



Harvey, hotel veterans form hospitality company.
9

This week

DuPont sells parking areas near hotel to Buccini/Pollin Group.
4



Sen. Lavelle re-introduces right to work zone bill **11**

Middletown Council hears about conceptual plans for tech center that could have power plant **18**



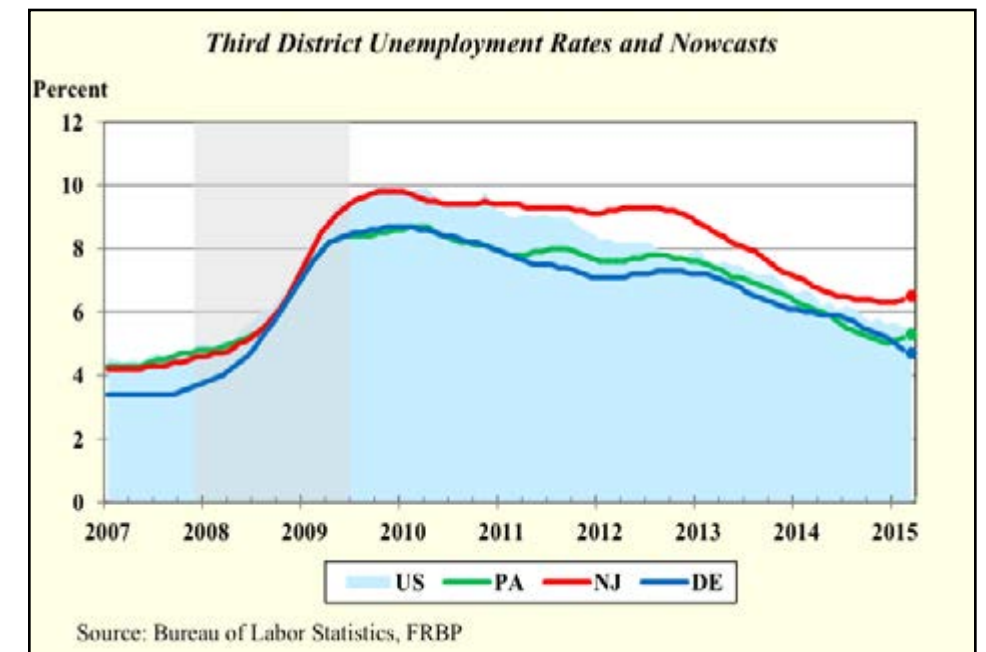
Federal Reserve issues reports Signs point to lower jobless rate and continuing recovery

The Federal Reserve Bank of Philadelphia is forecasting a lower unemployment rate for March.

The bank also released an economic overview showing the First State to be faring well when compared to other areas in the bank's territory during the first two months of 2015.

The Philadelphia Fed district includes portions of New Jersey and Pennsylvania, as well as the entire state of Delaware.

Bank researchers, expect unemployment rates for March to decrease from 4.8 percent to 4.7 percent in Delaware, increase from 5.2 percent to 5.3 percent



in Pennsylvania and move from 6.4 percent to 6.5 percent in New Jersey.

Continued on next page

Jobless rate below national figure

From previous page

During February, the national unemployment rate was unchanged at 5.5 percent. The Philadelphia Fed releases the unemployment forecasts, due to the lag time between the release of the federal unemployment figures and the state

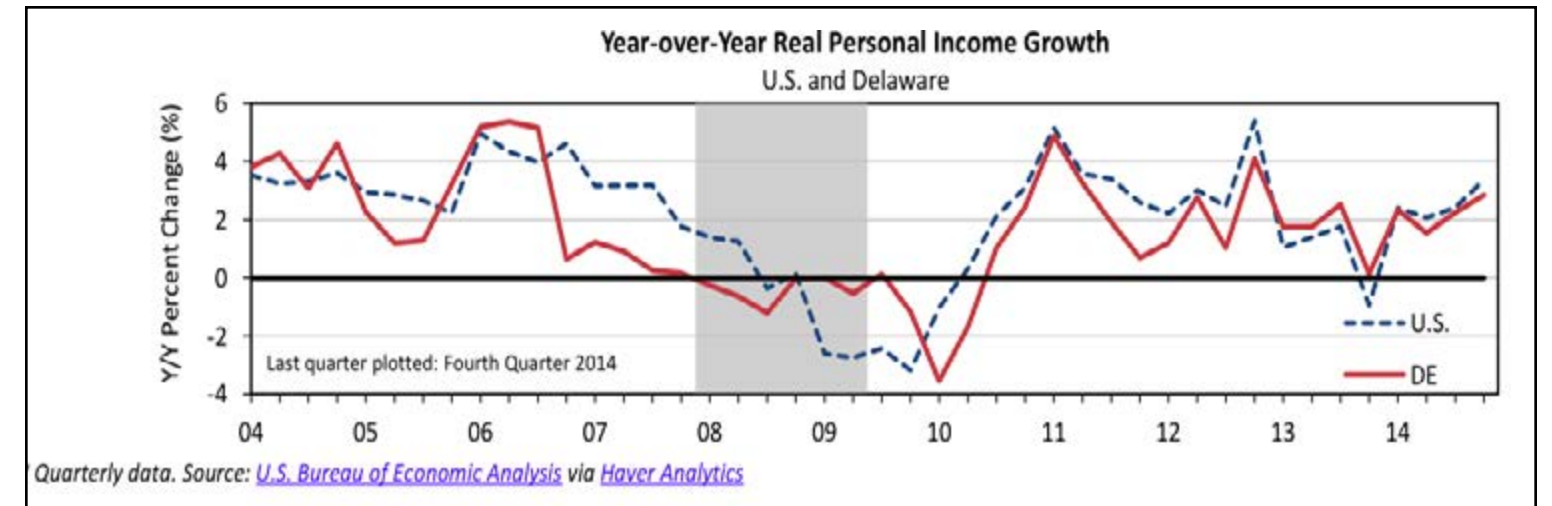


percentages. State unemployment figures are typically released around the 20th of the month.

The bank's Tri-State Tracking report for February showed job growth in the state running at 2 percent, well above the 1.4 percent and 1.3 percent growth numbers for Pennsylvania and New Jersey respectively.

However, workforce participation ran a couple of percentage points below New Jersey's figure and slightly above the Pennsylvania number.

Continued on next page



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Income gains good news after Delaware lags behind nation

From previous page

The workforce participation figure can be affected by discouraged workers no longer seeking employment or a growing percentage of retirees.

Growth in the number of relocating retirees appears to be taking place in Kent and Sussex counties, both of which have low property taxes.

Income growth in the fourth quarter of last year was running at a 4 percent annualized rate, comparable with other states in the Philadelphia Fed territory, but slightly below the national rate.


That was good news for the state. Delaware was

the only state in the nation to see [wages decline in cash terms](#) over the past several years, according to a recent story in the respected British publication, *The Economist*.

Also when it came to the percentage of individuals who, have benefitted the most from the economic recovery, Delaware lags the nation. Despite its reputation as a trust haven and the ancestral home of the duPont family, the [state remains below the national average](#) in the percentage of those earning \$1 million or more a year.

Delaware has a high personal income tax rate to balance of the lack of a sales tax and low property


taxes. At the same time, the wealthy have the option of living slightly more than half of the year in Florida, a state with no income tax. Cited in the *Economist* story were a number of factors, including court cases moving out of state, the crime rate in Wilmington and the loss of both auto plants by 2009.

Delaware did see building permit activity running above national figures as of February of this year. By contrast, Pennsylvania was running below the national percentage, with New Jersey near the U.S. rate. 

WSFS approves three-for-one stock split

WSFS Financial Corporation, the holding company for WSFS Bank, announced that its board of directors declared a three-for-one split in WSFS Financial Corporation common stock (WSFS Stock) in the form of a stock dividend of two shares of WSFS stock for each issued and outstanding share of WSFS stock.

The board decided to effect the stock split after careful consideration and the conclusion that the benefits of broader ownership potential outweighed

the costs of a split, which are not significant. The stock dividend is payable to stockholders of record as of May 4, 2015, but is subject to stockholder approval of an increase in the authorized shares of WSFS common stock at the 2015 WSFS Financial Corporation Annual Meeting. With the stock split, the total number of shares of common stock outstanding will increase from about 9.4 million to approximately 28.2 million. The additional shares of WSFS Stock are expected to be distributed on or about May 18, 2015. 



DuPont sells parking areas near hotel to Buccini/Pollin Group

DuPont has sold its hotel parking ramp and surface spaces to the largest developer in downtown.

“DuPont signed an agreement to sell the Hotel duPont Carpark to Wilmington-based Buccini/Pollin Group,” DuPont spokesman Dan Turner wrote in an email message. “The carpark properties include a parking structure and two surface parking lots. The transaction closed on March 31, 2015. Terms of the agreement are confidential.”

“DuPont continually reviews its portfolio of assets to determine ways to increase shareholder value,” Turner wrote. “We are open to divesting assets if appropriate value can be received for shareholders. This agreement represents a strategic and mutually beneficial business decision for DuPont and the Buccini/Pollin Group.”

The lot includes hotel parking , valet parking and monthly parking.

Buccini/Pollin has purchased and redeveloped the former DuPont Nemours and Brandywine buildings in downtown. The company is also active in redeveloping other buildings in downtown, often for use as apartments.



DuPont recently turned over the operations of the duPont Theatre to the Grand Opera House.

The parking structure sale is likely to spur speculation on the sale and or/lease of the historic Hotel duPont and the DuPont Country Club. DuPont recently turned over the operations of the duPont Theatre to the Grand Opera House. The theater is in the hotel-headquarters complex.

Triam Management and its principal Nelson Peltz have criticized the company for its non-core interests, with CEO Ellen Kullman stating that the holdings are not a drain on the company.

DuPont is swapping headquarters space with spin-off Chemours, which will move to the DuPont building. In May, DuPont will move its headquarters to the Chestnut Run complex outside the city.



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Hertrich opens Chrysler, Dodge, Jeep, Ram dealership in Elkton

The Hertrich family of dealerships opened a Chrysler, Dodge, Jeep and Ram store in Elkton.

The Cecil Whig reported that the dealership is located on a tract near other dealerships off U.S. Route 40 on the east side of Elkton. The dealership has been open for some time, but formally announced its opening last week.

The site had been under development for some time, with the Town of Elkton approving a zoning change for the tract. The location had earlier been approved by Chrysler.

Hertrich, based in Milford, is the largest auto retail and service group on Delmarva, with a dozen dealerships, including a location in the northern New Jersey in Monmouth County.

The company is ranked among the 100 largest automotive dealerships in the nation. It was founded in 1964 when Frederick W. Hertrich II established Hertrich Pontiac-Buick in Seaford.

Hertrich operates large Acura and Hyundai dealerships across the line on DuPont Highway in New

Castle. County. The dealership will mark a return to Elkton for a revived Chrysler, which has seen a major turnaround under majority owner Fiat.

The Advantage Chrysler dealership in Elkton went out of business before Chrysler's troubles led to the closing of its Newark assembly plant in late 2008 and a federal bailout. The closest Chrysler dealerships are in New Castle and Newark.

The Ford side of Advantage was purchased by Cecil County's Ramsey dealership with plans calling for a new Ford dealership to replace the current location, also on Route 40 and on the east side of Elkton.

Work is under way on a new Ford site, which was at the location of the old Advantage dealerships. The current site, on the other side of Route 40, is up for sale.


The Chrysler dealership, which according to the Whig will employ about 50, is also good news for the Cecil County economy. The county has been affected by its proximity to sales-tax-free Delaware and high bridge tolls on the Susquehanna River bridges.



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DuPont: Vote no on Trian's slate of nominees

DuPont doubled down in its proxy fight with Trian and recommended against voting for any of the nominees from the investment firm. The company, on Monday issued a new investors presentation with the Securities and Exchange Commission that states its case to **Kullman** shareholders.



The presentation is available under the shareholder materials section of www.dupontdelivers.com and on the SEC's website at www.sec.gov.

The presentation touted the growth of DuPont's businesses after the Chemours spin-off. The spin-off leaves DuPont with its fastest-growing businesses and minus many of its environmental liabilities.

The presentation also outlines DuPont's track record; its strategy to grow leading positions in three areas of strategic focus; and the qualifications of its world-class Board of Directors to drive higher growth and higher value for our shareholders, according to a company release.

"In addition, the presentation illustrates in greater depth why DuPont's Board unanimously opposes Trian's efforts to replace four highly accomplished


directors in order to advance its high-risk, high-cost breakup agenda, which the Board has unanimously determined would be value destructive and not in the best interests of shareholders," the DuPont release stated. Earlier, DuPont added to its board Edward Breen and James Gallogly, two CEOs with strong turnaround experience as an apparent antidote to claims by Trian that the board was stacked in favor of insiders.

In discussing Trian's plan to spin off additional businesses the company said that investment group is pushing a value-destructive agenda to break up and add excessive debt to DuPont, which the Board believes will result in a less competitive company with weaker prospects for value creation: Carries extensive risks as well as estimated upfront monetary impact of \$4 billion and estimated ongoing increased costs of \$1 billion annually."

Trian has claimed that DuPont operates with excessive corporate overhead that limits the company's value to shareholders. Institutional shareholders have lined up on both the side of DuPont and Trian, with at least one group pushing for the two sides to come up with an agreement, according to published reports.

DuPont had held the door open to a compromise by noting that one of Trian's nominees was qualified

to become a board member. However, the company balked at having Trian principal Nelson Peltz serve on the board. DuPont claimed Peltz did not want to hear about any alternatives to resolving the dispute after learning he would not be able to serve on the board.

There have also been murmurs of sexism in the proxy fight. A *Fast Company* story claims activist shareholders, like Peltz, seem to be more likely to go after companies headed by a female CEO. Those refuting such claims say women are often put in charge of companies that are ripe for action by Peltz and other activist shareholders. 



Peninsula gets another three months to shut down composting operation

DNREC Secretary David Small has issued a Conciliation Order to Peninsula Compost Company, LLC that extends the closing deadline of Peninsula's Wilmington facility by three months to June 30.

The DNREC order – agreed to by Peninsula Compost – sets penalties of \$10,000 per day beyond June 30 for every day that Peninsula fails to complete the closing activities.

Peninsula had requested the extension earlier this year in a letter to Small that cited “operational and resource limitations for the facility (that) made it impractical to meet the schedule that was set forth in the Secretary's Order” requiring the company to cease operations.

Peninsula Compost Company also has agreed to drop its appeal of DNREC's original closure order and waive its right to appeal the conciliation order.

The Peninsula Compost Company began operating the Wilmington Organic Recycling Center in December 2009 with approval from DNREC via a Beneficial Use Determination (BUD) permit. However, the site near the Port of Wilmington continued



to receive complaints about odors. On Oct. 20, 2014, Peninsula's request to renew the BUD was denied and a DNREC Secretary's Order was issued requiring the facility to immediately stop accepting incoming materials and to close the facility by March 31, including complete removal of all materials from the site.

The majority of material remaining at the site is finished compost and not food wastes or feedstock that, in the past, was blamed for the odors.

The order with attached Amended Composting Approval for Closure Activities can be found on [DNREC's Website](#).



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Association claims Punkin' Chunkin' bill allows unsafe conditions **State senator blasts Democrats, trial lawyers**

A state senator blasted Democrats and trial lawyers for opposing a bill aimed at keeping Punkin' Chunkin' in Delaware.

“Today was a devastating blow,” Sen. Brian Pettyjohn R-Georgetown, sponsor of the bill stated in a press release issued last week. “I’m disappointed the Executive Committee didn’t see fit to release this bill, and I’m even more disappointed it failed on a party line vote.”

The Delaware Trial Lawyers Association denied it was trying to kill the event.

“Engaging in productive dialogue, offering legal expertise and working to resolve differences is at the core of DTLA’s mission. DTLA supports keeping this event in Delaware and returning it to Sussex County,” the group stated in a release. “Any suggestion that this proposed law, which places arbitrary caps on damages and denies citizens access to Delaware’s highly regarded court system, will keep an event in Delaware (or bring this one back to Sussex County) is wrong. Further, any suggestion that DTLA’s efforts will force the event to leave Delaware is unfounded political spin. Passage of this bill would have made



special events in Delaware less safe for patrons and participants, and that is a proposition which DTLA strongly opposes. The Delaware Trial Lawyers Association is grateful that members of the Delaware Senate Executive Committee took steps yesterday to preserve the safety of everyone who attends Delaware’s many special events,”

All four Democrats on the committee voted against the measure, Pettyjohn said.


The popular event was held at a Sussex County farm, but the property owner no longer wanted to host the event after an injured volunteer filed suit in 2013. The trial lawyers group said a meeting was held

in 2014 and the group worked to keep the event in Sussex.

The event was later moved to the Dover Downs site in Kent County, but was abruptly canceled amid signs of an internal struggle with the group organizing the event.

Pettyjohn said his bill would extend the same protections Punkin' Chunkin' and similar events would receive in neighboring Maryland.

“We’re talking about an event that had a \$15 million economic impact on Delaware,” Pettyjohn stated. “We’re talking about an organization that gave about \$100,000 to charities in Delaware and \$50,000 in scholarships to local schoolchildren. This is an organization that has done nothing but good for Delaware and we’re kicking them out of the state.”

“There were several occasions where I asked to speak with somebody from the Trial Lawyers Association regarding the bill and their concerns and all I got was silence from them,” he said. “They painted several gloom and doom scenarios, none of which are reasonable.” 

Harvey, hospitality executives form new company

TKo Hospitality has been formed. An affiliate of Harvey, Hanna & Associates, Inc., (HHA), TKo Hospitality specializes in hotel and restaurant operations, third party management, sales, marketing, food and beverage and franchise relationship management.



Kalogeropoulos

E. Thomas Harvey, III (Chairman), Kostas Kalogeropoulos (President/CEO) and Vince DiFonzo (COO) have formed the new hotel company.



DiFonzo

TKo currently operates and manages the Lighthouse Cove Resort in Dewey Beach. The property consists of a Hyatt Place Hotel, The Residences at Lighthouse Cove Condominiums, The Lighthouse Restaurant, Que Pasa Mexican Restaurant, Crabbers Cove Restaurant and an on-site large events venue, The Bay Center.

TKo has plans for growth with three new development projects in the pipeline and plans to acquire existing third party management contracts. “Our goal is to have 1,000 rooms in our portfolio within the next two years,” said E. Thomas Harvey, III, chairman.



Harvey

Harvey also serves as president and owner of Harvey, Hanna & Associates, Inc. (HHA) and president of Dewey Beach Enterprises, Inc. (DBE). HHA manages and operates more than three million square feet of commercial real estate properties throughout Delaware.

DBE is the developer and owner of the Lighthouse Cove Redevelopment project in Dewey Beach. Prior to establishing HHA in 1998, Harvey built, owned and managed multiple waste management, recycling and transportation companies over 25 years.

Prior to joining TKo Hospitality as President and CEO, Kalogeropoulos worked for Meyer Jabara Hotels for 35 years serving as Executive Vice President. Meyer Jabara is a regional hotel group that owns and operates the Christiana Hilton in Delaware.

TKo’s principals have management experience with Marriott Hotels, Hilton Hotels, Starwood Hotels and Resorts, Choice International and other internationally known hotel brands.

“We are a boutique hospitality management company that is very hands on, focused and will customize our services to the owner’s needs,” stated TKo CEO Kostas Kalogeropoulos.



Hyatt in Dewey Beach

Kalogeropoulos played a key role in growing Meyer Jabara Hotels during his tenure. His hospitality career spans over 40 years, originating in Europe with Hilton International where he held several key positions in various European cities.

He developed his expertise in setting strategic partnerships that met long-range business goals, using work teams and achieving high levels of service.

Joining Harvey and Kalogeropoulos is Vince DiFonzo as TKo’s Chief Operating Officer. Prior to TKo, DiFonzo worked with Meyer Jabara Hotels for 23 years and most recently served as Vice President of Operations.

During his tenure at Meyer Jabara Hotels, DiFonzo served as General Manager of several award winning hotels, Regional Director of Operations and most

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Superior Court judge rules against effort to appeal refinery barge loading

A Superior Court Judge has denied a request for an appeal by two environmental groups on loading oil on to barges from the Delaware City Refinery.

The Sierra Club and the Audubon Society asked the Environmental Appeals Board and Coastal Zone Act Industrial Control Board to rule on appeal.

Superior Court Judge Andrea L. Rocanelli ruled neither body had the jurisdiction to hear the appeal.

The two groups have claimed the loading of oil violated the state's Coastal Zone Act and have spoken in opposition to the environmental permitting for the refinery.

Opponents have also claimed that construction of a rail yard that receives crude oil from North Dakota and Canada for use at the refinery violates the Coastal Zone Act, which bars new heavy industry in that area.

New Hotel group has projects in the pipeline

From previous page

recently, Vice President of Operations. DiFonzo has experience in operations, sales and marketing, union negotiations, property acquisitions, hotel openings, brand relationships and third party management.

“Between the business acumen and vast experience of our executive team, we will bring tremendous value to any hotel ownership group we partner with. We are small enough to offer personalized service which allows us to be engaged and individually focused in every property we manage while large enough to deliver strong results,” said DiFonzo.

ern office location in Dewey Beach. TKo enters a hotel market that is seeing a continuing recovery from a period of expansion that was followed by the economic downturn in 2008 and 2009. Investment is pouring into the industry, with owners turning to hotel management companies to operate their properties.

For more information on TKo Hospitality, visit: www.TKoHospitalityMgt.com

To learn more about the Lighthouse Cove Resort in Dewey Beach, visit: www.lighthousecovedewey.com

TKo Hospitality is based in Newport with a south-




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Lavelle re-introduces 'right to work zone' legislation

State Sen. Greg Lavelle R-north Wilmington, has re-introduced legislation to create right-to-work zones in Delaware, citing the passage of a bill in Wisconsin.



LaVelle

Lavelle's bill does not advocate making Delaware a right-to-work state, according to a release from the Senate Minority Caucus. Instead it would allow the Director of the Delaware Economic Development Office (DEDO) to create right-to-work zones as a way to bring new jobs to Delaware.

Under the measure, manufacturing businesses in a right-to-work zone that hire 20 new workers, would be exempt from paying the Gross Receipts Tax (GRT) for five years. The tax is based on sales, not income.

Senate and House Republicans have pushed for this bill the last two years say such an initiative would create a more competitive environment. Delaware is surrounded by states without right to work laws.

ally ten bypass states without right to work laws. Right to work laws allow workers to not pay union dues, even if their bargaining unit is represented by a union.

The measure would face an uphill battle, due to the Democratic majorities in both houses and ties to organized labor

Last month, Wisconsin became the 25th right-to-work state, with a controversial bill that was signed into law on March 9. Earlier, the Wisconsin legislature essentially took away collective bargaining rights for public employees.

Lavelle said he hopes the bill, sponsored in the House by Rep. Daniel Short, R-Seaford, gets a fair hearing. Last year, the bill was held in committee.

"It's the same legislation," Sen. Lavelle said. "The only difference is that Delaware's economy continues to under perform in manufacturing. The 25th state, Wisconsin, just passed right to work legislation, so we're at a decided disadvantage in terms of recruiting

Continued on next page

Trending

The following stories in DelawareBusinessDaily.com recorded the most visits during March.

1. [DuPont sells hotel carpark, lots to Buccini/Pollin](#)
2. [Suspicious item on bike leads to road closure and library evacuation](#)
3. [State senator blasts Dems, trial lawyers for opposing Punkin' Chunkin' bill](#)
4. [Cinemark to open 12-screen theater at Christiana Mall this month](#)
5. [Business people: April 1-6, 2015](#)
6. [WDEL goes on air at KISS FM slot](#)
7. [Wastemasters celebrates remarkable period of growth](#)
8. [Christiana Mall area moves into the fast lane](#)
9. [Tiger Direct closing Christiana store](#)
10. [Opinion: Attracting the ultra-wealthy to Delaware](#)
11. [\(Photo gallery\) Harvey, hospitality executives form management company](#)
12. [No buildings coming down at new Chase campus](#)

Manufacturers, automakers being an example, usu-


Right to work zones seen as job engine

From previous page

companies to come to Delaware. Wilmington continues to have crime and employment issues and this will be a way, possibly, to incentivize job growth in the city of Wilmington.”

In 2012, Indiana and Michigan became the 23rd and 24th states, respectively, to adopt right-to-work laws. Since then, according to the U.S. Bureau of Labor Statistics, Indiana has added 41,000 manufacturing jobs while Michigan has created 63,000 additional manufacturing positions. Both states have benefitted from the presence of the auto industry, which disappeared from Delaware in 2008 and 2009.

The U.S. Bureau of Labor Statistics reports Wisconsin had 33,800 manufacturing jobs in Feb. 2005. That total has since declined by 25 percent. The measure's sponsors say there are multiple Delaware locations where new manufacturers could take root, such as the former General Motors Boxwood Road facility near Newport, portions of the City of Wilmington and areas of Kent and Sussex counties.

The bill is endorsed by the Delaware Chapter of the Associated Builders and Contractors, an organization representing non union contractors. 

Governor announces export initiative for businesses in state

Delaware companies exploring opportunities abroad will have access to support and resources from the State through an initiative announced by Gov. Jack Markell.

The initiative, was announced during the Governor's keynote address at the recent Delaware State Chamber of Commerce Spring Legislative Brunch and Manufacturing Conference..

The program includes trade missions to key markets overseas, a support team, and the development of an online community to facilitate the exchange of information among Delaware exporters and state officials.

The state has also launched a new website to support export efforts, as well as promote foreign direct investment in Delaware and showcase the state's unmatched corporate services.

“In a global economy with more than 95 percent of the world's consumers living outside of the U.S., growing exports to ensuring access to international markets is critical to the prosperity of our businesses, our workforce, and our state,” Markell said.. “With



Markell announces plan at State Chamber event.

the right help and support, our local companies have opportunities to grow their business significantly.”

The initiative, dubbed the “Strategic Export Plan for the State,” was crafted using data gathered in a study to determine where Delaware companies can have the most success overseas.

The study, conducted by the Division of Corporate and International Development (DCID) in the Department of State, identified Canada, Mexico, Germany and South Korea as the countries with the most buying potential for the products and services from Delaware.

Continued on next page

Small percentage of smaller companies in Delaware export goods

From previous page


The Department of State, rather than the Delaware Economic Development Office heads foreign trade activities in Delaware. The state will lead trade missions to those countries over the next 18 months to give Delaware business owners the chance to visit the market and meet personally with buyers and distributors.

“Less than one percent of American businesses export. Sixty percent of those that export trade with only one country. The result is a tremendous amount of lost business opportunities. However, when global trade is made easy, more companies take advantage of it. This is my goal for Delaware,” Markell said.

As part of the initiative, the State has developed a comprehensive suite of services to assist companies. In addition, the team has launched a network of online communities through LinkedIn Groups to facilitate discussion among new and experienced exporters. The groups, [Delaware Ambassadors](#) and [Delaware Exporters](#), provide forums for exchanging information, reviewing resources and support materials, as well as asking questions and finding advice about export issues and activities.

Markell also unveiled [Global Delaware](#), an online platform that promotes Delaware for international

economic development. The website includes success stories that show ways local companies, like [ANP Technologies](#), are benefitting from exports and working with the state. The site also features active social media components, with the ability to broadcast a

wide array of Delaware news and events to followers. For more information about Global Delaware, please contact global@delaware.gov, or Emma Cowdery at [302-353-0366](tel:302-353-0366). 



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The banner features a dark blue background with a central graphic of interlocking hexagons in shades of blue, orange, and purple. The text is white and orange, providing high contrast against the background.

Sobieski joins franchise group; Wohlson carpenter wins gold



Mark Rineer at work.

Mark Rineer of Wohlson Construction received the Gold Medal for Carpentry at the National Associated Builders and Contractors (ABC) Craft Championship in Fort Lauderdale, Florida.

After winning the Gold Medal for Carpentry at the local level at the Keystone Chapter of ABC's Craft Competition, Rineer qualified for the national competition. 187 craft trainees competed in the two-part National Craft Championship. The first part consisted of an extensive written exam, and in the second part contestants participated in a daylong, hands-on performance test.

Rineer's Gold Medal in Carpentry is the fourth time that a Wohlson apprentice won the Nation's Top Award in the last five years.

National Associated Builders and Contractors is comprised of 70 chapters representing more than 21,000 merit shop construction and construction-related firms.

Wohlson Construction Company, celebrating its 125th anniversary, is a Green Plus Certified company, and one of the leading merit shop construction firms in the Mid-Atlantic States.

Sobieski joins Linc Service

ABM Industries Incorporated, an international provider of integrated facility solutions, announced that Sobieski Services, Inc. signed a franchise agreement to join its Linc Service franchise network. Sobieski Services, Inc., based near Wilmington, is a provider of mechanical contracting services in areas including Delaware, Philadelphia and southern New Jersey.



“Sobieski Services is very proud to partner with Linc Service to give our team members the best training

From previous page

From previous page

programs, processes and systems in the industry so that we may provide our customers with better planned maintenance services,” said John Sobieski, CEO of The Sobieski Companies.

Sobieski Services provides a full suite of facility products and services including design/build, upgrades, retrofits, emergency service, planned maintenance agreements and annual maintenance inspections. The company plans on significantly growing its commercial HVAC services department with Linc Service’s method to expand planned maintenance service capabilities, integrate best-in-class technology and train staff, a release stated.

“Sobieski Services is committed to being the premier HVAC service provider in the Delaware Valley region and its partnership with Linc Service will propel and support the company’s success,” said Bert Kendall, chief operating officer of ABM Franchising Group.

Sobieski Services has been maintaining and upgrading plumbing, heating and cooling systems as

well as improving indoor air quality for businesses in Pennsylvania, Delaware, Maryland and New Jersey since 1987. Sobieski Services will operate under the Linc Service franchise brand of ABM Franchising Group, which specializes in meeting the mechanical service needs of commercial and industrial clients.

ABM Franchising Group, a subsidiary of ABM Industries Incorporated, offers a portfolio of franchise networks that deliver mechanical and electrical service and preventive maintenance solutions to commercial, industrial and residential buildings.

ABM Franchising Group consists of four franchise brands: Linc Service, GreenHomes America, CurrentSAFE and TEGG.

New homes at Noble’s Pond

Last month, more than 250 people attended the ribbon cutting ceremony and the grand opening of The Somerset, Noble’s Pond’s newest model home and the first in the Cottage Collection.

“This new cottage collection features design



concepts inspired by cottage home styles from across the United States. “This collection offers homebuyers a smaller footprint featuring open floorplans with affordability, functionality and charm,” said Dorothy Carey, housing concierge. Carey went on to say, “We designed the Cottage Collection based on input from visitors and current residents living in Noble’s Pond and we’re delighted to debut the Somerset model at this time.”

Tours included the new Somerset Cottage model and three other model homes, a fully furnished “Move-in Ready” home and multiple homes that are currently under construction. The community also has a club house. Noble’s Pond is an active adult community near Dover. For more information call 1.888.222.0030 or visit www.noblespondhomes.com.

Will changes in Pennsylvania liquor system affect Delaware?

This essay originally appeared in WHYY Newsworks.
[Click here](#) to read online version.

You head out to pick out some items for dinner, including a bottle of wine.

The problem is that the liquor store is at another shopping center and that 30-minute trip turns into an hour-long trek. Or you decide to visit the more expensive super market that just so happens to have a liquor store next door.

Welcome to the Delaware alcohol beverage system, which should carry the tagline, “it could be worse, you could be in Pennsylvania.”

The Pennsylvania system produces something called “border bleed,” the practice of Commonwealth residents heading south of the border for cheaper beer, wine and liquor without the hassle of stopping at two stores.

The phenomenon is best viewed from Claymont, where Tri-State Liquors and Total Wine and More



operate massive liquor stores. Each big box contains more than 20,000 square feet

During busy holiday periods, parking spaces near the buildings can be hard to find. Pennsylvania tags can dominate the scene, buyers flock to the stores, even at the risk of being subject to sporadic enforcement efforts.

But more competition is likely to come from the Keystone State as regulators tweak a system that combines high taxes, state-owned wine and spirits stores, and beer distributors that sell only large quantities. The Commonwealth came close to privatizing the liquor store system in the last

legislative session. But with a new governor opposed to privatization, Pennsylvania seems likely to hold on to state liquor stores, at least in the short term.

Even with the gridlock in Harrisburg, regulators, liquor store management and court decisions have given the system some breathing room.

A recent move that beer distributors described as the biggest change in decades came when stores were allowed to sell 12 and 18 packs, rather than a case of 24 or a keg. The term “distributor” refers to a retail store, rather than a wholesaler.

Believed to have been a factor was the boom in more expensive craft beer. The price of a case of craft beer can easily top \$45 or more. By contrast, a Pennsylvanian can buy craft brews in Delaware by the six pack and even mix or match his or her selections.

Another loophole is that Pennsylvania allows six packs to be sold at restaurants. That has allowed larger grocers, like Wegmans, to sell beer. It was no surprise

Continued on next page

More flexibility in Pennsylvania could reduce 'border bleed'

From previous page

that Acme put a billboard on I-95, announcing that beer is available at its supermarkets across the line in Pennsylvania.

Along the way, the liquor store system has gone upscale at some stores with a "Chairman's Selection" of fine wine. Monthly specials on popular brands of wine and spirits are also offered. At times, prices come close to those charged in Delaware.

Meanwhile pressure to loosen the system comes from operators like Sheetz, a large Pennsylvania-based convenience store chain that has pushed hard for a relaxation of beer and wine regulations.

So what does this mean for Delaware?

In the short term, little will change. The last big development came in the early 2000s when the ban on Sunday sales ended. Opposed to the move were mom and pop liquor stores that had to add staff for seven-day-a-week operation. Since the Sunday hours went into effect, the size of the average liquor outlet

has increased, with fewer one-person corner stores. Fewer locations are often welcomed by public health officials and law enforcement, who point to higher crime rates, DUIs and other problems in areas with a heavy presence of tiny stores.

Meanwhile, a long-running effort to allow wine to be shipped to Delaware home addresses has encountered stiff opposition from distributors and their unionized workforce, despite a lack of evidence that the move would damage local sales.

The current system in Delaware also rules out large chains, with owners limited to two stores.

An effort in 2009 by State Rep. John Viola, D-Bear, to allow sales in supermarkets went nowhere. A big incentive for the legislation at the time, was a budget gap that could have been partially plugged by upfront fees grocers would have paid.

Over the years, many have risen to the defense of the current system, praising the personal relationships many have with owners and staffs and expressing

a disdain for the big boxes. Arguments range from support for the mom and pop owners to possible problems with age verification at supermarkets.

The Delaware system, like its Pennsylvania counterpart, has bowed to the times. It allowed big box membership stores, like Sam's, BJ's and Costco to have liquor stores, as long as the space is separated by a wall and a separate entrance.

The state has also been supportive when it comes to craft beer. It now allows "growlers," large beer containers that can be poured from the keg and taken home from the store or brewpub.

But with the state continuing to see sluggish revenue growth, it is possible that a version of Viola's proposal could emerge, perhaps coupled with an increase in alcoholic beverage taxes. The danger would be that a more flexible Pennsylvania system, coupled with higher Delaware taxes, could sharply reduce the windfall from that lucrative "border bleed." - *Doug Rainey*

Middletown council looks at conceptual plans for tech center that could include power plant

The Middletown Mayor and Council this week reviewed conceptual plans for a proposed conceptual plan for a proposed 180,000-square-foot technology center in the MOT Park subdivision along Auto Park Drive. [WDEL](#) reported the project could include a 40 megawatt power plant as well as banks of servers that could store data and IT infrastructure.

WDEL also reported the site would require some sort of back up power, but noted that no decision has been made on the plant itself. Plans are expected to be filed in coming weeks.

Data centers have been moving to non-diesel back-up power sources like include wind, solar and Bloom Energy fuel cells, which are manufactured in Newark. Demand for such centers is also expected to increase as everything from books to medical records will require online storage.

The project appears to be a small scale version of the Data Centers project. The controversial development at the University of Delaware STAR campus, saw its lease terminated by UD after heated neighborhood opposition. The STAR campus is the former Chrysler Assembly Plant. Lawsuits have been filed regarding the ter-

mination of the lease and unpaid bills for the Newark project, which carried a \$1 billion-plus price tag.

The possible power plant would be about one-seventh the size of the proposed generation site on the STAR campus. The town does operate its own electric utility. However, any town power purchase would require approval from the Delaware Municipal Electric Corp.

The region is seeing major investments in natural gas-fired, with a massive base load plant under construction in neighboring Cecil County, MD by Old Dominion, a wholesale electric cooperative. Calpine is also building a generation site in Dover.

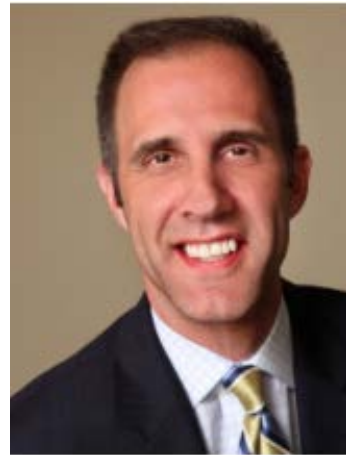
The large tract off Route 301 had originally been marketed for use as an “auto row” for the fast growing area.

However, the loss of the town’s only new car dealership and the closing of other small town stores reduced possibilities of auto related development in that area. Delaware’s largest auto dealer group, Hertrich, recently opened a Chrysler, Dodge, Ram and Jeep dealership in neighboring Cecil County, Md.



Grundler leaving DANA for Welfare Foundation post

Delaware Alliance for Nonprofit Advancement (DANA) President and CEO Chris Grundner announced that he is stepping down from his position with DANA to become Chief Operating Officer at the Welfare Foundation. His new appointment will begin in July.



Grundler

“It is with mixed emotions that I make this announcement today. It has been a true honor to have worked with such a wonderful staff and board and to serve the nonprofit sector in Delaware in this capacity for over three years. We have accomplished so much together in a relatively short amount of time, with the rebranding, receiving accreditation from the Standards for Excellence® Institute, and launching of our consulting business. I could not be more proud to have had the opportunity to lead the organization during this critical time in its life-cycle and I am confident the organization will continue to do great work in the future. I am also

Continued on next page

Welfare Foundation involved with Whitehall community

From previous page


glad that I will be able to continue to serve the nonprofit sector in Delaware, which I am very passionate about, in my new role” said Grundner.

Grundner will continue as DANA’s president through the 2015 Annual Conference, which is being held on June 15, and features best-selling author and renowned management educator, Jim Collins.

William Allan, chairman of the DANA board, said, “Chris’ leadership has netted DANA, and the nonprofit sector, many significant achievements during his tenure as president and CEO. The result has been a complete revitalization. As a result, DANA is well-positioned to not only continue to serve its member organizations and the nonprofit sector effectively, but also to expand its impact across this great state. The board and I thank him for his hard work and dedication, and wish him all the best in his new role.”

DANA’s board of directors has already formed a board-level committee to search for Grundner’s replacement.

Along with stepping into the Chief Operating Officer role at the Welfare Foundation, Chris will assist in all aspects of Foundation’s role as managing member of the Whitehall Development Project, which is developing Foundation-owned land located in southern New Castle County, Delaware and turning it into the Town of Whitehall.

“I am thrilled that Chris has agreed to join us,” stated Welfare Foundation President, Peter Morrow. “I have known Chris for over a decade now, so I know first-hand what he brings to the table and what he is capable of. As a former board member of DANA, I also had the opportunity to work with Chris through the early part of DANA’s recent revival, which has been nothing short of remarkable. I am confident that his skills and his dedication will serve us well as we move into a very exciting time in our history here at the foundation.” 

Tech Forum event to feature Hen Hatch business pitches

On April 15, teams of undergraduates, graduate students and faculty present their Hen Hatch pitches to the Delaware Technology Forum community.


Hen Hatch is the University of Delaware’s top business startup funding



competition. Host is the UD Horn Program in Entrepreneurship at the Venture Development Center on Delaware Avenue, just off Main Street in Newark.

The VDC serves as a learning laboratory and business hatchery for students interested in starting and growing businesses. The VDC is also creating connections between students, faculty, alumni and the broader entrepreneurial community in the region.

The event will be held between 5:30 p.m. and 7:30 p.m. at the Venture Development Center, 132 E. Delaware Ave.

The Tech Forum holds monthly networking and information events for its members and those interested in technology. [Click here](#) to register. Walk-ins are welcome but will pay an additional charge. 

John Taylor, editor and Public Policy Institute director

[Click here for obituary.](#)

John H. Taylor, Jr. 71, director of the Delaware Public Policy Institute and senior vice president of the Delaware State Chamber of Commerce, died Saturday after a long battle with cancer. As institute director, since 2005, Taylor was instrumental in efforts to reform the public education system.



John Taylor.(Jason Minto photo).

Taylor joined the institute, a part of the Delaware State Chamber of Commerce, after a 37-year career with the *News Journal*. The University of Toronto graduate, who grew up in Wilmington, was best known for editing the newspaper's editorial page.

Chamber President and long-time friend, Rich Heffron said Taylor "made the institute what it is today." While best known for his work in education, Heffron noted that Taylor tackled a host of issues that included water and transportation. According to Heffron, Taylor insisted on a thorough look at issues, at times hiring experts to do research, but always writing up the findings."

Heffron, who spent much of his career as chief lob-

byist and interim president at various times, said he would talk with Taylor every day both were in the office. The topics often involved weighty issues, such as education and the City of Wilmington, but also included subjects like family and restaurants. A voracious reader, Taylor would suggest or even drop a book on Heffron's desk.

Heffron said he marveled at Taylor's courage, candor and upbeat spirit during his battle with the disease.

"I will miss him," Heffron said.


"John was a tenacious journalist who understood and loved Delaware, and he wrote about it with heart and verve," *News Journal* Editor David Ledford stated in a story in the publication. "He worked hard to understand the ideas that stakeholders statewide held to be true, and found a way to make sure those voices were heard."

Gov. Jack Markell offered the following: "Whether during his long and prolific career as a newspaper man or as a leading public policy thinker, John displayed a tremendous passion for Delaware and making our state a better place. His work made his readers, including our public officials, smarter and more thoughtful about the most important issues facing our state. John leaves behind a remarkable legacy, starting with his beautiful family. John was clearly

deserving of our state's highest honor and he will be sorely missed."

"He was a fierce proponent of improving education and fairness for children throughout Delaware, and became a founding member of the Vision Coalition—then called Vision 2015," Rodel Foundation President Paul Herdman wrote in the organization's blog. "He was with many other Delaware education leaders at the table in 2004 when the group first began putting thoughts and ideas toward Vision 2015, which would go on to become one of the most impactful and enduring public-private partnerships in the country."

"Thanks to people like John, more Delaware children are getting strong early childhood educations, and more are getting into college than ever before," Herdman wrote

Taylor served on a number of other boards, including the Delaware Association for Non Profit Advancement. "Those who knew John know that he was passionate about making Delaware a better place. Through his work and his life, he positively impacted the lives of so many," a statement from the association noted. A memorial service will be held at the Cab Calloway School of the Arts, 100 N. DuPont Road, Wilmington on Sunday, April 19 at 10:30 a.m. 

UDance Marathon raises a record \$1.28 million



UDance, the University of Delaware's largest student run philanthropy group, has raised a record-breaking \$1.28 million in donations toward the fight against childhood cancer

The total was announced during the organization's annual dance marathon held Sunday, March 22, at the Bob Carpenter Center. Students and staff at UD participated in a year-long effort to raise funds and awareness for childhood cancer that culminated in Sunday's 12-hour dance marathon.

This year, the event raised \$1,282,103 for the Andrew McDonough B+ Foundation, which provides financial assistance to families struggling to fight the disease as well as research toward finding a cure.

As its motto denotes, UDance exists "For a Smile. For a Life. For a Cure."

Rock and Roll Run aids Newark Welfare Committee

In cooperation with Newark Country Club and the Newark Area Welfare Committee, the Newark Morning Rotary organized the first annual Rock and Roll 5K run in the fall. The event raised \$6,300 for the Newark Welfare Committee. The Welfare Committee is an all-volunteer, non-profit, charitable organization.

The Newark Area Welfare Committee works to serve the community with our Emergency Assistance Program, Food Cupboard, Holiday Food Boxes,



and Shoes for In-Need Children Programs. The organization operates solely from donations from local individuals and businesses, charitable and service clubs, and grants from the City of Newark. The committee also receives funds from the State of Delaware, the Wilmington Flower Market, Good Neighbor Day, the New Castle County Council. Accepting the check from President Paul were Lyn Henshaw, director of fund raising, Joe Brady, treasurer and Polly Sierer, president.

Continued on next page

Easter Seals program aids those in need of specialized vans

From previous page

Assistive Technology program

(From Easter Seals)

Twenty-two-year-old Scott, who uses a wheelchair, was often unable to get out of the house because his mom, Sandy, was concerned about his safety while transferring him in and out of her van.

After an exhaustive search for help to acquire a wheelchair accessible van, she was about to give up until she found Easter Seals Delaware & Maryland's Eastern Shore's "FYI: Finance Your Independence Assistive Technology Loan program". Easter Seals' low-interest loan program is a great resource for people in need of assistive technology or home and office modifications to make every day activities more accessible.

The program helps Delawareans secure funding for a multitude of options to improve accessibility. Sandy was able to purchase a van with a wheelchair ramp so that she no longer had to lift Scott in and out of the van and they could get around easily, safely and more



often.

"I asked Scott what he thought of my van. He said he liked it. He is very happy that we don't have to do the one-two-three dance any more to get in the van. Before we got the new van he had to stand up in order to get in which was difficult especially when he was tired," Sandy says. "Now he can look out in all directions and likes that we can go places anytime we feel like it." Easter Seals administers the FYI program

with lending partners Del-One Federal Credit Union and DEXSTA Federal Credit Union.

The FYI program offers lower interest rates to the borrower than other conventional methods. Loans can also be used for: modifications to make the home more accessible; work equipment such as a computer that accommodates for visual limitations to use at a job site or to work from home, and so much more. Even lower cost items, such as hearing aids or a back-up wheelchair, can be funded through this program.

Delaware residents with disabilities, seniors with age-related functional limitations and family members caring for someone with a disability, are eligible to apply, regardless of income.

Anyone who could benefit from any type of assistive technology but has hesitated because of cost should contact Joyce Medkeff at Easter Seals at: resources@esdel.org.

Continued on next page

Dealership continues partnership with childrens' hospital



In left photo, Carol Simpson, director of Emergency Services at Nemours/Alfred I. duPont Hospital for Children, accepts the donation of pediatric training mannequins from Peter Lustgarten, of Concordville Nissan-Subaru. Lustgarten's team helped secure these mannequins from the National Automobile Dealers Charitable Foundation.

In top photo, Nicole Spadea of Subaru of America and Peter Lustgarten, owner of Concordville Nissan-Subaru, present a check to Nemours/Alfred I. duPont Hospital for Children. Concordville Nissan-Subaru chose duPont Hospital for Children as its local charity of choice for the Share the Love event, for which Subaru of America donated \$250 for every new Subaru vehicle sold or leased from November 20, 2014 through January 2, 2015. Accepting the check is Marie Hiddemen, associate director of the Nemours Fund for Children's Health, the fund-raising arms of Nemours.

In bottom photo, Nemours/Alfred I. duPont Hospital for Children has a strong partnership with Concordville Nissan-Subaru, which has donated more than \$100,000 in the past several years. The dealership also helped make it possible for the hospital to receive no-cost leases for two vehicles from Subaru. They are used in the hospital's community outreach and trauma injury prevention programs. Pictured are Nicole Spadea of Subaru of America; Jennifer McCue, injury prevention coordinator at the Trauma Center at Nemours/Alfred I. duPont Hospital for Children; Carol Simpson, director of Emergency Services at duPont Hospital for Children; Peter Lustgarten, owner of Concordville Nissan-Subaru; and Marie Hiddemen, associate director of the Nemours Fund for Children's Health.



Westin Wilmington gains Green Lodging certification

The Westin Wilmington Hotel has been certified for Delaware's Green Lodging Program after implementing conservation and pollution prevention practices at the hotel's location on the Wilmington Waterfront.

The hotel opened last year. It was the first new hotel to open in the city in a couple of decades.

The hotel met certification requirements of the voluntary program jointly sponsored by DNREC and the Delaware Hotel & Lodging Association by implementing the five basic green lodging practices: recycling, water conservation, optional linen service, energy conservation and a "green events" package.

-The Westin Wilmington also went beyond minimum green lodging requirements and incorporated additional creative and common sense ideas that include: purchasing paper products that meet EPA minimum standards for post-consumer recycled content material; using recycled key cards; collecting food scraps from the kitchen for composting; and adding a green roof, a DNREC release noted.

Certification in the Green Lodging Program ensures that hotels such as the Westin Wilmington are making efforts to reduce energy consumption, increase water conservation and energy efficiency in all aspects of the hotel and to use recycled and eco-friendly materials in both the construction, as well as the daily operation.

The Westin Wilmington was designed to exceed the standards and to be certified as an LEED (Leadership in Energy & Environmental Design) Silver-rated building.

The Delaware Green Lodging Program is a voluntary program jointly sponsored by DNREC and the Delaware Hotel & Lodging Association to promote pollution prevention practices and environmental awareness in the tourism and hospitality industry. Facilities that meet the requirements receive a certificate and window decals and can display the Delaware Green Lodging logo on marketing materials.

The Green Lodging hotels are listed **on the DNREC website**. For more information on the program please visit <http://www.dnrec.delaware.gov/p2/Pages/GreenLodging.aspx>

Stroud Center honored

The education department at Stroud Water Research Center, Avondale, PA, recently received the Outstanding Environmental Education Program Award from the Pennsylvania Association of Environmental Educators for its Leaf Pack Experiment Stream Ecology Kit and Stream Schools programs.

The Leaf Pack Experimental Stream Ecology Kit is based on the scientific research technique of using the different kinds and numbers of aquatic insects living on packs of leaves in the water to assess and monitor the health of streams and rivers. Stroud Center subsequently created the Leaf Pack Network, which enables students and citizen scientists to post and compare data generated by leaf pack experiments performed in their local streams on the Web.

Stroud Center's Stream School programs are unique for their hands-on, boots-in-the-water approach which gives visiting students an in-depth, real-world science experience.

Stroud Center is one of the few laboratories in the world devoted exclusively to research and education on stream and river ecology.

Kurtz Collection expands store on Union Street

Kurtz Collection, a home décor boutique, expanded its presence with a larger store at 1010 N. Union Street, Wilmington,

The boutique added 2,500 sq. ft. by annexing two adjoining offices in the North Union shopping center. The space will be used as an extension of the current Kurtz Collection showroom housing a collection of rugs and new client work space.



Kurtz incorporates furniture and home accessory product selection and design services.

“We are proud of the company growth in just a few years,” says Erika Kurtz, chief operations officer of J.D. Kurtz Inc., “More space allows us to re-envision the showroom as a full-scale design studio to fit customers’ needs.” In December

2011, Kurtz Collection began as a sister-brand of the J.D. Kurtz Inc. rug designing business, New Moon Rugs.

After 35 years of running an international rug business, the Kurtz family created Kurtz Collection under the guidance of President John Kurtz.

In 2014, Kurtz Collection experienced growth by expanding into interior design services and e-commerce.

The showroom was named “Best in Home Furnishings” by *Delaware Today* magazine in 2014.

The company will hold a grand re-opening party April 30 at the new, improved space. Doors will open at 6 p.m., and grand opening activities will include artist demonstrations, food sampling throughout the store, and drawings for Kurtz Collection gift certificates.

For more information on Kurtz Collection, visit www.kurtzcollection.com.



At left are Josephine Kurtz Green (left) lead designer and showroom manager and Erika Kurtz, chief operations officer. Above are furnishings on display.

[Click here](#) for photo gallery

Gail Ball named Bancorp COO

The Bancorp announced the appointment of **Gail Ball** as Executive Vice President and Chief Operating Officer, effective March 30.



Ball

Most recently the Head of the Payment Studies Group of the Federal Reserve Bank of Richmond, Ball has an extensive background in operational strategy design/implementation, as well as in payment/credit card/treasury/trust services. Prior to joining the Federal Reserve Bank, she held senior management positions at Capital One, NCO Financial Services, First USA, PNC Bank and Mellon Bank.

Sallie Mae names board members

Sallie Mae, the nation's saving, planning and paying for college company, announced the appointments of former United States Representative **Jim Matheson** and **Vivian C. Schneck-Last**, a former managing

director at Goldman, Sachs & Company, to its board of directors, effective immediately. In connection with the appointments, Sallie Mae's board of directors also voted to increase the number of board seats from 11 to 12.

Matheson represented the state of Utah in the U.S. House of Representatives from 2001 to 2015. He served as a chief deputy whip for the House Democratic Caucus and was a member of the Energy and Commerce, Financial Services, and Transportation and Infrastructure Committees.

Earlier this year, he joined Squire Patton Boggs, one of the world's largest law and public policy firms, as a Principal in the public policy practice.

Matheson holds a Bachelor of Arts degree from Harvard University and a Master of Business



Matheson



Schneck-Last

Administration degree from the UCLA Anderson School of Management.

Schneck-Last brings more than 25 years of experience in developing, implementing, and executing strategic technology initiatives at Goldman Sachs & Company, most recently serving as Managing Director, Global Head of Technology Governance.

During her tenure, Schneck-Last played instrumental roles in readying the firm's information technology function, first for becoming a public company and then a bank holding company.

She established the firm's technology governance function and Technology Risk Committee, founded the Technology Business Development function and was a key liaison with regulators during the firm's transition to bank holding company status.

She holds a Bachelor of Science degree from Touro College and a Master of Business Administration degree from Columbia University.

Continued on next page

From previous page

Graf named VP of operations



Graf

[My Digital Shield \(MDS\)](#), a leading provider of Security-as-a-Service (SECaaS) for small businesses, announced that **Jason Graf** has joined its expanding executive team as Vice President of Operations. In this role, Graf will be responsible for providing operational oversight to ensure that MDS' services are implemented, managed and supported successfully by its channel partners and small business customers.

With more than 15 years of experience in servicing small businesses with IT security needs, Graf will play a critical role in helping ensure that MDS' channel partners are well equipped to support their SMB customers. Having served at the management level at various IT service providers, Graf has proven expertise in implementing operational improvement and standardization.

Most recently, Graf served as the Director of Project Services at The IT Company LLC and prior to this

role served as the IT Manager at Sword and Shield Enterprise Security and Claris Networks. A Microsoft certified trainer, he has been an instructor at New Horizons Computer Learning Center since 2012.

McNally named assistant ferry director



McNally

Cape May- Lewes Ferry (CMLF) officials announced the selection of **Michael F. McNally** of Corydon, KY as the new Assistant Director Ferry Operations. McNally, who began his duties on April 1., reports to Heath Gehrke, director of Ferry Operations.

According to Gehrke, McNally was chosen as a result of a nationwide search. "Mick has a unique combination of marine expertise, project management experience, operational skills and leadership ability that will prove valuable to the Cape May – Lewes Ferry operation," Gehrke said. "We're fortunate and pleased to have him on-board as our new Assistant Director of Ferry Operations. He's a great addition to our team."

As the Assistant Director of Ferry Operations, McNally will be responsible for strategic planning, project management, maintenance planning, capital projects, drafting and enacting standard operating procedures, and coordination of workforce training efforts.

"I'm honored that the leadership team of the Delaware River and Bay Authority selected me to handle the responsibilities of Assistant Director of Ferry Operations," McNally said. "I'm really excited to use my talents and experience to make a positive impact here. I will work hard to maintain the proud traditions of the Cape May-Lewes Ferry. It's a tremendous opportunity."

During his early career, McNally oversaw the construction of three riverboat casinos and sailed as Mate and Captain aboard high capacity passenger vessels for many years on the Ohio River. Immediately prior to joining the CMLF, McNally was the Director of Operations at the Evansville Vanderburgh County Building Authority where he was responsible for the management and construction of the new Ford Center, an 11,000 seat multi-use

Continued on next page

From previous page

arena. In 2008, he served as the Director of Facilities and Marine Services for Casino Aztar in Evansville, Indiana, a position he held for more than three years. He is a graduate of the United States Merchant Marine Academy with a Bachelor's Degree in Marine Transportation.

3 named to advisory board

The Salvation Army of Greater Philadelphia announced that its advisory board of directors has appointed three new members.

Judy Lynch, Senior Vice President, Employee Services of GlaxoSmithKline; **Scott C. Borowsky**, Founder and Executive Editor of Kane Communications, Inc.; and **Stephen M. Spaeder**, Senior Vice President, Acquisitions and Development of Equus have recently joined The Salvation Army of Greater Philadelphia's advisory board. These new appointments bring



Lynch



Borowsky

the current number of advisory board members to 27. The Greater Philadelphia area includes New Castle County, DE.

Over the coming months, the board will continue to search for additional members. Raymond H. Welsh, Senior Vice President, UBS Financial Services, serves as chairman of the board.

Gildea named M&T manager

M&T Bank has announced **Justin Gildea**, former Assistant Branch Manager, was appointed branch manager for the bank's Claymont branch.

He will lead the M&T branch team's outreach to individual and commercial customers to provide traditional financial services and customized product solutions.

He holds a BA degree from Temple University's Fox School of Business.



Spaeder



Gildea


Bixby named nurse fellow

Rebecca Bixby, medical director of La Comunidad Hispana, has been selected as one of 30 advanced practice nurses in the country as a fellow for the Duke-Johnson & Johnson Nurse Leadership program. Bixby was also selected as one of 30 clinicians making a difference by the Migrant Clinicians Network.



Bixby

A major objective of the Duke-Johnson & Johnson Nurse Leadership program is to provide learning experiences for fellows that enable them to better provide effective and efficient health care delivery to underserved populations, according to the leadership program.

Bixby, a graduate of the University of Pennsylvania School of Nursing, worked in Mexico, New Jersey and Philadelphia before joining LCH. As medical director of LCH, a Federally Qualified Health Center, she manages 12 clinical staff members and a practice that serves 3,000 patients that receives more than 7,000 visits per year. 

Editor's note: Business licenses are issued in Delaware as a revenue raising tool.

Direct Care Worker

RIPLEY ROYAL
18545 MUNCHY BRANCH RD
REHOBOTH BCH, DE 19971-8752

SODIQ MMAYEN F
MMAYEN FRIDAY
506 NINA LN
BEAR, DE 19701-1614

Professional Services

RIVERFRONT DEVLPMNT CORP OF DE
HORIZON RIVERFRONT RINK
308 JUSTISON ST
WILMINGTON, DE 19801-5165

RLA ADVISORS, LLC
900 NOTTINGHAM RD
WILMINGTON, DE 19805-2625

ROACH 3 GROUP LLC
ROACH 3 MANAGEMENT GROUP LLC
131 SOUTH KIRKWOOD STREET
131 S KIRKWOOD ST
DOVER, DE 19904-3241

ROYAL TOUCH INC THE
302 CEDAR ST
BRIDGEVILLE, DE 19933-1202

RRW INC
HISC 179 SUSSEX
17577 NASSAU COMMONS BLVD
LEWES, DE 19958-6288

RYAN ARCHITECTURE LLC
905 SHORT LN
SEAFORD, DE 19973-1135

SACRED SPACE WELLNESS CENTER
17 W RIDGE CT
NEWARK, DE 19711-2593

SAM PEREZ & SERVICES
1716 W GILPIN DR
WILMINGTON, DE 19805-1201

SCOTT SOLOMON A
SAS FILM AND PHOTOGRAPHY
21 STREAMSIDE CIR APT 3
SMYRNA, DE 19977-5821

SEASCAPE HEALTH ALLIANCE
1031 CANTERBURY RD
MILFORD, DE 19963-5511

SEITZ WILDLIFE SERVICES, LLC
568 BLOOMFIELD AVE
DREXEL HILL, PA 19026-5210

SERENITY MASSAGE BY D'LESHÉ LLC
146 LIBORIO DR
MIDDLETOWN, DE 19709-3104

SERVICES AT THE BEACH LLC
38153 KEENWIK RD
SELBYVILLE, DE 19975-4358

SHANLEY & ASSOCIATES, LLC
1523 CONCORD PIKE STE 300
WILMINGTON, DE 19803-3654

SHEA SERVICE GROUP, LLC
THE DIRT SQUAD
1017 EUCLID AVE

WILMINGTON, DE 19809-2623

SHOW N TELL SALON
482 MIDDLETOWN WARWICK RD
MIDDLETOWN, DE 19709-9192
SMILE PLACE LLC THE
773 S QUEEN ST
DOVER, DE 19904-3574

SMITH ALLISON M
15 RENAULT RD
WEST MILFORD, NJ 07480-1830

Contractor

ROBERT PAGANO, LLC
128 W RODNEY ST
SMYRNA, DE 19977-1330

RONALD PARRO
TT PAINTING LLC
8 JOHN HALL DR
OCEAN VIEW, DE 19970-9016

S. J. WILLIAMS CONSTRUCTION
12781 SYCAMORE RD
LAUREL, DE 19956-2727

Wholesale

ROCKET STORES INC
701 CORNELL DR STE F7
WILMINGTON, DE 19801-5782

ROSALIE AUTO LLC
408B MECO DR STE 66
WILMINGTON, DE 19804-1112

SAN MAR CORPORATION
22833 SE BLACK NUGGET ROAD
ISSAQUAH, WA 98029-3621

SIGNAL SERVICE INC
1020 ANDREW DR
WEST CHESTER, PA 19380-4291

Retail

RODGERS EMILY
EMY+ANNIE
1617 S STATE ST
DOVER, DE 19901-5148

SEELYE MICHA P
IAMTHEGIFTS
522 BARLEY DR
WYOMING, DE 19934-1286

SAMLACO LLC
1 CENTERPOINT BLVD
NEW CASTLE, DE 19720-4172

SMITH VENDING
669 S UNION ST
WILMINGTON, DE 19805-3852

SMITH VENDING
109 GLASGOW DR
NEWARK, DE 19702-4155

SMITH VENDING
1137 S STATE ST
DOVER, DE 19901-4112

SMITH VENDING
1601 N SPRUCE ST
WILMINGTON, DE 19802-5026

Motor Vehicle

ROSALIE AUTO LLC
408B MECO DR STE 66
WILMINGTON, DE 19804-1112

Mover

ROYAL EXPRESS
213 STONEBRIDGE BLVD
NEW CASTLE, DE 19720

SECOND STEP TRANSPORTATION LLC
131 DARLING ST
NEWARK, DE 19702-3776

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