**  
 CONTRACTOR-RESIDENT 311  
 RIBLETT LN WILMINGTON  
 DE 19808-1301

**A & L MASONRY LLC**  
 CONTRACTOR-RESIDENT  
 3075 PEARSONS CORNER RD  
 DOVER DE 19904-5165

**A & M ANESTHESIA INC**  
 PROFESSIONAL SERVICES-  
 MEDICAL OFFICE 61 HAGGIS RD  
 MIDDLETOWN DE 19709-8754

**A & M AUCTIONEERS &  
 APPRAISERS** NON-RESIDENT  
 AUCTIONEER 8000 ESHAM RD  
 PARSONSBURG MD 21849-2618

**A & M AUTO WHOLESALER LLC**  
 MOTOR VEHICLE DEALER  
 98 CRYSTAL RUN DR  
 MIDDLETOWN DE 19709-  
 6010