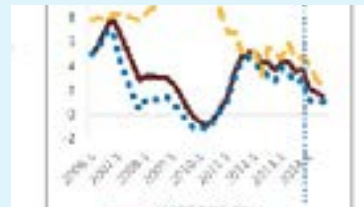




This week

Government income payments grow. 7



Economic glass half empty or full? 9

Gas price dips as November approaches. 13



CORPORATE DOWNSIZING PUTTING PRESSURE ON OFFICE VACANCY RATE

Corporate-owned office space continues to move into the office leasing market as big employers restructure their operations.

That was the message coming from the third quarter report Wilmington area office report of Newmark Grubb Knight Frank. The firm has an office in Wilmington. [Click here](#) for the full report.

The latest example, according to the firm, took place when AstraZeneca sold the 195,000-square-foot building at 2200 Concord Pike, commonly known as the Rollins Building, to Roch Management, Inc., an investment firm controlled by the founder of Applied Bank.



The former Rollins Building is now on the leasing market.

Continued on next page

Law, financial services growth reason for optimism

From previous page

The sale by AstraZeneca for \$10.5 million was the largest transaction. Applied was founded in Delaware as a credit card bank and operates a full service bank in the state with branches in Newark and Rehoboth.


The entire Applied building is currently available for lease. In addition, AstraZeneca is now marketing a two-building, 357,551-square-foot portfolio on its south campus for sale as the company reduces its Wilmington staff by 1,200.

“This phenomenon of corporate-owned assets adding to vacancy is not a new one for the greater Wilmington area,” said Neal Dangelo, NGKF senior managing director. “Fortunately, the legal and financial services sectors are showing signs of positive momentum as of late. These sectors have tallied 400,000 square feet of positive absorption since 2012. This is a hopeful sign for our market as law firms and banks are the largest office

occupiers in the region.”

Still, if the AstraZeneca and Applied office space is added in the county could see its office vacancy rate increase from 19.2 percent in the third quarter to more than 31 percent. The AstraZeneca space will be vacated in the next year or so.

Also on the office leasing market, at least on a short-term basis, are DuPont Co. buildings at Barley Mill as the company builds new office space at Chestnut Run. Plans by Stoltz to convert the Barley Mill site to a mixed use project have been stalled by a court decision over zoning.

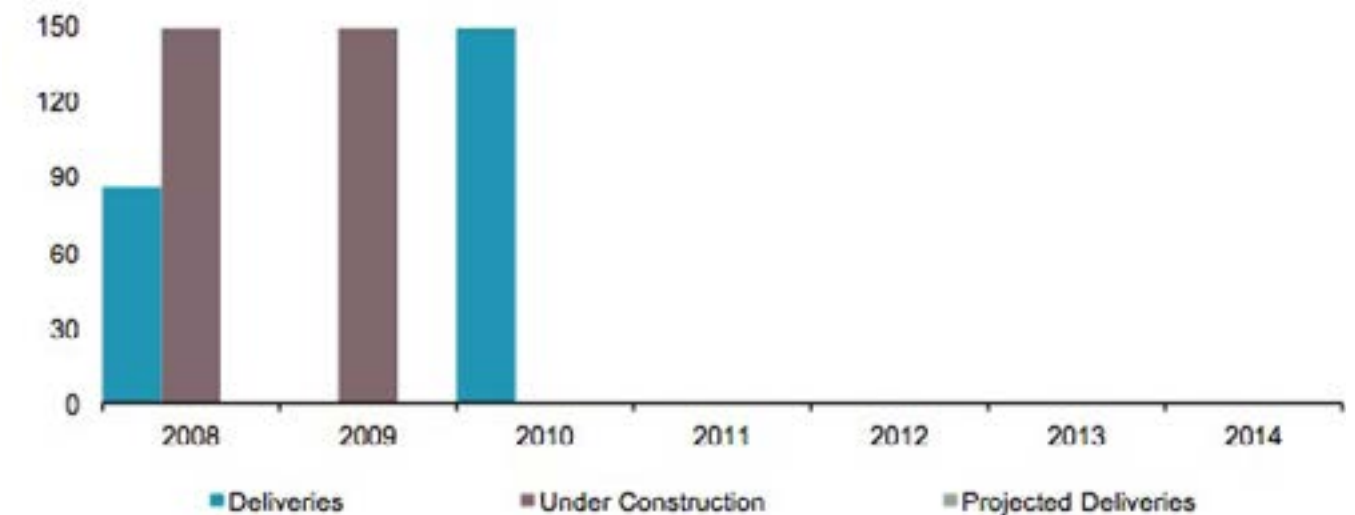
“Looking forward, rents will soften amid the backdrop of persistently high vacancy,” said Wills Elliman, senior managing director. “Vacancy increases are largely a result of additions to supply rather than demand deterioration as employment gains in traditional office occupying sectors showed signs of growing, albeit slowly, as of late.” 

Asking Rent and Vacancy



Construction and Deliveries

Square Feet, thousands



The two charts from the Newmark Grubb Knight Frank show a rise in vacancy rates in the northern Delaware office leasing market in spite of no new construction since 2010.

State, engineering companies settle Indian River Bridge suit

The Delaware Department of Transportation announced that it has resolved legal action involving the placement and removal of roadway embankments for the Indian River Inlet Bridge. The lawsuit was scheduled for a 12 week trial beginning in May, 2014.


The resolution, which arose out of voluntary mediation among the parties, requires the payment of \$5.25 million to the state. These funds must be applied to transportation projects for which federal funds may be used. The original suit was for \$20 million. Both MACTEC and Figg deny responsibility. While DelDOT, MACTEC and Figg all had experts prepared to testify in support of their claims and defenses, the uncertainties of litigation led to the compromise reached to resolve the litigation, a DelDOT release stated.

Problems that included the bridge project and real estate buying practices led to the departure of former DelDOT Secretary Carolann Wicks.

“This settlement allows DelDOT to receive



more than \$5 million for Delaware’s taxpayers now, while avoiding the burdens and uncertainty of a lengthy trial involving complex geotechnical engineering issues next spring,” said Secretary Shailen Bhatt. “This was a challenging case with strengths and weaknesses on all sides. I believe the settlement provides a reasonable resolution to this matter, and I look forward to applying the proceeds to help meet Delaware’s transportation needs.”

The bridge presented a number of engineering challenges, given its location in an area where the earlier bridge needed replacement, due to scouring action. 



JINGLE YOUR WAY TO SAVINGS

Receive a \$50 Christiana Hilton Gift Card for every \$500 you spend and 1000 Hilton Honors Points for every \$100 you spend when you book your holiday party for November, December, or January.*



Hilton

WILMINGTON/CHRISTIANA

100 Continental Drive Newark, DE 19713
www.HiltonEstate.com | 302.454.1500

Two more solar projects developed in New Castle County

Solar panels are becoming part of the northern Delaware landscape. DuPont Co. is seeing solar cells on a site it owns along the Christina River in Newport as a Wilmington project nears completion.

The Newport site had earlier been remediated by DuPont, which operated in the area for many years.

DuPont spokesman Terry Goodling said the project is being developed by Tangent Energy and owned by Greenwood Energy will provide solar power for the area.

The solar panels are being supplied by DuPont Apollo Ltd., a wholly-owned subsidiary of DuPont

DuPont plans to announce further details following the project's expected completion at the end of November."

Meanwhile, New York-based Greenwood Energy, earlier this year, has completed the purchase of approximately two megawatts in capacity of solar projects in Wilmington.

The 'Peninsula' projects, each approximately 1 megawatt in size, were originally developed by



Tangent Energy Solutions, Inc., Kennett Square, Pa. The projects are nearing completion.

The Peninsula solar installations, built on about seven acres of remediated brownfield area, will sell power to Delmarva Power.

Remediation sites are viewed as good candidates for solar cells, since the areas are not suitable for other types of development and solar cells do little to disturb the area.

Solar projects have been aided by state mandates that will lead to a quarter of all electric power in the state coming from alternative sources.

The lion's share of solar energy generation has gone online in Kent and Sussex counties.

Other solar arrays upstate are in Delaware City and at an AstraZeneca complex now up for sale.

Delaware also is the home manufacturing site for Taiwan-based Motech. Motech solar cells have been used in other solar projects in the state, including Delaware City. - *Doug Rainey*

The accompanying photo is a Motech array in Delaware City.



High-speed data access point opens in Wilmington

The State of Delaware and IPR announced the launch of the Wilmington Network Access Point located in Wilmington at the 1201 N. Market Street office building.

The access point will provide connections from Wilmington to Philadelphia, Georgetown, Del., and Baltimore via more than 400 strands of dark fiber.

This new statewide network facility is a result of a \$3.5 million grant from the State of Delaware Infrastructure Fund, the first of its kind in the state. The state sees the dark fiber as a way to bring more technology-based businesses to the state while tying together its operations.

“This will not only provide residents of Delaware, whether individuals or businesses, with price-competitive bandwidth in the future, but will also enable state government to connect its offices throughout Delaware,” said Tami Fratis, CEO of IPR. “And the most important aspect to all of us is the fact that the Wilmington NAP will help attract new businesses evaluating the pros and cons of relocating to Delaware. That’s because this facility will effectively reduce the overall cost of network access to all businesses in Delaware.”

IPR conducted the ribbon-cutting ceremony to launch the Wilmington NAP prior to its corporate board meeting. The launch of the Wilmington NAP is a large focus for IPR, as well as its partners -- Sunesys, Fibertech Networks, the City of Wilmington and McConnell Johnson Real Estate. Sunesys and Fibertech Networks are the providers building this fiber capacity; both were chosen due to their carrier-neutral relationships.



State and IPR officials cut the ribbon on the new data hub in a Wilmington office tower.

Fratis said the “Wilmington NAP” will be a catalyst in enabling Delaware to compete with larger urban areas (Philadelphia, New York, Baltimore and Washington, D.C.) in attracting businesses, individuals and jobs.

“No matter whether someone is an employee of a large organization working in a home office, a small entrepreneur working in their garage, a lawyer for a

Continued on next page


Network hub opens in Wilmington high rise

From previous page

global law firm or an office for a large corporation, there is a need for significant bandwidth to access global data through the fiber infrastructure being brought in to the Wilmington NAP,” Fratis said.

Meantime, IPR has added capabilities to the Wilmington NAP, including a 10GB (Gigabyte) lit services from two additional fiber providers - Windstream and Comcast Business. The lit fiber services are in addition to those carriers that IPR has already brought in to provide clients with lit

fiber services (Zayo Bandwidth, Verizon Business, Verizon and Level3), all within IPR’s Wilmington center.

According to a release, IPR and its partners will conduct a series of marketing and educational events to put the Wilmington NAP on the “map” for those businesses seeking a Tier III+ data center facility & cloud solutions with the largest amount of data center space and highest amount of network bandwidth available in the Mid-Atlantic region. 

River & Bay signs 2nd brewery lease

Delaware River and Bay Authority officials announced that an agreement has been signed with the principal of Glasstown Brewing Company to lease a building at the Millville Airport in southern New Jersey.

The Authority Commission unanimously approved a Resolution, which authorized the lease of a former maintenance facility to the start-up brewer, at its September monthly meeting. The brewery plans to have visitor tours, a retail outlet

and tasting room at its new 2,800 square foot facility located at 10 Peterson Street.

The Glasstown Brewery is the second microbrewer to lease space at one of the agency’s airports. Beginning its operations at the Cape May Airport in 2011, Cape May Brewing Company has expanded its production from 60 barrels that first year to about 1,500 barrels in 2013. Today, the company has ten year round employees. 



THE END
WINDOWS XP/OFFICE 2003
IS NEAR

**UPGRADE.
MIGRATE.
SECURE.**

 **MYsherpa**[®]
Business Technology Guides™

PLAN NOW 

GOVERNMENT INCOME PAYMENTS GROW RAPIDLY IN DEL.

Aging population, recent recession play role in transfer payment jump

Courtesy of DECON First

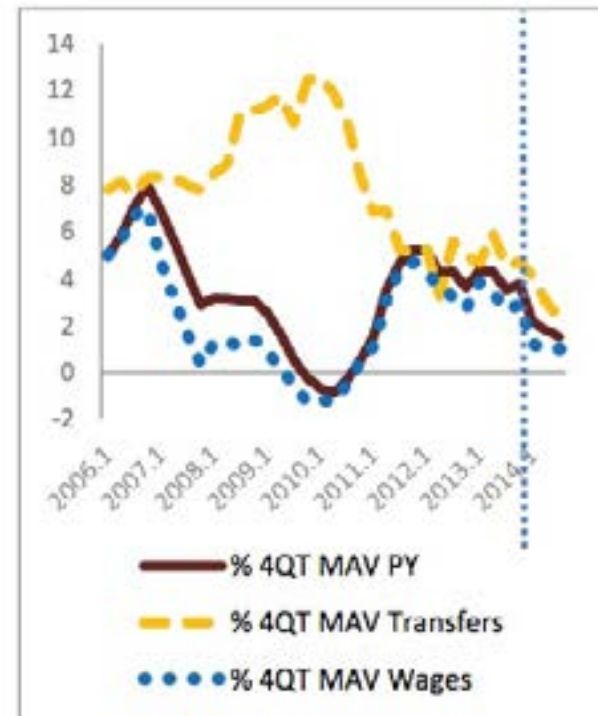
Over the past 20 years transfer payments (e.g., Social Security, Medicare, Medicaid, unemployment) have jumped from 10% to 20% of Delaware's personal income. This trend has been accelerated by the recent recession. Since 2008 Delaware personal income has increased 3% per year. Wages and proprietors' earnings have risen just 2.2% each year, dividends, interest and rent by 1.3% and transfer payments have risen by a whopping 7.6% a year.

Social Security accounts for more than one-third of Delaware transfer payments. This reflects the rapidly growing senior population in Delaware due to the aging baby-boomers and in-migrating seniors to southern Delaware.

Otherwise, the fastest growing segments of transfer payments include Medicaid and Supplemental Nutrition Assistance (food stamps). This parallels the drop in per capita income in Delaware to a figure below the national average, a rising poverty rate, and an increase in income inequality.

Finally, almost all transfer payments are indexed to inflation. This will

FIGURE 1 - GROWTH RATES IN THE COMPONENTS OF DE PERSONAL INCOME



Courtesy of DECON First. MVE refers to 12-month moving average.

constrain the future rate of growth of personal income in Delaware. It will also mean that decisions in Washington, D.C. play a larger role in Delaware's economy.

The implications of this change in the composition of Delaware personal income on Delaware businesses varies by industry.

- For construction and real estate the disproportional increase in lower income households will drive demand for apartments and manufactured homes, and strain the limited stock of public and Section 8 housing.
- In financial services the growing population of lower income households will boost mortgage and consumer loan delinquency rates, overdue credit cards, and demand for payday loans. Financial literacy programs will be needed to encourage lower income households to use banks at all.

- The direct deposit of monthly Social Security payments will soar.
- The health care industry faces some of the greatest impacts. Medicare and Medicaid comprise almost half of all Delaware transfer payments.

This \$4 billion equals households account for a disproportionate share of emergency room visits and unpaid health care bills.

Continued on next page

Slow growth in wages expected in next 2 years

Continued on next page

The rising bifurcated income distribution means that retail demand for discount goods through big box stores (e.g., Walmart), including groceries, will not abate. Increasingly, retailers will be torn between the more affluent and less affluent consumer markets. The overall slow growth in wages will continue to fuel consumers' search for the best prices using the Internet.

to the needs of seniors, including homecare and transportation, will be accompanied by a surge in demand from lower income households for food banks and other types of basic living assistance.

While there have been gains in interest and dividend interest, DECON First projects slow growth in wages over the next two years, with continued pressure on transfer payments.

“no spin” economic information to improve the decision making of Delaware business owners and managers. The detailed analysis for the Indicators above is found in the DECON First monthly Delaware Economic Review (www.deconfirst.com). DECON First also provides consulting to individual businesses to generate actionable advice given the economic outlook for Delaware, the businesses' specific industry demand and supply conditions, and location.

Direct questions to info@deconfirst.com

Finally, the surge in any nonprofit services tied

DECON First is dedicated to providing accurate,

Former executive pleads guilty in 401K theft case

A former executive of a Delaware development firm has pleaded guilty to charges of stealing from an employ 401K pension plan.

According to prosecutors, in 2009, Stortini diverted more than \$600,000 in funds from an employee 401(k) account to pay business expenses associated with the company.

Michael A. Stortini – the managing member of the Frank Robino Companies, a real estate development company in the Wilmington area, pleaded guilty yesterday before United States District Court Judge Richard G. Andrews to charges of Theft from an Employee Pension Benefit Plan and Willful Failure to Pay Over Tax. Sentencing has been scheduled for March 11, 2014.

Also in 2009 and 2010, Stortini failed to pay over \$450,000 in payroll taxes to the Internal Revenue Service for entities related to the Robino company . Stortini transferred more than \$900,000 from company accounts for his personal use, prosecutors stated.



Economic development focus of annual luncheon

*Gordon sees need for action
in turning around county*

New Castle County Executive Tom Gordon made it clear that he does not see the glass as half full when it comes to the economy in New Castle County.

In brief remarks, Tuesday, at the annual luncheon of the [New Castle Economic Development Council](#) Gordon said the county's economy is in poor shape and in need of attention.

He pointed to recent reports showing Delaware with low economic rankings.

Gordon said his administration plans to come up with an economic development plan that identifies the county's strengths. The county tax base depends on property taxes, transfer taxes and building permit fees. All are tied to some degree to the performance of the economy.

Gordon has ordered a reduction in impact



Networking at the luncheon and Rick Deadwyler making remarks at the event.

fees in an effort to encourage more new home construction. The fees are used to help pay for county services to new properties.

During his first time around as County Executive, Gordon provided funding for the council, which is also supported by around 30 businesses. The council affiliated with the New Castle County Chamber of Commerce. The chamber also operates a business incubator that nurtures and provides space for young businesses.

More optimistic about the future is Rick Deadwyler, who recently took a management position at the University of Delaware after a career at DuPont.

The former UD basketball star said it is an exciting time for the county economy, taking note of the university's STAR campus, the new home of the Bloom Energy manufacturing site and the proposed Data Centers project.

Deadwyler did not mention the Data Centers by name, but New Castle County Chamber President Mark Kleinshmidt did. He said the project would provide a big boost for the economy.

Delaware venture capitalist David Freschman
Continued on next page

Freschman: Delaware should not hide its innovation successes

From previous page

said Delaware needs to do a better job of talking about the innovations that have come out of its research.


Among the innovations that have come out of the state are Gore-Tex fabric, the touch technology in iPhones and DuPont's Corian counter material, Freschman said.

More important than tax and spending policies is the ability to attract entrepreneurs who come up with new technologies that create wealth, Freschman said.

Freschman founded Early Stage East, a venture capital firm that has raised more than \$1 billion in funding during its existence.

Freschman introduced keynote speaker Jennifer Hill, a lawyer and small business expert, who also focuses on issues related to female entrepreneurs.

Hill talked about a changing community that can now operate worldwide and the rise of "crowd funding" sites such as [Kickstarter](#) and [Indiegogo](#). The sites allow young companies to raise funds from a community of investors.

Hill would also like to see more skill hubs with concentrations of software writers and other technology professionals. 



Trending this week

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

- [1. Tower Hill headmaster resigns after AG's office search of home, office](#)
- [2. Former Robino executive pleads guilty to raiding 401K fund](#)
- [3. DuPont to spin off Performance Chemicals](#)
- [4. CarMax, the nation's largest used car dealer, coming to Newark](#)
- [5. \(Video\) Former Delaware Sierra Club officer makes case for data center](#)
- [6. No sweat: Wilmington start-up has perspiration solution](#)
- [7. Baetjer name acting head of Tower Hill School](#)
- [9. Greenville CEO rocks it on Undercover Boss](#)
- [9. Newark Council gets another earful on Data Centers project](#)
- [10 Axalta invests \\$5 million in pilot plant near Wilmington](#)

Baetjer named acting head Tower Hill

Harry Baetjer was named Acting Head of [Tower Hill School](#), following an investigation involving Christopher Wheeler.

The announcement came in a letter from Earl J. Ball, III, chair of the board of the private school.

Baetjer has served Tower Hill in teaching and administrative capacities for more than 43 years. After teaching and coaching middle and upper school students, he became the Dean of Students in the Upper School in 1981, and four years later was appointed Head of the Upper School, Ball wrote.


Since 2008, he has been the Associate Headmaster of the school, managing many of the day-to-day operations. He is the father of three Tower Hill graduates. He has a bachelor's degree from Trinity College in Connecticut and has an M.A. from the University of Delaware.

"I have known Harry's work for more than

a decade. His reputation for dedication and integrity is well-earned and time-tested. The Board is grateful to Harry for assuming the role of Acting Head. I believe the students, faculty, parents and alumni who have worked with him will share that enthusiasm," Ball wrote. Ball is the retired head of Penn Charter School in Philadelphia.

Wheeler resigned this week after an investigation into allegations of child abuse led to a search of his office and home at the school. He has not been charged and the News Journal reported the matter did not appear to be tied to current students at the school.

Tower Hill has become known for the ability of its graduates to be placed into be placed into ivy league schools.

Graduates include TV host/physician Dr. Oz; current DuPont CEO Ellen Kullman; former Cong Mike Castle and U.S. Sen. Chris Coons. Kullman is on the board of the school. 



The Delaware Business Bulletin is an electronic business journal published in a digital format each Wednesday by Bird Street Digital, LLC, Newark, Del.

The Business Bulletin is now accepting reservations for advertising as well as sponsorship opportunities.



For further information on advertising and sponsorships, e-mail drainey@delawarebusinessdaily.com

The Business Bulletin and the companion DelawareBusinessDaily.com website are proud members of Local Independent News Publishers (LION).

Possible GOP-Markell meeting on economy promising sign

It was good to see Republican legislators ask for a meeting with Delaware Gov. Jack Markell on ways to get the Delaware economy moving forward.

In conversations with businesspeople who typically vote for Republican candidates, it is clear that the party is not viewed as much of an alternative. The GOP response in the past few years has been to simply vote against state budgets while offering few pieces of legislation that might breathe some fresh air into what some view as a haphazard approach to growing jobs in the state.

Legislators from both parties walked away from a Markell trial balloon on ways to increase infrastructure spending, perhaps by way of a gas tax or other methods. It should be noted that gas prices in Maryland currently match those of Delaware, even though legislators approved a fuel tax and toll increase.

One of the few ideas that has emerged involved looking into ways to cut Medicaid costs. That is a good idea, but it would do little to jump start the economy, which is suffering from a lack of demand and flat growth in



income. More promising options are available in terms of tax incentives and other tools to aid growing areas of the economy. One that comes to mind is a customer service center of excellence that taps into the vast expertise of companies and residents in this area in terms of technology and people skills.

Dozens of other ideas, a few that have been outlined to folks in Dover, are readily available. Granted, Republicans been struggling after the Christine O'Donnell senatorial debacle,

with legislators keeping a low profile to avoid irritating those with Tea Party leanings. In that environment, it has been all too easy for Republican legislators to look at the other side of the aisle, blame the "Blue State" views of many voters and simply throw up their hands.

By getting outside of Legislative Hall, representatives of both parties could tap into some new ideas and approaches. Some have been outlined during the 10 months of existence of this publication and others have been around for years. All should be on the table. Anyone up for a summit? - **Doug Rainey**

Price at the pump drops below \$3.25 a gallon

Could we see \$3 a gallon gas again? The jury is out, but the price at the pump dropped toward \$3.20 a gallon in Delaware and Maryland's Eastern Shore. In its weekend report, Wilmington-based [AAA Mid-Atlantic](#) reported the national average price for regular grade gasoline dropped to \$3.32. This price is four cents lower than one week ago, 13 cents less than one month ago and 28 cents less than the same day last year.

A quick check of prices on Sunday posted by AAA Mid-Atlantic many stations below \$3.25 a gallon, with a couple of stations in neighboring Elkton, Maryland coming in at \$3.20. This comes despite the fact that gas taxes are higher in Maryland. As of Wednesday one station in Bear was charging \$3.17 and another on Maryland Avenue was a penny below that figure. AAA noted that the last time the national average registered less than \$3.34 per gallon was January 22, when prices later rose nearly 59 cents in 41 days toward a 2013 high of \$3.79 per gallon on February 27.

After nearly 16 straight weeks (since July 2) above \$100 per barrel, the price of crude oil dropped below the triple-digit threshold last week. The downward spiral continued throughout the week, with the commodity shedding more than five percent in value. Increasing crude oil stockpiles, refinery turnarounds and increased oil production combined to push oil prices lower. Analysts say the declines could continue. Crude oil closed at \$97.85 Friday, down three percent on the week and the lowest close since July 1.

“Despite the recent pause in the decline, AAA continues to expect that gas prices will fall even further approaching the end of the year,” said Jana L. Tidwell, public affairs specialist for AAA Mid-Atlantic. “Sufficient supplies,



flat demand and the shift to cheaper winter-blend gasoline, and barring a hurricane or other unexpected disruption to production and distribution, the national average is likely to fall to \$3.10 to \$3.20 per gallon by Christmas, which would be the lowest mark since February 2011.”

Motorists are likely to see gas prices drop closer to the \$3.00 mark for the remainder of the year. Prices at the pump declined significantly in recent months, despite crude oil prices remaining above the \$100 threshold. However, now that crude oil prices are dropping analysts believe we could soon see gas prices drop to the lowest levels since the Arab spring in February 2011 when prices dropped to a national average of \$3.20 a gallon, AAA Mid-Atlantic reported

DuPont spinning off chemical unit

The [DuPont board](#) has approved the spin off the company's Performance Chemicals segment, which including the Titanium Technologies and Chemicals & Fluoroproducts businesses.

DuPont operates a titanium plant in Edgemoor northeast of its headquarters in Wilmington.

The company has been under pressure from investors, including activist shareholder Nelson Peltz, who bought a stake in the company. The spin-off would leave DuPont with a faster growing group of businesses.

The sale of the business was not believed to be an option, according to some analysts who believed the value of Performance Chemicals already built into its stock price. DuPont shares were up nearly 2 percent at \$61.48. That is near a 13-year high.

“Following a thorough strategic review process over the last year, the spin-off of Performance Chemicals is clearly the best option to deliver enhanced value for our

shareholders. This separation will advance the transformation of DuPont and result in two strong, highly competitive companies,” said DuPont Chair and CEO Ellen Kullman. Since 2010, DuPont has made a number of acquisitions and divestitures, the biggest being Danisco, a leading food and bioscience business, while selling its Performance Coatings (auto finishes) segment earlier this year.

Delaware is losing jobs more than 300 jobs, due to the spin-off, now named Axalta, which is moving administrative jobs to Philadelphia and neighboring Delaware.

Kullman said DuPont expects to enable both companies to pay dividends that in total equal DuPont's dividend at the time of separation. The company anticipates fourth quarter separation costs of \$.01-.02 per share, which were not included in its third quarter 2013 earnings news release.

The Performance Chemicals segment had about \$7 billion in revenue in 2012. 

Global Start-Up Battle coming next month

Delaware will be part of the Global Start-Up Battle next month. The event will be held Nov. 15-17 in Wilmington. The event is part of [Startup Weekend](#), a global grass roots movement of entrepreneurs who are learning the basics of founding startups and launching successful ventures. Startup Weekend held 400 events in 100 countries around the world.

The non-profit organization is headquartered in Seattle, but Startup Weekend organizers and facilitators can be found in over 200 cities from Mongolia to South Africa to London to Brazil.

All Startup Weekend events follow the same basic model: anyone is welcome to pitch their startup idea and receive feedback from their peers. Teams organically form around the top ideas (as determined by popular vote).

Next is 54 hours of business model creation, coding, designing, and market validation. The weekends culminate with presentations in front of local entrepreneurial leaders with another opportunity for critical feedback. Those wishing to participate can [register here](#).

Council again gets earful on Data Centers project

The Data Centers project made a return appearance at the Newark City Council meeting, Monday night.

The project been proposed for a portion of the University of Delaware Star Campus at the former Chrysler assembly plant. The final cost could total \$1.1 billion.

The site would include banks of computer servers with a natural gas-fired power plant providing what developers say is 100 percent “up time” for availability of massive amounts of data that need to be available online. About 20 percent of power generated could be sold on the PJM grid market.

Those speaking both for and against the plant have continued to use the public comments portion of the council meeting to air their views.

A call to action to attend the meeting was issued on the No Newark Power Plant website and the Delaware Way blog, operated by Nancy Willing, who also spoke against the project.

The ferocity of the opposition has led some business and government leaders to worry that the state now has the reputation of being “closed for business” during a period of slow economic growth.

Some speakers defended Data Centers, based in West Chester, Pa. One called the Data Centers a “lifeline” for city residents who are likely to see higher taxes and fees in coming years. Harry Gravell, who heads the Delaware Building Trades Council and who serves as an officer in the state AFL-CIO, said the power plant would not be as large as critics suggest.

Continued on next page



Opponents outnumbered supporters at Newark Council Chambers, which have room for less than 100 persons. In the photo below, one speaker plays what he claims is the noise that would come from the plant.

Council members vow to listen to complaints of constituents

From previous page

Later Ken Grant, who is leading an effort to promote the project as a source of jobs spoke in favor, citing the need to meet the future needs of an online world in need of constant access to everything from bank accounts to medical records. Grant has launched a [blog](#) on the project.

But backers were outnumbered by opponents like Amy Roe, who is running for mayor in a crowded field after the resignation of long time Mayor Vance Funk. Roe, a long time critic of the Newark electric utility, demanded a moratorium that would halt the project, which does not have any plans before the city.

It remains unclear as to how much say the city has over the project, given the fact that it is located at the site of a former auto assembly plant that is owned by the University of Delaware.

Council members have vowed to listen to the concerns of residents, but weariness over the controversy was apparent. Council members listened patiently to the complaints, with many speakers coming from the Third Council District, which is near the proposed site of the center. The council and city staff have been under

fire for what critics claim was a lack of transparency about the project, which was first reported last spring by the Business Bulletin.

Opposition did not pop up until summer as word of the project spread and a controversy cropped up regarding a Wawa on Elkton Road. Funk said the controversy over the Wawa project contributed to his decision to retire as opponents wore placards, put up yard signs and left stinging e-mails regarding the proposed convenience store proposal near his home. Funk has since moved to Main Street.

One resident said those living near the proposed data center were feeling “beat up,” by out of town union members and business interests talking up the project and others who claim residents do not care about jobs.

Two speakers said Newark is in relatively good economic shape and did not need the construction and operating jobs. At least two speakers questioned the presence of yard signs outside the Newark Municipal Building in support of the project. Others claimed property values would drop.

At times, resentment bubbled up against the university, with one speaker tearing what he said was a contribution request.

Rarely was the term data center used by speakers who focused on the power plant portion of the project, describing it in terms usually reserved for coal or nuclear plants.

One speaker went so far as to bring a device with recorded sounds to the speaker’s podium that he claimed represented the noise level that would come from the power plant.

In one detailed presentation, a speaker claimed wages paid by non executives would be a little over \$40,000 a year, a figure that would do little to aid the economy.

Others described Newark as a residential community that no longer needs industry and would be better off attracting residents with its high-quality lifestyle.

State labor market data shows Newark has the lowest jobless rate of any city or county in the state, although the jobless rate is up from historical lows.


Mid-Atlantic Wine, Food Festival to return in May

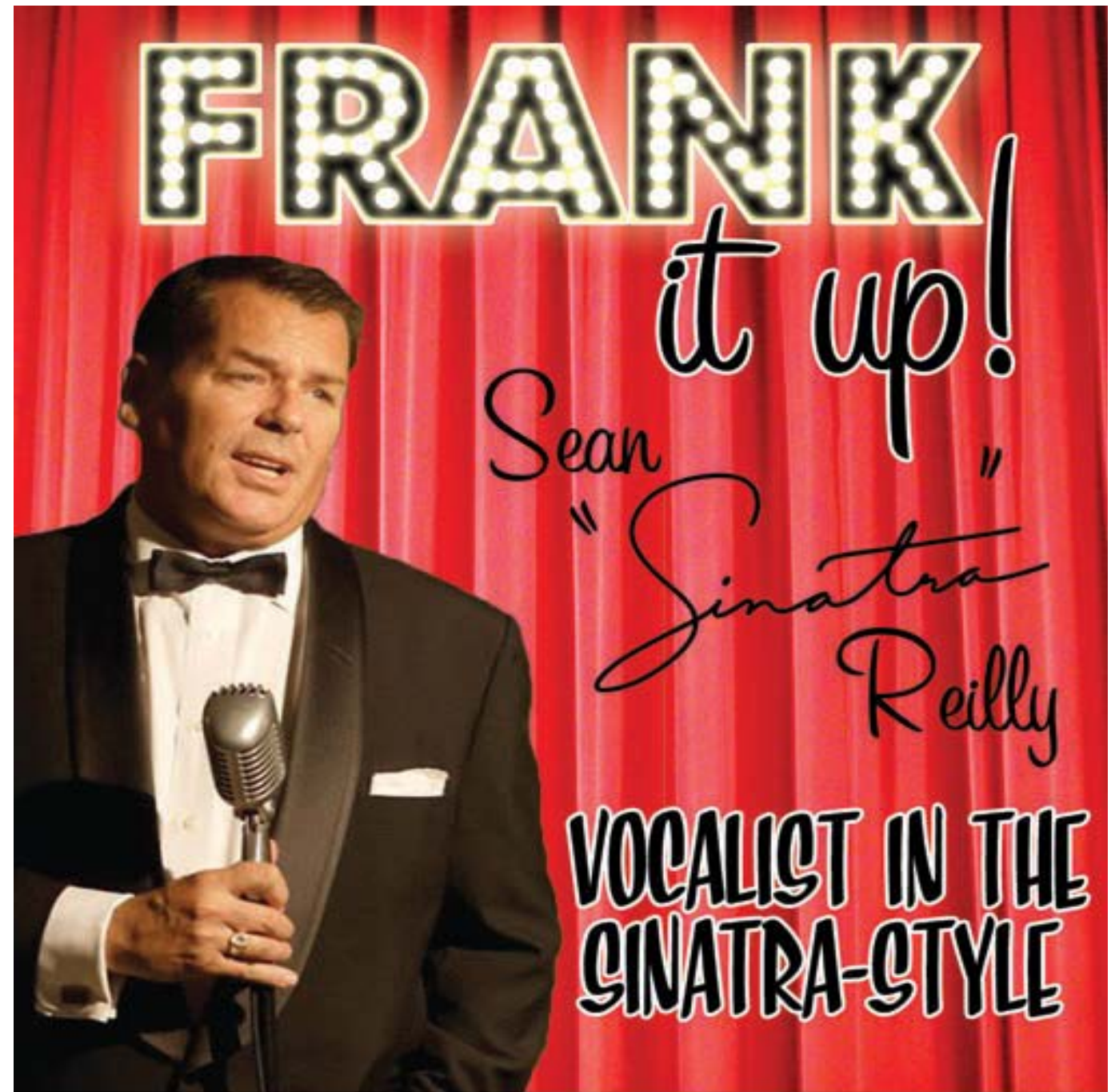


Bank of America has agreed to become the Presenting Sponsor of the rebooted 2014 [MidAtlantic Wine + Food Festival](#). More than 40 food, wine, beer and spirits events will take place from May 14–18, 2014 in all three of the state’s counties. Tickets for all 42 events will go on sale to the general public on November 11 at 11:11 a.m. Joining the bank are Mastercard and American Express.

Chip Rossi, Delaware market president for Bank of America said, “The MidAtlantic Wine and Food Festival serves as an economic driver and has a great deal of growth potential for our area. “

Festival founder and Board President Ajit Mathew George said, “Our purpose is to be the premier food and wine event of the MidAtlantic featuring international vintners and chefs in collaboration with our local talent, to bring tourism to Delaware and to increase awareness of our cultural assets.”

The festival is designed to spur tourism, while aiding culinary education and the arts. Speaker after speaker said that mission should be made clear as they praised the potential of the event to boost the state. An expanded festival was held in early March. It saw praise for its offerings as well as criticism over the allocations of proceeds that went to non profits. Click here for the [full release](#) on the event. 



COCKTAIL PARTIES - PRIVATE EVENTS - CORPORATE FUNCTIONS

302.690.9487

SEANSINATRA.COM

Dick's Sporting Goods opening in Dover Mall

Dick's Sporting Goods, the largest U.S. based full-line sporting goods retailer will hold an opening celebration early next month.

The event will get under way on Friday, November 8 at the retailer's new location at Dover Mall



and continue through Sunday, November 10.

On Saturday, Philadelphia Eagles wide receiver Jeremy

Maclin will make an appearance from 12:30-2 p.m.

On Saturday, former major league player Delino DeShields will make an appearance in-store from 4-6 p.m. A Delaware native, DeShields collected 1,548 hits and 463 stolen bases over his 13 year career. “

We look forward to opening our new DICK'S Sporting Goods in Dover and becoming part of the community,” said Lauren Hobart, senior vice president & chief marketing officer, for Dick's Sporting Goods. The Dover location will be the retailer's third store in Delaware and its 552nd nationwide.

For further information log on to www.DicksSportingGoodsOnline.com/GrandOpen/Dover for more details.

GI practice affiliates with St. Francis

[Saint Francis Healthcare](#) and [Mid-Atlantic GI Consultants PA](#) announced a new relationship that will provide better access to physicians and technology.

Mid-Atlantic GI now provides 24-hour on-call coverage for Saint Francis Hospital's Emergency Department in addition to performing inpatient and outpatient GI consultations and procedures.

The group includes nine board-certified gastroenterologists and two physician's assistants. Gastroenterologists diagnose and treat aGI conditions, including diseases of the esophagus, stomach, intestines, pancreas, liver, and gallbladder.

“In our realignment of resources at Saint Francis, we recognized our physicians and their patients needed more convenient access to the broadest possible array of GI services. We reached out to MAGIC and achieved a mutually beneficial agreement that meets the needs of all concerned,” said Brian Dietz, Interim CEO, Saint Francis Healthcare.

“We look forward to collaborating with Saint Francis' colleagues to extend quality, compassionate care to their patients with GI conditions or diseases,” said Dr. Amy Patrick, who co-founded the practice in 1995 with Dr. Christopher Ruffini.

The practice has established a new office location
Continued on next page

WSFS Financial reports strong third quarter earnings

From previous page

at Saint Francis Hospital and also sees patients in Newark and Glasgow. The group anticipates opening a satellite office in north Wilmington in the near future. In addition to serving Saint Francis Healthcare, MAGIC provides inpatient coverage to Christiana Care Health System.

WSFS reports strong earnings

[WSFS Financial](#) reported net income of \$14.2 million for the third quarter of 2013 compared to \$10.9 million for the second quarter of 2013, and \$10 million for the third quarter of 2012.

Net income for the first nine months of 2013 was \$34.8 million, up 47% from \$23.8 million for the same period in 2012.

Mark A. Turner, CEO, said, “We are pleased to show strong third quarter results for both reported

and core earnings. In fact, it is our best quarter of earnings since before the financial crisis hit in late 2008. Our strong core operating results were the result of improvements in net interest income, growth in many of our fee businesses, careful expense management and continued moderation in our credit costs.”



“We increased both net interest income and net interest margin from the second quarter and year-ago levels as loan and deposit market share gains improved the mix of our balance sheet. Core fee income, adjusted for securities and investment gains, improved at a healthy rate from last year’s third quarter as we continued to build momentum in our wealth, ATM and traditional banking businesses. Even with this business growth and improved performance, we continually and prudently controlled our expenses to be essentially

flat with this time last year and decreased from the previous quarter.”

Highlights for the third quarter of 2013:

- Net loans grew at a 5% annualized rate; with 9% annualized growth in commercial and industrial (C&I) lending.

- WSFS completed the purchase of a mortgage banking company, Array Financial Group, Inc. (Array), and an abstract and title company, Arrow Land Transfer Company (Arrow) during the third quarter of 2013 adding fee income and management depth to its consumer lending platform.

- WSFS also completed the repurchase of its shares of preferred stock (formerly TARP) in the third quarter. TARP was the federal program that pumped equity into banks during the financial crisis. WSFS, like other healthy banks that came

Continued on next page

DelDOT, engineers settle Indian River suit

From previous page

out of the crisis with little or no damage, has been working to sell the TARP shares.

Retro Fitness to open center in Bear



Fast-growing Retro Fitness

will open a new center at the former Body Visions location on Pulaski Highway, just east of the Route 7 intersection.

The New York company has other centers in the Concord Mall area and Kirkwood Highway between Wilmington and Newark.

Retro has expanded rapidly from its home base in the New York City area with 24-hour access and lower prices.

Jimmy John's coming to Newark.

The Newark Post is reporting that sandwich franchise chain Jimmy John's will open on Main Street at the former location of Main Street Sliders.

Jimmy John's has other stores in the region and advertises heavily, primarily promoting the speed of its deliveries. Franchises have been drawn to Main Street, which has few retail vacancies.


Beebe Medical Center now Beebe Healthcare

Beebe Medical Center has changed its name to [Beebe Healthcare](#), Jeffrey M. Fried, CEO, announced Tuesday during the opening festivities of the new Beebe outpatient services in Georgetown.

“Our new name is more descriptive of the healthcare services that we provide throughout Sussex County, while remaining true to the Beebe heritage that we treasure,” Fried said. “Beebe has been more than a stand-alone, acute-care

hospital for many years. For decades, Beebe has provided outpatient services in many locations, besides the hospital in Lewes. Beebe Home Health Agency has provided care to people throughout southern Delaware since 1985. And our network of physicians serves patients in multiple locations.”

In focus group sessions in 2012, participants made clear that the term “medical center” did not describe the scope of services and geographic locations that Beebe provides. The decision was made to update the name, the announcement noted.

Retired Judge William Swain Lee, chairman of the board of directors, said: “Beebe’s growth into a healthcare system has occurred for years as we’ve taken proactive steps to expand and serve the community. In 1916, Beebe was a two-room hospital. It became a medical center as it grew and offered more medical services. Today, the name Beebe Healthcare signifies a community health system that provides sophisticated medical care across many locations.” 

Treasurer defends trip, seeks retraction

State Treasurer Chip Flowers continues to demand a retraction from the News Journal over articles about his trip to Alaska for the National Association of State Treasurers conference.



Flowers

A lengthy story on Sunday took a look at the trip, where he was accompanied by a former deputy state treasurer who went on leave, after earlier reports on improper use of a state credit card.


In the most recent story on Tuesday, Facebook photos of a side trip in the scenic state were published by the newspaper.

“The News Journal clearly has no evidence that the state credit card was used improperly on any private trip in Alaska taken by the Treasurer or former Deputy State Treasurer during off-time (such private activities are permitted under state law),” Flowers stated. “Since no taxpayer funds were used by the former Deputy State Treasurer’s during her time-off or the Treasurer’s limited free time (visiting a historic national state park), the implication by the News Journal that the statements provided by the Treasury

are false is a poor attempt to distract readers from the required retraction relating to Sunday’s article, as the News Journal was incorrect and remains incorrect in reporting that the Treasurer’s trip was funded by taxpayers (taxpayers were not charged \$5,000). This is blatantly false.”

Spending for trips been an area of controversy in the state, with former Gov. Ruth Ann Minner taking a trip to Canada via private jet that was paid for by Chris Tigani, the News Journal reported. Tigani later convicted of campaign finance violations.

Such stories, normally stay in Delaware, but this week ended up on Philadelphia television, with Flowers defending his actions on camera on NBC 10.

Flowers says he has helped add \$30 million to the state investment portfolio, but has come under fire the administration of Gov. Jack Markell and state investment advisors. Markell is a former State Treasurer. Flowers’ office, which has been renamed the Delaware State Treasury, also issues a monthly economic status report for the state. 

LTE wireless speeds lag in the the area

Philadelphia is listed as having the lowest high-speed wireless (LTE) speed of any major American city.

The report from the Quartz business website blamed the lack of a developed network by Sprint as the reason for the low speed. Verizon has the highest speed. Sprint is working to build out its LTE network.

Other carriers are doing the same as more people buy wireless devices and phones capable of using the technology.

LTE speeds approach those of wired systems in offices.

Northern Delaware was not mentioned in the report, although its wireless networks generally mirror the performance of those in nearby Philadelphia.

Wireless network performance is becoming an economic development issue as more people do work in remote locations.

[Click here](#) for the Quartz story.

Fresh Faced offers free facials for chemo patients

Fresh Faced Skin Care is now offering no-cost facial treatments for patients undergoing chemotherapy and/or radiation therapy.

These treatments will be offered at their Historic New Castle, Del. location on the second Monday of each month. This launches Fresh Faced Skin Care's "My Mondays" initiative, a program that offers patients an opportunity to feel better during their fight against cancer.

With the numerous skin related side effects from cancer treatments, Fresh Faced Skin Care's facial treatments can provide benefits such as easing symptoms and skin reactions, improving skin and their overall health, and restoring a sense of well-being.

Fresh Faced Skin Care, located in historic New Castle at 204 Delaware St., Unit C, is owned and operated by Erica Suppa. Suppa is a Certified Oncology Esthetician and has more than a decade

of experience in the health care industry as an esthetician, skin care expert and cancer research scientist. Suppa was also involved in a ground breaking study at the University of Pennsylvania involving the treatment of leukemia through gene transfer therapy. Patients involved in the study receive chemotherapy followed by genetically engineered versions of their own T cells. The procedure turns the body's own immune cells into weapons against cancerous tumors. So far, results have exceeded expectations.

For an appointment or for additional information, call 302.689.3223 or www.freshfacedskincare.com.



Chesapeake Utilities to donate \$50,000 for Boys & Girls Club

[Chesapeake Utilities](#) Corp., Dover, will donate \$50,000 over the next five years to support the construction of the Greater Dover Boys & Girls Club's new facility on New Burton Road.

The new 75,000 square foot multi-use facility being built in partnership with Kent County will include a 1,500 square foot learning center with a computer lab, teen room, classrooms and several multi-purpose program rooms. Thirty thousand square feet in the new facility will be dedicated to Boys & Girls Club programs. The shared facility will also have a field house with four multi-purpose areas, two full-size basketball courts, an outdoor recreational area, and much, much more for club members to access.

"As a company, we are committed to providing

Continued on next page

Nehemiah Gateway seeks tax preparation volunteers

From previous page



Chesapeake Utilities Corporation will donate \$50,000 over the next five years to support the construction of the Greater Dover Boys & Girls Club's new facility on New Burton Road in Dover, Delaware. The check was presented by Jeff Tietbohl, vice president of Chesapeake, to Scott Brown, board president of Greater Dover Boys and Girls Club.

for the children in the communities we serve, and are pleased that we can support a project that could improve the lives of as many as 10,000 Kent County children and their families in over the next several years," said Michael P. McMasters, CEO of Chesapeake Utilities.

A recent demographic study and needs assessment conducted in partnership with the Greater Dover Committee indicated that the youth population in the Greater Dover community was greatly underserved with limited facility-based programs for youth.

Tax preparation volunteers sought

Nehemiah Gateway is seeking volunteers to work with the Delaware Tax Campaign to support low-income Delawareans with free tax preparation and access to financial services. The available positions include Tax Preparer, Financial Coordinator, Greeter, and Interpreter. Free training is available. Call 302-655-0803 or visit www.nehemiahgateway.org to sign up.

Non-profit grants from Dogfish Head

Dogfish Head is offering grants for Sussex County organizations focusing on the community, the arts and the environment. The brewery will give out three awards – one for each category – for \$3,000 each. The three beneficiaries also will receive a "Benevolence Night" at Dogfish Head Brewings & Eats in Rehoboth Beach, Del., and the nonprofit with the best turnout will receive an additional \$1,000.

Organizations must provide an executive summary

and a one-minute or less video "that shows what makes your nonprofit off-centered and explains how your nonprofit fulfills your category's mission. For the arts, how do you create functional art? For the environment, how do you benefit the health of the Inland Bays/waterways? And for community, how do you work for the greater good?" Deadline for entries is Nov. 15. [Submit entries here](#)

TROLLEY BAZAAR
PRESENTS
TASTE OF THE HOLIDAYS
WILMINGTON, DE

50 Craft Beers, Wines & Spirits for Tasting
Holiday Arts & Crafts • Live Music
Fri. Dec. 6th • 5-9pm • Free!
Delaware Center for Horticulture

BARRY'S EVENTS **O&A** magazine **Delaware** **PREMIER LESTONHILL - NEWPORT WINE & SPIRITS**

Horty named to committee

James A. “Jimmy” Horty, III, was recently appointed to the Communications Committee of Rehoboth Beach. The Communications Committee examines issues related to the communications between the City of Rehoboth Beach and its residents and property owners and was formed to ensure that property owners are kept informed of important issues that face the city.



Horty

Horty serves the office of Secretary and is member of its Board of Directors of Commonwealth Trust Company, a Delaware independent, privately-held boutique trust company based in Wilmington. Horty brings with him more than 20 years of experience in working with and advising high net worth individuals, families and foundations. Specializing in the area of succession planning within closely held companies, he is able to bring a global approach to the business of trust administration.

In addition to his responsibilities at Commonwealth, Horty is involved in Wilmington and Delaware civic organizations. He is Vice Chair and Member of the Board of Directors, Sojourners' Place. Sojourners' Place is a Wilmington organization committed to assisting homeless individuals on their journey to self-sufficiency through a case-managed residential program.

Gardner named to county post

County Executive Tom Gordon has hired longtime DuPont Co. manager **Tonney A. Gardner** as the new Acting Chief of Administrative Services for New Castle County.



Gardner

Andria Smith has been serving as Acting Chief Administrative Officer since Gordon returned to office. She has returned to her previous role as purchasing manager.

Gardner will serve as Acting Chief of

Administrative Services pending approval by New Castle County Council.

Gardner holds an MBA from Drexel University and spent 22 years at DuPont, where he had responsibility over half a billion dollars in annual purchasing. Gardner was most recently a sourcing and logistics consultant with DuPont Corporate Sourcing in Wilmington. Prior to that, he was strategic environmental buyer at the same site and he also served as site manager at the DuPont Edgemoor Plant. Gardner joined DuPont Performance Coating in 1993 as a research associate.

Gardner and his wife of 14 years have two children. The 49-year-old graduated from William Penn in New Castle, Del. in 1983.

Fordyce joins Arkieva

Arkieva designer and supplier of a full suite of Advanced Planning and Scheduling (APS) software tools announced the appointment of **Ken Fordyce** to the position of solutions director, semiconductor

Continued on next page

From previous page

and analytics. Fordyce is joining the Arkieva team after a 36 year career with IBM, including being part of the team which developed and implemented the IBM Operational Framework for Supply Chain Planning – (OPS). The technical and business contribution of OPS was recognized by IBM with an Outstanding Innovation award and INFORMS in the Edelman Competition for Innovative Applications, setting a standard for industrial strength optimization.

His expertise in industrial strength optimization, analytics and data science, semiconductor based packaged goods, and overall skills in planning and scheduling demand supply networks from health care to food will further strengthen Arkieva's leadership in supply chain software and services.

“We are extremely pleased to have Ken join our team,” said Sujit Singh, COO of Arkieva. “His experience and knowledge are a welcome addition that will directly support some new marketing and technology initiatives. Ken will help us with the go to market template on the Semiconductor industry as well as optimization templates for other

industries such as pharmaceutical. He will also extend our analytics software and services.”

Harris named to Day & Zimmermann post

Day & Zimmermann (D&Z), the century-old, family-owned provider of construction and engineering, staffing and defense solutions for leading corporations and governments around the world, announced the appointment of **Twana Harris**, Claymont, as Director of Diversity and Inclusion.



Harris

In her new role, Harris will be responsible for the strategy and implementation of diversity and inclusion programs, diversity recruiting, workforce planning and analytics, and employee engagement.

Harris brings a broad background to this role. She has held numerous HR positions in the areas of diversity and inclusion, learning and organizational development and human capital management.

As former Director of Talent Management and Diversity at JPMorgan Chase Card Services, she managed the firm's talent and diversity strategy as well as global initiatives. Under her leadership, the company's visibility as an employer of choice for diversity talent was raised. Harris created and led the 2011 Chase Career Event; increasing the diversity talent pool by 1,200 and providing career training and networking opportunities for several thousand attendees.

Prior to joining JPMorgan Chase, Harris was a Vice President of Human Capital Management at Goldman Sachs where she managed and oversaw business and industry training, and organizational development strategies for several divisions of the firm.

Harris has also worked at the Federal Reserve Banks of New York and Chicago, Diversity Talent Solutions, and Pappas Consulting Associates.

Hospice adds educator

Delaware Hospice announced the appointment
Continued on next page

From previous page

of Heather Steuer, LPN, of Dover, as Community Education Coordinator statewide.

In this role, Heather will be responsible for all community outreach to local senior centers, churches, clubs, and associations on behalf of Delaware Hospice. She will be the contact throughout Delaware for anyone seeking a speaker on hospice, grief, or end-of-life issues for meetings, workshops, or conferences.

Heather brings to the organization a diverse background including several years of comprehensive nursing experience as well as administrative and communications experience with home health agencies.

She said, “I’m looking forward to the opportunity



Steuer

to educate the community about hospice care and to work to clarify the mis-perceptions that prevent so many from benefiting from its programs.”

To schedule a speaker for your organization, or to learn more about Delaware Hospice’s community outreach, contact Heather Steuer at 302-678-4444 or hsteuer@delawarehospice.org.

Chandler named director of Nehemiah Gateway

Nehemiah Gateway CDC, a 501(c)(3) organization announced the appointment of **Joan Chandler** as Executive Director and **Maisha Thoms** as the Delaware Tax Campaign Director.

Joan has been with the organization for 7 years, most recently as the Tax Campaign Director.

Previously she held leadership positions with AIG

and Providian insurance companies and has her MBA from the University of Louisville. Maisha is a corporate and individual tax consultant in Philadelphia and Delaware, previously with Experis Consulting.

They join Carol Davis and Burnadette Kornegay in fulfilling Nehemiah’s mission to “transform lives and communities through economic opportunity, entrepreneurship and asset development.” The group has operated the free, statewide DE Tax Campaign for more than 10 years and has established a financial planning and support program for small businesses and individual proprietors.

(Editor’s note: Send news of your personnel promotions, awards and other news to drainey@delawarebusinessbulletin.com The Bulletin also encourages the use of higher resolution photographs under one MB for use in the Bulletin and the photo gallery on the BusinessDaily website.

Kudos: Atadan wins SmartCEO award

David Atadan, CEO and founding partner of [Trellist Marketing and Technology](#), has been named the winner of a 2013 Philadelphia SmartCEO Circle of Excellence Award.



Atadan

Atadan and fellow winners were chosen by an independent panel of judges and recognized at a ceremony on October 17 in Philadelphia.

SmartCEO, a community of CEOs and decision-makers, presents the Circle of Excellence Awards to honor the region's most accomplished business leaders who have taken their companies to the forefront of their industry.

Atadan's award recognizes his leadership and innovation based on Trellist's unique practices and business model, as well as its growth from a small to mid-sized business, including a 150 percent increase in revenue in the last five years. He has also introduced the concept of "franchising leadership" to more than 80 firms in the region.

"We are thrilled and honored to be recognized

by SmartCEO for the business innovations that have enabled our professional services to grow rapidly, while retaining our entrepreneurial culture and high quality of work," said Atadan. "This award is a testament to the entire organization at Trellist. Our people are working together to do great work and make things happen."

Trellist was the only Delaware company to win a 2013 Circle of Excellence Award, and was also the only Delaware-based finalist. Other finalists honored include CEOs from K'NEX Brands, Philadelphia International Airport, CertaPro Painters, and Alpha Card Services.


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. Trellist offers high-level strategic consulting and tactical design & development as a full-service agency or a resource management organization.

Headquartered in Wilmington, Trellist works with global, national, and regional clients.

Health plan makes top 50

[Delaware Physicians Care](#), an Aetna Medicaid plan, has been selected as one of the top 50 Medicaid plans among hundreds in the nation by the National Committee for Quality Assurance (NCQA) in its Medicaid Health Insurance Plan Rankings 2013-2014. The ranking is based on clinical quality, member satisfaction and NCQA accreditation scores.

Delaware Physicians Care ranked 34th. NCQA evaluated more than 260 Medicaid health plans and ranked 131 of those based on clinical performance, member satisfaction and NCQA accreditation. To be eligible for rankings, health plans must authorize public release of their performance information and submit enough data for a statistically valid analysis.

NCQA is a private, non-profit organization dedicated to improving health care quality. NCQA accredits and certifies health care organizations. It also recognizes clinicians and practices in key areas of performance. NCQA's Healthcare Effectiveness Data and Information Set (HEDIS®) is the most widely used performance measurement and tool in health care. 

Police log: Contractor gets 6 months; 3 Islamic center arrests

Information given to the Delaware State Police and the FBI regarding vandalism at the Islamic Society of Delaware, 28 Salem Church Road, led to charges against three juveniles. A State Police spokesman said the incident did not appear to be a hate crime. Salem Church Road is located outside of Newark.

The investigation began on October 25 when troopers received a report of vandalism. The incident occurred overnight when a vinyl fence was broken into several pieces, a wooden sign was knocked down, and a LED message sign was broken.

On Tuesday, troopers reported that two residents came forward with information about juveniles. Troopers and FBI agents took three 16-year-old Newark males into custody.

“After a thorough and comprehensive investigation by the Delaware State Police and the FBI, there was no conclusive evidence to show that this act of vandalism was directed, targeted, or focused towards the Islamic Society of Delaware because of its religious affiliation or intended to intimidate the Islamic community” said Sergeant Paul G. Shavack, director of Public Information for the Delaware State Police. “We have determined that it was a

random act of vandalism, and have no evidence at this time to support classification as a hate crime.”


Troopers charged each with one count of criminal mischief over \$5,000, and conspiracy second degree. One defendant was released on \$4,000 unsecured bond. And other defendant was released on \$2,000 unsecured bond, and the third defendant was committed on \$2,000 secured bond to a juvenile facility.

Contractor sentenced

Jeffrey Justison, 44, of Elkton was sentenced Tuesday in Delaware by United States District Court Judge Richard G. Andrews to six months jail time. followed by six months house arrest, for failure to collect, and pay federal income taxes from his employees.

Based on statements made at the sentencing hearing and documents filed in court, Justison owns Double J Concrete, Inc., which he operates from his Elkton home. From June 2007 through December 2010, Justison performed concrete jobs in Delaware and surrounding states, with approximately 20 workers. Justison paid his employees in cash, failing to collect from them, and to pay over to the

IRS, Federal Income Tax and Federal Insurance Contribution Act (FICA) taxes. He also failed to pay his matching employer’s portion of FICA taxes, resulting in a total of \$184,829 in unpaid taxes.

“IRS Criminal Investigation realizes the detrimental consequences of employment tax evasion. It results in the loss of tax revenue to the United States government and the loss of future social security or Medicare benefits for the employees,” stated Akeia Conner IRS special agent in charge. 



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

Chiropractor

HORSLEY ENTERPRISES LLC THE WELLNESS JUNCTION 28253 DUPONT BLVD STE 1&2

Motor vehicle service

HORSTMAN JASON 1602 MIDDLEFORD RD SEAFORD, DE 19973-3618

Restaurant

HOT & TASTY LLC HOT & TASTY 35629 AIRPORT RD REHOBOTH BCH, DE 19971-4619

JUMPIN JAMBALAYA LLC MS.NIKKY'S 1232 W 4TH ST WILMINGTON, DE 19805-3606

Contractor

JNI CCC JV1 2317 PENNSYLVANIA AVE WILMINGTON, DE 19806-1318

HUGUES WINDOW SYSTEMS 610 GREEN SPRING TER BEAR, DE 19701-3001

IBRAHIM SANI SANCHASE AUTO 11 COUNTRY LN NEWARK, DE 19702-3739

INFINITY ELECTRIC LLC 1264 OLD WILMINGTON RD HOCKESSIN, DE 19707-9371

INNOVATIVE BUILDING CONCEPTS IBC 204 FLINT CIRCLE DOVER, DE 19904

INTEGRATED BUILDING SYSTEMS LLC 110 STEPHEN CT MIDDLETOWN, DE 19709

ISLAND CONSTRUCTION LLC 1 W INDIAN ST FENWICK ISLE, DE 19944-4524

JEFFREY A JONES 16 SANDY CT NEWARK, DE

19702-2320

JEFFREY L PETERS INC 1202 PRESIDENTIAL DR WILMINGTON, DE 19807-3260

JOHNSON HOME IMPROVEMENTS LLC 4960 MERMAID BLVD WILMINGTON, DE 19808-1005

JEMCOMFORTCARE 386 N SCHOOL LN SMYRNA, DE 19977-1074

JORGE WEISSENBERG CONSTRUCTION 305 ACRE LN MILTON, DE 19968-1367

JT HOME IMPROVEMENT LLC 18031 DEER FOREST RD GEORGETOWN, DE 19947-3414

Direct care worker

ICILDA GOODE 144 HOLMES ST DOVER, DE 19901-8404

JEFFREY S DAVIS 4300 SAND PIPER DR UNIT 11 REHOBOTH BCH, DE 19971-2739

Wholesaler, alcoholic beverages

IMAGE WINE CELLARS 3002 STONE PL NEWARK, DE 19702-4418

Services

INFINITY ROADSIDE RESCUE 2207 CONCORD PIKE STE 714 WILMINGTON, DE 19803-2908

INTEGRATING ACCOUNTING & MANAGEMENT LLC 45 BANCROFT RD NEW CASTLE, DE 19720-8847

ITEN SHIRLEY T SUN AND SEA ACUPUNCTURE OCEAN OFFICE SUITES 38498 REBA ROAD MILLVILLE, DE 19967

JLG ETC 502 KINGS HWY LEWES, DE 19958- 1422

HN C. HEWISH 3 CONCORD RD MILFORD, DE 19963-2117

JULIANNE LABADIA, RDR, CRR 130 RED OAK DR DOVER, DE 19904-2300

KAHSAY, ROBEL ZULATECH 331 JUSTISON ST

APT 614 WILMINGTON, DE 19801-5191

Sales representative

INNOVATIVE CONCEPTS 86 HICKORY DALE DR DOVER, DE 19901-1804

J & J MARKETING CONSULTANTS LLC 2410 N CLAYMONT ST WILMINGTON, DE 19802-4617

J MYLES ENT 700 W 32ND ST WILMINGTON, DE 19802-2660

JOHNSON THOMAS WILLIAM B JOHNSON CONSULTING SVS 12 PEMBROKE LN NEW CASTLE, DE 19720-3806

Wholesaler

INOVO APPLICATIONS 32635 MINNESOTA ST LEWES, DE 19958-4819

Retail

IRENE M CHANDLER GOODNIGHT IRENE QUILTS 20037 BLUFF POINT DR MILLSBORO, DE 19966-4298

IT'S FURNITURE 302 CARAVEL DR BEAR, DE 19701-1630

JACOBS 3 LLC 2147 CULVER DR APT F WILMINGTON, DE 19810-1333

JARRELL CHARELS W STRIPER KING GEAR 54 BRISTOL WAY LEWES, DE 19958-9090

JAYSET INCORPORATED APROPOS 4001 KENNETT PIKE WILMINGTON, DE 19807-2315

JOHNSON JOYCE ALL OCCASIS ANY EVENTS GIFTS 29172 WALNUT CT UNIT 5 SELBYVILLE, DE 19975-3139

JUSTINA WEBSTER FIRST CHOICE APPAREL 3005 STODDARD PL WILMINGTON, DE 19802-3226

K & D DISTRIBUTING LLC 12756 HOLLY

BRANCH LN DELMAR, DE 19940-2349

Counselor

IRVIN KAREN L 31168 LEARNING LN LEWES, DE 19958-3685

Repairperson

J & R SERVICES, 101 ELM DR NEWARK, DE 19713-3036

Property Lessee

J&D SOUTH SHORE LLC ROUTE 1 BETHANY BEACH, DE 19930

Beautician

J-LA'S HAIR SALON & SPA 135 S BRADFORD ST DOVER, DE 19904-7317

KACARNICHS MOBILE SALON 824 HASTING CT NEWARK, DE 19702-4006

Vehicle wholesaler/dealer

JM AUTO SALES INC 601 CORNELL DR UNIT G7 WILMINGTON, DE 19801-5789

Counselor

JMKBEHAVIOR LLC 5 WELWYN RD NEWARK, DE 19711-2442

Photography

JONES REBECCA REBECCA JONES PHOTOGRAPHY 6016 LARCH CT DOVER, DE 19901-5917

Wholesaler

JSAE MARKETING LLC JUSTDLICIOUS 3422 OLD CAPITOL TRL STE 70 WILMINGTON, DE 19808-6124

Manufacturer's agent

KAHL STETSON LLC 3526 SILVERSIDE RD STE 38 WILMINGTON, DE 19810-4901

We've got you covered

*Mobile,
Desktop,
Tablet*

www.delawarebusinessdaily.com

