

PNC economic update sees slowdown in job growth. 4

This week



Aussie lighting company uses Delaware for crowd funding home base 6.

Feds sign off on funding plan for 301 toll road. 9



Food market, Wawa and Bed, Bath & Beyond sign leases at Rehoboth center. 11.



14 DELAWARE COMPANIES MAKE THE INC. 5000 LIST

Fourteen Delaware companies made the Inc. 5000 list of America's fastest growing companies.

North Wilmington-based Swift Capital was the fastest growing Delaware company on the list ranking 64th. Swift provides on-line business loans. Swift Capital has a staff of 115.

Swift Capital did not respond to a request for comment on the ranking.

No. 2 was Astoria Co., Wilmington, which *Inc.* described as a "performance based marketing company with expertise in pay per call, search engine optimization, pay per click, e-mail, display, call



centers, social media, and off line advertising.

Delaware ranked 35th among the 50 states in the number of companies on the list published by the business magazine and website.

California, despite its reputation for having a bad business climate led the nation with 681 companies. Texas had 423 companies on the list and New York had 357.

A number of more heavily populated states, including Rhode Island, Maine and West Virginia had

Continued on next page

State's Inc. 5000 list includes a diverse array of businesses

From previous page

fewer companies on the list than Delaware. Wyoming had only one company.

The District of Columbia, outpaced many states, including Delaware, with 47 companies on the list.

Other Delaware companies on the list included fast-growing software and hardware company SevOne, Newark.

SevOne, which was founded in Delaware, develops systems that monitor the health and performance of data networks used by large and mid-sized companies.

In addition to recent expansion of Boston and London offices, SevOne work is underway with construction on a new 47,000-plus square foot facility on the University of Delaware STAR Campus.

SevOne CEO Jack Sweeney offered the following comment on the ranking the company blog: "It's an exciting time for SevOne and our customers. It's rare that you get to be a part of such an incredible growth period in a company's history. For our customers, it means we're going to continue to drive innovation that helps ensure their digital infrastructure supports reliable application and service delivery."

Despite its overall size that makes big revenue percentage gains difficult, SevOne climbed seven spots on the list to No. 1,249.

The most unusual company on the Delaware list is Lurong Living, a company based in Lewes that makes a health supplement derived from deer antlers.

One of the ten fastest-growing companies in the state, TekSolv noted it has seen 198 percent growth and added 125 jobs within the past three years.

"Our growth as a company is possible due to the hard work of our dedicated team as well as the support of our valued customers," said John Mouser, president of TekSolv.

Below are the Delaware companies and their ranking. [Click here](#) for links to detailed information on the companies below:

64 - Swift Capital, Financial Services

119 - Astoria Company, Wilmington, Advertising & Marketing

201 - X5 Networks, Wilmington, IT Services

270 - Lurong Living, Lewes, Health

1249 - SevOne, Newark, Software

1479 - Chesapeake Plumbing and Heating, Frankford, Construction

1778 - Dupray, Newark, Consumer Products & Services

1974 - Biomedical Research Laboratories, Wilmington, Food & Beverage

1993 - TekSolv, Newark, Business Products & Services

3322 - BrightFields, Wilmington, Environmental Services

3528 - The Encima Group, Newark, Business Products & Services

4339 - CTSIT, Wilmington, IT Services

4698 - Integrity Staffing Solutions, Newark, Human Resources

4785 - Trinity Logistics, Seaford, Logistics & Transportation



County executive leads delegation to China


County Executive Thomas P. Gordon, New Castle County Council President Christopher A. Bullock, and Councilman William Powers are scheduled to travel to Qiqihar, China in an effort to foster New Castle County's relationship with its sister city and to share ideas on education, culture, and the economy. The New Castle County delegation left early Monday, and will return the night of Monday, August 24.

The trip by the New Castle County delegation comes after the visit to New Castle County by Qiqihar officials in November 2014 when the sister city agreement, written in English and Chinese, was signed by County Executive Gordon, Council President Bullock, and Qiqihar Mayor Sun, Shen (Zhe) at the Westin Hotel. The agreement states, in part, the "County and Qiqihar City shall promote exchanges, cooperation

and development between the parties in the fields of economy, trade, science, technology, culture, education, sports, tourism, etc."

"We want to continue developing our relationship with our sister city, Qiqihar," Gordon said. "We have to be aware that a relationship between the two largest economies in the world has to start at a micro level. To that end, we can decide the world is our oyster and make opportunities that benefit us economically and culturally."

Gordon has made economic development a top priority since taking office. His previous two terms in office focused on controlling growth.

Qiqihar is the second largest city in the Heilongjiang province in People's Republic of China with roughly 1.5 million people in the metropolitan area. 



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PNC economic update sees gradual improvement in economy

A third quarter economic update from PNC sees a gradual improvement in the economy, with a lack of manufacturing growth holding back gains.

According to the report, job growth on a year-over-year basis has slowed to below the national average through the first half of 2015, due in part to continued weakness across the market area's manufacturing base.

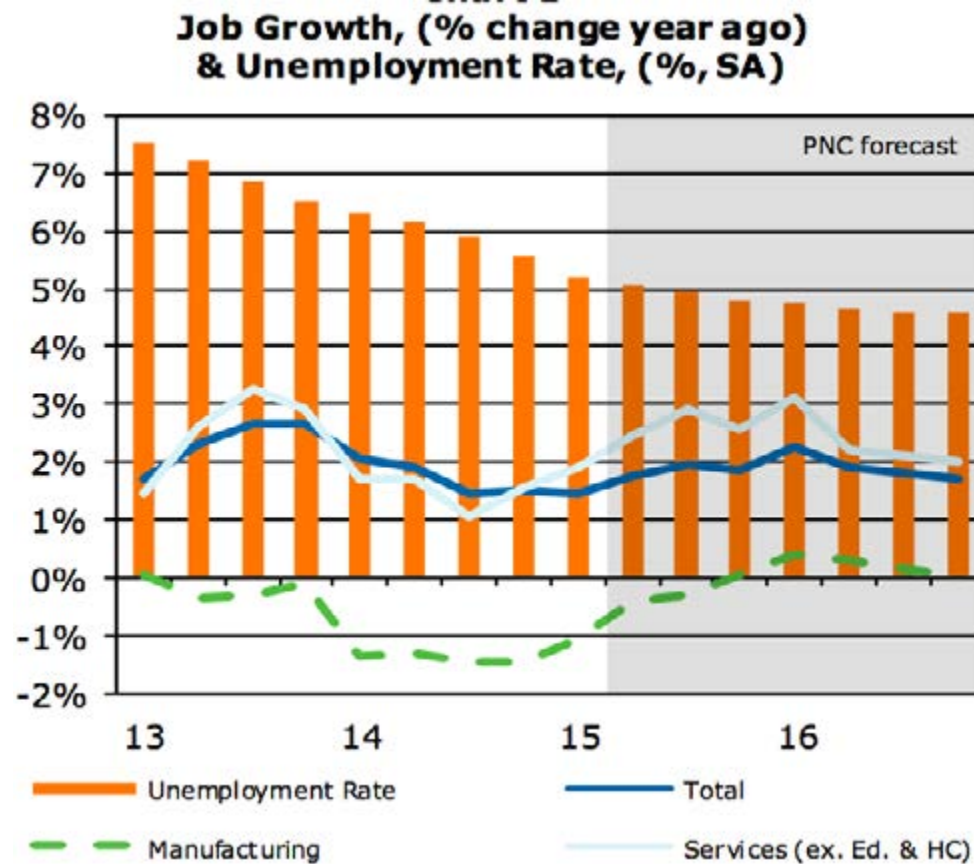
Delaware manufacturing has never sprung back from the closing of both of the state's auto plants in 2008 and 2009.

On the plus side, the jobless rate is near pre-recession levels.

"The size of the Delaware market area's labor force is also above its pre-recession peak, meaning that excess labor supply will not hinder wage growth potential," the report stated.

Service industries will continue to lead job growth over the coming year, with gains in the financial activities industry having led the way thus far in 2015.

"Once the relatively higher-paying manufacturing and transportation hiring gain traction, local house-



hold spending capacity should stabilize as well," the report stated.

When it comes to incomes, "A return to stability in higher-paying manufacturing industries in the second half of 2015 should also put median household income growth back in the black. Low energy prices will continue to support inflation-adjusted incomes this year."

Tighter labor markets are also expected to lead to higher incomes, according to report.

However, the state's high share of retirees will be

a drag on income growth due to small Social Security cost-of-living adjustments as inflation remains low. House price appreciation has lagged the national average since the recession ended, but a lower jobless rate could help boost prices.

On the plus side, residential building permit activity continued to outpace the national pace through the first half of 2015.

Stall new home construction still sits at about half the pace prior to the housing market bubble years.

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Wages may rise as economy improves

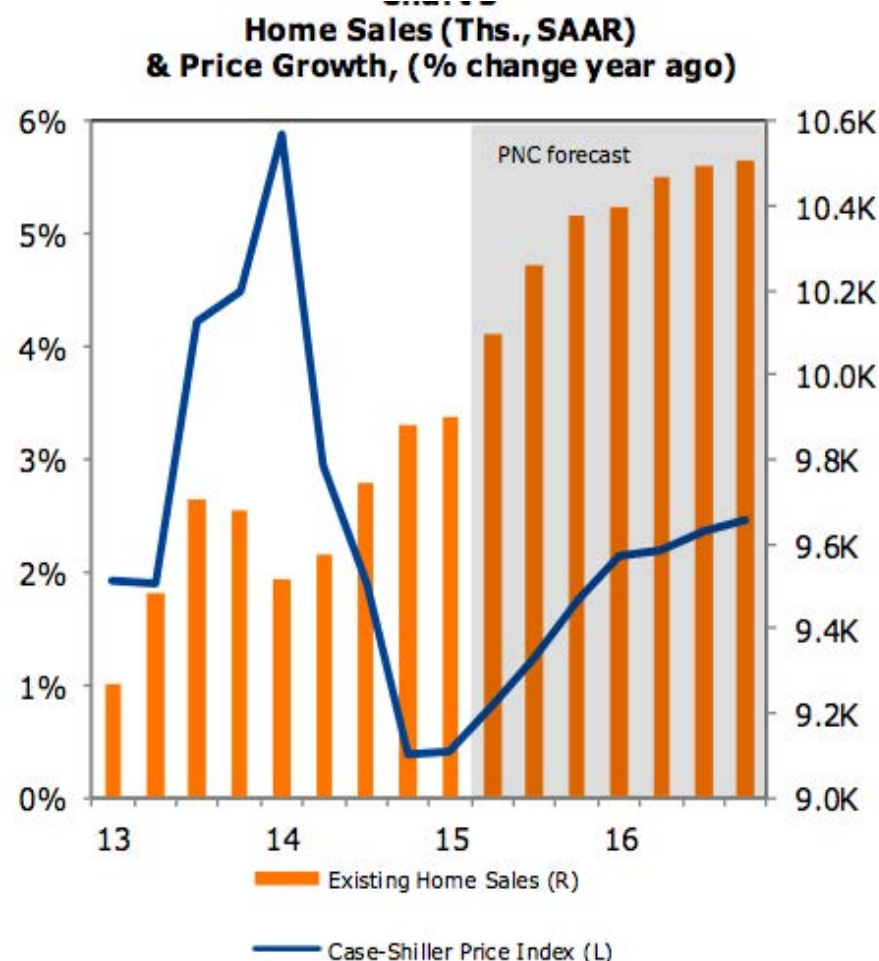


Chart sources: National Association of Realtors; Fiserv, Inc.; The PNC Financial Services Group

From previous page

In the meantime, population growth is expected to run at about the national rate, a change from the slowdown during the recession that by some accounts led to at least a temporary decline in population in areas of northern Delaware.

The reported that the state still has affordable housing, lower taxes, and a strategic location on the East Coast that will bring residents.

“The Delaware market area has settled into a stable growth pattern after returning to pre-recession levels on most fronts over the past year. Sustained U.S. economic growth over the next year will support the market area’s growth prospects, in particular via increased demand for financial services and associated professional and business industries,” the report stated.

Greater demand for manufactured goods, further improvement in housing, and less emphasis on Federal spending cuts will help to fill in some of the gaps in the local economy, and which have combined to yield disappointing income growth thus far during the recovery,” the PNC report continued.

Near-term risks are limitations to reaching local growth potential, rather than the threat of outright declines. Financial regulations could weigh on profits and hiring in a key employment sector.

In northern Delaware, improved rail links to Philadelphia could help attract commuters drawn by state taxes that are lower than in most areas of the region. PNC is one of the largest full-service banks in Delaware. It also has a sizable investment and wealth management. in the state

[Click here](#) for a link to the full report.



Funding available from Delaware Young Farmers Loan Program

Applications are now being accepted for Delaware’s Young Farmers Loan Program, which provides no-interest loans to qualified farmers to help purchase land.

The application period runs through October 31, with \$1.2 million in total funding available. Twenty-four individuals or couples have received more than \$6 million in loans since the program began in 2012.

Eligible farmers must be between the ages of 18 and 40, have at least three years of farming experience and a net worth of no more than \$300,000. The loan money is used to help purchase farmland in Delaware that contains at least 15 tillable acres zoned for agricultural use.

Farmers must actively use the land for agricultural purposes for the term of the loans. The 30-year, no-interest loans may fund up to 70 percent of the value of the property’s development rights, defined as the difference between full market value and agricultural value, up to a maximum of \$500,000. The land purchased with help through the program will also be permanently preserved as farmland through Further information on is available by e-mailing austin.short@state.de.us.



(Video) Aussie company with US outpost in Wilmington wins funding competition

([Click here](#) or on photo below to view video)

An Australian company that is setting up shop in Delaware will see its remote control LED lighting products offered in Staples stores.



EVA, which lists Wilmington as its U.S. home, was a winner in the first Crowd2Shelf Contest on Staples' new entrepreneurial store at [Staples.com/fundable](https://www.staples.com/fundable).

The company has been involved in Australia's effort to move households and businesses to energy-saving form of lighting.

Created by the Fundable crowd-funding site and sponsored by Staples, the Crowd2Shelf Contest drew thousands of startups across the country com-

peting for a chance to crowd fund their way to Staples. The Crowd2Shelf Contest was also made possible by the business strategy firm Sprosty Network.

Contestants demonstrated demand for their innovative products by gathering votes and crowd funding pledges. A panel of innovation experts, including Fundable and Staples representatives, chose the winners based on votes, success of crowd funding campaigns, and each judges' understanding of what it takes for a startup to be successful.

EVA was successful in its crowd funding effort and raised more than \$140,000. Investors received EVA lighting packages.

The debut of the online store marks the first time a retailer has used crowd funding to determine market demand and social support in choosing products to carry, according to a Staples release.

"We're proud to showcase our Crowd2Shelf entrepreneurs through our new online store and help them launch their ideas," said Daniel Reilly, director of Product Design and Innovation at Staples.

Continued on next page

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Midwest refinery woes could slow down long-running drop in gas price

Prices at the pump continue to dip across most of the country, including the Mid-Atlantic region, Wilmington-based AAA Mid-Atlantic reported.

Early in the week national average price was \$2.67, 10 cents lower than one month ago and 79 cents lower than this date last year.

Gas prices in Delaware dropped below \$2.40 a gallon in a number of areas, with one station in the state posting a \$2.27 price, the [GasBuddy](#) website reported.

While the national average price for regular unleaded gasoline had fallen for a few weeks any price uptick over the last few days is due to Midwest refinery issues.

West Texas Intermediate the domestic benchmark for crude oil, posted its sixth consecutive week of losses, meaning pump prices are likely to post declines leading up to the Labor Day holiday.

Early this week in trading on the NYMEX, WTI stayed in the \$42 a barrel range. Expectations that

Continued on next page

Staples announces product winners


From previous page

“We were incredibly impressed with the caliber of startup product companies that participated and are thrilled to offer our customers these innovative new products to help them make more happen.” Other winning products and contestants include:

- Folding Bluetooth keyboard, Jorno – Los Angeles (exclusive to Staples) Outlet-mounted Bluetooth music player
- The Plug Radio – Hollywood, CA. (exclusive to Staples)

-Smartphone-controlled lighting, Plum – Austin, TX

- Secure tablet holder, nHand – Tulsa, OK.

“We’re pleased to see the winners of the Crowd-2shelf contest now available on [Staples.com](#),” said Wil Schroter, CEO, Fundable. “The contest has been an incredible journey for each of these startup companies, and given each of them the opportunity of a lifetime to turn a great idea into a household name.” 



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Midwest refinery woes could slow descent of gas prices in Delaware

From previous page

the global oil market will remain oversupplied in the near term are keeping downward pressure on the price of crude.

Other factors include:

- China's economy still showing weakness, increasing concerns that it may not be prepared to help counter the market's oversupply.
- Iranian oil – there is the potential to return to the market as early as this fall.
- U.S. crude oil rig – thirty-two rigs have been added over the last six weeks, combined with record refinery runs.


“Crude is now trading in the low \$40s, which has



enabled pump prices to move lower,” said Jana L. Tidwel, manager of Public and Government Affairs for AAA Mid-Atlantic. “Yearly comparisons continue to show significant discounts in the average price for retail gasoline. As long as the commodity’s price holds steady, or moves lower, motorists can expect to see further relief at the pump lead-

ing up to the Labor Day holiday.” Gas prices in the Mid-Atlantic region should not see much in the way of an increase even as the Midwest deals with refinery issues.

The monthly average price of crude oil currently accounts for approximately 40 percent of the price consumers pay at the pump, and with west Texas posting significant declines this summer (down nearly \$20 per barrel). Beyond the summer driving season, we should the price of crude oil continue to drop, prices at the pump could continue to inch closer to the \$2 per gallon mark in many parts of the country by year’s end, a release from AAA Mid-Atlantic stated.


To check out gas prices, use the Fuel Price Finder (AAA.com/fuelfinder). 

Steps taken toward nationwide electronic notary system

Delaware Secretary of State Jeffrey W. Bullock announced a partnership with [Veroha, Inc., is](#) taking the first step toward enabling electronic notarizations nationwide, using a single, secure platform. By creating a cloud-based authentication system endorsed by the State, this partnership will enable third party technology providers to promote widespread adoption of e-notary solutions to their clients anywhere in the U.S.

“Delaware’s electronic notary initiative builds on our reputation as the Corporate Capital of the United States and our continuous efforts to provide businesses with innovative, flexible and efficient corporate and legal services,” said Bullock

. “Now, businesses can achieve digital signature authentication more efficiently, securely and reliably than the paper-based process that has been

used for centuries. Under Delaware law, electronic notarizations may be performed any-where in the nation by electronic notaries registered in the state, including employees of banks, mortgage lenders, insurance companies, federal agencies and law firms. Since the law was enacted, the state has worked with Delaware-based Veroha to develop a secure, cloud-based platform to enable electronic notarizations,” Bullock, says. 

Feds OK financing package for new Route 301 toll road

The US Department of Transportation told The Delaware Department of Transportation this week that construction of the long-planned US 301 toll road in southern New Castle County from the Maryland/Delaware Line to Route 1 is now eligible to receive federal financial help.

The state is decades behind in moving forward on the project. By contrast, neighboring Maryland, long ago, expanded Route 301 to four lanes.

Delaware, meanwhile, has wrestled with a bypass route as population as business activity exploded in Middletown.

Of late the state has struggled with limited revenues for transportation work, thanks in part to the lack of a gas tax increase.

Legislators, fearing a voter backlash, have continued to look for ways to increase fees and tolls as an alternative .

The agreed upon terms include a low-interest, direct loan not to exceed \$211.35 million, under



the Transportation Infrastructure Finance and Innovation Act (TIFIA) for construction of the US 301 Mainline project. Approval of toll road projects are not automatic. The USDOT loan provides Delaware with several advantage, according to the agency:

- Below market interest rates
- Deferral of interest (five years) and principal payments (10 years) to meet increasing debt service payments as traffic and revenue accelerates
- The deferrals allow the creation of a reserve fund during the first five years of toll operation to create an additional financial

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Trending

The following stories in DelawareBusinessDaily.com recorded the most visits in the past week.

1. [Delaware Tech to offer free two-year accounting technician program](#)
2. [Kildare's closes its doors in Newark](#)
3. [Chains announces 40 under 40 recipients](#)
4. [Christiana Fashion Center lands marquee retailers](#)
5. [\(Photos\) Overturned dump truck snarls traffic on I-95 south](#)
6. [Business people: Aug. 12-18, 2015](#)
7. [flyAdvanced adds Falcon jet and King Air to fleet](#)
8. [Twin Lakes moving brewery from Greenville to Newport](#)
9. [14 Delaware companies make the INC. 5000](#)
10. [\(Photo gallery\) Cabela's opens store near Christiana Mall](#)

UD warns community about paycheck ‘phishing’ scam

The imagination of online scammers could be seen in an incident recently reported by the University of Delaware.

University of Delaware IT is reporting what is known as a paycheck “spear phishing” scam in which employees are advised that they are due for a salary raise and asked to access documents.

The e-mail has the subject line “Your August 2015 Paycheck,” and has borrowed a university mark, the seal and name in a blue bar.

One possible giveaway is the word “faithfully on the signature. Hovering over the link to “salary raise documents” also brings up a non-UD address.

“This e-mail is a strong reminder that you should

never automatically trust e-mail just because it looks or claims to come from someone or some business you know,” an IT representative stated. “Always verify the information and links in the e-mail and perform any requested actions by going to the company’s site and logging yourself in safely.”

Phishing is becoming more widespread with scammers using the names of smaller companies, financial institutions and educational institutions.

Usually, a dead giveaway is the return address on the e-mail.

Deal with feds may pave way for toll road


From previous page

margin of safety between the US 301 repayment obligations and the state’s Transportation Trust Fund (TTF), which is securing the repayment.

- Reduces cost of capital, increases debt service coverage, and reduces amount of toll revenue bonds required to fund construction.

Federal approval of TIFIA assistance for construction of the project is one of several final steps necessary for the project to continue toward the start of construction in early 2016. With the Federal loan commitment now in hand; DelDOT will move this month to verify construction cost estimates through a formal competitive bidding process, a DelDOT release stated. Assuming these numbers meet proj-

ect assumptions, additional financing will then be sought through the sale of toll revenue bonds later this year. The total estimated funding needed to construct the US 301 Mainline is \$470 million.

“Financial assistance from the US Department of Transportation means two important things for the US 301 toll project,” said DelDOT Secretary Jennifer Cohan. “The first is that the financial and traffic assumptions that underlie the cost recovery aspects of the toll road are workable and sound. The second is the project will receive the benefit of low cost financing and a deferred repayment schedule giving the road the time it needs to begin generating significant revenue. Receiving approval from the US DOT gives DelDOT great confidence in pursuing this important project.” 



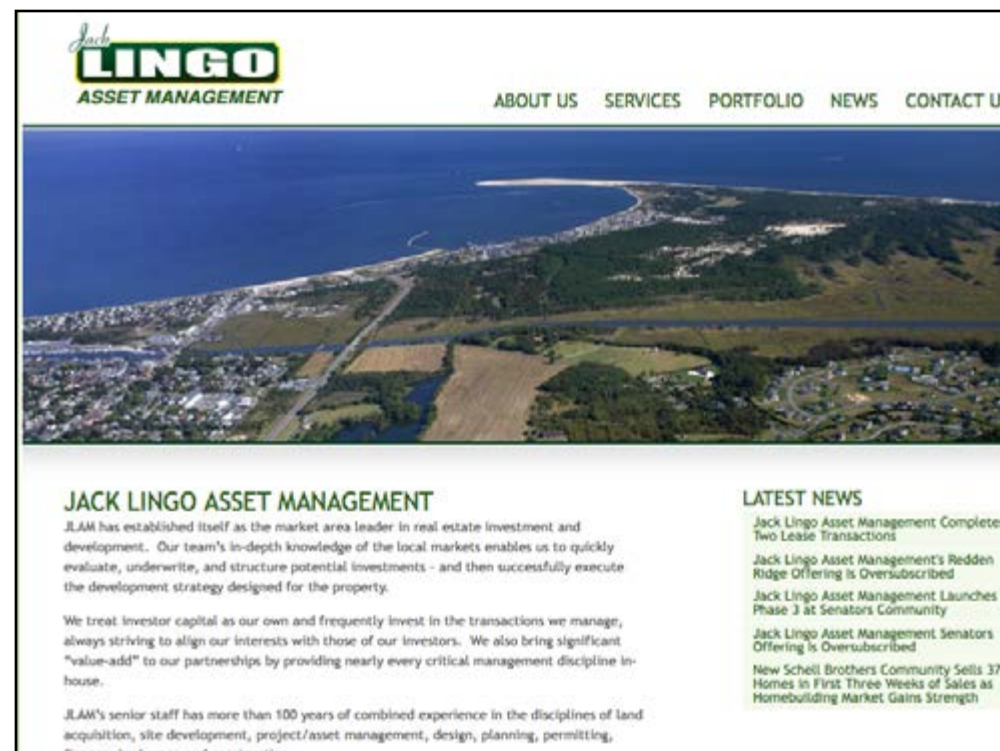
Lingo announces leases at new Rehoboth shopping center

Jack Lingo Asset Management announced leases with national retailer Bed Bath & Beyond, specialty grocer The Fresh Market and convenience store Wawa. Lingo Asset Management is based in Rehoboth Beach.

All will be located on Rehoboth Gateway, Lingo's new \$20 million retail center in Rehoboth Beach.

Bed Bath & Beyond, the country's leading retailer of domestics merchandise and home furnishings, was represented by Les Sax of Sax Realty and David Orkin of CBRE/RAS Brokerage, while JLAM was represented by its affiliate Jack Lingo Realtor

The Fresh Market, a specialty-grocer focused on offering a mix of high quality perishables, distinctive foods and a high level of custom service, was represented by Charlie Phelps of Paraclete Realty, while Lingo was represented by Jack Lingo Realtor.

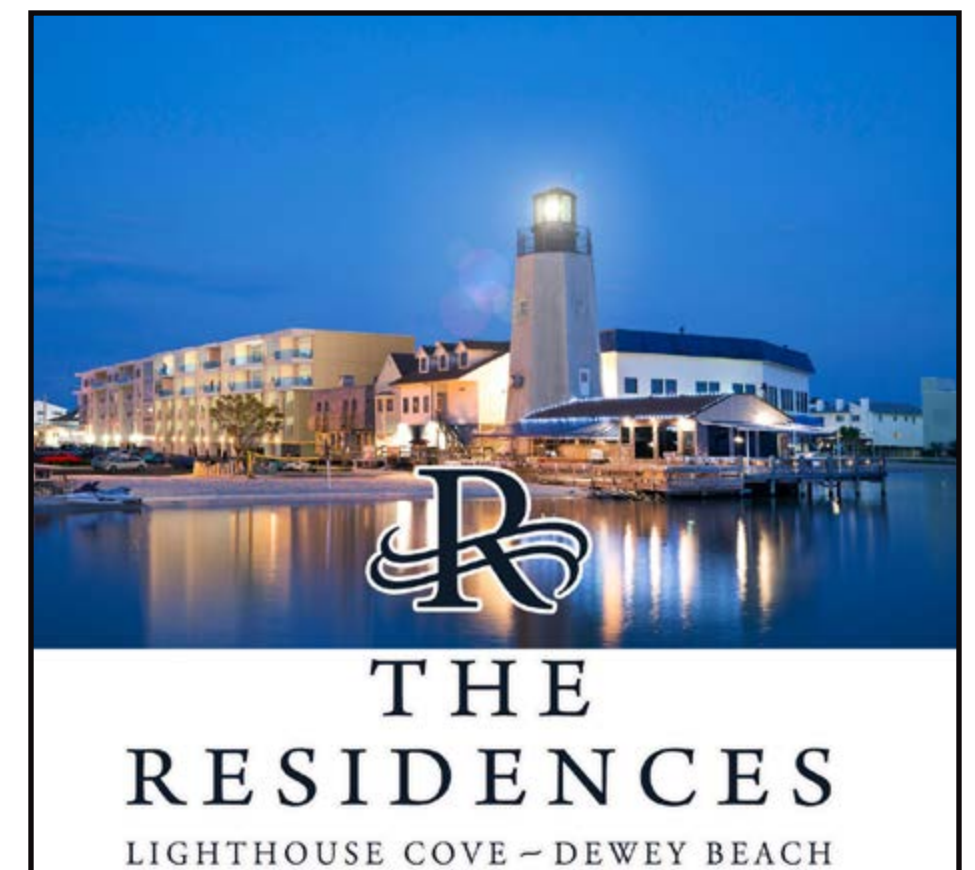


The new Rehoboth Beach location will be The Fresh Market's first store in Delaware. Fresh Market is based in Greensboro, NC and has about 170 stores. The company recently exited the California market.

Wawa, which is privately owned, has more than 650 stores on the East Coast. This will be Wawa's fourth location in the Rehoboth / Lewes area. Lingo Asset Management was represented

by Jack Lingo Realtor in the transaction. Located on Coastal Highway at the entrance to the center of Rehoboth Beach, Rehoboth Gateway will offer shopping and dining opportunities to the millions of visitors to the Delaware beaches.

Totaling more than 60,000 square feet across two anchors and 4 pad sites, the project is currently **Continued on next page**



From previous page

under construction. Leasing for the center is being managed by Jack Lingo Realtor.

For more information on the Lingo Asset Management and its portfolio, visit www.jacklingoam.com.

Becker Morgan Group Wins Metal Architecture Design Award

[Becker Morgan Group](http://www.beckermorgan.com) was recently awarded the 2015 Metal Architecture Ribbed Metal Wall Panels Design Award for Audi Cape Fear.

The project is featured in the July issue of Metal Architecture and displayed on their website at www.metalarchitecture.com. The Metal Architecture Design Awards recognize winning entries based on “creativity in the metal construction industry and showcase exciting uses of steel” incorporated into project design.

Audi Cape Fear is a 21,800-square-foot automotive dealership located in Wilmington, North Carolina. The triangular-shaped site resulted in a unique triangular-shaped building footprint which allowed for an exciting dynamic between the primary programmatic elements: showroom, sales offices, and the service garage.




The angles of the walls helped enhance the dynamic presence of the building, located at one of the busiest intersections in Wilmington., a release stated.

Becker Morgan Group provided consultation as the owner’s architect during schematic design exercises led by Audi’s corporate architect, CDR Studio Architects of New York, NY.

Becker Morgan Group was Architect of Record, providing design development, construction documents, and construction phase services

Becker Morgan Group provides Architecture & Engineering services with offices in Delaware, Maryland, and North Carolina.

Delaware offices are in Dover and Newark. For more information, visit www.beckermorgan.com. 



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 news now - not later

Review: A lot people are going with the Grain

It could be social media, easy parking, the revival of the East Main Street or the general buzz over the location. Whatever the reason, [Grain Craft Bar and Kitchen](#) has been busy since its opening in early August at the former Mojo Main location.

Last Wednesday was no exception as we stopped by to see what all the fuss was about. Grain's proprietors are Lee Mikles, an entrepreneur and marketing expert, and long-time friend and banker Jim O'Donoghue. Prior to opening Grain, Mikles helped launch StartItUp Delaware, an organization designed to assist fledging companies in the state.

Grain is a large establishment by Newark standards, with separate rooms and an outdoor dining area. Under previous owners, it had been a live music venue in need of a few upgrades. The musical tradition continues in acoustic form at a stage named in honor of Delaware's Dogfish Head.

The size and friendly staff were able to seat people quickly, but the size of the place on a busy night tests the capabilities of the kitchen and staff.



The large crowd, coming in before the student invasion is evidence that the Newark dining scene is no longer driven by the change of university seasons.

The redone parking area, does not hurt, although the full house at Grain meant there was only a space or two available.

Despite the challenges, the overall experience was enjoyable.

The comfortable, informal décor provides visual interest with its bow to the agricultural roots of Newark and a tribute to inventor Oliver Evans. Evans, born in Newport, DE in the 1750s, is credited with spurring the industrial revolution in the United States by automating the grain milling process and setting the stage for steam power.

Mikles took inspiration from Evans while researching the entrepreneurial spirit of the state. in developing StartItUp. Meanwhile, service was a bit slow, but was offset by the enthusiasm of the staff. Tapping a new keg for a fine

Continued on next page

From previous page

Misphillion River brew from Milford contributed to the drink delay.

Diners should be prepared for some noise. It's simply the way the building is laid out and owners shelled plenty of money to move the place out of "dive" territory.

The menu lives up to the billing of creative tastes for regular folks. That motto will be tested as some regular folks in Newark are looking for more new age and veggie items, as evidenced by one of the early Yelp posts on Grain.

Indeed, in the early going, there are a limited number of entrees. Most offerings are sandwiches and casual dining items.

Our selections included a tasty crab cake sandwich with no filler and a cheese steak with a twist that included a Gorgonzola cheese sauce. While not exactly authentic, the "gorg" worked well with the sliced prime rib. Both sandwiches featured fresh rolls and buns.

The one disappointment came from the meatballs,

which were on the dry side, although the barbecue-style sauce was tasty.

We'll be back and look forward to sampling more menu offerings. Word has it that Sunday brunch is coming, Thanks to Grain and the overhaul of the nearby Newark Shopping Center, the east end is ready to join the city's Main Street retail and dining renaissance. - *Doug Rainey*

Pit Stop option offered

Food has long been a part of NASCAR weekends.

In the second and final weekend in early October, Dover International Speedway will feature a Pit Stop option to a Saturday or Sunday race ticket.


The ticket will feature:

- A barbecue style all-you-can-eat menu
- Anheuser-Busch and Pepsi products (soda and water)



- High top tables that give you the option to eat comfortably in the mezzanine or take your food back to your seat at the track.

The cost is I \$50 for Saturday's "Hisense 200" NASCAR Xfinity Series race and \$60 for the Sunday's "AAA 400" NASCAR Sprint Cup Series race.

Dover also allows fans to bring their own food into the grandstand. The track promoted that feature in a recent social media paid post. 



LeClairRyan opens office in Wilmington

The law firm of [LeClairRyan](#) has expanded into Delaware, opening a Wilmington office under the leadership of partner Andrew Cole.



Cole

With the new location in Wilmington, LeClairRyan now has offices in 14 states and the District of Columbia.

The firm has approximately 380 attorneys nationwide.

“The opening of the office in Delaware is the latest example of LeClairRyan’s focus on continued growth to meet the needs of our clients,” said CEO David C. Freinberg. “We are actively looking to add talented attorneys and professional staff in Wilmington and other markets across the country in support of that goal.”

Cole practices primarily in the areas of business bankruptcy, corporate and commercial litigation, corporate governance, and business transactions.

Prior to joining LeClairRyan, he practiced in the Baltimore and Wilmington offices of Franklin & Prokopik.

“I am looking forward to expanding my practice in Delaware and assisting clients that have specific needs that only can be addressed by a Delaware-based attorney,” said Cole. “I am also excited about the opportunity to work with the firm’s leadership on the continued growth and development of the Wilmington office.”

The firm’s Wilmington office is located at 800 N. King Street, Suite 303.

Della Porta named director of Defense Research Institute

Armand J. Della Porta, Jr., shareholder in the Wilmington office of [Marshall Dennehey Warner Coleman & Goggin](#), has been appointed Atlantic Regional Director of the Defense Research Institute (DRI), the country’s leading organization of defense attorneys and in-house counsel.

Della Porta, who served as the DRI’s Delaware


State Representative from 2010-13, will begin his three-year term on the organization’s Board of Directors in October. A member of Marshall Dennehey’s Casualty Department, Della Porta works in the realm of asbestos and mass tort litigation, personal injury and construction defect litigation.



Della Porta

He has tried more than 100 cases to verdict in the state and federal courts of Delaware and Pennsylvania. Prior to joining Marshall Dennehey in 2005, he was a founding partner of Kelley Jasons McGuire & Spinelli and led its Delaware office for 15 years.

Della Porta is a Phi Beta Kappa graduate of Georgetown University and received his J.D. from the Villanova University School of Law. He is a member and a past president of the Pennsylvania Defense Institute as well as the Defense Counsel of Delaware.

He is also a member of the Delaware State Bar Association and the Philadelphia Association of Defense Counsel. 

State News rolls out website under its own name

Recently this column mentioned that *Delaware State News* owner Independent Newsmedia opting for websites carrying the name of their properties.

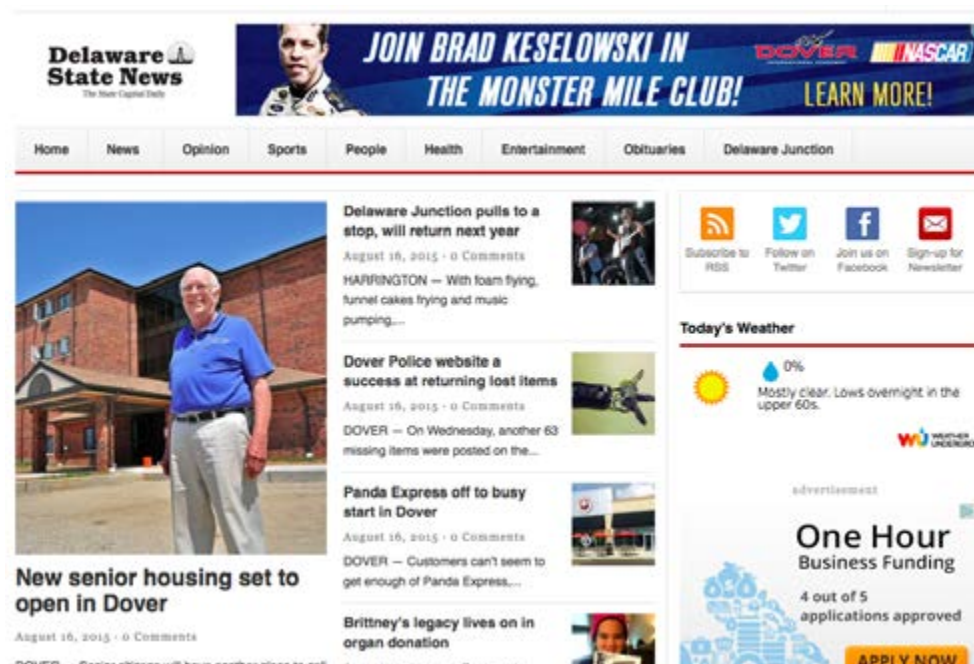
Last spring, the company rolled out the DelawareState.news.net, [Sussex Post](http://SussexPost.com), [Milford Chronicle](http://MilfordChronicle.com) and [Harrington Journal](http://HarringtonJournal.com) websites.

It marked a big change for the company that had operated its sites under the NewsZap name.

Andrew West, editor of the State News, said the revolution in mobile was a big reason behind the change.

More and more of us are getting news from mobile devices and a way to better reach that audience was needed, he noted in an e-mail message.

Business owners with clunky websites should take note of this change and act accordingly.



The cleanly designed websites on the Wordpress platform are mobile friendly, with the ability to adjust to the size of the screen of the device, West said. Independent has also stayed away from the annoying ads that take over pages of Gannett sites.

West reports that visitor traffic has risen since the *State News* website went live. The site is also raising the profile of the State News, which has not always been on the radar screen for people north of the canal.

The State News offers stories with a slightly different approach that reflects its roots in Dover. Bookmarking the site is a good idea.

West noted that the NewsZap brand that aggregates news in the region remains in place and has its advantages in reaching advertising audiences.

Independent has papers and websites on a portion of the Eastern Shore of Maryland; central and southern Delaware; the Phoenix, AZ suburbs; and a small area of Florida near Lake Okeechobee.

The company has an interesting history, starting with founder Jack Smyth, who could see the end of the steam locomotives that drove the economy in a Pennsylvania town where he operated a paper. He moved south and founded the *State News*.

Independent operates as a public trust and embraces a philosophy of newspapers and websites not offering editorial opinions on state and local

Continued on next page

Long-time vo-tech administrator nominated to serve as education secretary

State Education Secretary Mark Murphy is resigning from the post. The news came in an announcement that highlighted progress in improving the state's public education system.



Godowsky

Gov. Jack Markell will nominate Dr. Steven Godowsky, former superintendent of the New Castle County Vo-Tech School District. Murphy remains in discussions about his next position, but he and the governor agreed that it would be beneficial to announce the upcoming change, as well as the nomination of a new Secretary,

prior to the start of the coming school year, according to an announcement from the governor's office.

Markell will submit his nomination to the State Senate for consideration during a special session on October 28, but Godowsky will assume an interim role before that time, after Murphy officially steps down this fall. No date has been set.

"The work to prepare all of our students for college, career, and life in today's changing world is incredibly rewarding, but it's also not easy," said Markell. "Mark has addressed every challenge with a remarkable determination to support the hard

work happening in our schools and find solutions that best serve our youth. We have made tremendous strides in the past few years, while laying the groundwork for more progress in our never-ending mission to ensure every Delaware child receives the best possible education. I am thankful for Mark's service to our state." Cited as accomplishments during Murphy's tenure were:

- The state's graduation rate has reached a high of 84.4 percent, a 4.5 percent increase in just the past year and more than three percent above the national rate.
- For the last two years every college-ready

Continued on next page

Website carries the State News URL

From previous page issues. Instead, readers offer their views. Smyth's son, Joe Smyth, who served as head of Independent for decades from the Phoenix area, has retired.

He now promotes a book he has written on partisan gridlock and its effect on the nation.

The editorial stance has led to criticism of the years of the paper being detached from issues facing central Delaware, an area with economic chal-

lenges and a dependence on government employment from the state and Dover Air Force Base.

However, the State News has been active in community affairs over the years, with company CEO Ed Dulin and the paper honored in the past by the Central Delaware Chamber of Commerce. -
Doug Rainey

The author of this column came to Delaware a couple of decades ago to edit Independent's now defunct Delaware Business Review, a weekly business journal.



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Markell: More work needs to be done in education

From previous page

senior has applied and enrolled in college.

- The number of students taking dual enrollment, college-level, classes for credit more than doubled.
- More than 2,200 students at 16 schools will be taking half of their classes in Mandarin Chinese or Spanish this fall.
- The launch of Pathways to Prosperity over the past year is creating partnerships with Delaware employers, universities, and school districts to prepare students for a bright future in high-demand fields and careers.

“I wish Secretary Murphy the best and appreciate Dr. Godowsky’s willingness to serve. I have gotten to know each of them over the years and have respect for both of them,” said Paul Herdrman, president of the Rodel Foundation, of Delaware. The foundation has developed a long-term strategy for public education in the state.

“Being a Secretary of Education in any state is a tough job right now. Trying to do what is in the best interest of children while navigating a very complex world of social media, supporting 19 districts and 24 charter schools serving 130,000 students while at the same time juggling local and national politics is incredibly hard,” Herdman said. “I



know that Mark has been at the center of some of hard decisions, and I know that he has had his critics, but what I also know is that he is a smart, principled leader with a sound moral compass. As he transitions, I’m appreciative of the work he and his team have done,”

“During his forty plus years of work in Delaware’s schools, Steve (Godowsky) has established himself as a respected leader with the ability to work productively with teachers, administrators, and, most importantly, our students to get the most out of their schools,” said Gov. Jack Markell. “We have more work to do and, with the Senate’s confirmation, I am confident that he will help everyone in our system build on our progress.”

Godowsky led the New Castle County Vo-Tech District for eight years beginning in 2003. That followed two decades working in the district as an assistant principal at Delcastle Tech, principal at

Hodgson Vo-Tech, and assistant superintendent.

Murphy’s time as secretary was marked by intense criticism in some quarters over what was viewed as excessive testing and efforts to improve troubled schools. The governor vetoed opt-out legislation, which was opposed by business groups and others.

Meanwhile, the state saw a proliferation of charter schools. Some have been successful, but others have proved to be headaches for the state board of education and parents when decisions have to be made about closing or altering operations.

Critics also claim the most successful charter schools “skim the cream” of top students and leaving public schools with a large population of at risk students.

Delaware spends heavily on public schools with property taxpayers providing relatively little support when compared to neighboring states like Pennsylvania and New Jersey.

While gains have been reported, the state often ends up in the mid to bottom tier in the multitude of education ranks among the 50 states.

kudos (business honors)

Chains announces 40 Under 40 winners

Delaware-based Chains has announced its 40 Under 40 list for 2015.

Founder and Executive Director Erin Hutt created the 40 Under 40 to empower the next generation of young leaders who are leading by example, displaying academic excellence and creating positive change, according to a release.

This award is given to 40 outstanding Delaware industry professionals under the age of 40 who stand out in all aspects of their lives, the release stated. The nomination process included a three-month public nomination acceptance process.

The award is not to be confused with the 40 under 40 list of the *Delaware Business Times*. That list has not been

released to other media.

The list includes Ashley Biden, the daughter of the Vice President, who heads the Delaware Center for Justice.

Proceeds from this year's ceremony will go towards scholarships for our 20 under 20 honorees in 2016.

An event honoring the recipients of the award will be held on Sept. 27 at World Café Live at the Queen, Wilmington. Honorees are

- **Ralph Alleyne**, Bobbi Rhian's Executive Lounge
- **Jason Aviles**, Flyogi
- **Taurance Bishop**, DDS Smile Brite Dental Care
- **Ashley Blazer Biden**, Delaware Center for Justice
- **Cerron Cade**, State of Delaware
- **Limaris Carrion**, LimarisC Makeup Artist
- **Anthony Christie**, Prestige Senior Care
- **Terrance Clark**, Limitless La Vie

- **Earl Cooper**, Professional Golfer's Association

- **Ale Coppadge**, City of Wilmington

- **Dominick Draper**, delawareonline.com and allhiphop.com

- **Nate Durant**, Chess in the Square

- **Kia Ervin**, Community in Schools

- **Katisha Fortune**, Delaware Office of the Attorney General

- **Niem Green**, creditscoredating.com, Green Walk Media

- **Dana Herbert**, Desserts by Dana

- **Ernest Hudson**, Spatulearn

- **Yahshikiah Hughes**, Made for Purpose

- **Darnyelle Jervey**, Incredible One

- **Mike Matthews**, Warner Elementary

- **Kimberly Nurse**, Owner of a dance studio

- **Natasha Otero**, Fashion in the Square

- **Dustin Parker**, Campaign Manager, Sussex Academy

- **Dr. Yasser Payne**, University of Delaware

- **Wali Rushdan**, Fox Rothschild

- **Vanity Sanders**, West Side Grows Together

- **Stephanie Sanford**, Goodwill of Delaware

- **Drew Serres**, Delaware American's for Democratic Action

- **Shefon Taylor**, Writer, Activist, and Artist

- **Monique Taylor-Gibbs**, Warner Elementary- **Geronimo Vannicola**, Way Lab Studios

- **Apryl Walker**, Delaware Alliance for Community Advancement

- **Adrienne Wallace**, Nemours

- **LaShawn Ward**, Chief Marketing Officer

- **Marcus Watkins**, Kingswood Community Center

- **Richard Raw**, Recording artist

- **Orrin White**, United Way of Delaware

- **Stephen Williams**, City of Wilmington

- **Matthew Wilson**, Wilmington University. 

Navient, employees donate \$12,500 to warrior beach week in Bethany

Navient is joining other local employers and community groups to support a week-long getaway for wounded veterans and their families. The third annual warrior beach week, “Operation SEAs the Day,” will be held Sept. 8-13 in Bethany Beach, DE.

The mission of the nonprofit is to “serve those that have served us” by hosting veterans recovering from wartime injuries, along with their families, for a week-long vacation at beach houses and condos.

This year, 31 wounded veterans,, together with their families, will participate.

“Navient has engaged its employees in a unique way to assist our brave American families in their transition to civilian life,” said Richard Katon, founder and board member of Operation SEAs the Day. “Operation SEAs the Day is a 100 percent volunteer organization that honors our returning wounded heroes. Thanks to sponsors like Navient, we can show our appreciation for their service and

sacrifice. We offer these heroes and their families an expense-free week at the beach with many supportive amenities as well as with other families

in similar circumstance. We have seen and heard of many positive outcomes that last far beyond the week. We thank Navient and their employees for their generosity.”

When the families arrive, they will receive a welcome basket with gifts and discounts to local restaurants, stores and entertainment venues. Organizers have also planned several community events, including a welcome reception at the local VFW Post on Tuesday, Sept. 8.

Navient provided a \$5,000 sponsorship to help underwrite the costs for the week-long event. In addition, employees raised more than \$7,500 for gift cards and merchandise for the veterans and their families.

To make a contribution to Operation SEAs the



Day or for information about volunteer opportunities, visit www.operationseastheday.org.

Friendly’s Cones for Kids campaign aids Easter Seals

[Easter Seals Delaware & Maryland’s Eastern Shore](#) received \$1,970 from the 34th annual Friendly’s Ice Cream, LLC ‘Cones for Kids’ campaign which will help support camps for children with disabilities like Easter Seals Camp Fairlee in Chestertown, MD.

The Middletown Friendly’s deserves special recognition for raising the most in Delaware in this year’s campaign, according to an Easter Seals release.

“I am proud to be a part of a community that makes raising critically needed funds for people with disabilities a priority,” Kenan J. Sklenar, Easter Seals Delaware & Maryland’s Eastern Shore President/CEO, said. “The funds raised in this campaign go directly to support children with disabilities and their families in our local area.”

Allen Harim announces promotions

Allen Harim, a producer and processor of chicken on Delmarva, has promoted three employees to senior level positions.

Sylvia Nicholson has been promoted to Senior Director of Human Resources and Corporate Communications.



Nicholson

She joined the company in October of 2014. She has since overseen human resources strategy development, as well as employment services, compensation and benefits, employee relations, and professional training and development.

Everett Brown was promoted to Senior Director of Operations responsible for both Harbeson and Cordova. Brown joined the company in March of 2014 as Senior Manager at Harbeson. Prior to joining Allen Harim, Brown had spent 30 years working in the poultry industry Director of Opera-



Quinton

tions at Mountaire Farms in Selbyville, Del.

Scott Yackel has been promoted to Plant Manager at Cordova, having previously served as Assistant Plant Manager at Harbeson. He has been with the company since 1993 and has served in a variety of roles for Allen Harim.

Jim Quinton will now serve as Senior Manager of Transportation and Environmental Services and reports directly to Allen Harim CEO Steve Evans. He previously served as Senior Manager of Cordova operations and Transportation. In his new role, he has responsibility for the company's transportation, from logistics to planning and coordinating all delivery and hauling activities. He also will oversee meeting all environmental compliance. He has more than 25 years of experience in the poultry industry, having joined Allen Harim in 1993.

Long-time Harker aide joins Philly Fed staff

The Federal Reserve Bank of Philadelphia has appointed **Patricia A. Wilson** as vice president, chief of staff, and corporate secretary. Wilson, who

joined the Bank on July 1 and reports to President Patrick T. Harker, manages the Office of the President and its relationships and activities. Effective August 1, she also oversees the Office of the Secretary, which supports the bank's board of directors and corporate correspondence. She will also support a range of bank- and Federal Reserve System-wide initiatives.



Wilson

Wilson has served as a senior advisor to Harker and his leadership teams for more than 17 years. Before joining the Bank, she served as vice president and chief of staff at the University of Delaware. Previously, she was chief of staff and director of faculty administration at the Wharton School of the University of Pennsylvania. She also held administrative posts at both the University of Michigan and the University of Chicago.

Wilson has a bachelor's degree in psychology with a minor in education from Newton College

Continued on next page

From previous page

of the Sacred Heart (now Boston College) and received a certificate from the Higher Education Resource Services Bryn Mawr Summer Institute for Women in Higher Education Administration.

Carberry named to task force

The Bancorp announced that **Matt Carberry** (Vice President, Business Development, Payment Acceptance), has joined the Federal Reserve's Faster Payments Task Force.



Carberry

Faster Payments Task Force member Carberry joined The Bancorp in 2008 and has been collaborating with and helping empower large-scale payments aggregators in the bill payment, funds transfer, merchant processing, payroll and fintech industries.

His primary focus has been leveraging existing infrastructures and building new systems to develop greater efficiency of payments while improving risk

mitigation. Matt is a member of NACHA's Council for Electronic Billing and Payments.

Sussex County Engineer retires

Sussex County Engineer **Michael A. Izzo** will retire Sept. 15 from the position he has held since 1996, overseeing a staff of nearly 150 people in nine divisions that are responsible for designing, constructing and maintaining county projects that include public wastewater systems and various facilities. Engineering is the single largest department within county government, employing engineers, project managers, draftsmen, construction technicians, wastewater operators, electricians, and maintenance crews, among others.



Izzo

A graduate of the University of South Alabama, Izzo, has been employed with Sussex County government for 31 years, serving 19 of those years as County Engineer. During his tenure, he has helped

guide dozens of public projects, including construction of the County's 911 center, three paramedic stations, three public libraries, a new airport terminal building and runway extension, the Nanticoke River dredging and park projects, not to mention hundreds of miles of public wastewater systems. Those sewer systems alone have brought about environmental benefit to the county, eliminating more than 16,000 septic systems in the Inland Bays watershed.

Rodel Foundation names teacher council

The Rodel Foundation of Delaware officially kicked off the 2015-16 class of the Rodel Teacher Council, and introduced the 19 teachers who will serve as its members.

Eight teachers from the inaugural class will remain on the council and serve as mentors to the 11 new members. Like its first cadre, the Rodel Teacher Council members represent all three counties, a variety of grade levels and subject areas, and bring a broad cross-section of leadership perspectives. In all, the council members boast over 220 years of combined teaching experience. During the 2015-16

Continued on next page

From previous page

program, the Rodel Teacher Council will continue its work on personalized learning through research and development of policy projects, classroom spotlights, and a second annual personalized learning workshop for teachers.

Additionally, the new class will focus efforts on the public policy side of personalized learning—with the goal to remove barriers currently in place, and help scale personalized learning statewide.

Personalized learning puts students at the center of the learning environment. Instruction is tailored to students' specific academic needs, personal interests, and learning style—while they are enabled to learn at their own time, pace, place, and approach.

Council members will continue to advise the Rodel Foundation on critical education initiatives and issues, meet with key education stakeholders, visit exemplary schools where innovation is transforming instruction, and help to scale innovative practices throughout the state.

Members of the inaugural Rodel Teacher Council contributed to the education conversation in Dela-

ware in many ways. The group met with local and national education experts and policymakers, including legislators, the State Board of Education, the governor, DSEA leadership, PTA leadership, and others, a release stated.

Council members are

Shani Benson – South Dover Elementary, Capital School District, **Tim Brewer** – St. Georges Technical High School, New Castle County Vocational Technical School District **Tricia Dallas** – Itinerant Teacher, Red Clay Consolidated School District, **Jordan Dutton** – W.T. Chipman Middle School, Lake Forest School District..

Emily Edmonds-Eveland – Las Americas Aspira Academy, **Karen Eller** – Bancroft Elementary School, Christina School District, **Melissa Grunewald** – Phillip C. Showell Elementary School, Indian River School District, **Jennifer Hollstein** – Charter School of Wilmington, Red Clay Consolidated School District, **Robyn Howton** – Mount Pleasant High School, Brandywine School District.

Lauren Irwin – The Central School, Red Clay Consolidated School District, **Michele Johnson** – Towne Point Elementary School, Capital School

District, **Jared Lelito** – Fred Fifer Middle School, Caesar Rodney School District, **Lisa Mims** – Pleasantville Elementary School, Colonial School District, **Tara Saladyga** – Delcastle Technical High School, New Castle County Vocational Technical School District,.

Judith Spencer - W.T. Chipman Middle School, Lake Forest School District, **Melissa Tracy** – Conrad Schools of Science, Red Clay Consolidated School District, **Kacie Versaci** – Prestige Academy Charter School, **Jermaine Williams** – St. Georges Technical High School, New Castle County Vocational Technical School District and **Michelle Wilson** – Booker T. Washington Elementary School, Capital School District.

Madisi joins Bayhealth practice

Bayhealth Endocrinology announced that **Nira A. Madisi**, MD. has joined their practice. The practice is now accepting new patients.



Madisi

Continued on next page

From previous page

Madisi joins endocrinologists Tadele W. Desalew, MD and Kristine Parker, MD. “

Madisi earned her medical degree at the University of the West Indies.

She continued her training at George Washington University Hospital, in Washington, D.C., completing her fellowship in endocrinology.

She completed her residency in internal medicine at Johns Hopkins University, Sinai Hospital of Baltimore, where she was chief resident.

She is a member of several professional societies including The Endocrine Society, American Thyroid Association, and the American Diabetes Association.

Burke joins real estate firm

Berkshire Hathaway HomeServices Fox & Roach, Realtors Newark Office, announced that Amanda Burke is a new Sales Associate and member of the Ruckle Team.



Burke

Burke is a member of the New Castle County Board of Realtors.

Herman joins XP Realty

XP Realty announced that **Michael Herman** will be joining their firm as an independent real estate agent.

Herman comes from an extensive background of property and facility management. He will be handling residential and commercial property sales and listings in New Castle County and Kent County as far south as Dover.



Herman

Michael is a cancer survivor and will be donating 5 percent of his commissions to the cancer organization of his clients' choice.

His plan is to help fight cancer, one home at a time.



The Bulletin welcomes your personnel news items. Larger photos are welcome as we also offer an online photo gallery. Send your items to drainey@delawarebusinessdaily.com.

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Editor's note: The following business licenses were issued by the State of Delaware

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WILMINGTON, DE 19806-1330

HEADSTART SALES
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CINCINNATI, OH 45231-2426

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1348 GOLDENEYE DR
NEW CASTLE, DE 19720-8927

HEDGEAPPLE ANTIQUES LLC
200 DELAWARE ST
NEW CASTLE, DE 19720-4868

IEH AUTO PARTS LLC
AUTO PLUS
1155 ROBERTS BLVD NW STE 175
KENNESAW, GA 30144-3666

Motor Vehicle Dealer

HEXE AUTO EXPORT
168 WELLINGTON WAY
MIDDLETOWN, DE 19709-9407

Collection Agency

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5 REVERE DR STE 420
NORTHBROOK, IL 60062-1570

Mover

I & L TRUCKING CORP.
15 COMMERCE ST
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Contractor

ICONIC CONSTRUCTION LLC
241 MAIN ST
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Retail

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AUTO PLUS
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KENNESAW, GA 30144-3666

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2 OLD MEN WITH WOOD
8769 GREENTOP RD
LINCOLN, DE 19960-2928

JUST MIST IT INC
15608 S DUPONT HWY
HARRINGTON, DE 19952-3117

KLABE CABINETRY LLC
20478 OLD MEADOW LN
LEWES, DE 19958-7301

ISLAND WATERSPORTS LLC
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FENWICK ISLE, DE 19944-4015

JCK FIREARMS LLC
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MIDDLETOWN, DE 19709-2188

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29 DARIEN CT
NEW CASTLE, DE 19720-3804

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JFINTV
3 DANVILLE CT
NEW CASTLE, DE 19720-3874

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BEAR, DE 19701-6357

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PALPATIONS
107 NE 10TH ST
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JONES JORDAN
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8 MAE ST
GEORGETOWN, DE 19947-2118

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SPACE INVADERS
1134 CANTERBURY RD
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WILMINGTON, DE 19808-4804

JACQUELINE CLEANING SERVICE LLC
3 MERGANSER RD
GEORGETOWN, DE 19947-9552

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BETTER AT THE BEACH
50 SPINNING WHEEL LN
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JACKSON KIMWONA
B & K SERVICES
326 PALMERSTON CT
NEWARK, DE 19702-5238

INDIE CORP MEDIA GROUP
ICMG
225 WHITHERSPOON LN
NEWARK, DE 19713-3809

INT'L. COMPUTER CONSULTING, INC.
109 STANWICH RD
GREENWICH, CT 06830-4015

INTERNATIOINAL RECOVERY SYST INC
805C W 2ND ST
CHESTER, PA 19013-3600

J&E MEDIA CONSULTING
602 MOUNT LEBANON RD
WILMINGTON, DE 19803-1708

Constructor

KEY J CARPENTRY LLC
37491 KAITLYN DR APT 4
REHOBOTH BCH, DE 19971-1560

JSL POOL SERVICE
405 GRANDVIEW AVE
WILMINGTON, DE 19809-3042

K & S SEALCOATING LLC
2511 RAMBLEWOOD DR
WILMINGTON, DE 19810-1208

K&S ELECTRIC INC
1745 4TH ST
LANGHORNE, PA 19047-1723

KACHINSKY JOHN
STAIN AWAY EXTERIOR CLEANING
601 JOY CT
MIDDLETOWN, DE 19709-9517

JFS ELECTRIC
424 W PEMBROOKE DR
SMYRNA, DE 19977-4013

JENSLY LLC
1211 W 8TH ST
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JEMCO ERECTORS INC
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J.D.WARNER CONSTRUCTION LLC
36935 LAWS POINT RD
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326 PALMERSTON CT
NEWARK, DE 19702-5238

JAMCON CONSTRUCTION LLC
100 SPRINGDALE RD
CHERRY HILL, NJ 08003-3300

