

Community Powers up

Credit union opens headquarters, branch

Community Powered Federal Credit Union held what it called an inauguration ceremony to mark the opening of its new branch office and headquarters in Bear, Del. at 758 Pulaski Highway (Route 40).

The member-owned credit union is open to residents of New Castle County, north of the Chesapeake and Delaware Canal.

The credit union has its roots in serving employees of Delmarva Power, but has since merged with other credit unions serving News Journal, Hercules and other employer groups.

Architect for the \$4 million project was Crabtree, Rohrbaugh Associates, Mechanicsburg,



Photo by Doug Rainey
The ribbon cutting ceremony for the Community Powered Credit Union took place inside the branch-headquarters building.

Pa. General contractor is Commonwealth Construction, Wilmington.

The 10,000 square-foot building featured the

Continued on next page

This week



Delaware ranks No. 2 in readiness for the new economy.
4

Delaware not a hotbed for pickup trucks.

6



Business license listings are back. Check out licenses for advertising firms.

17

Oxley to speak at UD, Lyons Economic Forecast

(From the University of Delaware)

Michael G. Oxley, former congressman and chairman of the House Financial Services Committee, will be a featured speaker at the 2013 Economic Forecast to be held at 8:30 a.m., Tuesday, Feb. 12, at Clayton Hall on the University of Delaware's Laird Campus in Newark.

The annual event, hosted by Lyons

Companies and the University of Delaware Center for Economic Education and Entrepreneurship, brings together distinguished voices that influence, determine and interpret U.S. economic policy.

Oxley, who is of counsel at BakerHostetler LLP in Washington, D.C., will present

his views in a panel discussion along with Michael K. Farr, president of the portfolio management firm Farr, Miller and Washington, LLC and author of *The Arrogance Cycle*, and Jon Hilsenrath, chief economic correspondent with the Wall Street

Continued on next page

Community Powered

From previous page

use of recycled materials including structural steel, gypsum board for walls, carpet tiles and other materials. The architect specified regional materials, wherever possible to reduce transportation costs.

Credit union CEO Anthony Hinds said the site was chosen because of its proximity to a growing area with many middle-income families that could use its financial services.

The project was delayed by the economic downturn in 2008 and an inability, for a time, to obtain utilities at a reasonable cost.

The credit union has 9,000 members, 25 employees and \$118 million in assets.



Economic Outlook conference

From previous page

Journal. Reporter Steven Russolillo of the Wall Street Journal, also a 2007 UD graduate, will moderate the panel discussion.



Oxley

John R. Cochran, vice chairman of UD's Board of Trustees, will open the event by presenting the James B. O'Neill Award for Excellence in Economic Education and Entrepreneurship, recognizing 2013 recipient Ric Struthers, former president of Global Card Services of Bank of America and founding management team member of MBNA. Business and community leaders, educators and students will be in attendance.

The speakers will make their presentations and engage in a paneled discussion. Following the discussion, speakers will take questions from the audience. There

is no charge to attend, but seating is limited and reservations are required. For registration and information, contact seminars@lyonsinsurance.com.

The Center for Economic Education and Entrepreneurship in the Alfred Lerner College of Business and Economics was founded in 1971 to address the absence of economics in the K through 12 curriculum with the goal of ensuring all students graduating from Delaware high schools would be well grounded in economics and personal finance with the knowledge and skills to be productive citizens.

The Lyons Companies is Delaware's largest independent risk management and insurance brokerage firm offering commercial insurance, employee benefits consulting and personal insurance through offices in Wilmington and Rehoboth Beach.



Sandy, competition hammer Dover Downs

Dover Downs swung to the loss column in the 4th quarter, as Sandy, competition take toll. In response to the conditions, the board of the one-casino company suspended the dividend.

The company's revenues were \$48,559,000 for the fourth quarter of 2012 compared with \$61,619,000 for the fourth quarter of 2011. Gaming revenue decreased 21.4 percent compared to the fourth quarter of last year as a result of increased competition in the region compounded by the impact of hurricane Sandy.

Other operating revenues declined to \$5,310,000 from \$6,600,000 due primarily to lower food and beverage revenue related to catering services for the NASCAR weekend in Dover which was held in the third quarter of this year compared to the fourth quarter of last year. The lower casino volume and the hurricane also affected these revenues. Occupancy levels in the Dover Downs Hotel were about 81 percent for the fourth quarter of 2012 compared with approximately 87 percent for the fourth quarter of 2011.

Net loss was \$528,000 , or (\$.02) per diluted share, compared with net earnings of \$2,120,000, or \$.07 per diluted share for the fourth quarter of 2011. Net earnings for the year were

Continued on Page 5

Delaware No. 2 in global competitiveness ranking

Fast-growing firms, foreign investment boost state's standing

Delaware came in second in a ranking of states based on their progress on a path to a new economy that can compete in the global marketplace.

The survey is conducted every two years by the Information and Technology and Innovation Foundation, a Washington, D.C.-based organization.

Massachusetts ranked first in the survey, a position it has held in all previous surveys made by the foundation.

However, Delaware came in a solid second.

The index is based on factors that include world-class universities, technology companies and foreign investment.

“Second-place Delaware is perhaps the most



globalized of states, with business-friendly corporation law that attracts both domestic and foreign companies and supports a high-wage traded service sector,” a summary of the report noted.

Delaware ranked third in information technology jobs; second in foreign investment; and seventh in fast-growing companies.

Two of the factors keeping Delaware out of first place was immigration of knowledge workers (40th) and workforce training (23rd).

No. 3 was the state of Washington, followed by California, Maryland and Virginia. Neighboring

New Jersey ranked No. 10.

The two states with economies that have lagged the most in making the transition to the new economy are Mississippi and West Virginia.

Arkansas, Oklahoma, Alabama, Kentucky, Louisiana, South Dakota, Indiana and Wyoming round out the bottom 10.

The economies of many of these Southern and Plains states depended on natural resources or on mass-production manufacturing, and relied on low costs rather than innovative capacity to gain competitive advantage.

To improve their economic fortunes, states' old economy economic development policies must be adapted to the hyper-competitive New Economy, with states developing innovation strategies, the report indicated.

Delaware has moved up steadily in the rankings. The state was No. 9 in 1999 and sixth in the last survey in 2010.

Copies of the survey are available at [this link](#).




Dover suspends dividend after quarterly loss

From Page 3

\$4,807,000, or \$.15 per diluted share compared with \$5,359,000 or \$.17 per diluted share for 2011.

Denis McGlynn, the company's CEO stated: "Gaming expansion in Maryland and Pennsylvania continues to depress gaming revenues in Delaware and we are keeping the lottery office and the administration informed as to the impacts on our business and our ability to maintain current employment levels. We are encouraging a review of the gaming tax structure during the current legislative session."

"At the same time, we continue to collaborate on a roll out of the nation's most comprehensive internet gaming program – estimated to commence in the third quarter of 2013. We remain confident that Delaware's internet casino offerings will be among the first to come online and set the standard for other states. Our goal remains to stay one step ahead of the competition and to continue offering our patrons the region's finest amenities and richest gaming experiences."

Given the competitive environment and recent financial results, the company's board of directors has suspended the quarterly dividend. 



Delaware no hotbed for pickups

Delaware is not a top market for pickup trucks. Nationally, the Ford F-150 is the top selling vehicle, while Delawareans made the Nissan Altima sedan their top choice, according to AAA-Mid Atlantic, Wilmington.

Pickup trucks are commonplace in the state, but often are used as work trucks.

Delaware buyers mirrored the national trend making black, white, silver and gray the top four choices.

The findings came from AAA Mid-Atlantic and its partner, TrueCar™, which supplies data for AAA's [Auto Buying app](#) and [website](#).

An analysis of TrueCar car-buying data finds interesting differences, according to AAA Mid-Atlantic.

Nationally, the Ford F-150 is the most-sold vehicle, and two other pickups, the Chevy Silverado (No. 4) and the Dodge Ram 1500 (8) also rank in the top ten.

However, are no pickup trucks made the



The Nissan Altima is a top choice among Delaware buyers.

top ten auto models in Delaware. One reason may be the fact that Delaware is the sixth most densely populated state. Half of the state's top ten most popular vehicles are sedans (see table below).

Four of the most popular vehicles are crossover SUVs, with the Honda CR-V ranking number two, followed by the Jeep Wrangler (6), Nissan Rogue (7) and Honda Pilot (8). While not on the top ten, the Subaru Outback wagon was the third most popular new car choice in Delaware. Jeep, from Chrysler Group LLC, was also the only American car company to make Delaware's top ten.



DuPont reports lower earnings

DuPont reported lower earnings for the 4th quarter and the year.

Fourth quarter 2012 earnings per share from continuing operations, excluding significant items, was \$.11 versus prior year earnings of \$.26. Reported fourth quarter 2012 earnings per share from continuing operations was \$.02 versus \$.31 in the prior year.

Full year 2012 earnings per share from continuing operations, excluding significant items, was \$3.33 versus \$3.55 in 2011. Reported earnings per share from continuing operations was \$2.61 versus \$3.30 in 2011.

“DuPont stands stronger today than it did a year ago. Our segments delivered innovation, productivity and integration cost synergies. This, coupled with a record year in new product introductions, has strengthened our market position,” said DuPont Chair and CEO [Ellen Kullman](#). “However, weakness in markets served by Performance Chemicals and Electronics & Communications provided significant challenges in 2012. We’ve adjusted our plans to meet the changing market environment and grow our businesses in a slow-growth world economy.”

Acquisition pays off for Wilmington-based Trellist

Trellist Marketing and Technology, Wilmington, has been successful in growing the acquired Forthright Consulting business.



Forthright offers marketing and technology professional services through flexible outsourced and agency staffing models. Fifteen months after acquiring the firm, Trellist reported a 275 percent increase in combined sales for Trellist's existing Resource Management Division and Forthright.

While more than 60 percent of acquisitions fail, the integration of Forthright Consulting has been a success for everyone involved, Trellist reported in a release. The substantial increase in sales, the combined Resource Management Division has introduced new professional service offerings to Forthright's clients and additional resource management services to Trellist's clients.

Todd Metzger, principal at Forthright Consulting, was appointed the leader of the

combined division and has recently become partner at Trellist. "The integration was successful due to the cultural fit and shared vision of both firms," says Metzger. "And Trellist's entrepreneurial environment and matrix based operations allow for the effective integration of like-minded, small and mid-sized firms."

"This is not an easy undertaking in today's failing M&A environment, but when done correctly, acquisitions are an excellent way to build wealth for a company," said David Atadan, Trellist CEO and founding partner. "When considering an acquisition, both firms must have a similar culture and approach to business. This allows growth without sacrificing either company in the integration process. It's a win for all."

Founded in 1995, Trellist Marketing and Technology is a mid-size professional services firm with practice areas in Business Strategy, Marketing & Branding, IT & Application Development, and Education & eLearning.



DuPont earnings...

From previous page

Fourth quarter 2012 sales were \$7.3 billion, virtually unchanged from the prior year. Currency impact and portfolio changes offset 3 percent volume growth. Volume was driven by agriculture, with robust sales in Latin America and a strong start to the North American selling season, and increases in Asia Pacific for Performance Materials, Electronics & Communications and Performance Chemicals.

Full-year 2012 sales were \$34.8 billion, up 3 percent versus 2011.

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Pharma entrepreneur launches foundation

(From the Delaware Community Foundation)

Delaware pharmaceutical entrepreneur Chai Gadde and his wife, Neelu, have created the Gadde Family Foundation, an endowed fund at the Delaware Community Foundation, for focused giving to charities related to children, senior citizens, education and health.

Gadde, of Hockessin, is the owner of Independent Pharmacies and CEO of Biotek reMEDys, a Delaware pharmacy that specializes in injectable drugs for the treatment of cancer, multiple sclerosis, rheumatoid arthritis and other serious conditions.

A native of India, Gadde said his parents taught him – through their words and their actions – the importance of giving back to the community, and particularly looking out for the underprivileged. To instill this lesson in their children, 11-year-old Nithya and 5-year-old Rohan will help decide where to give the grant money from their fund.

“We want to teach our children to give with their hearts,” Mr. Gadde said.

Gadde, a member of the grants committee at the DCF, chose to create an endowed fund to bring



**Photo from the Delaware Community Foundation.
Chai Gadde and family**

more structure to his charitable giving. He chose to establish the fund at the DCF because of the organization’s work for the community and the support the foundation provides to donors.

“DCF funds touch the community directly, and donors can see the positive outcomes of their donations,” Gadde said. “It’s extremely gratifying to know that our family’s fund is part of the DCF’s enormous impact.”

DCF President and CEO Fred Sears said the Gadde Family Foundation will have a powerful impact in the community, both by giving charitable

grants to vulnerable populations, and by instilling the joy of giving in their children.

“By establishing this endowed fund, Chai and Neelu are not only making a difference in the lives of other Delawareans, but they are also setting a wonderful example for their children and the community,” Sears said. “By teaching their children to give, the Gaddes join the ranks of many families who are helping the DCF develop the next generation of people who care.”

The Delaware Community Foundation manages charitable funds for individuals, families, businesses and organizations, and distributes income from the funds as grants to humanitarian, educational, health and cultural entities throughout the state.

With more than 1,200 funds, \$220 million in assets and annual grants of about \$13 million, the Foundation provides a lasting source of charitable funding to benefit Delawareans today and for generations to come.

For information, please call 302.571.8004 in Wilmington or 302.856.4393 in Southern Delaware or visit www.delcf.org.



Beebe earns top designation from Healthgrades

Beebe Medical Center, Lewes, announced that it has received the Distinguished Hospital Award for Clinical Excellence™ from Healthgrades, a leading provider of comprehensive information about physicians and hospitals.

This designation places Beebe Medical Center among the top five percent of more than 4,500 hospitals nationwide for clinical performance.

“We are extremely proud to have received this award, especially now for four years in a row,” said Jeffrey M. Fried, CEO of Beebe Medical Center. “It is quite an honor. It shows a consistency in outstanding clinical care and reflects the commitment to quality and patient safety of our Board members, our physicians, our clinical staff and all of our employees.

Beebe Medical Center is one of 262 hospitals named this year that stand out above the rest for their overall clinical care across a broad spectrum of care. While many hospitals have specific areas of expertise and high-quality outcomes in certain areas, these hospitals exhibit comprehensive, high-quality care across multiple clinical specialties.

“Today, consumers have unprecedented access to information on hospital performance as it relates to




specific conditions and procedures so that they can make more informed decisions about who to see and where to go for care,” said Evan Marks, executive vice president for Informatics and Strategy. “The Distinguished Hospital Award for Clinical Excellence enables hospitals to communicate their commitment to providing outstanding patient care and to show their continued efforts to improve clinical outcomes.”

Beebe Medical Center has received additional national recognition for its quality programs and its ongoing efforts to bring evidence-based medicine to the community. Process improvement initiatives are ongoing at Beebe Medical Center as employees and leadership focus on bringing the best quality medical care to the communities it serves.

The Centers for Medicare and Medicaid Services (CMS) has recognized Beebe Medical Center in its “Hospital Value Based Purchasing” rating system. Beebe Medical Center received a 73.3 rating, which put it 32 percent higher than the national average and 53 percent higher than the Delaware hospital average. The rating is important to consumers because it means that hospitals with a higher rating provide a higher standard of care.

A 2012 Medicare (CMS) report shows that Beebe Medical Center also stands out as a hospital that provides high quality patient care at an efficient cost.

The details found on the Hospital Compare web pages show that Beebe Medical Center, in general, rates either better than the national rate or at the national rate in dozens of specific measures related to quality and safety. Beebe Medical Center rates better than the national benchmark for the amount of money that is spent per patient on each episode of care. The spending benchmark, referred to on the website as “Medicare Payment,” was added to the report this year.

For more information about Healthgrades, to download a full copy of the report or to get information about hospital and physician quality, visit: www.Healthgrades.com today. 

Business Bites: Shoprite grows; guy in Davos

It came as a bit of a surprise this week when we learned in a News Journal story that Shoprite plans to reopen a supermarket in the Four Seasons of Route 896, south of Newark.

SuperFresh first opened the store, only to close the location as parent company A&P struggled. A second attempt by A&P to open the store under the Pathmark name also failed.



Now, it's Shoprite's turn and there's good reason to believe that the third time will be a charm.

The company's overhaul and expansion of the former Safeway site in Governor's Square, Bear, has been a big success for the Kenny family-owned Delaware Supermarkets.

Speaking of Safeway, the new Shoprite will be a formidable competitor for Safeway, which has a supermarket off Route 896 and never recovered from the acquisition of Genuardi's stores. Safeway has sold off or closed Genuardi's locations, but held

on to two northern Delaware markets that had been part of the highly regarded chain.

Shoprite (Wakefern Foods) is a cooperative wholesaler that is owned by members like Delaware Supermarkets.

As competitors, like Pathmark, Safeway and Acme struggle, Delaware Supermarkets has grown steadily.

It does not have enough locations to wrest the top spot from Acme, but seems destined to move into the No. 2 slot.

Chillin' in Davos

Heading the National Governor's Association has its perks.

Jack Markell was in Davos, Switzerland over the weekend, attending the Annual Meeting of the World Economic Forum, an independent international organization that aims to engage business, political, academic and other leaders of society to shape global, regional and industry agendas.

Markell represented all governors as Chair of National Governors Association.

He met with business and energy industry

leaders, IT leaders, foreign and foreign leaders, and young business entrepreneurs.

The forum, according to a release from the governor's office, brings together key international business leaders and government leaders with potential opportunities to develop relationships that could translate into economic opportunities for the states, including Delaware.

The World Economic Forum is paying his expenses at the forum and NGA is covering the cost of his flight.

Gecko closes its doors

Gecko Fashions in Newark closed its doors.

The women's fashion store did not reopen in the new year, after being in operation for seven years.



A Facebook posting said the reason was "location, location, location."

The store moved to the less traveled east end of Main Street after its more central Main Street location became part of a mixed use development. Construction of that project got under way recently. - Doug Rainey



The Business Bulletin welcomes your personnel news. Send items and photos to drainey@delawarebusinessdaily.com

DSU elects trustees

Delaware State University's Board of Trustees has appointed two new members.



Turner

Claibourne Smith, board chair, swore in **Mark Turner**, WSFS Bank CEO, and **John J. Allen, Jr.**, Delmarva Power vice president, as the board's newest trustees during its regular Jan. 10 public meeting. Both Turner and Allen have been appointed by the Board to serve six-year terms that will end in 2019.

Turner has been president, CEO and director of WSFS Financial Corporation and WSFS Bank since 2007. He also served as the chief operating officer and chief financial officer of WSFS. His career also included posts at CoreStates Bank, Meridian Bancorp, as well as the international professional services firm of KPMG, LLP.

An active leader in business, civic and community

circles, Mr. Turner has served as board chairman of the Delaware Bankers Association, board vice chairman of the Delaware Business Roundtable, and as an executive committee member of the Delaware State Chamber of Commerce,



Allen

John J. Allen, Jr., is Delmarva Power's vice president responsible for Kent and Sussex counties in Delaware as well as the counties of the Eastern Shore of Maryland since 2005.

An employee of Delmarva Power for 32 years, Allen's background includes Customer Care Leadership, Organizational Training and Development, Training Instructional Design and Development, Human Performance Technology and Performance Improvement and holds industry certificates for Strategic Leadership.

Christiana CEO named chair-elect

Christiana Care Health System CEO **Robert J. Laskowski**, M.D., MBA, has been chosen to

serve as the 2012–2014 chair-elect of the [Council of Teaching Hospitals and Health Systems](#) of the Association of American Medical Colleges.

He was also elected to the AAMC board of directors for 2012–2013.

Laskowski becomes COTH chair for the 2014–2016 period. He has been an active member of COTH since 2007.

COTH represents the interests of major teaching hospitals in the United States and Canada.

Laskowski has been president and chief executive officer of Christiana Care since 2003.

COTH is one of the Association of American Medical Colleges' three member councils. The AAMC represents all 141 accredited U.S. and 17 accredited Canadian medical schools, nearly 400 major teaching hospitals and health systems, including 51 Department of Veterans Affairs medical centers, and nearly 90 academic and scientific societies.



Laskowski

Continued on next page

From previous page

Potter Anderson partners

Potter Anderson & Corroon LLP announced that **Jonathan Choa, Jeffrey Safran** and **Jennifer Wasson** have been named partners at the firm, effective January 1. Jonathan A. Choa represents clients in complex commercial disputes, focusing primarily on intellectual property litigation and corporate litigation disputes.

Jeffrey B. Safran, Ph.D. concentrates his practice primarily on the preparation and prosecution of biotechnology and chemical, domestic and foreign patent applications as well as licensing, opinion work and due diligence.

Jennifer C. Wasson focuses her practice on insurance coverage cases, commercial contract disputes, and employment litigation in state and federal court.

She regularly serves as counsel for policyholders in complex insurance coverage litigation against their insurers, and she routinely represents corporate clients in a broad range of litigation matters.

Vardell joins Long & Foster

Long & Foster Real Estate, Inc. welcomed **Mollie Vardell** to its Rehoboth Beach office, in Rehoboth Beach, Del. Vardell will specialize in working with homebuyers and sellers in both Virginia and Delaware.



Vardell

A native Delawarean, Vardell's family roots go back more than 200 years in the Sussex County area of Delaware. Raised in Wilmington, she spent every summer growing up in Rehoboth and continues to own property there.

in 2012 Vardell won the Hall of Fame Award from The Rehoboth Beach Historical Society in recognition of her years of service. Vardell is also actively involved with the Rehoboth Art League which will celebrate its 75th Anniversary in 2013.

Prior to joining Long & Foster, Vardell enjoyed a highly successful 26-year career in commercial architecture and design.

Jennings named finance director



Sussex County voted to appoint **Gina A. Jennings** as the County's new Finance Director, effective May 1. Jennings, who is being promoted from director of the county's Accounting division, **Jennings** will replace Susan M. Webb. Webb will retire in May after 20 years of service to County government.

As Finance Director, Jennings will oversee the county's entire financial system, including the county's overall annual budgeting, accounting, purchasing, tax assessment and collection, and all other financial affairs.

Jennings holds a bachelor's degree in accounting as well as a master's degree in business administration and public administration.

Jennings, 34, grew up near Millsboro and attended Sussex Central High School in Georgetown before moving away to enroll at the University of Delaware.

Continued on next page

From previous page

Upon graduating from UD, she worked in the private sector as an accountant for Ernst & Young in Philadelphia before moving back to Sussex County.

Jennings lives with her husband, Rob, and their two children near Milton.

Lapointe honored



Rich LaPointe and Newark Mayor Vance Funk.

Newark's Mayor and City Council extended a heartfelt thanks to former Public Works Director Rich Lapointe for his years of service to the City of Newark at its January 14 City Council

meeting. Lapointe, hired in 1993, retired after twenty years with the city.

Lapointe supervised 46 employees in the Engineering, Maintenance, Refuse and Street Divisions and eventually had the responsibility for the systematic reduction of 9.5 positions through attrition and introducing more efficient operation methods that provided a savings of approximately \$750,000 annually to the city.

Lapointe oversaw many city projects including the replacement of the transfer station compactor and the underground fuel tanks, construction of a new warehouse, storage shed and salt storage shed, Rittenhouse Park bioengineering stream stabilization, city-wide sidewalk installation, the design and development of the Folk and Karpinski Parks, closure of the University of Delaware and Cleveland Avenue landfills, structure retrofit of the George Wilson Center, the design and development of the Iron Glen compost site, work at Timberline Drive, and the review of 67 subdivisions.



Finance council OKs grant for Sussex plant

The Council on Strategic Finance approved more than half a million dollars in state assistance for a new manufacturing plant near Seaford.

ILC Dover has requested a Strategic Fund Performance Grant of \$364,500 for the creation of 115 new full-time positions in the state.

The company also requested a Strategic Fund Capital Expenditures Grant I for \$187,860, or a 3 percent match on qualified capital expenditures up to and including \$6.26 million.

ILC Dover recently acquired Georgia-based Grayling Industries and will move the company's only manufacturing site from Juarez, Mexico to the Seaford area.

Grayling manufactures protective packaging for food, chemical, pharmaceutical and other industries.

ILC Dover plans to move the first line of products to Delaware in April, and will hire 35-40 new positions, and complete the move of the other production lines by the end of 2013, when it plans to fill all 115 positions.

NOT FOR PROFIT: Fundraisers, donations

Sunday, February 3, at 1 p.m. is the date and time for one of Delaware's largest fundraising events – the Lewes Polar Bear Plunge, presented by Wawa and Comcast.

The Plunge has grown each year, beginning in 1992 when 7 plungers raised \$7,000 to last year's effort of 3,685 bears raising more than \$650,000. Since its inception, the plunge has raised more than \$6.15 million.

At the event, thousands of Bears will take the chilly dip into the Atlantic Ocean, raising money for Special Olympics Delaware's year-round program of sports training, athletic competition and related programs for over 3,500 children and adults with intellectual disabilities.

Rehoboth Beach hosts a weekend-long Plunge Festival (Feb. 1-3) that includes several Saturday activities: Pooch Plunge (11 a.m. – 12 p.m.); Ice Cream Throwdown (12-5 p.m.); 5k Run to the Plunge (1 p.m.); restaurant chili contest (3-6 p.m.); and ice sculpting contest (judging at 1:30 p.m.).

Restaurants and retailers throughout the Rehoboth Beach area have teamed up with Special Olympics Delaware to provide registered bears with special discounts and activities throughout the



weekend. "Our polar bears continue to support this fabulous event year after year," says Ann Grunert, executive director of Special Olympics Delaware. "And based on our record numbers each year, they also continue to recruit their friends to join them. This event truly is family-friendly, and the perfect way to give back to the community and support such a worthy cause."

More information on the Plunge and all weekend events can be found at www.plungeDE.org.

\$500,000 donation to law school

Widener Law announced it has received a \$500,000 gift that will endow an annual scholarship and award in corporate law.

The gift from Prickett, Jones & Elliott P.A. Wilmington, will create the William Prickett

Corporate & Business Law Scholarship Fund. It will provide up to a year's tuition annually for one highly qualified law student who has demonstrated academic excellence in both corporate law and civil procedure. It will also provide an annual graduation prize for outstanding achievement in corporate law to a graduate who is preparing to take the Delaware Bar.

[Prickett, Jones & Elliott](#), founded in 1888 handles complex corporate, alternative entity and business litigation in the Delaware Court of Chancery and other state and federal courts. It advises clients from around the world on Delaware law.

Widener's [Institute of Delaware Corporate and Business Law](#) offers students the chance to pursue a formal concentration in Delaware corporate law.

"The law school is honored to have such a distinguished Delaware firm invest in our program and our students this way," Law Dean Linda L. Ammons said. "Prickett, Jones & Elliott has played key roles in multiple landmark Delaware corporate law cases. Now the firm will play a key role in helping to educate the next generation of corporate law attorneys."



Stomach bug prompts precautions

The Delaware Division of Public Health (DPH) is asking organizations and the general public to take precautions to prevent possible exposure and spread of norovirus.

DPH has investigated and confirmed nine norovirus clusters. To date, the DPH lab has determined one of which is the subtype from Australia highlighted in a recent Centers for Disease Control and Prevention announcement. Results on the other Delaware clusters are pending.

According to the CDC, this virus strain is currently the leading cause of norovirus outbreaks in the US. While this type is new to the United States, it is not known to be more virulent than other similar strains of G11.4 identified here.

Disease clusters are commonly confirmed in such group settings as long-term care facilities, schools, hospitals and day cares. At this time last year, four outbreaks were confirmed.

Digestive illness caused by norovirus can be severe for those who are elderly or have an underlying health condition. Symptoms include nausea, vomiting, diarrhea, and stomach cramping. Some people may experience fever, chills, headache,

muscle aches, or a general sense of tiredness.

The symptoms can begin suddenly and an infected person may go from feeling well to very sick in a short time. In most people, the illness lasts for one to two days.

People with norovirus illness are contagious from the moment they begin feeling sick until at least three days after they recover; some people may be contagious for even longer.

Infection can be more severe in young children and elderly people. Dehydration can occur rapidly and may require medical treatment or hospitalization. Although there are no specific medications to treat norovirus, drinking plenty of liquids to prevent dehydration is important, DHSS reported.

Noroviruses are easily transmitted by touching a contaminated surface as well as by direct contact with an infected person or by eating food or drinking liquids that have been contaminated with the virus.



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

 **Donate today**



American Red Cross

Sea level rise sessions planned for February

From the Delaware Department of Natural Resources and Environmental Control

Delaware residents are invited to attend upcoming engagement sessions on sea level rise and provide comments on potential actions that can be taken to improve our state's capacity to adapt. Three sessions, one in each county, will be held – on Wednesday, Feb. 13 in Lewes, Tuesday, Feb. 19 in New Castle and Monday, Feb. 25 in Dover.

“Over the past few years, Delaware has experienced property damage, road closures, and infrastructure damage resulting from intense coastal storms, flooding, and record high tides,” said Delaware Department of Natural Resources and Environmental Control Secretary Collin O’Mara. “These types of impacts will become more routine as the state faces more extreme weather events and sea levels rise. Now is the time for a statewide conversation about the best strategies and tactics to prepare Delaware for these growing challenges by improving our capacity to adapt. I encourage all Delawareans to take part in this important conversation.”

The Delaware Sea Level Rise Advisory Committee, composed of representatives from state and local governments, businesses and civic advocacy organizations, developed a list of potential actions –



Photo by Susan Towrs.

“capacity building options” – that seek to improve the way in which decisions about adaptation are made. The options focus on improving regulatory flexibility, streamlining communications and coordination between affected groups, providing consistent policies and improving data and technical assistance. The options include suggestions for changes to existing programs to allow them to be more responsive to the challenges of sea level rise and suggestions for the creation of several new programs and partnerships.

The engagement sessions will be held:

4 – 7 p.m., Wednesday, Feb. 13, 2013 Cape Henlopen High School Auditorium and Lobby 1270 Kings Highway Lewes,

DE 19958

4 – 7 p.m., Tuesday, Feb. 19, 2013 New Castle Middle School Auditorium and Lobby 903 Delaware Street New Castle, DE 19720

4 – 7 p.m., Monday, Feb. 25, 2013 Kent County Levy Court Complex Rooms 220 & 221 555 Bay Road (Rt. 113) Dover, DE 19901

“When finalized, the options up for review at the public engagement sessions will be incorporated into the state’s sea level rise adaptation plan, then put into place by a variety of agencies, businesses and citizens. Implementing these options will help set Delaware up for successful adaptation to sea level rise,” said Sarah Cooksey, Delaware Sea Level Rise Advisory Committee Chair and Administrator of DNREC’s Delaware Coastal Programs.

Each session will feature informative presentations, displays and opportunities for participants to provide comments and feedback to committee members and DNREC staff. Potential capacity building options, presentations and displays can be reviewed online at <http://de.gov/adaptationengagement>. Comments may be submitted at each engagement session, or until March 14, 2013 by email to DNREC_DCP_PublicComment@state.de.us.

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Continued on next page

Health of nonprofit sector at risk

Giving declines on individual, corporate level

(From the Delaware Grantmakers Association)

Even after being battered by the Great recession, Delaware's philanthropic sector remains a vibrant and vital part of the state's economy, driving the expenditure of billions of dollars and providing 14% of the jobs in the state.

But the health of the sector is at risk. Both institutional and individual giving have declined since the recession

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The philanthropic sector remains a vibrant part of the state's economy, driving the expenditure of billions of dollars and providing 14% of the jobs in the state.

began and more nonprofits than ever find themselves operating in the red. Care must be taken to nurture the sector if Delaware is to continue to enjoy its benefits for years to come.

These are among the findings of a recent study of Delaware's philanthropic sector sponsored by members of the Delaware Grantmakers Association, a coalition of foundations and corporate funding programs that work to support Delaware.

The study, Delaware's Philanthropic Sector: A Post-Recession Assessment, is a companion report to Philanthropy in the First State, released in 2009. Both studies examine the nonprofit organizations active in Delaware and the individual giving and organized philanthropy that support them.

In 2010, the most recent year for which comprehensive data are available, the philanthropic sector posted some robust statistics:

Delaware's primary grantmakers invested \$75 million in Delaware nonprofits; Individuals in Delaware gave

more than \$467 million in charitable gifts;

Nonprofits in Delaware generated \$5.3 billion in revenues and provided more than 60,000 jobs – equivalent to 14% of all civilian, non-farm jobs in the state.

Yet both grantmaker and individual giving are down from their pre-Recession levels, with individual giving off by 12%. In the face of this decline, coupled with cuts in government support and increasing demand for services, 48% of Delaware nonprofits found themselves operating in the red -- spending more than they received -- in 2010.

In order to return the philanthropic sector to its pre-Recession health, Delaware needs to stimulate giving by individuals and grantmakers, and work strategically to ensure that Delaware's nonprofits have the capacity necessary to meet both the community's needs and expectations. All sectors -- philanthropy, the business sector and the public sector, must join in this effort.

Copies of the report are available at www.delawaregrantmakers.org.

The Delaware Grantmakers Association works to strengthen philanthropy in Delaware through public education and advocacy and to grow the number of institutional donors supporting Delaware nonprofits.



Virtus Realty Advisors formed to serve regional market

Virtus Realty Advisors has launched a new commercial real estate brokerage and advisory firm, located in Conshohocken, Pa.

The company will focus on tenant representation, landlord representation, tenant advisory and investment sales platforms to serve the Greater Philadelphia region.

The company consists of five real estate professionals that have over 60 years of combined experience in a wide range of commercial real estate transactions.

Ken Kearns and Brendan Kelley launched The Company as an affiliate of Wilmington-based Buccini/Pollin Group (BPG) – an extension and natural expansion to offer the services being applied to their own portfolio, to outside parties seeking their expertise

and experience. Mark Rhodes, broker of record for Virtus, is a practicing real estate attorney and broker in the region, with over twenty years experience in conducting complex transactions in the areas of brokerage, development, investment sales and legal representation.

Mark was formerly an attorney with Fox Rothschild in Philadelphia. Jeffrey Gannett and Melinda Bosco round out the brokerage team for Virtus, providing additional expertise in the areas of landlord representation, multi-family development and leasing and tenant representation.

Virtus anticipates expanding the platform in 2013. The team will continue to manage and lease the BPG suburban Philadelphia office portfolio of over 1.5 million square feet (which is currently over 90% leased).



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