



Development Digest. A look at a key industry in state.
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Analysis: No easy solutions emerge after release of budget gaps report

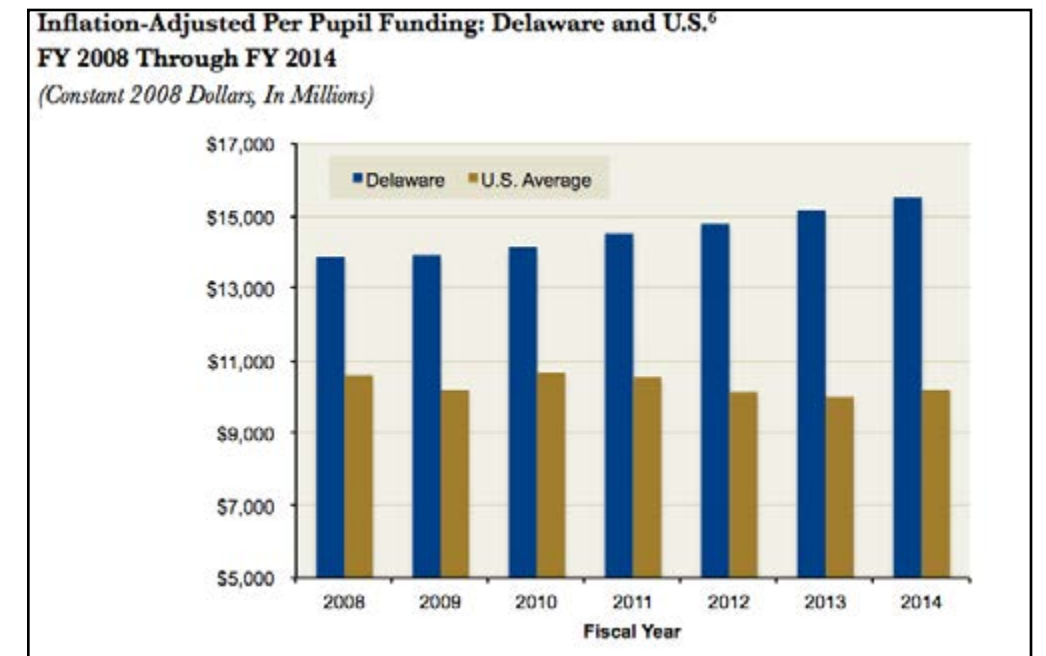
(Click here for a link to the Roundtable report and click here for an earlier story in Delaware Business Daily.com).

By Doug Rainey

A recently released study from the Delaware Business Roundtable stated the obvious. Delaware has a revenue system that is no longer able to snap back when the economy recovers.

Spending, meanwhile, remains above levels that can be supported by revenue growth.

Project the current trends into the next decade and the state would face a deficit of \$600 million. That's big money in any state. For Delaware, it's a budget cliff.



The problems have worsened over the years, papered over by the use of financial settlements and a brief regional monopoly that led to a wind-fall from casino revenues.

Meanwhile, the legislative and executive branches have struggled to deal with rising costs for Medic-

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aid, public schools and the criminal justice system. Of late, the state has been checking under the couch cushions for proceeds from one-time legal settlements and even a beleaguered Transportation Trust Fund to keep the budget in balance.

Few are happy with the current state of affairs

State employees - while winning a victory over efforts to require payment of a larger share of insurance costs - have seen their paychecks remain stagnant.

The health insurance fix contributed to the budget gap in the past session and was plugged in a controversial move that tapped money from a settlement over mortgage lending practices. That alone did not stop budget cuts in areas such as [general assistance](#), a program for those in desperate straits.

Education performance, while improving modestly as standards get tougher, is often ranked in the [lower half](#) among the 50 states, despite funding that remains well above the national average. [Teacher salaries](#), however, remain the lowest in the immediate region, making recruiting of top talent more difficult.

The report may mark a turning point for Delaware's corporate leaders, who have often stayed out of partisan battles over taxes and spending, but now see the state at a crossroads.

In the early going, solutions often seem to fall along party lines.

“While we look forward to reading the entire report in detail, this independent study reaffirms what Delaware Republican lawmakers have been saying for years; that our state's economy continues to underperform and that we need to start work immediately creating a framework to reduce government spending,” state Senate Republican Leader Gary Simpson, R-Milford, wrote in

a weekly newsletter. Some Democrats are urging tax increases on the wealthy, with [Rep. Paul Baumbach](#), wondering if the General Assembly is up to the task of dealing with a looming crisis.

The Delaware State Chamber of Commerce, perhaps sensing the need for

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The advertisement features a background image of a mountain climber in a blue jacket and white helmet, ascending a snowy peak. The text is overlaid on this image. At the top, the headline reads "THE JOURNEY BEGINS WITH YOU." in large, white, bold, sans-serif font. Below the climber, the logo for "MYsherpa" is displayed, with "MY" in blue and "sherpa" in a lighter blue, lowercase font. Underneath the logo, the text "Business Technology Guides™" is written in a smaller, blue, sans-serif font. At the bottom of the advertisement, a dark blue horizontal bar contains the text "Now Hiring IT Service Sales positions." in white, bold, sans-serif font, followed by the link "Learn more." in a smaller, white, sans-serif font.

Allen Harim responds to letter from OSHA

Poultry processor Allen Harim received a warning letter from the federal Occupational Safety and Health Administration after an inspection of its Delaware facilities. The action stopped short of the fines that are often levied for workplace issues.

According to an OSHA release, inspectors “identified deficiencies in the facility’s medical management program that contribute to the likelihood of workers developing serious

musculoskeletal disorders. In addition to deficient staffing; inadequate supervision; lack of experience and training on the part of the healthcare providers; and providers working outside their scope of practice, the employer uses a first aid station to evaluate and treat MSDs. Inspectors also found that the employer did not refer injured workers to qualified outside healthcare providers for evaluation and treatment when appropriate and that workers were discouraged from reporting symptoms and injuries,” the release stated.

OSHA cited Allen Harim Foods with nine violations, including a serious citation for the company’s failure to address the musculoskeletal disorder hazards.

The term is used to describe injuries to wrists and muscles during processing of poultry.

The company issued the following response:

“Allen Harim is committed to providing a safe and healthful workplace for our employees. We

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Chamber weighs in on Roundtable report


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middle ground weighed in on the report late last week.

“As the State Chamber has repeated, we are not interested in planting stakes in the ground or pointing fingers. We are only interested in solving problems. Any comprehensive solution must be bipartisan in nature. We look forward to participating in any solution to find sustainable revenue sources and position the Delaware economy to move forward,” stated Chamber President Rich Heffron.

Taking a somewhat different stance is Republican State Treasurer Ken Simpler, who sees the issue be-

ing “bang for the buck,” rather than spending increases or cuts. He offered his thoughts [in a recent newsletter](#).

“In my view, both our revenue system and our spending constraints are flawed in design, and that leads to poor decisions and outcomes from a budgeting perspective. More importantly, the focus on too much or too little expenditure or income tends to overlook the obvious nexus of the two: value. What are we getting for our money? Finally, the obsession with micro-managing the annual budget leaves little oxygen in the room to deal with the long-term aspects of our fiscal picture. This is where the real trouble lies,” Simpler wrote. 





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Ground breaking event at Sharp Energy site

Chesapeake Utilities Corporation, Dover and Sharp Energy, Inc. held a groundbreaking ceremony for the new Sharp Energy headquarters building and AutoGas fueling station in Georgetown.

Pictured from left: Delaware State Senator Brian Pettyjohn; Morgan Ellis of Clean Cities Coalition; Craig Crouch, CEO of Kent-Sussex Industries, Inc.; Michael P. McMasters, president and CEO of Chesapeake Utilities Corporation; and S. Robert “Bob” Zola, president of Sharp Energy, Inc. and Austin Cox Home Services. 

Allen Harim disputes OSHA claims


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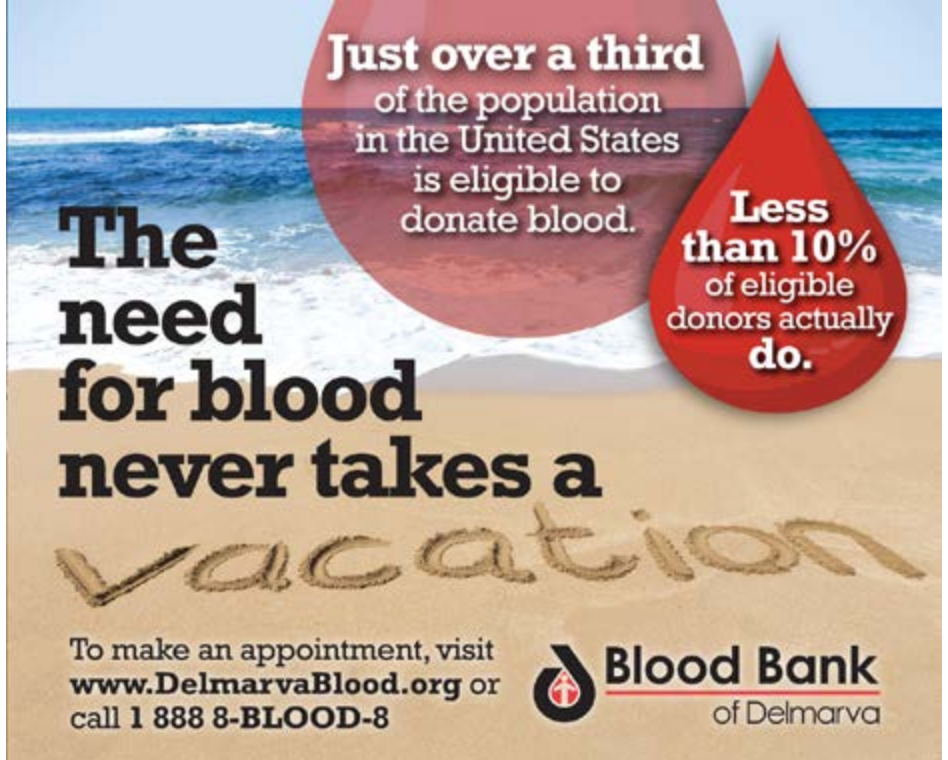
take worker safety issues very seriously and we work diligently every day to provide the safest possible environment for all our employees.

It is against that backdrop that we take this opportunity to clarify two situations that may possibly become confused regarding discourse with the Occupational Safety and Health Administration (OSHA).

In August we were disappointed to receive three “hazard alert letters” from OSHA. These are not citations but instead are letters containing observations about certain areas of our Harbeson,

Delaware facility which OSHA has asked that we review for possible corrective actions. Our team is currently reviewing the contents of the letters to determine if they warrant voluntary corrective actions on our part.

These hazard letters follow separate citations received from OSHA in June of this year. We strongly disagree with the claims made in the citations. Accordingly, Allen Harim has exercised its right to challenge those citations. We have filed a notice of intent to contest them in their entirety, inclusive of classifications, penalties, abatements and abatement dates. This action will move through OSHA’s system and updates will be made available as warranted. 




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development digest

Signs point to more activity in King Street area of downtown

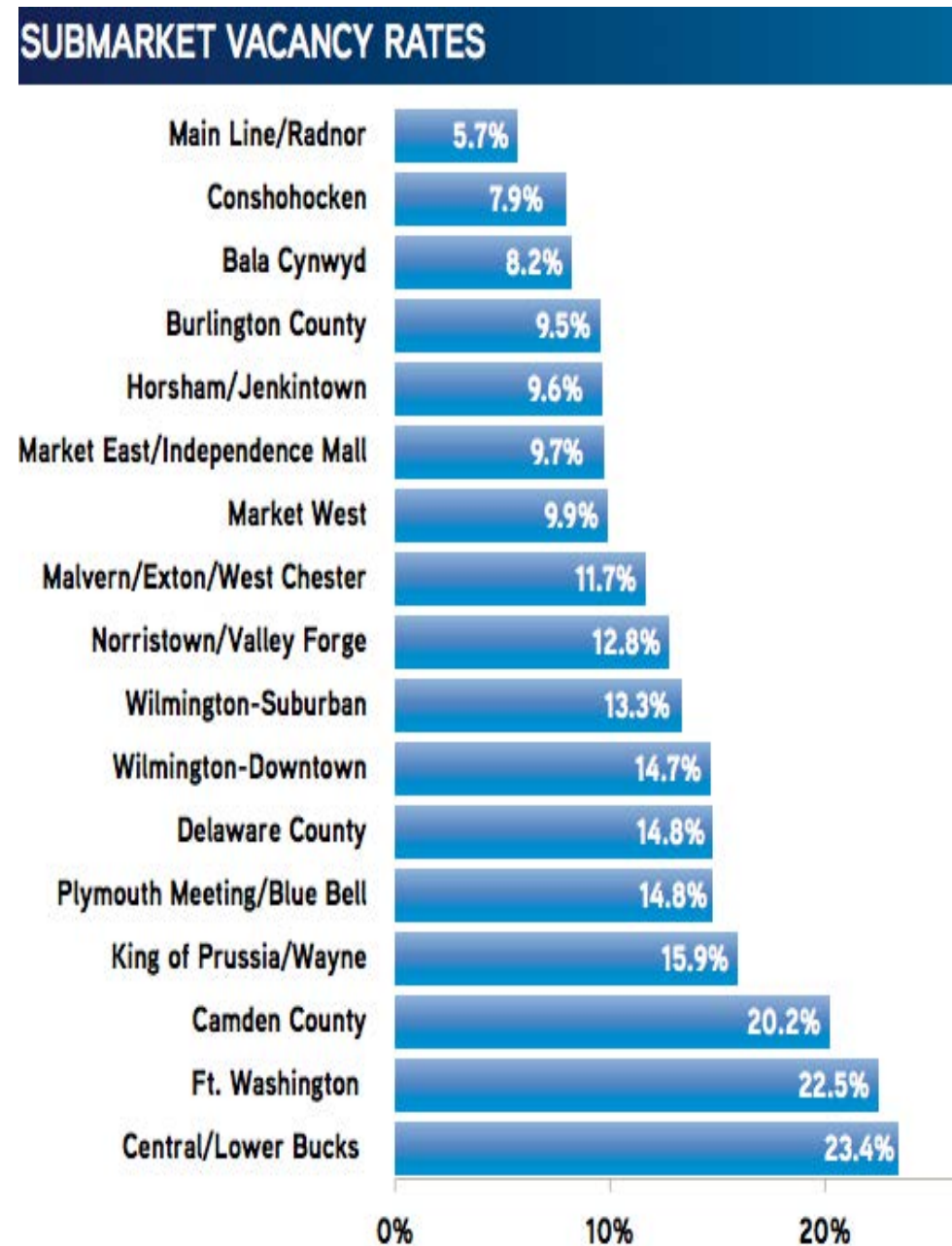
(Vacancy rate graphic courtesy of Colliers)

The dream of connecting the booming riverfront with Wilmington’s downtown is closer to becoming a reality as the southern area of King Street sees renewed activity.

Last week, an information technology company with ambitious plans to bring outsourced jobs to the US made the surprise purchase of One Customs House on King Street (see story in this section).

That followed the announcement of a \$10 million makeover for Courthouse Square in downtown Wilmington and the signing of new tenants for the building that still houses a unit of insurance giant Met Life. On the minus side, the AIG makeover did put more office inventory on the market.

Another eye-popping deal is also in the works with fast-growing pharmaceutical firm Incyte planning to buy its headquarters site off Augustine Cut-



off near Wilmington for nearly \$80 million. (See related story). “I’m bullish on what we will see in downtown Wilmington in the next three years,” says Rick Kingery, vice president of Colliers, Wilmington.

Kingery, the Colliers broker handling the Customs House transaction, has seen momentum build in the area.

Colliers represents Renaissance Center, an office building off King Street that has drawn tenants with a solid location that is a short distance from the New Castle County Courthouse and the Wilmington Train Station.

Drawing cards for the King Street area include the continuing growth in the nearby Lower Market Street (LOMA) area, the nearby DoubleTree hotel and available parking, Kingery says.

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development digest

Route 202 market sees activity, other areas quieter

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Further up Market Street, Buccini/Pollin Group is winding up work on apartments at locations that include the historic WSFS building. The apartments are aimed at teachers and others interested in living downtown.

On the northern end of Market, work is under way on an extended stay hotel at a long-vacant office building, with a nearby former industrial site targeted for possible residential use.

Separately, Colliers earlier released an office leasing report for the first half of 2015 that took note of activity in downtown Wilmington and the Route 202 area north of the city. The Customs House transaction will be part of third quarter and year-end report by brokerage firms.

According to the report, the vacancy rate decreased from an adjusted 14 percent at the end of 2014 to 13.9 percent at the end of the second quarter.

The office inventory has been shrinking due to demolitions in both downtown and suburban Wilmington. In Wilmington, the inventory of space shrunk with the demolition of Jefferson Plaza on the west end of downtown.

More recently, Buccini/Pollin “committed to start demolition of five buildings at Concord Plaza, and pulled the buildings out of supply,” the Colliers report noted.

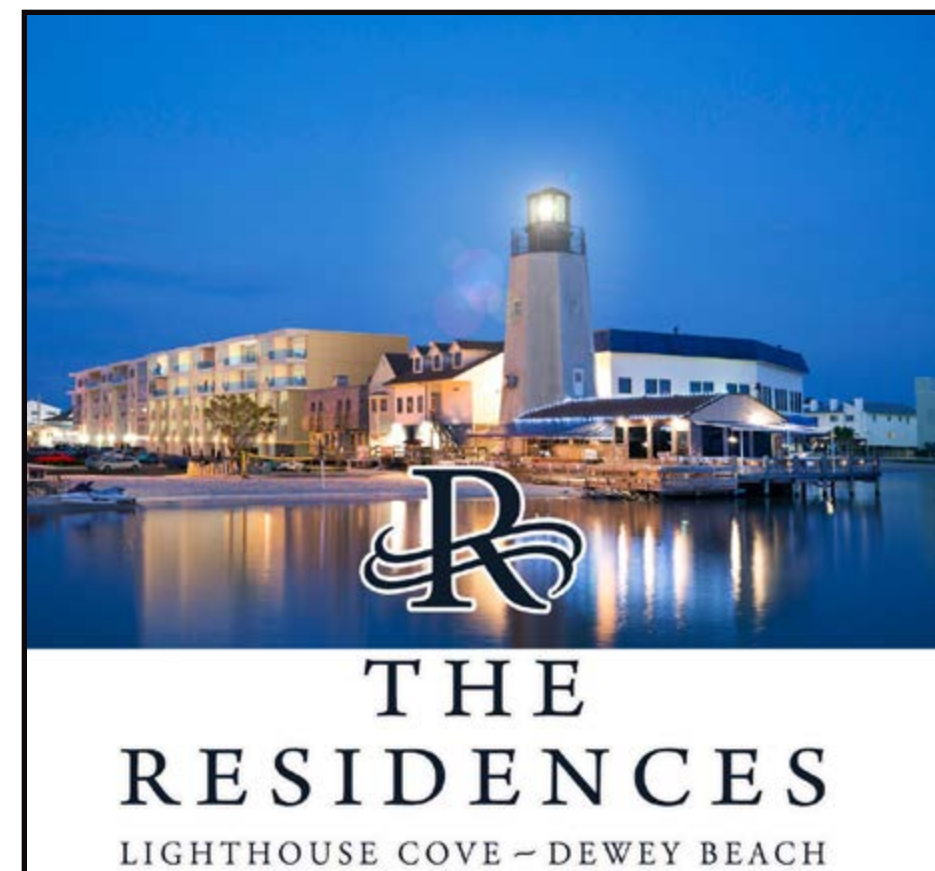
A second quarter report from the commercial real estate firm of Newmark, Grubb, Knight, Frank indicated that more than 130,000 square feet of office space at Concord Plaza was removed from inventory, due to the decision by Buccini/Pollin. The company plans to convert Concord Plaza into a mixed use apartment and office development.

The Newmark, Grubb, Knight, Frank report said the volatility of the market has been influenced by the state’s financial services industry.

“Post-recessionary demand performance has proven volatile, creating large swings in occupancy.

In comparison, today’s vacancy sits just 190 basis points lower than its peak posted nearly seven years ago, but has dipped as much as 420 basis points lower than the previous high mark,” the NGKF reported stated. “This trend of oscillating overall de-

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mand performance best tracks the financial services sector's performance since 2008. That sector posted several alternating years of a growing and shrinking footprint, ultimately ending around 115,000 square feet larger than it was at the end of 2007."

Colliers and Newmark report that activity is on the upswing in the Route 202 market, boosted by deals such as Wells Fargo's lease and naming rights at 2200 Concord Pike, the former AstraZeneca and Rollins building.

Dave Morrison, a broker with NAI Emory Hill, New Castle, said the it is getting difficult to find space in the Route 202 area. Morrison said he is working on a deal that if completed would bring the Wells Fargo building up to full occupancy, 18 months after going on the market under the ownership of the Abessinio family interests that include commercial real estate properties and Applied Bank of Delaware.

Industry sources had first indicated it might take a few years for the building to hit full occupancy. Absorption in downtown Wilmington rebounded during the second quarter, but did not offset an occu-

Market Summary				
	Current Quarter	Prior Quarter	Year Ago Period	12 Month Forecast
Total Inventory	16.8MSF	16.9MSF	16.9MSF	↔
Vacancy Rate	19.0%	19.1%	17.7%	↓
Quarterly Net Absorption	-78,180	-190,578	294,142	↑
Direct Asking Rent	\$23.48	\$23.05	\$23.32	↔
Under Construction	0	0	69,321	↔
Deliveries	0	0	0	↔

Source: Newmark, Grubb, Knight Frank

pancy loss during during the first quarter as tenants such as Met Life gave back space and launched a makeover of the AIG building, both the Newmark and Colliers reports noted. Courthouse Square will now house a downsized Met Life operation and outside tenants. A couple of smaller leases have been announced by CBRE, agent for the building.

Kingery said the Newark and New Castle areas remained quieter on the leasing front for reasons that are not entirely clear.

Morrison said the suburban areas, while not as

vibrant as north Wilmington, are seeing activity. One promising area has been flex space that can be used for office, warehousing and even manufacturing space.

Buildings with low occupancy rates are now seeing renewed interest. Users have included freight forwarders and a growing aircraft industry supplier, Morrison said.

Tenants are taking a look at the Springside complex, off Route 40 in Glasgow after some space remaining vacant for years at the site near the Glasgow Medical Center.

Further growth is possible, since the property is one of the few in the area zoned for additional buildings, Morrison said.

According to Emory Hill's Morrison, the attractiveness of commercial of real estate investments is expected to continue with the continued volatility of the stock market.

A well-maintained medical or other office building with a high occupancy rate can fetch a good price and generate an attractive return for the investor, Morrison said.

development digest

Hatch House Ventures expands to Wilmington

Susan Miller of Gioffre Commercial Realty, Wilmington, announced the completion of a transaction to bring Hatch House Ventures to Wilmington.

The company has opened a second location at 103 W. 7th Street. Hatch House also has an office in Bethlehem, PA.

Hatch House was founded by Steve Boerner and Sean Caverly as a live-work business incubator for entrepreneurs building seed-stage companies. With a focus on spurring economic development and job-growth in Wilmington, Hatch House offers resident-companies affordable housing, furnished office space, dedicated mentorships, advanced on-site technology, and a host of business resources to give young entrepreneurs the ability to get their companies from seed-stage to growth-stage.



Hatch House aims to house and mentor eight to 10 resident-companies at its Wilmington location while also accepting applications for non-resident members who have access to public events, educational seminars, networking events, and exclusive on-line content.

For more information, or to apply for Resident and Non-Resident Memberships, visit: www.hatchhouseventures.com. For more information on Gioffre Commercial Realty visit: www.gioffrecommercialrealty.com.

Becker Morgan ranked as top design firm in Mid Atlantic

[Becker Morgan Group](http://www.beckermorgan.com) was recognized by Engineering News-Record (ENR) as a 2015 MidAtlantic Top Design Firm, ranking 62nd in the region and No. 6 in Delaware, among many national and international design firms.

The firm also ranked sixth in Master-Planned Development/Site Infrastructure and No. 19 in Education.

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The annual list of design firms includes architects, engineers, and other design professionals doing business in Delaware, Maryland, Pennsylvania, Virginia, Washington DC and West Virginia. ENR is a leading provider of news, analysis, commentary and data for construction industry professionals.

NAI Emory Hill announces transactions

NAI Emory Hill, New Castle, announced the following transactions that were handled by broker Neil Killian.

NAI Emory Hill represented both the landlord and tenant in a 36,000 square foot office lease in Dover for Connections. The company will also handle property management of the building. It is also actively listing Connections' Wilmington location at 500 W. 10th Street, which is for sale. Connections is a not-profit organization that has been providing community-based health care, housing, food and employment opportunities at multiple locations in Delaware since 1985.

Frontier Scientific Inc. signed a lease renewal for

an expansion at their location at 601 Interchange Blvd. in Newark. Founded in 1975, FSI provides contract research, R&D, and the manufacture of unique, custom chemical compounds for a variety of uses including pharmaceuticals and synthetics.

Gillis Gilkerson does renovation work at pet store

Gillis Gilkerson, Salisbury, MD, announced the completion of renovations made to Pet Valu, a 3,600 square foot retail pet store located at 38661 Sussex Highway Delmar, DE.

Renovations included the installation of a bathroom, dog washing station and back door. Gillis Gilkerson was hired for the job after being recommended by the building's developer.

For more information, visit www.gillisgilkerson.com.

Aspira Academy project paves way for higher enrollment

A major renovation of Las Américas ASPIRA



Academy has been completed in time to welcome new students last month.

Construction on the building interior on Ruthar Drive in Newark will allow the school to accommodate about 250 more students, and the academy hopes to reach a capacity of 800 students in the near future.

The renovations included new classrooms, two new science labs, new back en-trances and foyers, a new middle school entrance and foyer, new acoustical ceilings, audio/visual systems and a new HVAC system.

Emory Hill & Company began the construction
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this past February and rapidly worked to finish so that the school could open on time.

“We couldn’t be more thrilled with the construction process and the results,” said Greg Panchisin, ASPIRA’s director of school operations. “We are proud to welcome the students and parents back into a brighter, more vibrant facility and look forward to even more growth in the future.”

Las Américas ASPIRA Academy was established to provide students with a world class education that prepares them through a dual-language, project-based learning curriculum.

The Delaware school is one of 11 charter schools affiliated with the national ASPIRA Association.

ASPIRA has had more than 50 years of experience creating and implementing formal and informal education programs that build up youth self-esteem, cultural awareness, and leadership abilities

Originally founded as a Puerto-Rican organization, ASPIRA Associate Offices in Connecticut, New York, New Jersey, Delaware, Florida and Illinois

and the commonwealth of Puerto Rico now serve a diverse population of youth, with the specific mission to empower the Puerto Rican and Latino community through advocacy and the education and leadership development of its youth.

New Ryan homes community

Long & Foster Real Estate, announced the new Ryan Homes community of Parker’s Run. The newest community is touted as Dover’s best priced community featuring single family homes in a convenient location. Prices are starting in the \$190s.

“Parker’s Run is the latest opportunity from Ryan Homes and it represents a tremendous value in today’s market place. With single family homes at this value packed price we expect great things from this latest addition,” Erik Hoferer said.

The Erik Hoferer & Associates Team has partnered with Ryan Homes since 2009.

The team is comprised of top producing agents and has a presence in the regional market. Parker’s Run marks the 16th new home construction site for Ryan and Hoferer.



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Tech company has big plans for newly acquired building in city

Alpha Technologies USA, Inc. has purchased an office building on King Street in downtown Wilmington for use as an IT services center that could bring jobs back to the U.S.

The U.S. based global provider of IT solutions and consulting services to Fortune 1000 corporations, is set to move into the six-story office building at 704 N. King Street.



Terms of the transaction were not disclosed.

Alpha has acquired the facility and will occupy nearly 45,000 square feet on three floors. Existing tenants will remain at the building that has been known as One Customs House. The building is near the Doubletree Hotel and city-operated parking ramps.

Rick Kingery, vice president with [Colliers International](#), represented Alpha Technologies in

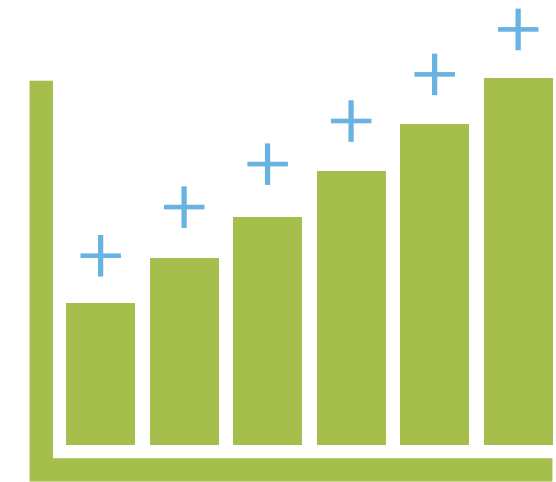
the deal. Alpha has offices in Pennsylvania, North Carolina, New Jersey, Washington, California and Texas, as well as overseas sites in India, Czech Republic, and Poland. The King Street site is the first office for the company in Delaware.

Alpha will be offering “on-shore off-site” managed services to their clients who are looking for “On-Shore” managed services with benefits of “off-shore,”

according to a release.

This facility will be Alpha’s first COE (Center of Excellence) captive site, offering “the on-shore off-site” IT managed services. In Addition, Alpha will create Subject Matter Expert IT training center for fresh graduates. These services will create many local jobs to help social, economic, and cultural growth, the release stated..

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Amrit Gurung, vice president at Alpha, said the company sees the Center of Excellence attracting technical support business for electronics and other types of equipment. Centers handling these issues are often located in India, the Philippines and other nations with English speaking populations.

Over the years, the cost advantages of operating technical centers overseas have diminished as wages have increased, according to Gurung. The training center would offer intense “boot camp” programs that would equip individuals for technical support positions, he said. No job estimates were offered for the center, although the available sure footage could accommodate hundreds of workers.

“This is an incredibly exciting event for the City of Wilmington,” said Kingery. “To have a leading, global technology company like Alpha select Delaware as their captive site – over a multitude of other options, is truly an indication that Delaware has the technology, workforce, transportation, and new housing infrastructure in place to attract new businesses and grow this highly sought after field.”

“Information technology is one of the world’s fastest growing industries and we are very pleased to welcome to Wilmington one of the world’s leading providers of IT solutions and consulting services to a diverse and global clientele,” said Jeff Flynn, Wilmington Economic Development Director. “Alpha Technologies recognizes that Wilmington is a City where businesses thrive and is a City that is quickly becoming a technology hub for established IT businesses as well as a base for technology entrepreneurs and start-ups. We are witnessing the development of a new business climate in our city and we couldn’t be more pleased.” 

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- 250 Golden Isles Plaza Dr. Units 106, 110/112
- 428 Picric Street

BUFORD, GA

- 4925 Lexie Lane, Lot 2 & 4946 Lexie Lane, Lot 4

DILLARD, GA

- 68 +/- Acres Ponderosa Road

HARTWELL, GA

- 636 W. Franklin Street

HIWASSEE, GA

- 1031 Burch Branch Rd
- 1753 US Hwy 76

JASPER, GA

- 435 Upper Salem Church Road

JASPER, GA

- Lot 6 Oak Ridge Parkway

LOCUST GROVE, GA

- 10 Acres Highway 155 South

PALMETTO, GA

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- 1600 Shorter Avenue
- 3005 Alabama Hwy

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- Lot 23 Skycove Subdivision, Big Rockys Rd

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- 76 Roland Street

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- 3590 Georgia Rd

GLENVILLE, NC

- Cedar Ledges, Lot 10
- Lot 36 & 37 New Settlers Way

HAYESVILLE, NC

- 1199 Mountain Harbour Dr
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Shopping Center owners to celebrate \$10 million makeover

The newly renovated Newark Shopping Center will hold a grand re-opening festival on Saturday, September 12.

Newark Mayor Polly Sierer will join other business and community leaders in an official ribbon-cutting ceremony, to be followed by an entertainment, refreshments, giveaways, a raffle, and kids' activities.

The event, which is free to the public, will run from 11 am to 3 p.m. rain or shine, at the center at 230 East Main Street on the east end of downtown.

Three years ago, Atlantic Realty Companies partnered with Angelo, Gordon & Co. to acquire and carry out a full-scale construction and renovation of the center that had not cashed in on the turnaround in downtown Newark.

The \$10 million renovation, which is nearly complete, includes new building facades, roofs, updated signage, landscaping, pedestrian



connections within the center, and improvements to the parking lots.

A path now allows pedestrian access through the center of the shopping complex to a new apartment building that is scheduled to open next summer. This pathway also connects with the Pomeroy Trail that runs near the site.

Currently 75 percent leased, the center is now home to Newark Natural Foods, Goodwill, Dollar

Tree, PNC Bank, Enterprise, Newark Discount Liquor, Empowered Yoga, Rita's Italian Ice, Armed Forces, No. 1 Chinese, The Mediterranean Grill, Zahra International Market, and Mayflower Japanese Restaurant.

Atlantic has leased space to Churrascaria Saudades Brazilian Steak-house, Capriotti's Sandwich Shop, Sports Clips, Big Z Pizza, and other retailers.

Welcoming these new shops and restaurants are two tenants of long standing: Hair by Anthony and the only remaining original tenant from 1955, Minster's Jewelers.

“This renovation of the Newark Shopping Center is a welcome addition to our Great American Main Street Award-winning downtown, just as it was in 1955 when it first opened its doors,” said Sierer. “Now more pedestrian- and cyclist-friendly than ever and featuring a strong connection to the
Continued on next page

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The Newark Shopping Center at the time of its opening.

Pomeroy Trail, the Newark Shopping Center is sure to have many more decades of leadership of our downtown retail marketplace.”


“This is a dream come true!” said Marilyn Minster, owner of Minster’s. Minster has been a long-time champion of Newark’s Main Street. She is also a driving force behind the Downtown Newark Partnership, which is comprised of business owners, the city and the University of Delaware. The partnership has been widely credited with helping to turn around downtown.


“We have been here since the center’s heyday and watched it decline after the original owners passed away. When I first met David Ross and learned of Atlantic Realty’s plans to modernize this center, I was thrilled, and I did whatever I could to get us to where we are today.”

“The grand re-opening of Newark Shopping Center is a great day for Newark,” said Atlantic Realty President David Ross. “Along with our partners at Angelo Gordon, we are excited to commit our expertise and resources to the redevelopment of Delaware’s second oldest shopping center.”

Newark Shopping Center was developed originally by Pomeroy Realty, Inc. at a cost of \$1 million. Fourteen of the center’s 16 acres were devoted to parking, a reflection of the ’ postwar love affair with the automobile.

The original tenant roster included Acme Markets, Newark Department Store, F.W. Woolworth, Sun-Ray Drug Store, Miles Shoes, Liedemann’s Bakery, and J. J. Minster and Son. At opening festivities, long-time Newark auto dealer, William H. Porter, Inc. donated a 1955 station wagon as a grand prize. In keeping with the spirit of the 1955 event, Newark Shopping Center’s new ownership will sell raffle tickets for a two-year auto lease during the September 12 grand re-opening. Proceeds will benefit Friendship House’s Newark Empowerment Center.

Founded in 1992, Atlantic Realty Companies is a full-service real estate firm that owns, manages, and/or has developed a portfolio consisting of four million square feet of office and retail space in the region. Angelo, Gordon & Co. is a privately-held registered investment advisor dedicated to alternative investing. 



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Incyte to buy headquarters for nearly \$80 million

Incyte plans to purchase its headquarters site for nearly \$80 million. The site, just outside the city of Wilmington on Augustine Cut-Off, formerly housed the Wanamaker store.

The deal, according to a [Securities and Exchange Commission filing](#), would cost the company \$79.9 million and could be completed next year.

Seller is the Capano family interests, which leased the property to the fast-growing pharmaceutical company. Incyte made major renovations to the building, which had been vacant for some time.

Incyte signed a [15-year lease](#) for the property in 2013.

Incyte has been in the news recently after filing plans with the county for the expansion of the headquarters site, which is already at capacity with a staff of more than 500 now working in Delaware. The expansion could add another 400 jobs at the site.

The discovery company has a blockbuster drug Jakafi, which treats certain types of blood cancers. Incyte is expanding its efforts to find other cancers that can be treated with its discoveries.

Jakafi
ruxolitinib (tablets)
JAK targeted to make a difference



The deal, one of the biggest transactions in the market in recent years, would also allow Incyte to avoid any possible family squabbles over the site.

One Capano family member earlier questioned the deal that led to the pharmaceutical company expanding to the site.

Incyte had been located for a number of years in the DuPont Experimental Station, a short distance away from the Augustine location.

The transaction would also be good news for New Castle County, which would receive real estate transfer tax revenues in the millions of dollars.

It would also allow the state to breathe a little easier over fears that an expansion could lead to jobs at sites in Pennsylvania.

Endo Pharmaceuticals, a spin-off of DuPont Co., moved its headquarters from a location near the

Delaware line to Malvern. That left office space available near the Delaware border.

Incyte can easily afford the \$79.9 million as it has a stock market value of nearly \$21 billion.

An Incyte spokesman did not return an E mail request for comment.



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Bank of America Charitable Foundation announces \$765,000 in grants

The Bank of America Charitable Foundation announced \$765,000 in grants to 21 nonprofits focused on strengthening and revitalizing neighborhoods, contributing to local employment, and supporting financial literacy initiatives.

The grants are part of the bank’s broader philanthropic investment in helping individuals and families in Delaware lead stronger financial lives.

Bank of America is committed to providing better access to affordable housing and supporting community revitalization initiatives in the local community. The recognized nonprofits play a critical role in economic development, connecting low-income individuals and families to affordable housing, neighborhood preservation, and revitalizing communities, all of which strengthen the local community, a release stated.

“If people can’t find an affordable place to live, they can’t begin to think about their overall financial security and future,” said Chip Rossi,

Delaware Market president, Bank of America. “Our philanthropic investments are one way that we’re working to connect individuals in our community to the resources they need to lead financially stable lives.”

Several organizations, including the Wilmington Renaissance Corporation and Interfaith Community Housing, are receiving grants to support Wilmington’s Creative District, which is part of a national wave of creative placemaking initiatives that seek to transform urban areas.

“We’re honored to receive this grant from Bank of America to support our community revitalization efforts,” said Carrie W. Gray, managing director at Wilmington Renaissance Corporation. “With this support, we look forward to realizing the Creative District’s vision to transform the area bounded by Fourth, Ninth, Market and Washington Streets into a thriving and diverse arts and culture community. This grant will help creative minded individuals with both housing and career opportunities.”

Another nonprofit receiving a grant is Habitat for Humanity of New Castle County, which will be using the funding to build on a bank-donated

property on Walnut Street in Wilmington.

Other organizations receiving grants include: Cornerstone West Community Development Corporation, Delaware Art Museum, Delaware Center for Contemporary Arts, Delaware Children’s Museum, Delaware Community Reinvestment Action Council, Delaware Museum of Natural History, Delaware Symphony Association, Grand

Continued on next page



**Elvis Tribute Artist
Bob Lougheed
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Valentino and Ed Rick**

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From previous page

Opera House, Inter Neighborhood Foundation of Wilmington, Milford Housing Development Corporation, National Council on Agricultural Life and Labor Research Fund, Nehemiah Gateway Community Development Corporation, Neighborhood House, Opera Delaware, The Nemours Foundation, United Cerebral Palsy of Delaware, WDBID Management Company (Downtown Visions), and Wilmington Housing Partnership.

The grants build on many years of philanthropic and employee volunteer support in Delaware as part of a larger effort to help individuals and families build better money habits and find pathways out of poverty, a release stated.

Perdue announces United Way donations

Associates from Perdue Farms locations across the country recently pledge a combined \$627,934 to local United Way campaigns. Pledges also include

grants from the Arthur W. Perdue Foundation totaling \$128,753.

With nearly 1,400 local organizations around the country, United Way of America is a national nonprofit organization whose mission is to improve lives by mobilizing the caring power of communities, a Perdue release stated.

The campaign of each local United Way allowed associates to use a simple payroll deduction to support United Way agencies.

The following area Perdue locations held fund-raising campaigns to support local United Way campaigns and its member agencies:

- Accomac, Va., operations donated \$41,215
- Corporate Office/Perdue AgriBusiness/Salisbury Plant in Maryland donated \$280,309,
- Milford, Del. operations donated \$42,997.



Trending

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

1. [Information technology services company coming to Wilmington](#)
2. [Incyte plans to buy headquarters site near Wilmington for nearly \\$80 million](#)
3. [Charter operator to offer flights to Cuba from New Castle](#)
4. [Analtech purchased by its general manager](#)
5. [Christiana Fashion Center lands marquee retailers](#)
6. [Business Roundtable report foresees worsening state budget gap](#)
7. [Wastemasters celebrates remarkable period of growth](#)
8. [Personnel file: Sept. 2-Sept. 8, 2015](#)
9. [Speedway rebrands Hess stations; Beloved toy trucks to be sold online](#)
10. [\(Photo gallery\) Cabela's opens store near Christiana Mall](#)
11. [Highmark confirm small cuts in staff](#)

Homeland Security Grant to UD takes aim at cyber attacks against data center sites

The U.S. Department of Homeland Security (DHS) Science and Technology Directorate has awarded a contract to the University of Delaware to develop technology to combat one form of cyber attack more difficult to carry out.

The \$1.9 million project targets Distributed Denial of Service attacks at data centers.


The grant, entitled “Ensuring Energy and Power Safety in Data Centers” was awarded through [Broad Agency Announcement HSHQDC-14-R-B00017](#) will become part of the [DHS S&T Cyber Security Division](#)’s larger Distributed Denial of Service Defenses (DDoSD) program.

A DDoS attack might disrupt an organization’s website and temporarily block a consumer’s ability to access the site. A more strategic attack makes a key resource inaccessible during a critical period.

DDoS attacks have been conducted against financial institutions, news organizations, providers of internet security resources, and government agencies. Any organization that relies on network resources is considered a potential target.

“Cyber threats are constantly changing,” said DHS Under Secretary for Science and Technology Dr. Reginald Brothers. “S&T is working to develop innovative solutions to help keep pace with these changes and defend against cyber threats like DDoS attacks.”

The University of Delaware project aims to address new types of malicious attacks that target data centers. The attacks differ from conventional DDoS. Instead of flooding the victim servers, their traffic behaviors will mimic those of normal users. However, data centers may see more serious damage from these attacks than conventional DDoS attacks since the goal is to create energy, power, and thermal emergencies. Banks of servers at data centers generate large amounts of heat and require large cooling systems.

According to a Homeland Security release, systems will be better secured by using accumulated data analytics; these will allow operators to more accurately track irregularities, along with changes in energy consumption per client, server power consumption, and the relation to increases in server temperature. 



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

New Castle County takes issue with media report

New Castle County officials are taking issue with a story that claimed the county did not fully disclose how proceeds from a debt offering were used.

The WDEL.com story “wrongly stated New Castle County had never publicly announced “\$70 million in new debt,” according to a release from the county.

The county release said disclosures met legal standards.

The WDEL piece from award-winning reporter Amy Cherry reported that County Chief Administrative Officer David Grimaldi indicated that more information should have been disclosed in releases.

Not so, the county release stated. “In short, any implication that the bond issuance and refinancing was “unmentioned” or needed to be “discovered” or “found” is incorrect.”

The release went on to take note of press releases on the county’s bond offering and its coveted AAA bond rating.

Over that period, media coverage of county government often focused on the budget.

In one highly publicized move, the incoming administration of County Executive Tom Gordon refinanced debt at lower rates. That led to a controversy over whether the County Council should have signed off on the move.

The refinancing saved money for the county and freed up funds that could be used for various projects that received sporadic coverage in media reports.



“In fact, the county issued about \$70 million in New Money Bonds, which was actually less than the authorized amount of \$85 million. NCCo refinanced \$119 million, saving \$12.2 million in debt service payments,” the county release stated.

The release went on to claim that WDEL.com article incorrectly quoted the costs for changes in the treatment of sewer flows from the Middletown area.

WDEL revised the paragraph on Middletown but added in a note that it stands by the story.

New Castle County has often escaped intense media budget scrutiny in recent years, due to its ability to hold the line on property tax increases.

The dust-up with the county may also be a reflection of a changing media landscape.

In the past, print reporters often took an in depth
Continued on next page

Invista venture aims to improve diaper fit

Invista -- one of the world's largest integrated producers of polymers and fibers - and Aurizon Ultrasonics announced that they are cooperating on a new joint development project.

“[Invista](#) is excited to explore the combination of Aurizon's cutting-edge capabilities in ultrasonic bonding with our market-leading research and development team that has delivered continuous innovations to Invista's Lycra HyFit fiber offering, the company stated.

Invista purchased DuPont's nylon business in 2004 and continues to have a presence in Delaware.

Invista is part of Koch Industries, Wichita, KS, a privately held conglomerate with interests in

County budgets and media scrutiny

Continued on next page

look at proposed local budgets here and elsewhere.


That type of reporting has become less frequent, due, in part, to industry cutbacks and restructurings, and at times an emphasis on other types of coverage that draw more web and social media interactions.

petroleum and other areas. The project will focus on the collective development of novel ultrasonic bonding equipment and novel stretch fibers for the construction of stretch laminates, without the use of hot melt elastic attachment adhesives.

The desired outcome of this collaboration is a step-change advancement allowing hygiene producers to improve product fit and comfort without the cost and complexity of glue.

“Invista excited to explore the combination of Aurizon's cutting-edge capabilities in ultrasonic bonding with our market-leading research and development team that has delivered continuous innovations to our Lycra HyFit fiber offering,” says Scott Blackadar, Invista, global vice president. “We believe that step-change innovations in diaper

Cutbacks have hit all media, particularly print outlets, with experienced staff either taking buyouts or being forced out.

In a recent development, *News Journal* parent Gannett is reportedly offering buyout packages for reporters over the age of 55 with long tenures. This followed a number of other cutbacks and restructurings. 

design and cost reduction will result from this joint effort.”

“We are thrilled to join efforts with Invista, the market leader in stretch fibers, to further advance next generation stretch materials for the hygiene market,” says Greg Benrud, Aurizon, president. “Aurizon's current technology to ultrasonically secure elastics in nonwovens without the need for adhesives can enable lower material costs, increased operational efficiency, and improved product comfort and performance. We believe this collaboration will provide an opportunity to leverage the strengths of both companies and accelerate further development of exciting new materials and processes for our customers.”

“We look forward to collaborating with Aurizon and discovering the potential synergy between our new fiber innovations and Aurizon's high speed rotary ultrasonic bonding technology,” said Blackadar.

Aurizon Ultrasonics was created in 2009; however, its research team has been developing and expanding ultrasonic technology for more than 30 years with its origins in Kimberly-Clark Corporation, a large paper products company.



My Digital Shield wins top honor

[My Digital Shield](#), Wilmington, a provider of Security-as-a-Service for small businesses, announced it had received the “Best New Product” award at The ASCII Success Summit in Boston last month.

Presented by The ASCII Group, the award was



voted on by the managed service providers in attendance and honors the technology company with the most innovative new product.

“As solutions for cyber security tend to be overpriced for the SMB market, the ASCII community recognized My Digital Shield for their affordable security solution for the small to medium business environment,” said Jerry Koutavas, president, The ASCII Group.

ASCII’s regional success summit series is focused on helping managed service and IT providers excel by providing marketing and sales best practices in a highly engaging environment, focused primarily on

servicing the small business market.

“We are honored to have been selected by ASCII Boston attendees as the ‘Best New Product’ award recipient,” said Andrew Bagrin, founder and CEO of My Digital Shield. “We are thrilled to have the ongoing support from our partners and the channel community and are committed to accelerating the continued expansion of MDS’ affordable cyber security solution.”

Roselle honored for work with Mud Run

Todd Roselle of [Blue Rock Financial Group](#), Wilmington, has been honored for his volunteer work with the Delaware Mud Run to benefit the Leukemia Research Foundation of Delaware.

He received honorable mention for his efforts from the ninth annual Invest in others Community Leadership Awards.

The program recognizes the philanthropic achievements of financial advisors and financial services firms worldwide. Financial advisors are nominated by their peers. Hundreds of nominations were received this year.

Burris, Trinity make top providers list

[Food Logistics](#), a publication dedicated exclusively to global supply chain solutions for the food and beverage industry, announced that Milford-based Burris Logistics and Seaford-based Trinity Logistics were companies chosen for its 2015 Top 3PL and Cold Storage Providers list.

The list serves as a resource guide of third-party logistics and cold storage providers.

Trinity Logistics was featured on the list for the third consecutive year. The company is a transportation broker that coordinates shipments and trucks.

Burris is part of a transportation and cold storage warehouse company with area facilities in Milford, Harrington, New Castle and Elkton, MD.

Burris has warehouses in an area extending from New England to Florida. The family company is 90 years old and is headed by family member Donnie Burris.

Chancery Court reporter most accurate in nation

Delaware's Chancery Court has one of the fastest, most accurate court reporters in the nation.

Juli LaBadia, who has worked as a Realtime Court Reporter for the Court of Chancery since June 2013, was named the 2015 National Speed Contest Champion at the National Court Reporters Association Convention in New York City last month.

Across the three tests involved in the competition, LaBadia, clocked in with speeds of 220 to 280 words a minute with only three errors across the tests, resulting in 99.912% accuracy rate. The contest dates to 1909, when court stenographers still took down transcripts by hand.

LaBadia, has been a court reporter for 29 years, first in New Mexico, then in Delaware where she worked for a private employer as a freelance court stenographer from 2007 until she joined the Court of Chancery as a court reporter in 2013.

LaBadia, 49, of Dover credits her background as a pianist with leading her to her career as a court stenographer. "The mechanical aspect -- the typing -- came fast and easy to me," she said. "It is a great job and I have fantastic co-workers. I work for judges who are geniuses," she said, adding that since her win, the Chancellor and Vice Chancellors have jokingly invited attorneys to speak as fast as they possibly can.

Chief Realtime Chancery Court Reporter, Neith D. Ecker, said the entire office was "giddy" about Juli's win. "We are so proud of Juli and are fortunate to have her as part of the Chancery Court Reporters for the State of Delaware. Juli has a fondness for the word 'awesome.' So in her honor, we say: Awesome is as Awesome does!" she said.

Ridgely named to ABA group


DLA Piper announced that Henry duPont Ridgely, senior counsel in the firm's Wilmington office and former Justice of the Delaware Supreme Court, has



Ridgely

been appointed as an Advisor to the American Bar Association's Business Law Section.

Ridgely will begin his two-year term in September at the end of the 2015 Business Law Section Annual Meeting in Chicago. The Business Law Advisors Committee works to enhance the section's educational opportunities through shared wisdom and experience of prominent individuals with distinguished records as practitioners, teachers or government officials in areas in which the section's Substantive Committees are active. Ridgely will be appointed to two of those Substantive Committees.

Ridgely joined DLA Piper in March 2015. He served on the state's Supreme Court for more than a decade, where he participated in more than 700 published opinions. At DLA Piper, Justice Ridgely focuses his practice on advising corporations, boards, special committees and individual directors and officers. 

[Click here](#) photo gallery)

Watson named chief estimator

Wohlsen Construction Company announced that **David M. Watson** has joined the firm as Chief Estimator in its Lancaster, PA office. Watson will provide leadership and direction for the estimating team.



Watson

He is a graduate of Penn State University, and has worked in the construction industry for over 25 years. He brings extensive experience with estimating, and is also an experienced leader, embodying both the technical skills and management skills necessary for this position.

Watson served as the Vice President for the American Society of Professional Estimators (ASPE) Chapter 61 and is a member of the Construction Specification Institute (CSI) Allentown Chapter. He was awarded the Subcontractors Association of Delaware Valley's Estimator of the Year in 2007, and is the author of two ASPE-published articles titled "Ethics & Estimating in an Uncertain Economy" and "Stormy with a Chance of Estimating."

Caesar Rodney Institute names president

The Caesar Rodney Institute announced the appointment of **Charles "Chuck" Daniel** to the position of President. He replaces Dr. John Stapleford, who will return to the position of Director of the Center for Economic Policy and Analysis, a position he will occupy until the end of the calendar year.

Daniel previously worked as the Senior Director of Partner Relations with the American Cancer Society, national office. He served 20 years in the Marine Corp Reserves, retiring as a Gunnery Sergeant. He will primarily focus on fund-raising and using his nonprofit experience to tell stories about how government policies can help or hurt citizens trying to obtain a higher quality of life, a release stated.

EDiS announces six staff additions

EDiS Company announced the addition of six new people.

Craig Chaney has been added to the Field Management team.



Chaney

He has over 30 years of experience including a background in commercial and government construction. Previously, he ran his own company and worked on several projects at the Aberdeen Proving Ground.

T.J. DeMatteis joined EDiS as a Project Engineer. He graduated from Millersville University in May with a Bachelor's Degree in Applied Engineering and Technology Management with a concentration in Construction Technology. He worked as an intern for EDiS during the summer of 2014.

Jay Deputy was added to the team as a Field Manager. Jay has 28 years of experience in the con-



DeMatteis



Deputy



Duerr

Continued on next page

From previous page

struction industry and has been involved in both commercial and residential building.

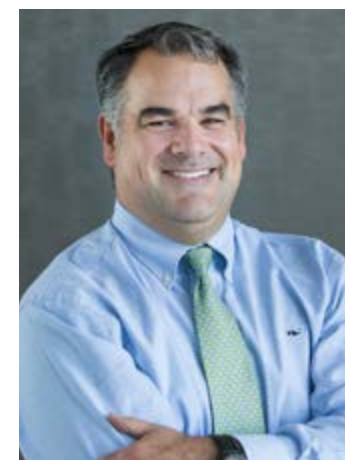
Dennis Duerr joined EDiS as a Senior Project Manager. He is a seasoned construction professional with experience on large-scale, international projects. His most recent assignment was for Turner International where he managed three high-rise projects in Jakarta, Indonesia.

Javier Bedolla Pantoja, a recent graduate of the University of Delaware, is assisting with EDiS BIM Services – EDiS’ Building Information Modeling (BIM) modeling, coordination and fabrication business. He received his Bachelor’s Degree in Civil Engineering.

Chris Sanchez joined EDiS as a Project Manager. He has approximately 19 years of experience



Pantoja



Sanchez

in commercial construction management. He has completed projects in a variety of industry sectors including office space, life science, hospitality and aviation.

Messick named to County Board

County Bank announced the appointment of **Lynda A. Messick** to the County Bank Board of Directors.

Messick formerly served as the president and CEO of Community Bank Delaware since it was founded in 2005. Prior to these roles she was president of Delaware National Bank which is now Fulton Bank.

In addition to her responsibilities with the Delaware Bankers Association, Messick also served as a member of the American Bankers Association’s Community Bankers Council. She currently serves on the Consumer Financial Protection Bureau (CFPB) Community Bankers Council, is a board member of the Federal Home Loan Bank of Pittsburgh, and is a board member



Messick

of Atlantic Community Bankers Bank. Messick has attended the University of Delaware, Delaware State University and Stonier Graduate School of Banking. She is the chair elect of Nanticoke Health Services Board and is an American Red Cross volunteer.

Cannelongo joins CNB as comercial VP

CNB announced that **Brian Cannelongo** has joined the company as Vice President, Commercial Banking Officer. He will be responsible for business development and portfolio management of commercial client relationships.



Cannelongo

In the near future, Cannelongo will be managing a new CNB Loan Production Office that will be located in Middletown, DE. He will provide services for clients covering the Maryland Upper Eastern Shore and the Delaware Lower New Castle County areas. Can-

Continued on next page

From previous page

nelongo attended the University of Delaware where he focused his studies in psychology.

Prior to joining CNB, he worked as a commercial lender for WSFS and also for Bryn Mawr Trust Corporation in New Castle County.

ab+c adds new team

ab+c Creative Intelligence, Wilmington, a full-service marketing communications agency, has formed a new team dedicated to behavior change marketing.

The agency's portfolio in this niche marketing specialty is both extensive and diverse—including campaigns to reduce obesity rates, increase cancer screenings and decrease heroin use. ab+c has accrued the bulk of its experience through working with government agencies, but also boasts work with healthcare and nonprofit organizations.

Senior account supervisors **Mike Cordrey** and **Alexandra Parkowski**, who



Cordrey



Parkowski

have a combined 21 years of experience in this area, will lead the team.

“When you pair policy change with a strategic marketing program, you create a powerful recipe for changing behaviors,” explains Cordrey. “With the federal government devoting one-sixth of its budget to healthcare, the right behavior change marketing campaign helps promote disease preven-

tion, which greatly reduces future health-related costs,” adds Parkowski. Thanks to strategic planning and measurement efforts, ab+c can point to a evidence-based success stories, including colon cancer and skin cancer campaigns for the Delaware Division of Public Health that earned national recognition from the White House and Centers for Disease Control. and Prevention, respectively.



September 16
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of Delaware

Data Security [Click here to register](#)

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Retail

PENALTY BOX APPAREL LLC
PENALTY BOX APPAREL
105 GLENHURST DR
FREDERICA, DE 19946-2094

PEACE BY PIECE
109 UNION ST
MILTON, DE 19968-1647

PATCHBANK LLC
DANA'S PANTRY
98 GARFIELD PKWY UNIT 108
BETHANY BEACH, DE 19930-7704

PARTICULAR BULB INC
C/O 3915 MAIN ST STE 307
FLUSHING, NY 11354

PANGAEA FAIR TRADE
11 BELL HILL RD
WILMINGTON, DE 19809-2260

PANFILE TIMOTHY
CREATIONS FROM CHAOS
103 CENTER CT
WILMINGTON, DE 19810-2523

PALO CAROLYN E
PINE HILL FARMS
1544 SMITH WAY
NEWARK, DE 19702-2018

PALMER BRANDON A
ASLONGASWEEAT
550 S DUPONT HWY APT 22G
NEW CASTLE, DE 19720-5135

OUT OF THE ATTIC ANTIQUE MALL
10912 COUNTY SEAT HWY
LAUREL, DE 19956-3688

OTALOR HARRISON U
BAMBOO2ART
212 W 36TH ST
WILMINGTON, DE 19802-2001

NEW WORLD HERBAL WELLNESS, LLC
3422 OLD CAPITOL TRAIL
3422 OLD CAPITOL TRL
WILMINGTON, DE 19808-6124

NX LEVEL MARKETING, LLC
105 GAMBEL CT
BEAR, DE 19701-4913

P&G DESIGNS
PO BOX 4063
WILMINGTON, DE 19807-0063

PEOPLE'S OPERATOR USA LLC THE
915 BROADWAY STE 1306
NEW YORK, NY 10010-7182

Professional/Personal Services

PEOPLE'S CUTS
4019 S DUPONT HWY
DOVER, DE 19901-6006

PEACE RICHARD
LAWN BARBER'S
3974 PEACHTREE RUN RD
DOVER, DE 19901-7652

PATTON MARY C
PATTON FAMILY SUPPORT
26 ANNA AVE
BEAR, DE 19701-1776

PARRISH YOLANDA
EMPAK LEARN
229 HARRISON AVE STE 101
NEW CASTLE, DE 19720-2528

PANGRO PROPERTIES LLC
2600 N BROOM ST
WILMINGTON, DE 19802-2911

PAGE CHRISTINA L
DIVA FIT
698 OLD BALTIMORE PIKE
NEWARK, DE 19702-1312

PAGANO AMANDA R
AMANDA PAGANO LMT
403 N LINCOLN ST
WILMINGTON, DE 19805-3009

PEREZ EDGAR
YAND T CONSTRUCTION
5138 BOYCE RD
SEAFORD, DE 19973-6640

PERRIN YOLANDA
YOLANDA'S HEALING HANDS
63 DIAMOND CT
HARRINGTON, DE 19952-1337

PERRY MATTHEW D JR
PERRY'S CUT & TRIM LAWN SERVICE
436 NORTHDOWN DR
DOVER, DE 19904-9798

P3M
THE PASSION PROFESSOR
59 ROBERTS AVE # 59
BRIDGETON, NJ 08302-3614

OWENS TAUNYA L
BIG Q'S CLEANING SERVICE
22400 DEER PARK TRL
LINCOLN, DE 19960-4037

OWEN WENDY
1 PHEASANTS RDG S
WILMINGTON, DE 19807-1540

ONORATO DOLORES
DOLORES ONORATO LCSW
3128 BOOTH DR
GARNET VALLEY, PA 19060-2011 USA

ONE ACCORD CLEANING SERVICES
13 APPLE TREE LN
WYOMING, DE 19934-1168

OCEANOVA SPA LLC
OCEANOVA THE SPA AT BETHANY BEAC
99 HOLLYWOOD ST
BETHANY BEACH, DE 19930

NOCHE AZUL SPA
1733 MARSH RD
WILMINGTON, DE 19810-4607

NEWARK AUTOWORLD COLLISION CENTE
13 CHRISTOPHER LN
NEWARK, DE 19711-3703

NEWMAN DAVID P
DAVID P NEWMAN M A
10 KENT HALL
NEWARK, DE 19711-5926

NIEVES SHAREEDA D
SHAREEDA NIEVES, PHD, CAC-AD
117 PATTON WAY
ELKTON, MD 21921-5174

NOMAD DESIGN SOLUTIONS INC
322 PADDINGTON DR
BEAR, DE 19701-2584

NPSYT PSYCHOLOGICAL SERVICES
240 N JAMES ST STE 200
WILMINGTON, DE 19804-3171

NSERVICE MANAGEMENT
2 S LAKE ST
WILMINGTON, DE 19804-1704

Contractor

PANEDA-GUTIERREZ CARLOS
EVER'S WELDING
38 SPRING CREEK CT
FREDERICA, DE 19946-1886

PAINT AND PATCHES LLC
172 RHYTHM CT
NEWARK, DE 19713-1946

PACHECO MARTIN LEON
216 ELIZABETH CORNISH LNDG
BRIDGEVILLE, DE 19933-9535

NICKEY CHRISTOPHER
CTN CONSTRUCTION
408 DIAMOND DR
NEWTOWN, PA 18940-2432

NORTH EAST ROOFING & GUTTERS INC
2030 KEYSTONE DR
HATFIELD, PA 19440-1019

Wholesale

OSHKOSH AIRPORT PRODUCTS LLC
2307 OREGON ST
OSHKOSH, WI 54902-7062

NORTHERN SAFETY CO., INC.
618 MARKET ST
BRIDGEVILLE, DE 19933-1109

Sales Representative

NORTHSTAR ALARM SERVICES LLC
1280 S 800 E STE 200

OREM, UT 84097-7029
PERSONTI DOMENICA A
GET A LIFE!
1034 KENDALL RD
WILMINGTON, DE 19805-1151

Restaurant

OCEANFRONT FISHHOUSE LLC
99 HOLLYWOOD STREET
BETHANY BEACH, DE 19930

PAYNE LISA A
LISA'S CAKES, PIES & PASTRIES
107 TENNESSEE AVE
WILMINGTON, DE 19804-3509

Commercial Lessor

P & H PROPERTIES LLC
402 SAINT REGIS DR
NEWARK, DE 19711-6107

PEOPLE'S CUTS
4019 S DUPONT HWY
DOVER, DE 19901-6006

Photographer

PARKER ANTHONY JR
THE PALACE PRINCE PHOTOGRAPHY
607 N FRANKLIN ST
WILMINGTON, DE 19805-3228

Public Utility

PEOPLE'S OPERATOR USA LLC THE
915 BROADWAY STE 1306
NEW YORK, NY 10010-7182

