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## This week

**Extended stay hotel coming to Wilmington 6**



**European paper/packaging company eyes Delaware. 9**

**Agreement with state clears way for Uber to operate in state 13**



Photos by Doug Rainey and Eileen Dallabrida.. Design by Doug Rainey



# Former medical examiner enters no contest plea


Former state Chief Medical Examiner Dr. Richard Callery has pleaded no contest to two counts of misconduct in office.

The charges related to the misuse of state resources while running a side business using state personnel and resources while also serving in his official capacity.

He will be sentenced on September 11. The charges carry a potential penalty of up to 1 year in prison for each count,

The plea requires that Callery repay the state \$100,000 in restitution and surrender his medical license for any period while he is under court supervision.

The plea concludes a joint investigation by the Delaware State Police and by Department of Justice prosecutors.

An investigation of the Medical Examiner's Office also led to the discovery of numerous problems related to handling of evidence in drug cases. 



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# Delaware health care startup wins international honor



[Cansurround](#), a Wilmington-based startup, won first place on June 5 in competition at the Doctors 2.0 & You conference on the campus of Cité Universitaire Internationale in Paris.

## CAN SURROUND

Doctors 2.0 & You provides a view of state-of-the-art tools and services linking patients and physicians with all other health care stakeholders,

according to a release.


CanSurround one of seven digital health start-up finalists competing in the contest, which required a live presentation to a five-person jury who hail from Israel, Germany, Switzerland, Ireland and United States.

An estimated 2,000 participants worldwide followed the event live on Twitter ([#doctors20](#)).

The award-winning presentation was made by CanSurround co-founder Meg Maley, RN, BSN, and CanSurround advisory board member Liza Bernstein, who, in addition to being a digital health and human-centered design consultant, is also a 3-time cancer survivor and advocate.

“This recognition is very special and exciting for all of us on the CanSurround team,” said Maley. “Each of us has a passion for helping people through intensely difficult chapters in their lives and easing pain and suffering. People can heal without being cured, and vice versa. At CanSurround, peace is our purpose.”

CanSurround is a personalized web and mobile experience that delivers information and intervention via multi-media technology platform. It engages

and helps all of the people who are affected by the cancer diagnosis—the patient, family, friends and co-workers. CanSurround was incorporated in Delaware in 2013 and in January 2015 began beta testing, creating industry partnerships and validating its business model. The official commercial launch is slated for fall of this year. 



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# Fashion Center lures marquee names Tax-free hot spot

By Eileen Dallabrida

**E**ven before it opens, the [Christiana Fashion Center](#) is shaping up as a destination for first-in-the-market retailers.

Saks Fifth Avenue OFF 5TH has come on board at the 650,000-square-foot center new under construction near Christiana Mall, joining Nordstrom Rack, REI and, most recently, The Container Store, which has achieved a cult-like following among consumers.

The developer, North Wilmington-based Allied Properties, has long had Saks Off 5th on its wish list for the center. Other names on the list include Brooks Brothers, DSW, Ulta, Wine and Beyond and

Whole Foods, as well as a big box golf store and an entertainment center.

Allied, which also owns Concord Mall, Merchants Square and Christiana Town Center, has longtime relationships with major retailers and is leveraging that clout to sign big-name merchants, says Jim Oeste, Allied's vice president of real estate.

Christiana Fashion Center has overcome legal hurdles and major construction at the confluence of Interstate 95 and U.S. Route 1 on its way to becoming the next major retail center in what has emerged as a mecca for merchants. Christiana already is home to the iconic Christiana Mall and a big box

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# Saks OFF 5TH joins bevy of sought-after retail brands

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center that includes Costco, Michael's, hhgregg, Pier 1 and several chain restaurants.

A shank shot away, developers have applied to build a mixed-use and residential and retail community on property formerly owned by Cavaliers Country Club.

The 37-year-old Christiana Mall is near buildout with the recent opening of a multiplex theater the owners hope will attract younger audiences. Inside the mall, management is focusing on refining its mix of tenants. Another big draw is outdoor retailer Cabela's, which opened last year adjacent to the mall.

No major announcements about new retailers have been made in 2015 at the mall owned by General Growth Properties.

At the fashion center, Saks OFF 5th will be 32,000 square feet and will be sited next to Nordstrom Rack. Currently, the closest Saks outlet is located at Philadelphia Mills in Bucks County, Pa., a shopping center formerly known as Franklin Mills.

The new store will feature an open, modular layout and will offer ready-to-wear apparel, accessories, a children's department, beauty and a travel department.

"Christiana marks our first Delaware location, and we are thrilled to bring our outstanding product and renowned value to the people of New Castle County," said Jonathan Greller, president of outlets for the Hudson Bay Company, Saks' Canada-based parent. "We believe Saks Fifth Avenue OFF 5TH Christiana will become the must-shop destination for luxury merchandise at an affordable price."

The first phase of the center has an expected delivery date of late fall and will include 12 retailers, Oeste says. Allied has permission to develop up to 915,000 square feet in the open-air lifestyle center.

Malls and shopping centers are enjoying the best time in years, according to the International Council of Shopping Centers (ICSC) and the National Council of Real Estate Investment Fiduciaries (NCREIF).

The trade groups recently reported data for 2014, reflected record gains in rents, occupancy and net operating income. Mall occupancy rates rose to 94 percent, the highest since 1987. Occupancy rates for all retail centers were 93 percent, the most robust since the economic downtown of September 2008.

The bottom line: shopping center operators made more money.

Net operating income posted the highest growth in the past 14 years at both shopping centers and malls.

Saks OFF 5TH is in growth mode, most recently making its debut in San Francisco and announcing a new store in Brooklyn. Same-store sales—that is sales at stores open a year or more—are up 12.1 percent.

Hudson Bay plans to grow Saks OFF 5th on both sides of the border, opening 25 stores in the United States and seven in Canada. 



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# Construction gets under way on extended-stay hotel in city

**W**ork is under way on the \$10 million renovation of a downtown Wilmington office building into a Residence Inn Marriott extended stay hotel.

“By locating in the heart of downtown, the Residence Inn Marriott can become an ideal location for leisure travelers looking to explore the historic city, nearby restaurants and numerous retail shops,” said Mayor Dennis Williams. “As we look to continue the growth and development of downtown, a new hotel will make Wilmington even more competitive as a destination for meeting, conference, and convention business, as well as, build Wilmington’s reputation as an attractive destination for regional travelers.”


The \$10 million construction and conversion project will redevelop the office building on north Market Street into a 96-room hotel in the Brandywine Gateway area. The new hotel will create 20 full-time and 15 part-time positions.

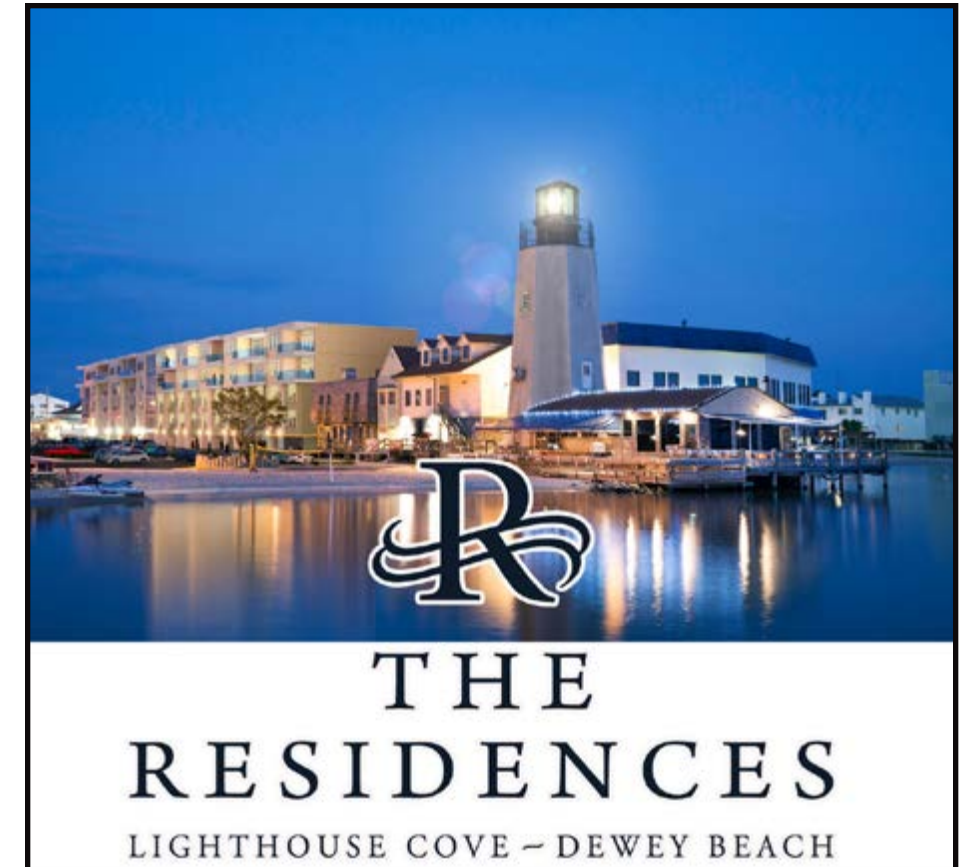
The hotel aims to fill a niche in the market from lawyers and other staff who may require space for a longer stay.



**This building will be converted into a hotel**

Hotel developer, Canon Hospitality Management will offer a scholarship and internship opportunities for youths in the City of Wilmington to continue their academic growth and also learn skills in hospitality management. [The sale of the building](#) was announced early this year.

The building had been vacant in recent years. It may be best known as the office of Beneficial National Bank, which was later sold to Sun National Bank of New Jersey. Sun later sold its Delaware branches to WSFS. 





# Medical marijuana center slated to open on the 26th

The state's first medical marijuana dispensary will open at the end of this month.

This comes nearly four years after passage of a law authorizing the center. Delays came amid concerns about the stance of the federal government regarding medical marijuana and finding a company to operate the site.



Last year, it was reported the center would open in early 2015. [The First State Compassion Center](#) will open at 37 Germain Drive, in an industrial area just west of Wilmington. The phone number is 302 543-2100.

The center will hold a patient orientation session prior to the opening on June 26. Those with last names from A-M can visit the center on June 18 from: 10 a.m. to 2 p.m. can pre-register. Those with last names from N to Z can pre-register on June 19th during the same hours. The center has set up a [Facebook](#) page that is responding to some questions.

Only those with valid medical marijuana cards and

state ID can attend the orientation.

According to the Compassion Center website, physicians may authorize a patient to use marijuana to treat symptoms of cancer, multiple sclerosis, HIV and AIDS, Hepatitis C, Lou Gehrig's disease, Alzheimer's disease or

the physical manifestations of post-traumatic stress disorder.

Conditions that cause severe, debilitating pain, wasting syndrome, intractable nausea and seizures are also covered by the medical marijuana law.

Use of medical marijuana remains tightly regulated with prescriptions allowed for only a few conditions authorized for use of the cannabis grown at the center.

A law that would allow use of medical marijuana for children suffering from seizures that are not treatable by other means [recently passed both houses](#).

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# Amazon to add 500 jobs at Middletown Fulfillment Center

**A**mazon.com plans to hire another 500 full-time workers at its Middletown Fulfillment Center.

We are hiring more than 500 full-time associates at our Middletown fulfillment center, company spokesman Aaron Toso stated in an E mail message.


The hiring is beginning immediately. Amazon hosted two upcoming hiring events – June 10<sup>th</sup> and today at the fulfillment center at 560 Merriman Ave. The events run from 8:30 a.m. to 4:30 p.m.

“During these hiring events applicants will come in and apply, show their proof of a high school diploma or equivalent and leave with a job offer,” Toso stated. Toso also noted that Amazon associates receive access to health care benefits, performance bonuses, corporate stock awards and a matching 401k program on their first day of work.

“We also offer our employees innovative programs like Career Choice, where we pre-pay up to 95 percent of tuition for courses related to in-demand fields, regardless of whether the skills are relevant to a career at Amazon,” Toso said.

A little more than a year ago, Amazon had announced plans to hire another 500 workers [Delaware-OnLine.com](#) reported the company employs about 2,500 at the site.

Amazon opened the Middletown center in 2012, with the help of incentives from the state of Delaware and the Town of Middletown.

Amazon opened its first East Coast distribution center in New Castle. That site remains in operation. In addition to the full-time hirings, Amzaon.com also adds seasonal works for the holiday rush. 

## *Compassion Center tightly regulated*


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The center will only be allowed to cultivate up to 150 marijuana plants, and keep inventory of no more than 1,500 ounces of the drug. Stringent security and financial requirements are also in place.

[Fewer than 400 people](#) carry the cards, *USA Today* reported.

Former State Trooper and lobbyist Mark Lally heads the center. He has headed M.S. Lally & Associates, “a governmental affairs and strategy consult-

ing firm specializing in government relations in the State of Delaware, according to his LinkedIn profile. Lally was involved in a lawsuit with a former partner over plans to open a marijuana dispensary downstate. However, that lawsuit was dismissed, apparently after a settlement was reached, the [Cape Gazette](#) reported.

There have been continuing calls for a medical marijuana dispensary downstate, although the law calls for the establishment of one center prior to any expansion. [Click here](#) for a *Business Daily* story from 2014 on the center and its organizer. 



The advertisement features a logo at the top consisting of three stylized human figures in blue, green, and purple. Below the logo, the text reads: "Covering your meeting needs from start to finish, all in one place." The lower portion of the ad shows a photograph of a man in a white shirt smiling in a conference room setting. At the bottom of the ad, the text "UD Conference Services" is displayed.



# European packaging company eyes Delaware plant site

**A** European paper/packaging company is looking at a plant in Delaware.

Details on the plant that would be operated by AB Group Packaging Inc. have not been disclosed.

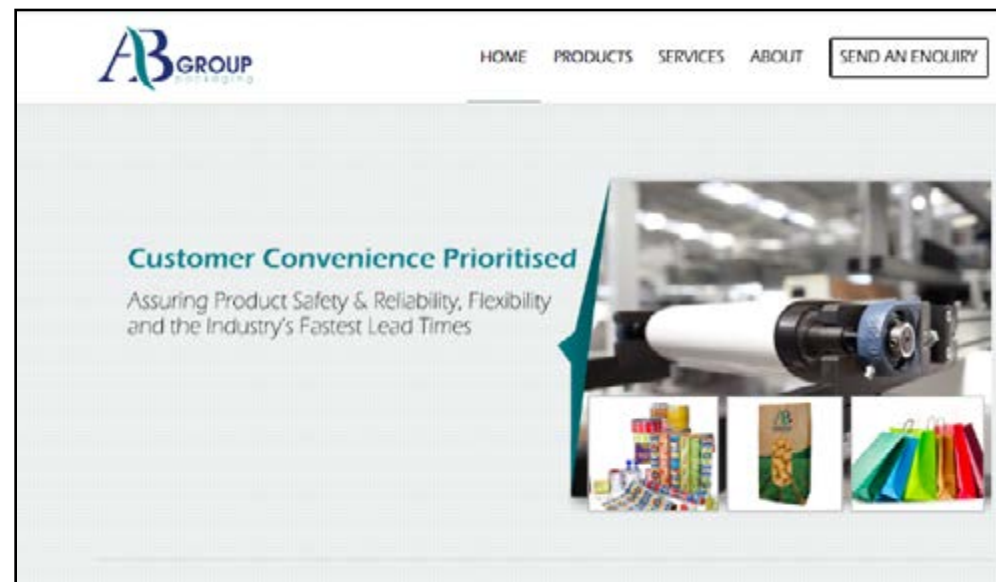
AB Group Packaging manufactures paper bags, plastic bags and flexible packaging for buyers across a broad range of market sectors, including online and express delivery retailers, according to the company's website.

The company has sites in Ireland, Spain and the United Kingdom and has been in existence for three decades. The website also indicated the company exports goods to the United States.

A request for a financial package is expected to go before the Council on Development Finance (CDF) at a public hearing next Monday.

The meeting will also include an executive session that is closed to the public.

The council recommends funding requests to Alan Levin, the outgoing director of the Delaware Economic Development Office. He will be succeeded in July by deputy director Bernice Whaley.



Levin did confirm that a request will go before the council at the meeting. He said the cost of doing business outside the U.S. is prompting European and other manufacturers to take look at the U.S.

In 2013, Delaware lost a packaging manufacturing site in Harrington when the Delaware Color Box plant was closed by Georgia Pacific. Production was moved to other plants of the giant company. It is not known if that site is in AB's plans.

Delaware has seen some success in attracting overseas companies to the state.

Uzin Utz AG, A 114-year old German company is building a grouting material plant in Dover.

Earlier this year, packaging company Zacros

America Inc. announced that it will move its Hedwin Division, along with 154 manufacturing jobs, from Baltimore to a site in Glasgow. Zacros is part of a Japanese company.

Financial packages for companies have come under scrutiny from legislators, due to tight budgets and the belief that the practice amounts to "corporate welfare" in a period of diminished resources.

Economic development officials point to the relatively modest scope of the packages that typically gain back the state spending in a short period of time. This is often due to the personal income taxes paid by holding additional jobs that are created. **bb**



# New Fisker to build luxury sedan in southern California

[Fisker Automotive and Technology Group](#) will open a 150 employee boutique manufacturing plant in California that will build a luxury sedan, that had been known as the Karma.

The plant is to be built in Moreno Valley, a short distance from their headquarters in Costa Mesa in Orange Count, CA.

FATG will produce the \$100,000 plug-in hybrid electric vehicle at the California manufacturing facility for worldwide sale.

At the start of production, the company expects to create 150 full-time manufacturing jobs. No timetable was announced.

“FATG believes in the quality, work ethic and competitiveness of manufacturing in the United States,” said James Taylor, chief marketing officer of FATG. “California’s natural beauty, trend setting, technology, and environmental focus are perfectly aligned with our Karma re-launch.”

Taylor said the proximity of this plant to our engineering and design headquarters will yield the highest quality product and maximum flexibility to meet our customers’ expectations.”



“The governor has established ambitious goals for California to lead the world in the reduction of greenhouse gas emissions through the development and adoption of clean vehicle technologies. I am proud to welcome Fisker Automotive’s new advanced manufacturing vehicle technology plant in Moreno Valley, California,” said Michael Rossi, senior advisor on Jobs and Business Development to California Governor Jerry Brown.

The Karma was produced under contract in Finland by Fisker Automotive prior to its shutdown and bankruptcy filing in Delaware.

The luxury vehicle was praised for its looks, but was plagued by a host of problems as Fisker burned through a combination of private capital and a portion of a federal loan, as well as a \$20 million financial package from the State of Delaware.


The new owners have vowed to fix the problems and also bought battery-maker A123 Systems, which had supplied Fisker. The new Fisker also announced plans to provide service and parts for existing Karmas.

Fisker assets were purchased out of bankruptcy by Wanxiang, a Chinese parts supplier and assembler of hybrid commercial vehicles

Fisker also ended up with the former GM Boxwood plant in the asset deal. The plant was to have built the mid-sized Fisker Atlantic plug-in hybrid. The new ownership group has indicated that it wants to develop the Atlantic, but has set no timeline for its introduction.

New Castle County has indicated it might attempt to buy the plant as a way to ensure the site remains available for manufacturing or other industrial purposes.

During the past year, the spotlight has shifted away from Fisker and toward Tesla, a maker of a pure electric veicle that is also built in California.

Tesla has announced plans to build a [\\$35,000 electric sedan](#) that would target the same market as the Atlantic. 



# Dogfish Rehoboth variance request to be reheard on Monday

**T**he Rehoboth Beach Board of Adjustment will again hear a request for a variance for the upgrading of the Dogfish Head Brewings and Eats restaurant project at 320 Rehoboth Avenue. The meeting is slated for Monday June 22, at 7 p.m. in the Commissioner's Room in City Hall.

The board earlier turned down the request by a 3-1 vote citing size, esthetics, parking and other issues. That resulted in a fire storm of criticism from fans of the craft brewing company and some residents, especially after one board member said the establishment could avoid the issue and [move outside the city.](#)

Rehoboth spent several years working to revitalize its main street area after some establishments did move elsewhere. Vacancies are few, but tensions have grown with government officials over issues such as noise and swimming pool parties.

Dogfish got its start in the 1990s at the Rehoboth location and went on to become one of the nation's 15 largest craft brewers. Its brewery in Milton, a short drive from the beach, is a drawing card in the tourism-driven coastal Sussex County economy. The company, about a year ago, completed a \$45 million expansion of the brewery.

Critics of the board say the denial sends a bad message regarding the town's business climate.

The variance is required because of the beach town's 5,000-square-foot restaurant size limit. The size limit was aimed at discouraging beach club complexes like Seacrets in Ocean City in Rehoboth. The size limit was grandfathered in for other larger restaurants that were already built.

[Nicola Pizza](#), a Rehoboth mainstay, had earlier battled to build an expanded



Photo from Dogfish Head

complex in the city after being forced to turn away patrons during peak times, the *News Journal* reported. The variance is being sought by Mariah Calagione of Red Wagn LLC, owner of the property. She is the wife of Sam Calagione and a cofounder of Dogfish Head, a privately held company.

Dogfish had earlier purchased the adjacent Finbar restaurant. However, that Irish-themed establishment, which is now closed, is not part of the proposed project. Dogfish Head also has a few brewpub franchises in the Washington, D.C./VA area, but has mainly focused on its brewing business and more recently an inn in Lewes. The Rehoboth location also operates a tiny distillery.

Should the plan fail to gain a variance a second time, Dogfish Head has the option of taking the matter to court.



# Jet Blue joins Florida fray; Frontier, Qatar airline updates

[Jet Blue](#), the highly regarded carrier that has made a go of offering discount-priced flights from Philadelphia, is adding Florida service in the late fall.

In November, Jet Blue will add service to Fort Lauderdale from Philadelphia.

At Baltimore-Washington, Jet Blue is adding flights to Orlando and Fort Lauderdale, also in November.

The additional service is good news for Delaware passengers who have no assurance that Frontier Airlines will return to New Castle Airport in the winter with flights to the Sunshine State.

It also means we will see a three-way battle for Florida passengers with Southwest and American/UsAirways over the winter months.

After Southwest and Airtran, later bought by Southwest, failed to make Philadelphia service to the Boston area work, Jet Blue has been able to make money with its schedule.



Jet Blue is able to connect passengers to long-distance flights from the Massachusetts city, aiding the bottom line from Philadelphia.

In the meantime, flights from Philadelphia to Boston remain one of the summer's best travel deals as American/USAirways and Jet Blue compete on the route.

## Frontier service stable in region

Meanwhile, Frontier was the subject of a cover story

in the [Denver Business Journal](#) that took note of its decision to drop more than 40 percent of its flights from Denver.

One nugget from the story - the flight schedule from Trenton has dropped about 6.5 percent.

**Continued on next page**



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## From previous page

Add in new service from Philadelphia and subtract flights from Delaware and the total number of flights in the region is stable, or perhaps up a bit.

Frontier has shifted flights out of Denver as Southwest beefs up its schedule and the carrier looks for spots where its ultra-low fares (very low base fares and charges for luggage) formula works better.

## Qatar Airways to fly Airbus jet into Philadelphia

Qatar Airways will fly the Airbus A350 XWB, into Philadelphia.. The airport will be the first destination in the US to be served by the airline with the new aircraft. It's good news for the Delaware Valley, which has a number of companies like DuPont, with far-flung operations overseas.

The airline and others operating in the emirates are drawing praise for their customer service and criticism from U.S. airlines that claim the service is subsidized.

Qatar and two other carriers in the region have firmly denied claims by US carriers and challenged U.S. Airlines need to improve their customer care on lucrative international routes.

Qatar Airways plans to begin operating an A350 on its daily service from Doha's Hamad International

al Airport to Philadelphia International Airport on New Year's Day 2016. Doha and other cities in that region are also gateways to service to Asia and Australia.

The date will coincide with the launch of services to Los Angeles, one of three new Qatar Airways destinations in the US for 2016.

Flying a long-haul service to Philadelphia, which is a key business and leisure destination and one of the busiest airports in the US, will enable Qatar Airways to maximize the A350's efficiency and performance and allow its US passengers with the first opportunity to try the world's newest aircraft, a release stated.

Qatar Airways Group Chief Executive, Akbar Al Baker said: "We are very pleased to announce the launch of our first A350 service to the United States. Philadelphia is the sixth largest metropolitan area in the USA and is an important international business hub that is home to seven Fortune 1000 companies. With the launch of the new A350 service from January 1st next year, Qatar Airways will be further strengthening its position in Philadelphia and the US overall as an airline offering passengers a world-class travel experience."

Starting on 1st March 2016 and 16th March 2016, the A350 will fly on one daily flight to New York and also to Boston.



# Trending

The following stories in [DelawareBusinessDaily.com](http://DelawareBusinessDaily.com) recorded the most visits in the past week.

1. [Delaware tops list in places to retire ranking from Kiplinger's](#)
2. [Man and woman arrested for selling alcoholic drinks on Facebook](#)
3. [Ground broken on \\$10 million hotel project in Wilmington](#)
4. [Elliott runs out of Morning Drive Time at WILM](#)
5. [Business people: June 10-16, 2015](#)
6. [Owner held on \\$360,000 bond after drug raid of Claymont tobacco store](#)
7. [Former Philly TV anchor Larry Mendte to take over WILM morning drive, website reports](#)
8. [Chemours to trim workforce as spin-off approaches](#)
9. [Christiana Mall area moves into the fast lane](#)
10. [Wilmington-based start-up wins international honor](#)

# Memo of understanding with DelDOT paves way for Uber in Delaware

The Delaware Department of Transportation has signed a memorandum of understanding with Uber to approve the operation of the ride share company in the state.

have already been using Uber, which operates in the Philadelphia area.

Delaware, including background check requirements, minimum insurance coverage, and other standards to promote safe and responsible service.

The agreement establishes requirements for Uber and drivers who use its platform to operate in

**Continued on next page**



Uber summons drivers via an app on a mobile device. The service has been bitterly fought by taxi companies in other areas that cite safety issues.

Uber says its background checks and other precautions match those of taxi operators.

The company has raised billions of dollars from private investors and is making a splash overseas.

Uber is seen as a “disruptive technology” that will change the taxi industry. Some cab companies have already launched their own apps in response.

An agreement with Uber was widely seen as necessary in ensuring that Delaware is viewed as a tech-friendly state. Government officials in the state have expressed support for the service

Based on media reports, passengers in Delaware

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The poster features a central graphic of a large blue gear with a yellow hexagon in the center. To the left of the gear is a small image of a person grilling food. The background is dark blue.



# Uber memorandum of understanding praised by Markell

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“Uber offers a new, innovative, and in-demand model of providing public carrier services, and the effort to establish this agreement shows Delaware’s continued commitment to embracing the innovations of our new economy,” said Gov. Jack Markell. “I applaud the work of our Department of Transportation and Uber representatives to give Delaware riders the opportunity to benefit from the Uber experience, and to provide employment opportunities for Delawareans who choose to partner with the company to provide rides.”

Companies like Uber and Lyft have become technology industry stars as more passengers choose their services rather than shuttles and taxis.

“With the leadership of Governor Jack Markell, DelDOT Secretary Jennifer Cohan and DMV Director Scott Vien, Delaware has signaled it embraces innovation and supports more choice and opportunity,” said Jon Feldman, general manager for Uber. “We look forward to continuing to work together to create a permanent regulatory framework for ride-sharing, connecting residents and visitors with safe, affordable and reliable rides and creating jobs along the way.

Under the MOU signed with Uber, drivers

authorized to use the company’s platform must also meet licensing and vehicle requirements and will be prohibited from picking up or soliciting riders from a designated street hail area, such as those located in front of train stations and airports. Uber will be subject to frequent comprehensive audits to ensure

the company and its partnered drivers are fulfilling the requirements.

Other TNCs would be held to the same standards if they wish to establish operations in Delaware.



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## Housing developer opens office in downtown Wilmington

Housing Development Corporation MidAtlantic opened a new office in Wilmington.

The office, at 1201 N. Orange St. serves as a hub for HDC MidAtlantic's expansion into Delaware. HDC MidAtlantic is a Lancaster, PA-based nonprofit affordable housing developer whose property management portfolio includes developments in Dover, Smyrna and Wilmington.

HDC MidAtlantic is currently building 72 new, general occupancy affordable housing units at The Flats in Wilmington. The Flats neighborhood was the creation of philanthropist William Bancroft to meet demand for workers' housing in Wilmington during the early 20th century. Bancroft, who established the Woodlawn Company in 1901, built The Flats over the course of a decade.

Woodlawn Trustees, Incorporated, which owns The Flats property, sought to replace 430-units of obsolete housing and build new, energy efficient affordable apartments.

Woodlawn selected HDC MidAtlantic to secure



### The SkillsUSA competition

funding, develop and manage Phase 1 of the redevelopment. Demolition began this spring and construction kicked-off at a groundbreaking ceremony last month.

In addition to working on Phase 1, HDC MidAtlantic submitted an application to fund Phase 2 of The Flats. The second phase will include 108 new affordable homes for rent and is expected to close later this year.

HDC MidAtlantic Senior Development Officer Mimi E. Rayl, is based in the Wilmington office. Rayl, who joined HDC MidAtlantic in February 2015, has more than 20 years of real estate development experience in for-profit and non-profit organizations as well as experience as an urban and

regional planner in state and local government.  
**Corrado co-op members earn first place honors**

Two members of the Corrado Construction Co-Op program received top state honors.

Michael Compton and Eric Pearlman received first place awards for their participation in the state Skills USA TeamWorks category. Both are from St. Georges Technical High School.

Delaware SkillsUSA is a Career and Technical Student Organization aims to ensure a skilled and trained workforce.

The TeamWorks category consists of teams of four students who are required to build a construction project over the course of three days that demonstrates the ability of the students to work together as a team by using carpentry, electrical, plumbing and masonry skills.

After graduation, Michael and Eric will remain with Corrado as "Green Hats". They will head to Louisville, KY June 22-26, 2015, for the 51st Annual National Leadership and Skills Conference (NLSC).



# Video outlines vision for First State Crossing redevelopment

*Click on image below to view video*

Tevebaugh Associates, a Wilmington architectural firm and Commercial Development Co. released a video outlining the vision for the First State Crossing commercial



redevelopment project. Commercial plans to redevelop the former Evraz Steel site and reestablish Delaware's historic First State crossroads in Claymont.

Claymont's history dates back to the 1600s when Kings Highway (Philadelphia Pike) crossed Naamans Creek.

In 1827, the Philadelphia, Wilmington, Baltimore Railroad (now Amtrak) was built through town.

The late 20th Century saw I-95 and I-495 converge in the same area.

The project aims to “create a commercial crossroad that unites highway, rail, and river transportation and positions First State Crossing for 21st Century redevelopment. This Master Concept Plan envisions a mix of uses to capture the value created by the highways, railroads, and Delaware River,”

Proposed uses include First State Corporate Center offices on the high profile northern gateway; First State Employment Center with research, office, manufacturing, and warehouse uses in the center area; First State Transit Center served by rail, bus, auto, bike, and pedestrians to serve existing and stimulate new development; and First State Logistics Center for multi-modal truck, rail, and river users.

“The 420 acre First State Crossing redevelopment will transform this historically significant site into a mixed-use economic growth engine for Delaware and also preserve Naamans Creek for active and passive recreational uses,” the release concluded.



**Returning in September**

**DEVELOPMENT DIGEST**

Remember when the Delaware Business Ledger used to print its “Development Digest?” It was a highly anticipated report on commercial real estate, construction and other aspects of our vibrant local development community. We are pleased to announce its return in September under the Delaware Business Bulletin/DelawareBusinessDaily.com umbrella.

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 **business bulletin**  
YOUR WEEKLY ELECTRONIC BUSINESS JOURNAL

Business news now - not later

# Sussex County to rebrand Georgetown airport

**T**he Sussex County Council this week endorsed a plan to rename the Sussex County Airport to Delaware Coastal Airport as part of a nearly \$40 million modernization effort.

Work has included extending the main runway, leasing new hangar space, and marketing the airport to the general aviation community.

The market for the airport includes well-heeled visitors with access to private aircraft. Summer at the beach typically features a few celebrity sightings as coastal Delaware continues to show up on national “best of” lists.

Scheduled airline service is not believed to be an option, due to the airport’s proximity to Salisbury, MD.

The name change, which requires notification to the Federal Aviation Administration, is expected to gain a final OK at the end of the summer.

“Delaware Coastal Airport is a new name for what is, in many ways, becoming a renewed, modernized transportation hub here in Sussex County,” County Administrator Todd F. Lawson said. “We believe this new name better reflects what and where we are; it clearly puts us in the mid-Atlantic region, and we

are confident the Delaware Coastal Airport brand will help draw more business, more visitors, and further drive economic development in Sussex County.”



The new Delaware Coastal Airport name and logo draw on the county’s proximity to beaches, that attract millions of visitors each year.

Lawson noted that the former Sussex County Airport name did not carry a sufficient ‘sense of place’ outside the county or Delaware.

A consultant’s report in 2013 recommended a name change for the airport.

The new brand and logo were developed, with input from county staff, by Milford resident Ben Muldrow of Greenville, SC.-based Arnett Muldrow & Associates.

“For years, the airport has had a bit of an identity crisis,” Lawson said. “To some, it’s the Sussex County Airport, others call it the Georgetown

Airport, but those names don’t make clear where Sussex County is and what the area has to offer. Delaware Coastal Airport does that.”

For more than a decade, the county has made a host of improvements at the airport that range from new tie-down aprons lighting to a new crosswind runway and extended main runway.

The latter project – extending the main runway from 5,000 to 6,000 feet – would accommodate larger aircraft, including Boeing 757s, which would fly into the airport for conversion work at manufacturer PATS Aircraft Systems in nearby Sussex County Industrial Park. The first of two 500-foot extensions is already complete.

County Council President Michael H. Vincent applauded county staff and the brand consultant for their work on the project, saying he looks forward to the brand helping to land new opportunities and introduce visitors to a 21<sup>st</sup> century airport and community.

“As they say, the sky’s the limit, and we’re certainly looking to Delaware Coastal Airport to help put Sussex County on the map,” Vincent said.





# Income tax increase for highest bracket a terrible idea

As legislators struggle with tight budgets, a terrible idea has emerged in Dover.

A few Democrats, the most vocal being Rep. John Kowalko, of Newark, want to raise the top individual income tax rate for those making from 6.6 percent, currently charged on incomes above \$60,000, to 7.85 percent and/or cut back on deductions on home mortgages or other things. The 7.85 rate would apply to incomes of more than \$125,000.

Kowalko says the higher rate will raise \$25 million and ease the looming budget crunch. I commented on Kowalko's Facebook page that the state might as well hire vans to move wealthier people out of the state to neighboring Pennsylvania. Kowalko and friends fired back, claiming I know little about economics for someone who has a business blog.

While one can argue about my knowledge of the



**Doug Rainey**

dismal science, I did listen closely to those who were around when the state went through a nearly catastrophic financial crisis a few decades ago. Top tax rates had risen so high that the economy had stagnated. Irving Shapiro, the CEO of DuPont, wrote a now legendary *Wall Street Journal* piece slamming the state's business climate.

Gov. Pete DuPoint, working in a bipartisan fashion, pushed through a number of reforms that included a lowering of the top tax rate and putting together the Financial Center Development Act, a piece of legislation that continues to pay dividends.

It is true that Delaware's top personal income tax rate is nowhere near the top figure recorded in the 1970s and remains well below the rate of California. More troubling are indications that wealthier Delawareans have moved across the line in Pennsylvania, a state without about half the income tax rate of Delaware.

In a few cases, this may have contributed to some businesses moving across the line. Granted, affluent

parents pay higher property taxes. Still, the thinking is that the bigger tax bill is well worth the cost, since they will reside in some of the best public school districts in the nation, one example being Unionville-Chadds Ford. With schools of that quality, private school tuitions may not be seen as a necessity.

Moreover, some wealthy empty-nesters and retirees can head to Florida in preparation for living more than half of the year in the Sunshine State. It's a long-time tradition in Delaware and will only accelerate with a higher top rate. Delaware kept a higher top income tax rate in place, after revenues failed to snap back from the deep recession of 2009. It could also be argued that incentives to bring wealthier folks back to the state might actually raise that \$25 million, but that idea would be a nonstarter for many on the left.

In the end, a second tax hike, like the estate tax that remains on the books, might raise only a fraction of Kowalko's estimate and could simply accelerate the flight to other locations by those with the means to so.

# Newark Post owner expands; Mendte on morning drive at WILM

The owner of the *Newark Post*, Cecil Whig and the *Star Democrat*, Easton, Md. has acquired the Southern Maryland weeklies from the *Washington Post*, now owned by Amazon.com founder Jeff Bezos. Terms were not disclosed. Buyer is Minneapolis-based Adams Publishing Group.



Adams is essentially rebuilding the old Chesapeake Publishing Corp., which sold the southern Maryland weeklies several years ago to the Post. The papers under the Adams umbrella operate under the name APG Chesapeake.

Adams appeared to pass on the purchase of the Post's Gazette newspapers that ring Washington, D.C. Those newspapers were shut down, resulting in the loss of 40 jobs.

Chesapeake, during most of its existence, was a tightly run group of dailies and small weeklies. At its height, Chesapeake had a stable of papers in an area extending from southern New Jersey to Williamsburg, Va.

Family owned Adams earlier purchased the remains of the debt-laden former American Consolidated Media, minus newspapers in Oklahoma, Texas and Kansas that are now under the ownership of *Dover Post* owner Gatehouse. American Consolidated had been owned by its lenders prior to the sale of its holdings.

The Minnesota connections come from American Consolidated's purchase of papers in northern Minnesota and Wisconsin. Those entities are now under the Adams umbrella, along with a group of small dailies and weeklies in Ohio.

By most accounts, APG has kept staffing stable, but has not beefed up the Whig and Post, both of which remain bare bones operations. In the case of Elkton,

employment fell from 100 to a dozen or so under American Consolidated after a printing plant and other operations were moved to Easton and Texas. Meanwhile revenues plunged.

Staffing is said to still be more robust in Easton, which also operates a cluster of weeklies in adjacent counties. *Note: The author was an employee of Chesapeake.*

## Mendte seeks ratings rebound

Former TV anchor Larry Mendte is taking over the morning drive spot of WILM, Wilmington and WDOV, Dover.



**Mendte**

The job at the iHeart, formerly Clear Channel, AM station had not been permanently filled since the departure of Bruce

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Elliott last winter. Elliott came to the station after holding down a slot at WBAL in Baltimore. Two posts on social media indicated that Mendte has been on the air for a week or so.

His entry into the AM market remains a low-key affair, with no formal announcement and no listing of the show on the station's website. Radio stations typically make such announcements with heavy promotion that includes press releases and billboards.

The programming move comes as news and talk rival WDEL expanded to the FM dial at the 101.7 frequency, following the buyout of an R&B station with a transmitter in Salem, County NJ. The expansion allowed WDEL to fill in gaps in its signal coverage.

Under the ownership of the Hawkins family, WILM had on of the largest radio news operations in the Mid-Atlantic, despite limited signal strength.

The family sold the station to Clear Channel, which moved to a conservative talk format, with radio mainstays, such as Rush Limbaugh and Sean Hannity.

Of late, the station has been sharing broadcasts with WDOV in Dover. Mendte is best known for his stints as a news anchor at two of the top three TV stations in Philadelphia. He moved to KYW in Philadelphia from the WCAU with plans to take on long-time No. 1 Action News on Channel 6.

At the time, Mendte and wife Dawn Stensland were viewed as the golden couple of local TV news, with Stensland holding down the anchor slot at the Fox affiliate for several years.

Mendte's big market news career ended up when he was fired for allegedly hacking into the emails of former co-anchor Alycia Lane in a made-for-tabloid-TV scandal.

Lane later took an anchor job in California, but at last report was unemployed.

More recently, he has been hosting shows at smaller TV stations that include a show carrying the title of "The Delaware Way." He also did some weekend work for WABC radio in New York City.

A talented host and news anchor, Mende will be faced with the task of rebuilding WILM's ratings

## Motivate the State seeks 1 million miles of physical activity

A new campaign called "Motivate the First State" launches and will encourage regular physical activity by rewarding participants with a contribution to three Delaware charitable organizations - Special Olympics Delaware, Boys & Girls Clubs of Delaware, and The YMCA of Delaware.

Governor Jack Markell is challenging Delawareans to achieve one million miles of physical activity between June 1st and December 31st. "Join me on the trails, sidewalks and bike paths," he said. "Together, we can log one million miles of physical activity and make each step, each pedal stroke count for Delaware charities that help our kids, our families and our citizens with special needs."

Any Delaware resident is eligible to join the campaign and track their activities in an online community supported by [Plus3.com](http://Plus3.com). Healthy activities span a range of options, from walking, running and cycling, to drinking water, to eating fruits and veggies, to dancing, to gardening, to many other activities. Adults and youth of all ages are eligible to participate.

# DuPont rolls out chargable Corian service for mobile devices

DuPont Building Innovations is now offering a “cordless” option for its venerable Corian engineered material.

The company has launched Corian Charging Surface, a new technology that powers up mobile devices without the need for wires and plugs cluttering the countertop. The offering is on display in Chicago this week at NeoCon 2015, the largest commercial interiors show in North America.

Corian Charging Surface uses a transmitter hidden just below the surface to safely transfer energy wirelessly to a receiver within or attached to a smart device, such as a mobile phone or tablet.

“Corian Charging Surface will change the way we think about surfacing solutions,” said Angela Strzelecki, North America business director, DuPont Building Innovations. “This product is combining design and technology to offer businesses, architects and designers a new way to solve challenges and create unique environments in public spaces and at home.”



Nearly all smart devices can be charged with a charging ring from Duracell Powermat, with charging cases available. In some cases, devices having a built-in feature. To wirelessly charge using Corian Charging Surface, users need only connect the ring or case to their mobile device and place it on a charging spot.

Businesses can use cloud-based technology to monitor usage trends and understand more about customer buying and visiting patterns.

“Wireless charging is about to become even more mainstream, thanks to this collaboration between Powermat and DuPont Building Innovations,” said Thorsten Heins, CEO, Powermat. “Both businesses and home owners will be able to create

innovative charging areas that fit seamlessly into their environments with the new Corian countertops. It’s another step to making wireless charging a pervasive part of our everyday lives.”

The charging surface is part of DuPont’s strategy of investing in fast-growing markets and shedding more cyclical businesses. This summer, the company will spin-off its performance chemical business into a company known as Chemours.

For more information visit [Corian.com/PowerUp](http://Corian.com/PowerUp).

## Forum delves into broadband gap

*(From the University of Delaware)*

The forum, “Picking Up Speed: Delaware Broadband for Economic Development,” last month took a look at gaps in broadband access in portions of Kent and Sussex County.

One question mark remains mobile broadband coverage that would aid agribusiness. The event was

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hosted at the Elbert N. and Ann V. Carvel Research & Education Center in Georgetown. Sponsored by Broad Valley Micro Fiber Networks and Fibertech Networks, the event featured presentations and discussion on the interface between reliable, high-speed broadband connectivity and economic development.

Erik Pages, the keynote speaker and president of EntreWorks Consulting, identified broadband as “core infrastructure” for regions seeking to compete in an economy based increasingly on entrepreneurship and innovation.

Broad Valley CEO Peter Aquino called advanced broadband as “fuel for economic development” that helps regions “retain talent [and] attract businesses.”

Broadband connectivity can help businesses and households compete, but in rural Delaware, it’s not a given that connections will be fast or reliable enough. Significant connectivity gaps exist in southern and western Kent and Sussex counties, with resulting impacts on farms, families, and businesses. David Marvel Jr., vice president of the Vegetable Growers Association of Delaware and a farmer in western Kent



**From left, panelists Bill Risse, municipal projects manager for Conxx, Inc., and Annie Norman, director of the Delaware Division of Libraries, look on as David Marvel Jr., vice president of the Vegetable Growers Association of Delaware, makes a point about Delaware’s rural broadband needs.**

County, said that “a lot of the access [farmers] need is mobile [and] we have areas where we cannot get coverage.”

Unreliable broadband access limits the possibilities for agricultural applications like remotely managing poultry houses or guiding irrigation equipment — affecting the bottom line and making competition with better connected peers a challenge.

For E Revolution Ventures, a fast growing e-commerce retailer based in Selbyville, “whenever

the Internet goes down, we either have to send everybody home or keep them busy doing something else,” said Chief Technology Officer Ed Timmons. “Anytime flow stops, it costs us a lot of money.”

E Revolution has championed a plan to add a fiber-optic line from nearby Maryland to its operations in Selbyville. For families in rural areas, slower Internet speeds and unreliable access can mean a trip to the local library is necessary to complete homework, submit college applications or pay bills.

Upgraded infrastructure in southern Delaware is on the way. Sussex County tapped Broad Valley to build a fiber optic ring around Georgetown that connects key government locations. The state of Delaware Broadband Grant Fund awarded Fibertech \$1 million to install fiber optic lines from Seaford to Lewes.

Partnerships among public and private actors can help make the economics of rural broadband work.

“Open-access infrastructure is important,” said Drew Mullin, vice president of product management

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and strategy at Fibertech. Enhancing infrastructure is a necessity, but the presence of better broadband capabilities is unlikely to spur economic activity on its own.

Momentum is gathering for the creation of a more connected southern Delaware. To continue the push forward, forum participants expressed a clear sense of the need for putting a priority on actions, partnerships and users' groups that build expertise and share success stories in the use of broadband.

My Digital Shield announces marketing partnership

## My Digital Shield partners with Arizona firm

Wilmington-based [My Digital Shield](#), a provider of Security-as-a-Service (SECaaS) for small businesses, announced its partnership with Black Dog Promotions a national corporate development and marketing agency. Under this agreement,

Black Dog Promotions will provide media relations, digital marketing, partnership development and corporate finance consulting. Black Dog is based in

the Phoenix area.

"We are thrilled

to announce

our partnership

with Black Dog Promotions and are certain that

the exposure to their wide variety of customers will help raise awareness of cyber security among small

businesses," said Andrew Bagrin, CEO and founder

of My Digital Shield. "Recent headlines have opened

everyone's eyes towards the growing importance of

network security, particularly across POS systems.

We are excited to introduce our unique cloud-based

security solutions to Black Dog Promotions' network

and propel MDS' growth in the marketplace."



## UD vehicle-to-grid research gets federal funding

The US Energy Department's National Renewable Energy Laboratory announced five new partnerships that will award up to \$6.5 million in federal funds to technical teams throughout the country.


The cost-shared projects with industry, universities, and other stakeholders will address the challenge of enabling the nation's electric grid to handle increasing

amounts of renewable energy. Sharing in the funding is the University of Delaware, which will test how electric vehicles can provide energy storage support to the power grid. This "vehicle-to-grid" (V2G) technology shows promise because it allows owners of electric vehicles to get extra utility out of the vehicle's battery pack, essentially using it as a supplemental power supply.

When coordinated with a smart grid, utilities can leverage V2G-equipped electric vehicles to help regulate power flow that can vary with the use of wind and solar power.

The University of Delaware developed the concept of V2G in 1997, and has been conducting research and development on V2G technologies since that time.

Increasingly sophisticated control systems have the potential to control the ups and downs of storing and receiving electrical power without putting pressure on the grid.

An electric vehicle can store enough electricity to meet the needs of several homes. 



# Search firm to help in finding CEO at Community Foundation

**Kittleman & Associates**, a firm focused exclusively on senior executive searches for public charities and foundations, will help the DCF board of directors identify the successor to Fred C. Sears II, who recently announced that he will retire effective Dec. 31.

“Our goal is to identify the individual who will best be able to lead the foundation forward, building on the significant legacy of Fred Sears,” said Thomas L. Sager, vice chair of the DCF board of directors and chair of the recently formed search committee.

“The new CEO will guide the foundation’s work on its expanded mission, focused on building a shared vision for Delaware’s future, grounded in knowledge, informed by the common good and advanced through philanthropic leadership.”

In addition to Sager, the DCF search committee members are Kelly Firment (co-chair), Doneene Damon, Marilyn Hayward, Bill Dugdale, Don Nicholson Jr., Laurisa Schutt and Cindy Szabo. Kittleman President and CEO Richard M. King will

serve as the lead search consultant. All inquiries and applications should be directed exclusively to Kittleman at 312.986.1166 or [www.kittlemansearch.com](http://www.kittlemansearch.com).

## Summer jobs program gets \$50,000


Wilmington Mayor Dennis P. Williams joined the Director of Parks and Recreation, James Lane, City officials and 60 local youths from the City of Wilmington, to accept a \$50,000 donation presented by Chip Rossi, on behalf of Bank of America, for the City of Wilmington’s Summer Youth Employment program.

Bank of America donated the funds to create new job opportunities and increase the number of participants in the city’s Summer Youth Employment program. With Bank of America’s donation, the summer jobs program will be able to create 45 new jobs. Young people will gain work experience in the various professional industries present within the city.

“Summer employment opportunities can have long-term implications for this generation and for



our communities as a whole,” said Rossi, Delaware market president, Bank of America. “Bank of America knows the importance of supporting jobs for underserved youth, as early employment is a critical stepping stone on the pathway to their financial security.”

Participants, youths aged 14 through 21 years old, have the opportunity to learn about job readiness, customer service, financial literacy, and conflict resolution. This year, youths participating in the program will work as patient escorts at Christiana Care Health System, law clerks, assistants in government and private sector offices, park attendants, and culinary and front desk support staff for local hotels. 

## Family Owned Business Awards finalists

*Delaware Business Times* announced the 13 finalists for the inaugural Delaware Family Owned Business Awards event to be held this month.

The finalists include; A.R. Morris Jewelers, Data Management Internationale', Delaware Brick, DiFebo's Restaurant & Deli, EDiS, Janssen's Market LLC, Joseph Frederick and Sons, M. Davis & Sons Inc., Pettinaro Companies, Pools and Spas Unlimited, The Insurance Market Inc., Urban Furniture Outlet and Wayman Fire Protection Inc.

"The 13 honorees for our inaugural awards ceremony represent Delaware companies that demonstrate excellence in family involvement, business success and commitment to employees, customers and community," said Michael J Mika, executive editor. "The judges had their work cut out selecting the top awards in each category."

## Award honors Sonnad

A recognition program launched this year to coincide with the 20th year of *The American Journal*

of *Managed Care* will be named the Seema S. Sonnad Emerging Leader in Managed Care Research Award.

The award will honor the journal's longtime associate editor, who died of a cardiac arrhythmia she suffered while running an ultramarathon May 27, in Washington State.

Seema S. Sonnad, PhD, 52, was the co-director of the Value Institute at Christiana Care Health System of Wilmington, which offered her the opportunity to apply her knowledge of health care systems to real-world settings.

Her varied, multi-disciplinary career had focused on the evaluation of medical services, but her personal interests had always involved teaching and mentoring up-and-coming leaders in the field, especially young women.

For more than a year, she had been among the members of the AJMC editorial board advocating for a program to recognize emerging leaders in the field




Sonnad

of managed care. She had been scheduled to take part in the selection of the first finalists and, ultimately, the winner.

Three finalists will be invited to a celebration of 20 years of *The American Journal of Managed Care*, to be held October 28, in Orlando, FL.

## Nemours honored by U.S. News

Nemours/Alfred I. duPont Hospital for Children has been recognized again by U.S. News & World Report (US-NWR) for being among the [Best Children's Hospitals](#) in the nation in the 2015-16 edition of Best Children's Hospitals.

In the latest rankings, duPont Hospital for Children in Wilmington, was ranked in eight of the ten surveyed specialties. Five of the specialties included in the 2015-16 list improved their ranking from last year, including orthopedics which once again ranked in the top five. 





[Click here](#) for photo gallery

## Koch named chairman of AAA Mid-Atlantic

AAA Mid-Atlantic announced the appointment of **Bernhard “Berni” M. Koch** as Chairman of AAA Mid-Atlantic, effective June 1, 2015.



**Koh**

Koch joined AAA Mid-Atlantic in 2002 with an extensive background in financial services and insurance. He is both a CPA and a Canadian Chartered Accountant.

Koch is now Chairman and CEO of AAA Mid-Atlantic, which serves nearly four million members from Pennsylvania, New Jersey, Delaware, Maryland, Virginia and the District of Columbia. He replaces Al DeWalle, who will now transition to Chairman Emeritus of AAA Mid-Atlantic.

## Santora names director

Santora CPA Group, announced that *Stacey A.*

*Powell*, CPA, CFE, CICA has become a Director in the firm. She joined SCG in November 2009 and was promoted to Principal in July 2011. Powell is a 2001 graduate of the University of Delaware with a Bachelor of Science Degree in Accounting with a minor in Management Information Systems. She is a member of the American Institute and the Delaware Society of Certified Public Accountants, the Association of Certified Fraud Examiners, the Association of Government Accountants, the Government Finance Officers Association, and the Institute of Internal Controls.



**Powell**

## Siegfried adds key staff

Siegfried announced the addition of **Erin Dolan**, CPA, to the firm’s National Market Leadership Team, as a Market Associate for the Denver and Los Angeles Markets. She will primarily be supporting the markets’ business development and recruiting endeavors



**Hutchinson**

Siegfried also announced the addition of **Rob Hutchinson**, CPA, to the Firm’s National Market Leadership Team, as a Professional Resource Director (PRD) for the Charlotte, NC and Washington, D.C. Markets.



**Dolan**

## Stewart promoted at TD

TD Bank, has promoted **Kirsten E. Stewart** to Assistant Vice President, Store Manager of the store at 1035 Forrest Ave. in Dover. Stewart is responsible for new business development, consumer and business lending, managing personnel and overseeing the day-to-day operations at the store serving customers throughout the west Dover area.

Stewart has 12 years of retail banking experience. He joined [TD Bank](#) in 2002 as a teller and two years later was promoted to Store Supervisor before serving for the past eight years as an Assistant Store Manager, first at the bank’s North Dupont Highway location and most recently at the Forrest Ave. store. Stewart is active with the Central Delaware Chamber of Com-

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merce (CDCC). Stewart is a 2003 graduate of the University of Delaware.

## Dixon named to post at Medical Society

**Debra Dixon** has been named Manager of Professional and Public Education for the Medical Society of Delaware (MSD) as of June 1.



**Dixon**

Dixon has a background in academic administration including the development, review, and accreditation of health care educational programming and holds a Doctor of Health Science degree from Nova Southeastern University. In addition, she has earned a Master of Science and Bachelor of Science degree from the University of Maryland, Baltimore. Dixon is a Maryland native and most recently served as Director of Education at Southern Technical College in Sanford, Florida.

Dixon will oversee MSD's sponsorship of CME activities for physicians, including conferences, sym-

posia, lectures, grand rounds, case review conferences, journal clubs, journal articles, departmental scientific meetings, seminars, and workshops.

## Damminger wins award

Dr. **Joanne Damminger**, assistant vice president for student affairs at Delaware Technical Community College, has been selected as the recipient of the Service to NACADA Award.



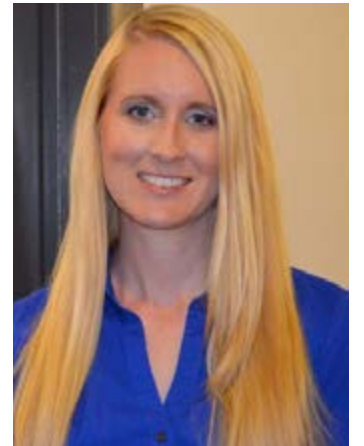
**Damminger**

This award recognizes individuals who have provided exceptional service to the National Academic Advising Association (NACADA) in support of its efforts to enhance the development of students. Damminger, who currently serves as president of NACADA, was nominated by her peers for her dedication and long-term service to the association.

NACADA is a nationally-recognized non-profit association that promotes quality in academic advising and professional development in higher education to over 11,000 faculty members, professional advisors, administrators, and counselors in academic and student affairs.

## Rose promoted at First State Manufacturing

First State Manufacturing announces that **Jennifer Rose** has been promoted to the position of Comptroller. She has six-plus years of negotiation and material management skills. She has had a tremendous influence on on-time delivery and quality customer service



**Rose**

## Delaware Hospice announces staff additions

Delaware Hospice announced the addition of the following individuals to its staff.

**Chelsea Ball** as a Medical Records Assistant.

**Ashley Bender** RN.

**Angela Davis** CNA

**Rev. Marjorie A. Egger**, MDiv

**Kimberly Jamison** RN

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**Alice Kamen**, RN, BSN

**Kim Shaneybrook**, RN, BSN

**Megan E. Smith**, RN

**Two join Berkshire Hathaway Home**

Berkshire Hathaway HomeServices Fox & Roach, Realtors Hockessin-Pike Creek Home Marketing Center, announced **Philip Dulebohn** as a Sales Associate.

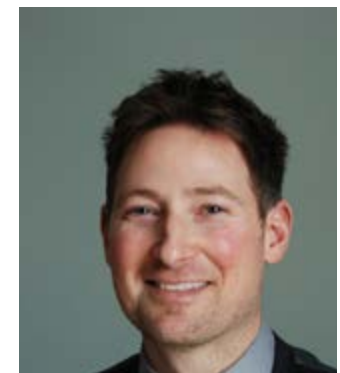
Dulebohn is a professional athlete with more than 20 years of experience in the figure skating industry.

He is a 2002 Olympian and graduated in 2010 from the University of Delaware with a degree in finance.

Ed Breland, manager of Berkshire Hathaway HomeServices Fox



**Boyer**



**Dulebohn**

& Roach, Realtors Bear Office, welcomes **Tom Boyer** to the Bear Office as a Sales Associate.

A native Delawarean, Boyer was raised in New Castle and has been in the polymers industry for 35 years with DuPont Co.

**Carney announces staff changes**

Congressman John Carney announced several staff changes in his Washington, D.C. office.

**Sheila Grant**, previously the Congressman's Legislative Director and Communications Director, will become the Congressman's Chief of Staff. A native of Wilmington,

Grant is a graduate of Ursuline Academy and Georgetown University. She has a master's degree in public management from Johns Hopkins University.

Before joining Congressman Carney's office, Grant worked as an aide to Senator Tom Carper. She also served as a teacher with AmeriCorps at Nativity Prep School in Wilmington. Grant joined the Congressman's staff in March 2011.

**Craig Radcliffe**, previously the Congressman's Legislative Counsel, will become the Legislative Director. Radcliffe handles the Congressman's Financial Services Committee work. Previously, he worked for Congressman John Delaney of Maryland and spent two years working as a management consultant for Grant Thornton LLP. He graduated from Bucknell University and holds a law degree from the University of Pittsburgh.

**Francesca Amodeo**, previously the Congressman's Press Assistant and Legislative Correspondent, will become the Press Secretary. Amodeo previously worked for former Congressman John Barrow of Georgia. She's a graduate of the University of Georgia.

"I'm really looking forward to the good work our new team will do for the people I represent," said Carney. "Sheila, Craig and Francesca are laser-focused on the issues and priorities that Delawareans care about most. They each bring strengths and experience to their new roles that will make my work on behalf of our constituents even more effective."

## Guilty plea in tax refund scheme

*(From the office of the US Attorney for Delaware)*

James Ekeke, 26, of Smyrna, GA was sentenced by Leonard P. Stark, United States District Judge for the District of Delaware, to 54 months in prison and full restitution for a \$4 million identity theft scheme that also involved a Newark man. Ekeke earlier pleaded guilty to the charges. The defendant is a citizen of Nigeria, and faces deportation when he is out of prison.

According to court filings and statements at the sentencing hearing, the defendant and his co-conspirators attempted to obtain more than \$4 million in funds from the United States Department of Treasury, through the filing of false tax returns.

Prosecutors said Ekeke was responsible for purchasing and supplying more than 600 stolen identities to others and personally filed many fraudulent tax returns.

The Department of Treasury lost more than \$1.2 million in taxpayer funds, and the hundreds of

individuals whose identities were used suffered the compromise of their personal information. Judge Stark remarked, “The losses to the identity theft victims are hard to quantify.”

The defendant began his activities within months of entering the United States and he continued to participate in tax fraud after one of his co-conspirators was arrested, prosecutors said. After the arrest of and conviction of co-conspirator, Festus Frimpong, the defendant filed additional false tax returns in 2014.

Also co-conspirator Victor Kwabenda Adofo Asante, a.k.a. Victor Asante, 25, formerly of Newark, DE, pled guilty to violations related to the scheme. He will be sentenced on October 1.

Asante faces a maximum sentence of 30 years in prison, a fine of \$250,000, and 5 years of supervised release.


## 2 accused of Facebook-driven drink deliveries

A man and a woman have been arrested on charges

of illegally selling and delivering alcoholic beverages with the help of the social media site Facebook.

The Delaware Division of Alcohol and Tobacco Enforcement received a tip that a man was selling alcoholic beverages on Facebook and were provided with a screenshot of the drink being sold. The investigation revealed that Eric M. Perez, 27 of Smyrna, was using the alias “Joseph Jackson” and advertising alcoholic beverages for sale through various group pages.

An agent was able to make contact through Facebook and conduct an undercover purchase of illegal alcohol from Perez.

The Division of Alcohol & Tobacco Enforcement, with the assistance of Smyrna PD, executed a search warrant at the residence and the vehicle used to deliver alcohol to customers. Eric Perez and April Bailey of Smyrna, were arrested without incident and charged with Selling Alcoholic Beverages without a License, Storing Alcoholic Beverages in a Residence with the Intent to Sell, and Illegal Transportation of Alcoholic Beverages. Both were arraigned at JP Court 2 and released. 





# business bulletin business licenses

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

## Professional and Personal Services

BART KEITH M  
COMPUTERRIFIC  
335 MATTHEW FLOCCO DR  
NEWARK, DE 19713-2301

BARTLEY MICHAEL  
YARD PRO  
64 WELSH TRACT RD APT 309  
NEWARK, DE 19713-2232

BARTSCH MATTHEW  
BARTSCH LAWCARE  
1105 CECILTON WARWICK RD  
WARWICK, MD 21912-1305

BECK HEIDI  
BECK CONSULTING  
11 FLUTE DR  
NEWARK, DE 19713-1966

BCS PROSTHETICS & ORTHOTICS LLC  
209 MILFORD ST STE C  
SALISBURY, MD 21804-7099

BEACH AND SONS SERVICES  
108 SOUTHERLAND DR  
NEW CASTLE, DE 19720-4726

BEANKEEPER ASSOCIATES  
29484 WHITSTONE LN  
MILLSBORO, DE 19966-4751

BATTA INC  
EHS TRAINING INSTITUTE  
6 GARFIELD WAY  
NEWARK, DE 19713-3450  
BEAR ASSOCIATES, LLC

209 MASSEY DR  
DOVER, DE 19904-5882

BEACHMADE LLC  
16192 COASTAL HWY  
LEWES, DE 19958-3608

BAYSIDE ASSET SUPERVISION, LLC  
36097 ZION CHURCH RD  
FRANKFORD, DE 19945-4544

BATTLES VALERIE  
VALERIE'S OPEN WATER PADDLE  
814 REYBOLD DR  
NEW CASTLE, DE 19720-4617

BCFORWARD RAZOR LLC  
10 W MARKET ST STE 1300  
INDIANAPOLIS, IN 46204-2920

BAY AREA PEST AND WILDLIFE LLC  
4902 PRESTON RD  
FEDERALSBURG, MD 21632-2400

BAYWELL ASSOCIATES LLC  
10 KENDALL CT  
WILMINGTON, DE 19803-5250

1 ACTIVE MOBILITY LLC  
MR MOBILITY  
730 BOUND BROOK RD  
DUNELLEN, NJ 08812-1004

AN AFFAIR TO REMEMBER  
1228 ARUNDEL DR  
WILMINGTON, DE 19808-2157

A&B PROFESSIONAL CLEANING SVCS  
419 PRESTWICK PL  
TOWNSEND, DE 19734-2838

A-FORDABLE TREE SERVICE LLC  
605 DOVER RD

EASTON, MD 21601-3816

ANS INFUSION INC  
41 BYBERRY RD STE 10  
HATBORO, PA 19040-3210

ALBA LAW GROUP PA THE  
651 N BROAD ST STE 207  
MIDDLETOWN, DE 19709-6402

AUSTIN TRANSPORT  
22 PARKWAY CIR STE B  
NEW CASTLE, DE 19720-4018

## Contractor

BARTON CONSTRUCTION  
CORPORATION  
26 LAWN ST  
TOMS RIVER, NJ 08753-6622

BEASTON ROOFING INC.  
600 N BROAD ST STE 15  
MIDDLETOWN, DE 19709-1032

BATEMAN ENTERPRISES LLC  
HYDROSHIELD OF DELMARVA  
30723 MOLLY B RD  
LEWES, DE 19958-3853

BECK CONSTRUCTION LLC  
12040 INDUSTRIAL PARK RD STE A3  
BISHOPVILLE, MD 21813-1692

BECK PRO PAINTING  
RESIDENTIAL PAINTER  
800 INDUSTRIAL ST  
WILMINGTON, DE 19801-4367

BEACHVIEW ELECTRICAL SERVICES  
37169 REHOBOTH AVENUE EXT UNIT 9  
REHOBOTH BCH, DE 19971-1683

## Wholesale

BASTION BIOLOGICS INC  
228 S 1060 W  
LINDON, UT 84042-1600

BEE AUTO WHOLESALERS, LLC  
2ND FLOOR SUITE 8  
122 DELAWARE ST  
NEW CASTLE, DE 19720-4814

BEAR CASH & CARRY  
1010 CONTRACTORS WAY  
BEAR, DE 19701-5211

BATH KITCHEN AND TILE CENTER LLC  
3478 EMMORTON RD  
ABINGDON, MD 21009-2016

BEARING DISTRIBUTORS INC  
8000 HUB PKWY  
CLEVELAND, OH 44125-5788

## Telecommunication

BCCIT  
502 MARYLAND AVE  
CAMBRIDGE, MD 21613-1930

## Retail

BCRODS  
34920 STARBOARD CT  
MILLSBORO, DE 19966-6922

BDERRICKSON LLC  
CHILLY B TREATS  
204 JACKSON AVE  
NEW CASTLE, DE 19720-6439

BEACH AD BONES  
WIGGLES & WAGS, LLC  
1300 S FARMVIEW DR

DOVER, DE 19904-3374

BEARD-NIX LILLIAN M  
Q'S FINISHING TOUCH  
107 W 37TH ST  
WILMINGTON, DE 19802-2712

BEDS BY SHELLY AND MOM, INC.  
218 W 9TH ST  
WILMINGTON, DE 19801-1620

## Manufacturer

BEACH AD BONES  
WIGGLES & WAGS, LLC  
1300 S FARMVIEW DR  
DOVER, DE 19904-3374

BEACH BUM DISTILLING, LLC  
BEACH TIME DISTILLING  
32191 NASSAU RD UNIT 5  
LEWES, DE 19958-3762

## Taxicab/Bus Operator

BEACH RIDE LIMO LLC  
32393 LEWES GEORGETOWN HWY  
LEWES, DE 19958-1676

## Motor Vehicle Dealer

BEE AUTO WHOLESALERS, LLC  
2ND FLOOR SUITE 8  
122 DELAWARE ST  
NEW CASTLE, DE 19720-4814

## Lessor

BEECHWOLD PROPERTIES LLC  
4602 BEECHWOLD AVE  
WILMINGTON, DE 19803-3202