



No Wegmans Market on horizon in Delaware. **3**

This week



Dogfish Head plans to re-open Finbar's restaurant site in Rehoboth. **7**

Report claims state could save \$89 million over 5 years in IT costs. **9**



MilfordLive hyperlocal celebrates fifth anniversary **20**



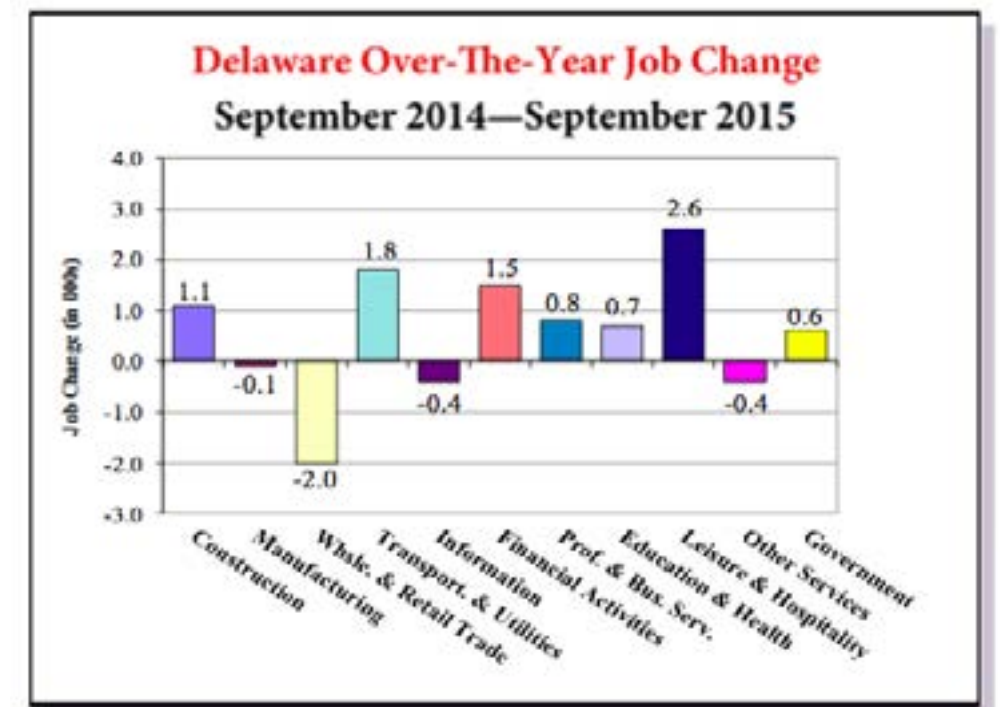
Jobless rate up slightly as fed income growth figures gyrate

Delaware's jobless rate rose slightly to 4.9 percent in September from 4.8 percent in August as income growth figures continued to gyrate.

The national jobless rate was 5.1 percent, unchanged from a month ago.

The Monthly Labor Review from the Delaware Department of Labor reported an increase of 700 in the ranks of the unemployed when compared to a month earlier.

However, with seasonal adjustments, total employment in Delaware during September was up about 1,800 from a month earlier. The jobless rate over the past year has dropped in Delaware from 5.5 percent to 4.9 percent. The rate has been as low as 4.5 percent this year.



Employment over the past year stood at 6,200, up 1.4 percent. That was below the national figure of 1.9 percent, but well above neighboring Pennsylvania, which reported .7 percent. The jobless rate in the Keystone State in September was 5.3 percent.

Continued on next page

From previous page

Job growth in the region has trailed the nation as shown in a report earlier this month from the Federal Reserve Bank of Philadelphia. According to the report, Delaware posted the strongest performance in its three-state territory, which also includes portions of New Jersey and Pennsylvania.

Over the past year, the strong sectors of the economy have been construction, up 1,100 and financial services, up 1,500. The weakest area was retail trade, down 1,800. Education and health which showed gains several years ago posted a gain of 700 jobs.

Manufacturing employment was down by 100 jobs for the year. The effects of the recent closing of the Chemours Edgemoor site will not show up for months, due to severance packages and the small size of the workforce at the site, which had about 350 workers and contractors.

With the Delaware economy and the state's structural budget emerging as hot issues, much attention has been paid to recent reports on job and income growth. A lack of income growth has been cited as a factor behind sluggish growth in state revenues. Still, a recent report indicated that Delaware tied with Kansas in over-the-month percentage increases in employment (0.4 percent each), followed by South Carolina (+0.3 percent).

Another report from the U.S. Bureau of Labor Statistics indicated that wages were falling in the state. The report indicated that wages fell by 3.7 percent in early 2015. However, a new survey from the federal agency came up with a different finding, the Delaware jobs report noted.

“Some claimed this was proof of falling wages in the state, but we pointed out that a low response rate (about 20 percent) made the estimates suspect and the complete payroll reports from over 30,000 employers showed wages increasing by 2.3 percent from 2013 to 2014 and by 2.9 percent over two years,” the Delaware labor report stated.

A more recent report indicated that average wages are rising by 6.8 percent. The state Labor Department said that increase also appears to be suspect as there are few reports of employers offering big raises.

Continued on next page



THE JOURNEY BEGINS WITH YOU.

MySherpa
Business Technology Guides™

Now Hiring IT Service Sales positions.
[Learn more.](#)

The advertisement features a background image of a mountain climber in a blue jacket and white helmet, ascending a snow-covered 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 MySherpa logo is displayed, consisting of a blue circular icon with a white stylized mountain peak and the word "MySherpa" in a blue, rounded 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 font, followed by the phrase "Learn more." in a smaller, white font with a thin underline.

Analysis: No Wegmans stores on horizon in state

[\(Click here for a look at past stories on Wegmans\)](#)

Wegmans has no stores on the horizon in Delaware, despite continued expansion in the region.

The family controlled nonunion grocery chain is slated to open a new store in Concordville, PA in November as well as a location in Lancaster, PA that was nearly a decade in the works.

The Concordville location is near the intersection of Routes 1 and 202, less than a 30-minute drive from many neighborhoods in the Route 202 area in Delaware. The company headquartered near Rochester, NY, has been actively promoting the pending opening in Delaware

Store Location	State	County	Where Located	Opening Date
Brooklyn	NY	Kings	Brooklyn Navy Yard	TBD
Chantilly	VA	Fairfax	East of Route 28 and Westfields Boulevard	TBD
Charlottesville	VA	Albemarle	I64 and 5 th Street	Fall 2016
Concordville	PA	Delaware	Route 202 near Route 1	Nov. 8, 2015
Hanover Township	NJ	Morris	I-287 & NJ Route 10	2017
Midlothian	VA	Chesterfield	Midlothian Turnpike, East of Farnham Drive	Spring 2016
Montvale	NJ	Bergen	W. Grand Avenue & Mercedes Drive	TBD
Natick	MA	Middlesex	Natick Mall	2017
Owings Mills	MD	Baltimore	Reistertown Road (Rt 140) & Painters Mill Road	Late Summer 2016
Short Pump	VA	Henrico	West Broad Street near North Gayton Road	Summer 2016
Tysons Corner	VA	Fairfax	Capital Beltway & Route 123	TBD

and recently made a contribution to the Food Bank of Delaware.

“There are always many rumors about new sites, but we don’t comment on rumors or speculation,” said company spokesperson, Valerie Fox when asked about any word of expansion in the state.

Fox also pointed to a schedule of stores slated to open at Wegmans in coming years. (See above chart).

Continued on next page

Look at payroll data, Labor Department, advises

From previous page

“For anyone interested in what is truly happening to average wages in Delaware, we would urge them to look past the highly variable BLS survey and instead use the payroll data,” the state report concluded.

The new wage figures did not stop Republican State Chairman Charlie Copeland from taking Gov. Jack Markell to task.

“The governor tells me he is doing everything he can. Well, I have news for the governor. Delaware’s unemployment rate was up again in September, and inflation adjusted wages are down. Until he and others in the Democratic Party accept the fact that higher taxes on job creators is a failed strategy, there will be no success in bringing these new jobs to Delaware. It is as simple as that,” Copeland stated. Click on the link below for the September jobs report.

[G MLR - Tom2015 MLR pdf2015-09 MLR](#)



Holidays are just around the corner. Let us help with the planning.

KAREN SUNKLER, EVENT MANAGER

UD Conference Services

Land use policies may hold back plans by grocers to come to state

From previous page

Square footage and overall sales at Wegmans are typically much larger than at competing stores. That limits the number of possible sites. The reputation of the company and its ability to draw customers also allows it to cut good deals with developers building strip and lifestyle centers

Northern Delaware is a difficult market for a Wegmans site, due to land use restrictions and high prices for sites that might be available. New Castle County has made some changes to deal with that reputation, but retail has not been in the mix.

Delaware's liquor laws could also play a part, since wine and beer cannot be sold in grocery stores. That is changing in Pennsylvania.

Yet another factor could be demographics. The Concordville site allows the company to serve higher income customers in both states.


Whole Foods, a much larger company that operates smaller stores, has also stayed out of the Delaware. It is believed the company looked at a site in north Wilmington but did not want to deal with a drawn out zoning battle or neighborhood opposition.

One potential site for upscale grocers, the former DuPont Barley Mill Plaza area, ran into stiff opposition from neighbors. Stoltz, which bought the center from



A super-sized Wegmans produce department.

DPont and planned to add a mixed-use development at the site, recently sold off its Greenville, DE properties other than Barley Mill. The Barley Mill site is south of the upscale Greenville area. A supermarket is also on the wish list for the newly opened Christiana Fashion Center near the mall of the same name.

With many expansion opportunities elsewhere, companies like Wegmans also tend to shy away from not in my backyard battles. Wegmans Food Markets is an 87-store supermarket chain with stores in New York, Pennsylvania, New Jersey, Virginia, Maryland, and Massachusetts. Wegmans has been named one of the '100 Best Companies to Work For' by Fortune magazine for 18 consecutive years, ranking No. 7 this year. 

DARE TO DONATE
Give Blood
WED., NOV. 18
8 am to 8 pm

 **BLOOD DONORS NEEDED!**
www.DelmarvaBlood.org
(Trabant Multi-purpose Rooms)



THE RESIDENCES
LIGHTHOUSE COVE - DEWEY BEACH

Exhibit at University of Delaware highlights birth, growth of nylon

(Photo below shows uses of DuPont Zytel)

DuPont Performance Polymers will help support the opening of an exhibit showing the inner workings of the invention and commercialization of nylon through the notes and legacy of Joseph Labovsky, a core member of the nylon discovery team.

Nylon, discovered by DuPont researcher Wallace H. Carothers, Ph.D., is the world's first true synthetic fiber. Since its first sales as a fiber in 1939 and its subsequent use as an engineering polymer primarily in the automotive and electrical and electronic markets, nylon turned out to be not only one of DuPont's most profitable products, but also a product that changed the world.

Labovsky, whose oral history is available through the Chemical Heritage Foundation, worked alongside Carothers and has called the senior scientist his mentor.



When Labovsky died in 2013, he donated part of his nylon legacy to the Delaware Academy of Chemical Sciences. The group worked with a team from the University of Delaware and DuPont to transform the findings into a three-story exhibit that includes a mini museum, personal notes and several early applications of the product. The exhibit at the University of Delaware Lamont du Pont Laboratory in Wilmington opened last month.

“This is a great contribution by Joe Labovsky and a great opportunity to celebrate the people who discovered and commercialized nylon,” said Ed Adams, president of the Delaware Academy of Chemical Sciences. Adams also is a public affairs manager at DuPont.

“We are proud to help sponsor the opening of the exhibit, which allows people to explore the evolution of this material and experience how pervasively it impacts our lives,” said H.H. Wong,

Continued on next page

What can UD do for you?

- ✓ Career enhancement
- ✓ Customized learning
- ✓ Degree completion

The University of Delaware's Division of Professional and Continuing Studies can help you build your professional skills, improve your organization's bottom line, and enrich your life.

- Certificate programs
- Customized learning solutions for your organization
- Credit courses—online or in the classroom
- Academic and career counseling
- Osher Lifelong Learning Institutes

UNIVERSITY OF DELAWARE | Professional & Continuing Studies

UD is for you!

302-831-7600 • 866-820-0238 (toll-free)

continuing-ed@udel.edu • www.pcs.udel.edu

Financial Literacy Institute celebrates expansion

Celebrating a larger office space that reflects the number of programs offered, [Delaware Financial Literacy Institute](#) – The Money School (DFLI) recently hosted a ribbon-cutting ceremony and open house for supporters and students.

State Representative Bryon Short (D-Highland Woods) and Board of Directors President Cher Przelomski did the honors, opening the space before a crowd that numbered about 125.

Located on the second floor of the Claymont Community Center, the larger main office is home to The Money School, Bank At School, the Chasing the Dream Entrepreneurship Program, Money Clubs and Passport to Prosperity and is just down the hall from DFLI's business incubator, the Center for Business Growth.

With added office space, furniture donated by Wells Fargo and a money motif that carries through



Nylon still part of DuPont business mix

From previous page

DuPont Performance Polymers Americas director. “Through the notes and the relationship between Labovsky and Carothers, we can see just how important mentoring is to personal growth and achievement.”

Nylon was invented by DuPont in 1935 and its use grew during WW II, when the U.S. government advised substituting plastics for metals wherever possible to support the war effort. In the 1950s, the polymer was trademarked DuPont Zytel nylon and now is used to make a wide range of automotive components, such as air ducts, engine covers,

charged air coolers, transmission components and radiator end tanks. In electrical and electronic systems, Zytel nylon is widely used in enclosures, sockets, terminal blocks, circuit breakers, switches and relays.

DuPont is the largest, most globally networked nylon manufacturer focused on the engineering polymers market. DuPont owns and operates world-scale, continuous-polymerization assets for nylon in all three regions of the world and operates compounding sites in 13 countries. Other parts of the nylon business were sold a number of years ago.



to even the paint color, the new space is a good fit for the statewide nonprofit focused on financial literacy, a release stated.

“As a ‘Community of Learners in a School Without Walls,’ we nonetheless need a home base that supports our mission to provide free financial education to anyone who needs it,” said Ronni Cohen, DFLI’s executive director. “We’re grateful to our Board of Directors, the Claymont Community Center and Wells Fargo for helping us make this new office our own.”

To learn more about the organization and its free programs, contact www.dfli.org or call 302.792.1200.



Dogfish Head owners plan to reopen Finbar's site

The Cape Gazette reports that the long-closed Finbar's will reopen under new owner Dogfish Head.

The company had earlier indicated it was working on plans for the building on Rehoboth Avenue.

According to the newspaper story will spend \$1 million to upgrade the space and maintain a separate identity from the nearby Dogfish Head Brewings & Eats location.

No decision on the format for the restaurant has yet been made.

Finbar's an Irish-themed restaurant and bar has been closed since late 2013, following its acquisition by Dogfish Head, which is owned by Sam and Mariah Calagione.

The restaurant site was never part of the controversial project to renovate the brewpub next door, although owners are now seeking a single alcohol permit for the sites.

The Dogfish brewpub project led to an initial rejection by the city's Zoning Appeals Board, which later reversed its decision after an outcry from some residents and supporters of Dogfish Head.

The argument against the project was that it violated square footage restrictions on restaurants and night spots and lost an exemption from that rule because of the scope of the project.

The city also had questions about the project altering the character of the town.

Brewery officials said the building was in dire need of an overhaul.

Dogfish beers are served nationwide and the company's brewery tours, brewpub and small inn in Lewes are a significant part of the key tourism sector in the county.

Dogfish now employs nearly 200 people in Sus-



sex County. Meanwhile, the city is looking for ways to regulate brewpubs in Rehoboth.

Mayor Sam Cooper, apparently bruised by the earlier battle, was quoted by the Cape Gazette as saying he felt the city was coerced into approving the Dogfish brewpub expansion.

Cooper is questioning the distilling operation at the brewpub, which sells its products outside its premises. Dogfish Head is ramping up its distilling operation, although the bulk of production will take place at the Milton site.

It has been a busy year for Dogfish Head, which is selling a 15 percent stake to a private equity investment firm as it spends \$9 million on a water treatment plan at the Milton brewery. (See story this issue).

Harvest Brunch kicks off Restaurant Week

The Second Annual Harvest Brunch helped kick off Kent County Restaurant Week with a local

Continued on next page

From previous page

touch. The event on Sunday was held at [Harvest Ridge Winery](#) in Marydel featured offerings from area farms, wineries and a distillery. The brunch was organized by the Delaware Wineries Association.

Food was prepared by [The Inn at Duck Creek](#), a farm-to-table restaurant slated to open in downtown Smyrna.

[Painted Stave Distilling](#), located in Smyrna, featured a make your own Bloody Mary bar. [Fenwick Wine Cellars](#), Selbyville, created a new drink called the Four and Harvest Ridge offered mimosas, featured Harvest Ridge Winery's sparkling wine.

Painted Stave offered a scrapple and conventional vodka as options for Bloody Marys.

Also at the event was [Liquid Alchemy](#), a start-up based near Wilmington that is planning to produce commercial quantities of mead, a fermented beverage that uses honey and other foods.

A new member of the Delaware Wineries Association is [Rebel Seed Cider](#), a companion brand to Harvest Ridge that is now being produced in Marydel.

The Harvest Brunch offered one of the first opportunities to taste two varieties of the Delaware hard cider.



Chuck Nunan of Harvest Ridge.

Chuck Nunan, Harvest Ridge and Rebel Seed proprietor, said early response to the cider has been strong, with the recent launch event attracting 200 people.

Nunan said Rebel Seed is buying large quantities of apples from growers in Delaware and adjacent areas. Hard cider has emerged as a fast-growing alcoholic beverage category with large breweries and small artisanal producers working to meet demand.

In its packaging, Rebel Seed takes its inspiration from the popularity of the beverage during colonial times.

Harvest Ridge got its start in 2013 and has won awards at a wine competition in the Finger Lakes area of New York. It is one of four wineries in Delaware. The winery features a large room for special events that on Sunday served as the location of the brunch



An advertisement for Courtyard Marriott. The top section shows an exterior view of the Courtyard Newark at the University of Delaware hotel, with a sign in the foreground and a 'facebook' logo. The middle section has a yellow background with the text: 'award-winning service...' in a script font, 'Holiday party, large or small meeting?' in a large serif font, and 'Courtyard Newark at the University of Delaware is your one-stop destination. We will make your event award-winning. Call today and receive a 10% room discount when you book your event.' The bottom section shows an interior view of a hotel room with a dining table and a bed. At the very bottom, the 'COURTYARD Marriott' logo is displayed in green and red, followed by the phone number '(302) 737-0900' in a large black font.

Report: State could save \$89 million over 5 years in info technology costs

A newly released report indicates that Delaware could save nearly \$18 million a year through more effective use of its information technology resources.

The report came from the Information Technology and Innovation Foundation, a bipartisan science and technology think tank based in Washington, D.C.

The new report, "Driving the Next Wave of IT-Enabled State Government Productivity," found that if state governments made boosting productivity with information technology a top priority, the savings could be enormous.

The report estimated that savings over five years could total \$88 million in Delaware. The potential savings may be one area examined as a bipartisan panel looks for ways for the state to deal with a structural budget gap that has bedeviled legislators and the executive branch.

The total savings over five years for the 50 states



could total \$11 billion, the foundation stated. Michael W. Hojnicky chief of policy & communications for the state Department of Technology & Information, said the report is under study.

Delaware does have many self-service functions in its IT system that have resulted in awards over the years. The Delaware DMV, for example, has implemented innovations at its facilities.

In the public education system, school districts have their own IT departments, despite the fact that total enrollment in the state is comparable

to many big city and suburban school districts in other locales.

“In the same way that technology has driven productivity growth in the private sector, there is a great opportunity for savings by state governments,” said Robert D. Atkinson, founder and president of ITIF and a co-author of the report. “But to achieve this promise of e-government, leaders will need to clearly articulate the goal of replacing labor with technology. They will need to take on entrenched political opposition and overcome an array of administrative challenges, including an unwillingness to increase IT investments that would generate significant returns.”

The analysis focused on three key areas where states can use information technology to cut labor and material costs while enhancing the efficiency of government workers and creating value for citizens:

- **Replacing routine government employee**
Continued on next page

Groundwater investigation widened at Superfund site

The Environmental Protection Agency will determine the extent of groundwater contamination at the Delaware City PVC Superfund site.

Under an administrative settlement with the EPA, Bayer CropScience L.P. will investigate groundwater contamination in the shallow aquifer east of the PVC plant property and evaluate potential contamination in the deeper aquifer, an EPA release stated.

These areas were not part of earlier remediation work at the site. Bayer CropScience is the



successor to Stauffer Chemical Company, which performed the previous remediation effort. The Su-

perfund site, which was added in 1983 to EPA's National Priorities List, consists of the property where Stauffer operated a PVC manufacturing plant from about 1966 through 1981 and where Formosa Plastics Corporation continued manufacturing operations from about 1981 through now.

The plant was built in 1966 by Stauffer. The company, according to the EPA, used lagoons and pits to dispose of PVC waste and sludge. Groundwater, which was used for drinking water and agricultural purposes, was heavily contaminated with solvent chemicals.

Stauffer conducted cleanup work beginning in 1982 to address certain groundwater contamination with a pump and treatment system that continues to operate. This work addressed contamination in the top aquifer near the PVC manufacturing facility but did not check on contamination that was later discovered to the east of the plant or in the deeper aquifer.

The new investigation proposes alternatives to clean it up. Bayer is also required under the agreement to pay EPA's oversight costs.

For more information on the Delaware City PVC site, visit <http://www.epa.gov/reg3hwmd/npl/DED980551667.htm> 

IT overhaul could cut personnel costs

From previous page

tasks with self-service tools on the Internet, mobile devices, and kiosks.

- **Automating routine government employee tasks** such as manual entry of paper forms with on-line applications and smart, connected devices.

- **Optimizing agency operations** with data and analytics.

The report claims that no state has made IT-led productivity a top priority. ITIF recommends a series of reforms to do this in every state, including

giving state chief information officers more decision-making authority, embracing public-private partnerships, and providing incentives.

“Imagine a leaner state government that needs fewer workers and materials to get the same or better results,” said Atkinson. “By fully integrating technology into agency operations, governments can cut the time citizens waste standing in line or filling out forms, reduce the burden on taxpayers, and make everyday services more efficient and effective. This not only cuts costs, but also makes everyone more productive—which is essential for state economic growth.”

Corporation Services to build Little Falls headquarters

Company will be able to put scattered staff in one location

(See info graphic on next page)

Corporation Service Company, announced it will break ground on its new global headquarters near Wilmington. A timetable for the projects and a price tag were not immediately released.

The ceremony will be held on Oct. 27 at 9:30 a.m., rain or shine, at 301 Little Falls Drive, near the intersection of Del. 48 and Centerville Road, west of Wilmington.

The company has been at working with the county on approvals for the project. Development of such projects has not been easy in Delaware, due to the county's Unified Development Plan and neighborhood concerns.

The county has been working to ease some of the restrictions as a way to bring jobs to the area.

Founded in 1899, privately-held CSC has grown




to 2,200 employees globally, with 948 located in Delaware. CSC has offices in 11 countries throughout North America, Europe, and the Asia-Pacific region.

“As CSC continues to grow, this new headquarters will provide a world-class campus needed to recruit talent and expand business in Delaware,” a release stated. The company was founded to help companies incorporate in Delaware.

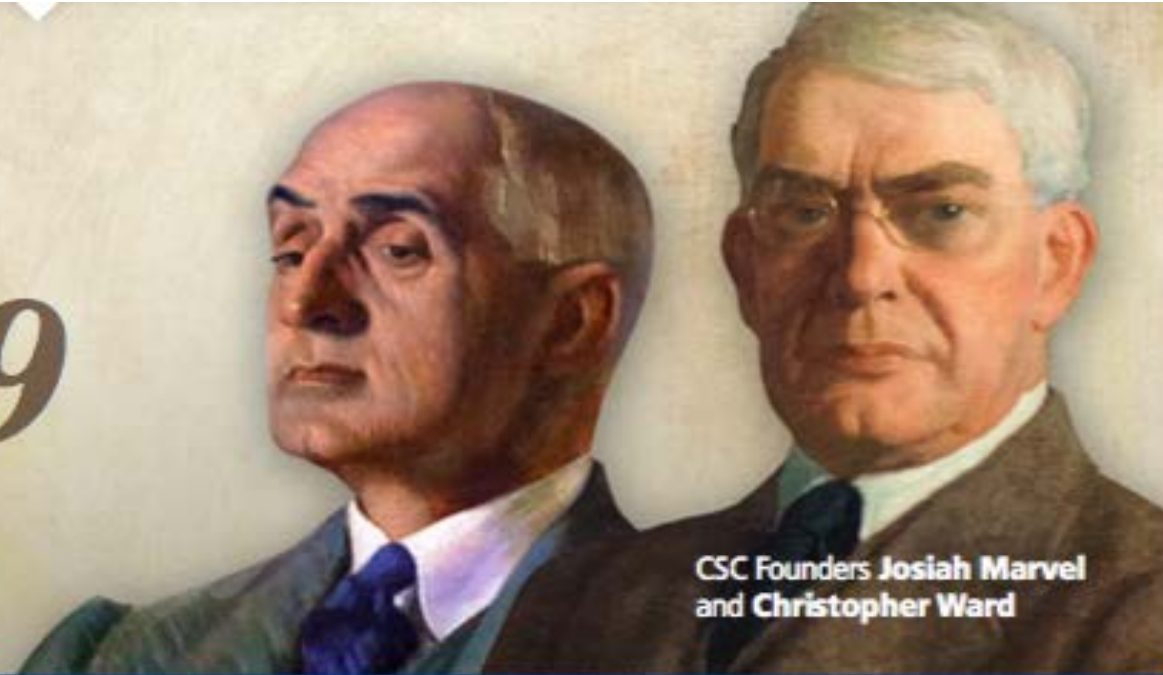
In the past couple of decades, it has expanded to become a worldwide company.

“I’m proud that founders Josiah Marvel and Christopher Ward started their businesses in Delaware over 115 years ago,” said Rod Ward, CSC CEO. “Delaware is our home, and by establishing our global headquarters, we look forward to continued growth here and globally.”

The 148,000-square-foot facility will house the majority of CSC’s Delaware employees — currently spread out in several locations within a 10-mile radius — and incorporate state-of-the-art design and sustainability features, including a green roof, sit/stand workstations, collaborative workspaces, and technology upgrades. The new headquarters will foster the vibrant, positive, and team-based work environment CSC promotes.

“As we break ground, our vision for the site is to establish a superior, sustainable campus that our employees and our neighbors can be proud of,” said Ward. “We’ve worked hard over the past year with county officials to ensure that we create an environment that is both suitable for our growth and compatible with the surrounding landscape.” 


Delaware Resident
Since 1899



Wohlsen contractor for new Concordville medical office project

Wohlsen Construction Company, Wilmington, broke ground recently on the Main Line Health Center at Concordville medical office building. The new facility will be located at 1022 Baltimore Pike.

The project consists of a three-story, 131,500 square foot building and site work including on-grade parking for 510 cars.

The new facility will house fitness and wellness practices in addition to urgent care, primary care, and rehabilitation facilities. The multi-tenant healthcare facility is designed by the Philadelphia architecture firm, NELSON, and is overseen by the owner's representative, Stantec, an international engineering, consulting, and design firm. 

OFFICES IN
11
COUNTRIES



Employee Growth



500

90%
OF THE FORTUNE 500®
ARE CSC CUSTOMERS

Buccini/Pollin reaches milestone with condo sale

[Buccini/Pollin Group, Inc.](#) (BPG), announced the sale of the final condominium at Justison Landing.

A total of 126 families now call Justison Landing Condominiums home.

“I’m excited about what is happening at the Riverfront and the rapid absorption of residential units in the past few years has been a major enabler,” said Boris Kaplan, vice president of development at BPG. “We sold over \$15 million worth of new Riverfront homes in this last phase at Justison Landing. We would love to have another 100 riverfront condominiums that we could market because demand for these units is only growing.”

Other recent development highlights along the riverfront include the addition of a mini golf course, the introduction last winter of a seasonal ice rink, the opening of Goju Training Center, the launch of Drop Squad Kitchen and the arrival of a stunning 2,500 sq. ft. Starbucks.



With an average of 6,000 employees working on the riverfront daily, the need for permanent luxury housing is expected to increase, a BPG release stated.

BPG is addressing that demand in part with the recent grand opening of The Harlan Flats luxury apartments. The next phase of Riverfront residential development is slated to break ground in 2016 on parcels between Harlan Flats and Penn Cinema Riverfront & IMAX.

If recent sales trends continue, the remaining half dozen condominiums at the nearby River Tower will be sold out by the end of the year.

The River Tower condominiums offer one bedroom and two bedroom homes starting in the \$150,000s.

Further information is available from Stephen Mottola or John Sloniewski with the Mottola Group at Long & Foster Real Estate at (302) 351- 2602.

Rockford Capital Partners buys Salisbury shopping center

Rockford Capital Partners announced the acquisition of the College Square Shopping Center, a retail center neighboring Salisbury University in Salisbury, Maryland.

Rockford Capital acquired the property on behalf of its affiliated value-add investment vehicle,

Continued on next page

From previous page

Rockford Real Estate Fund III. College Square is an 86,442 square foot retail center anchored by Planet Fitness and Ace Hardware.

Rockford Capital acquired the building at 56 percent occupancy. It will make enhancements to the property to attract new tenants.

Located on West College Avenue in close proximity to Salisbury University, College Square is positioned to cater to both the university-related population and the south Salisbury communities. To market the available 38,000 square feet of space, Rockford Capital has engaged KLNБ's Kevin Barrett as the exclusive leasing agent.

Nick Hammonds, principal at Rockford Capital, stated: "This opportunity delivered the optimal combination of in-place income, growth potential, and a great location. The proximity to Salisbury University offers a strong and growing base for our current and future tenants to provide needed goods and services."

Rockford Capital is actively pursuing additional value-add investment opportunities throughout the mid-Atlantic and southeast regions.

Rockford Capital Partners is a private real estate firm specializing in the acquisition, repositioning, and management of small- to mid-size commercial

real estate assets throughout the eastern U.S. The team focuses on identifying fundamentally strong, yet undervalued, properties and unlocking value through a proven active management process and targeted capital investments. For further information, visit <http://www.rockfordcp.com>



Groomingdale's leases 2,000 SF

NAI Emory Hill announced the lease of 2,000 square foot of retail space at 33739 Marsh Road, known as Westcoats Corner, in Lewes to a new pet grooming business known as "Groomingdale's." Groomingdale's is a full service pet groomer run by Alexia Ruiz Millan (formerly of Pet Depot).

NAI Emory Hill Lewes broker Ann Bailey, CCIM, represented the landlords, Clifford and Ellen Todd in the lease transaction.

NAI Emory Hill represents NAI Global in Delaware and Cecil County, Maryland. It is a division of the Emory Hill Companies.



Trending

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

1. [Black Lab bakery to close on Sunday](#)
2. [Senior News Journal staffers take buyouts](#)
3. [Newark man arrested in connection with murder of Hockessin psychiatrist](#)
4. [Discount retailer Gabe's coming to former Lowe's store site in Bear](#)
5. [Tamika Reeves nominated for Chancery Court post](#)
6. [Christiana Fashion Center lands marquee retailers](#)
7. [EPA widens probe of water pollution around Delaware City Stauffer-Formosa site](#)
8. [\(Update\) Acme makes bid to buy five Pathmark, Superfresh stores in Delaware, region](#)
9. [Analysis: No Wegmans supermarkets on the horizon despite nearby expansion](#)
10. [Business people: Oct. 14-20, 2015](#)

Making a case for a manufacturing rebound in state

(This guest piece is from Harvey, Hanna and Associates, a Newport-based commercial real estate development company with manufacturing tenants).



year college degrees or more. The ability to work in a team environment and higher levels of critical thinking are also required.

While there is a skills gap that has hindered the growth of manufacturers and the economy, ‘Pathways to Prosperity,’ a program spearheaded by Delaware Gov. Jack Markell, has helped to train Delaware students. This program has united local high schools, Delaware Tech and local manufacturing companies in a common goal; that of giving Delaware youth the skill sets they’ll need for a career in the manufacturing industry.

Further good news for Delaware is that 21st cen-

tury manufacturing jobs pay more than they did in the 20th century. Delaware’s average salary for a manufacturing position is \$79,774, according to the National Association of Manufacturers. Delaware Manufacturing contributed \$4.55 billion to our economy in 2014.

In an article titled, ‘Where will Delaware jobs be coming from?’, posted last month, Richard Hefron, President of the Delaware State Chamber of Commerce, stated:

“We’re also seeing a renewed focus on manufacturing, an industry that was once the backbone of Delaware’s economy. Today’s manufacturers are looking for employees who are problem-solvers with leadership skills, computer and technical abilities. In response, the Delaware Manufacturing Association, DelTech, the Delaware Manufacturing Extension Partnership, in collaboration with state government, have developed a curriculum and

Is there a chance for Delaware to increase its share of the manufacturing industry?

Senator Chris Coons believes so.

In fact, he and Senator Kelly Ayotte introduced the Manufacturing Skills Act this year hoping to modernize the way states and cities run their job training programs. The hope is to provide those looking for employment with the skills they’ll need for today’s manufacturing jobs.

According to an article written by Sen. Coons, ‘Manufacturing can be transformed in Delaware’, on Oct. 3, the skill sets necessary for the manufacturing jobs of today require a higher level of math and engineering than those needed 20 years ago. Many of these manufacturing jobs require two-

Continued on next page

Coons says manufacturing perceptions stuck in past

From previous page

launched a pilot program providing high school students with the opportunity to graduate with a high school diploma, a certificate in advance manufacturing and credits toward higher education courses.”

While many of our perceptions of the manufacturing industry are stuck in the past, Sen. Coons says, “Today’s manufacturing jobs pay, on average, more in wages and benefits than any other industry, they contribute more to local economies, and they are critical to our nation’s capacity to innovate and grow.”

Delaware will have to adapt to the current environment of the manufacturing industry in order to attract more manufacturing jobs, which currently account for 25,000 jobs or 7.34% of Delaware’s workforce. In the last five years, manufacturers have created more than 800,000 jobs.

New companies arrive

This past July, it was reported that 100 new manufacturing jobs were to be added near New Castle, thanks to the State’s Council of Development Finance approval of \$436,000 in incentives to attract Techmer PM, a Tennessee-based manufacturer, to New Castle. Also, a Delaware-based company behind the Mishimoto automotive brand will be opening a new manufacturing facility.

Manufacturers cite workforce talent as a deciding factor of their site selection and Delaware has been able to entice several of these businesses in recent years. Uzin Utz, an industrial grade flooring company and AB Packaging are two such manufacturers.

Gov. Markell stated in an Op Ed article released, Oct. 8, “The manufacturing industry, and the hardworking men and women who work in it, have always proven resilient. Their history is one of always adapting to change, and of emerging stronger than before. As manufacturing enters a new phase, it’s clear Delawareans are up to the challenge of building an industry that gives our citizens good job opportunities for years to come.” So we guess the short answer is yes, it’s a safe bet that Delaware will see manufacturing growth this year and, hopefully, for years to come.



October 21
Grain Craft Bar + Kitchen Newark

TECHNOLOGY FORUM
of Delaware

FALL BACK INTO NETWORKING

[Click here to register](#)

A sweeping conclusion on city broadband in Newark

Tony Abraham of [the Technical.ly Delaware](http://the-technical.ly) website recently pointed out a contradiction in a post from the libertarian publication *Reason* on studying whether the city should get into the broadband business.

The publication, [looking from afar](#), mentioned Newark as it made a case for municipalities not getting into the broadband business.

The post pointed to numerous failures in municipal Internet systems, although some municipalities have operated such systems for decades.

What they missed was that the fact that the city is looking into the situation at the request of residents, not because officials were looking to add services.

City officials are fully aware of the potential costs of getting into the cable TV business and know that some of the sentiment toward city broadband is based on residents unhappy with cable TV bills that include high-speed Internet.

Those companies (Verizon and Comcast) use bundling, which can result in \$200 a month bills once all the premium channel options are added. The broadband Internet itself can run less than \$50 a month, a figure many of us can afford.

Verizon has modified some of its policies on bundling, although bills can still be on the hefty side, if you want a full array of cable channels.

A study will be undertaken on the costs and other issues, but don't think for a moment that residents will wake up to new city-owned cable utility with free HBO and ESPN.

It can also be argued that technology could eventually change as more programming is streamed by some cable networks and more people simply quit cable and find enough streaming content.



Doug Rainey

That might make a city-owned Internet only broadband system more feasible, if it could somehow be done without burying a lot of cable.

As Abraham noted, the city's move is democracy in action, something libertarians should support. Still, if *Reason* delved into Newark in little more depth, it might find even more to dislike.

After all, the council decided against bringing in a private hauler to take care of the city's refuse at a much lower cost, after many people testified against the measure.

It turns out that the city's refuse crews are among the most popular city employees, based on previous surveys and general comments one hears.

That degree of comfort is influenced by the city's electric utility. Profits are used to reduce property taxes, which make the costs of city-owned refuse service a bit easier to swallow.

Continued on next page

DNREC adds technical materials, appeals storm water ruling

The Department of Natural Resources and Environmental Control confirmed Friday it has adopted sediment and storm water management regulations for construction and other purposes, after a lower court decision that threw out the program.

The department said reverting to previous regulations would cause serious problems for state highway and other projects already in the pipeline.

According to a release, the DNREC decision, in effect, reinstates the 2014 regulations thrown out by the recent Superior Court decision, and adopts technical materials. The lack of such materials was cited as one of the factors in the ruling.

DNREC also announced it will appeal the lower court ruling to the Supreme Court.

Contractors and developers have claimed regulations on the state and county level are cumbersome and can delay projects for extended periods.

The technical materials include design and construction standards and specifications intended to assist in complying with the regulations. This action will allow development projects to move



U.S. Geological Survey photo.

forward through the review and approval process, reducing potential impact from flooding and other events, the DNREC release stated.

Although some have argued that DNREC should revert to previous versions of the regulations, the Court's opinion was silent on the matter, the DNREC release noted.

However, many projects submitted under the 2014 regulations would not meet standards under the previous 2006 version of the regulation and would need to be redesigned. Also, prior regulations

were implemented in conjunction with supporting technical materials, a practice criticized by the Court in its opinion.

More than 300 plans for a variety of projects, including public schools, highway improvements, and both commercial and residential construction, were under review when Superior Court issued

Continued on next page

Power to the people

From previous page

A [News Journal piece](#) indicated that electric rates for Newark customers run about \$15 a month higher than customers at Delmarva Power. The city is then able to transfer millions of dollars that reduce property taxes.

Reason might argue that the city electric utility should be sold. The likely buyer would be Delmarva Power, which might offer lower rates. The trade off would be higher property taxes in return.

In other words, *Reason* has a valid argument, but needed to make few more phone calls to flesh out its sweeping assumption.



From previous page



its opinion October 7. The court's opinion invalidated the 2014 regulations, leaving what DNREC believes to be a regulatory vacuum.

DNREC has also filed a motion seeking a delay in the implementation of the Court's opinion, along with an appeal to the Delaware Supreme Court, the release stated.

"We obviously respect the court's opinion, but without any guidance on how we should review plans, we are compelled to adopt emergency regulations to restore certainty to the process. This action enables us to continue to review and approve plans and allow landowners, developers, contractors and homeowners to maintain schedules and commitments to customers, lenders, agencies and others involved in these important projects," stated DNREC Secretary David Small.

The interim regulations, adopted under the state's Administrative Procedures Act, will be in effect for 120 days and may be extended for an additional 60 days.

During the effective period of the emergency regulations, DNREC intends to adopt the regulations and technical document through a process that will include convening a regulatory advisory committee and holding a public hearing

that will hear comments. The agency also intends to propose changes to the technical document that will address some concerns raised during the past year while the storm water and sediment regulations struck down by Superior Court were in effect.

"Delaware's sediment and storm water management regulations are a vital tool in the state's efforts to improve water quality and protect public health, safety and property from flooding. Under federal law, Delaware is required to have a valid erosion and sedimentation program in place for all construction activities, and Delaware's erosion and sedimentation program must have enforceable regulations in place to be valid," the DNREC release stated.

The Superior Court ruling had earlier drawn praise from long-time Sussex County pro-growth advocate and now State Rep. Rich Collins, R-Millsboro.

Collins had headed the Sussex County Positive Growth Alliance.

The property rights group previously criticized state regulations and also questioned the effects of climate change and rising seawater levels.

Collins said he had questioned the storm water regulations before the revisions went into effect.



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



The Business Bulletin offers numerous opportunities for advertising messages and sponsorships for its business-to-business audience.

For further information on advertising and sponsorships, e-mail Michael Klezaras at mklezaras@delawarebusinessdaily.com

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

Community Foundation launches engagement, statistics website

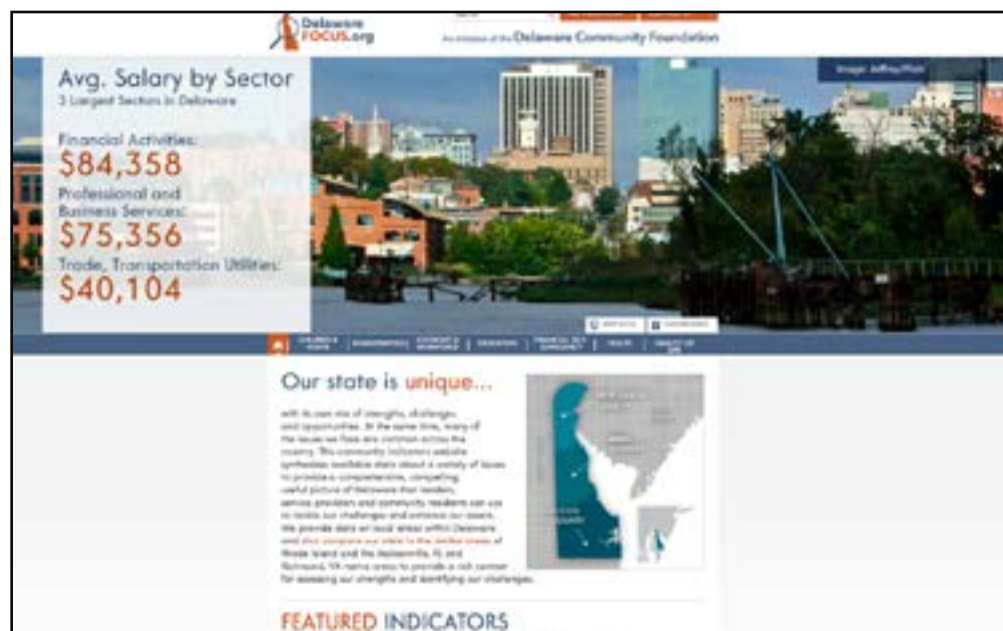
The Delaware Community Foundation (DCF) has launched the website DelawareFocus.org, the keystone of the DCF's new community engagement initiative, Delaware Focus.

The DCF took on the new initiative as “part of its expanded mission “to build a shared vision for Delaware, grounded in knowledge, inspired by the common good and advanced through philanthropy,” a release stated.

“The DCF is a strong organization with a proud history of helping individuals and organizations build permanent charitable resources for Delaware,” DCF CEO Fred Sears said. “But our board recognized that our community has great needs, and we have the capacity and the will to do more.”

Many other community foundations, including DCF's counterparts in Boston and Arizona, have indicator projects.

Gov. Jack Markell joined the DCF to launch the



initiative at the Baby Grand in Wilmington. “By undertaking this project, driven by data and research, the Delaware Community Foundation will help provide an objective view of our challenges and contribute to implementing solutions,” Markell stated.

Alan Levin, former director of the Delaware Economic Development Office, spoke at the afternoon launch at Delaware Technical & Community College's Owens Campus in Georgetown.

“Excellent quality of life is essential for a thriv-

ing business community and a robust economy,” Levin said. “And we can be much more effective in improving quality of life by using metrics to understand our strengths and weaknesses and monitor the impact of our collective efforts to improve.”

The website will be the central source of data for the DCF's new community engagement initiative. The site features data and analyses of 71 key community indicators in the areas of demographics, economy and working, financial self-sufficiency, quality of life, health, children and youth, and education.

The data and analyses can help decision-makers, funders, and all community members identify communities' relative weaknesses and strengths, set priorities, evaluate program outcomes, track progress over time, compare regional trends and foster community dialogue, according to a DCF release.

“To build a unified vision, we need accurate and broad-based information about our community's

Continued on next page

From previous page

most pressing needs and most promising opportunities,” DCF Board Chair Marilyn Hayward said. “Through DelawareFocus.org, we are providing the platform and an initial set of community indicators to ignite and fuel conversations and action statewide.”

DCF is contracting with the Center for Governmental Research (CGR), a Rochester, N.Y.-based nonprofit that specializes in helping communities and organizations use data to evaluate and address needs. CGR also designed the website.

In addition to gathering, analyzing and applying data, Hayward said, the DCF will engage the community in developing and pursuing the civic agenda. The DCF is expanding its staff to create a community engagement team and has established the Delaware Community Focus Council.

The council will be composed of leading community stakeholders from Kent, New Castle and, Sussex County. Using the data from the Delaware Focus website and knowledge gathered through community engagement, the council will identify

top community challenges and opportunities, and recommend leadership and action opportunities to the DCF staff and board.

The chair of the Community Focus Council will be Doneene Keemer Damon, a director with the law firm Richards, Layton & Finger. The vice chair will be Cindy Szabo, a partner at the law firm Ellis & Szabo in Rehoboth Beach. The list of council members will be announced in November.

The DCF also announced that it will collaborate with the University of Delaware, which was recently designated as a 2015 Community Engaged University by the Carnegie Foundation.

The DCF also is working with the United Way and currently developing relationships with the Rodel Foundation of Delaware, Delaware State University and Wilmington University.

The initiative comes at a time when state government is facing a structural budget gap that could affect funding for programs that aid the poor as well as grants that go to nonprofits. The Delaware Association of Nonprofit Associations has organized a working group that hopes to make its case to legis-

lators and the Markell administration for continued funding.

Bank of America assists Eastside townhome project

Inter-Neighborhood Foundation of Wilmington (INF) broke ground for Walnut Place last week. Walnut Place will be an eight-unit, new construction, townhome community, with each unit being three or four bedrooms.

Walnut Place represents a unique partnership between INF and Bank of America and the Banc of America Community Development Corporation. Since 1981, INF has successfully developed many owner-occupied projects.

“Access to affordable, stable housing is foundational to a family’s well-being,” said Chip Rossi, Delaware market president, Bank of America. “INF’s longstanding commitment to revitalizing the Eastside aligns perfectly with our goal to create financial stability for families that often begins with access to affordable housing.”

MilfordLive celebrates 5th anniversary

MilfordLive.com celebrated its fifth anniversary this month.

The online hyperlocal publication was launched by Bryan Shupe and Dave Burris in October 2010 with the goal of “providing a in-depth look at the events and issues that affect residents and visitors.”

Both Shupe and Burris grew up in Milford and saw a need for another voice in a growing area that was served by two weekly newspapers that were owned by chains and had minimal staff presence.

MilfordLive also offers the weekly Milford Review electronic newspaper, the Milford Review.

A similar business model was adapted a couple of years later by Bird Street Media, the publisher of DelawareBusinessDaily.com and the Business Bulletin, with the website designed by Burris.

MilfordLive and DelawareBusinessDaily.com have no ownership interest or affiliation. Burris has since sold his interest in Milford Live.



Shupe, who operates a downtown business in Milford, also serves as mayor. MilfordLive has a staff of four. The publication is supported by advertising revenue and access to the website and the Bulletin is free of charge. [Click here](#) for the full story on the business.

Former State News Editor, Michael Pelrine, 57

Former Delaware State News Editor Michael Pelrine died at age 57 late last month. He joined the State News in 1987 and later became editor, vice president of editorial and vice president of special projects.

Pelrine left about a decade ago to operate Beseme Restaurant in Lewes for several years.

He then worked as Director of Business Development for Fantini Research, Dover, a company that focuses on the gaming industry. He was preceded in death by his wife Tamra Brittingham, also a State News executive. A celebration of his life will be held at a later date. In lieu of flowers the family suggests contributions be made to the Starrlight Fund through the Delaware Community Foundation, #36 The Circle, Georgetown, DE 19947. [Click here](#) for the full death notice.

News Journal update

A quick follow-up on buyouts for senior staff at the News Journal. Veteran reporters Cris Barrish and Bill McMichael confirmed they are leaving the newspaper after accepting the package.

Five others are believed to have accepted the package, but have not publicly confirmed their decision. The buyouts were offered to long-time staffers over the age of 55.

Christiana Care honored by College of Surgeons

[Christiana Care Health System](#) has been honored as one of 52 institutions out of 517 by the American College of Surgeons (ACS) Clinical Congress for achieving “Meritorious” outcomes in surgical patient care.

This is the third consecutive year that Christiana Care has been recognized through the organization’s National Surgical Quality Improvement Program – also known as ACS NSQIP – which is the only nationally-validated quality improvement program that measures and enhances the care of surgical patients.

“This recognition is a reflection of our staff’s commitment to advancing the Christiana Care Way so we can provide optimal health and an exceptional experience to our neighbors,” said Dennis R. Witmer, M.D., vice chair of Surgery for Quality and Safety at Christiana Care.

The program measures actual surgical results 30 days after the operation and makes risk adjustments to compensate for differences among

patient populations and acuity levels. Participating hospitals are required to track the outcomes of inpatient and outpatient surgical procedures and then analyze their results, which direct patient safety initiatives within the hospital and impact the quality of surgical care.

Christiana Care was honored with ACS NSQIP recognition for its performance in eight clinical areas:

- Mortality
- Cardiac arrest and heart attack
- Pneumonia
- Unplanned intubation
- ventilator use for longer than 48 hours
- Renal failure
- Surgical site infections
- Urinary tract infection

Christiana Care manages more than 40,000 surgical procedures each year at both its hospitals – Christiana Hospital and Wilmington Hospital – and at its outpatient surgical centers. Since Christiana Care began its participation in NSQIP nearly eight years ago, the health system has experienced improvements in patient outcomes that include a reduction in the rates of wound infection, deep

vein thrombosis and several other post-operative complications, a release stated.

Dawson honored by Raymond James

Frederick J. Dawson, wealth manager – Raymond James Financial Services, Inc. and Executive Vice President of Bassett, Dawson & Foy, Inc. (an independent firm) at 1011 Centre Rd., Wilmington, was recently named a member of the 2016 Chairman’s Council.



Dawson

Chairman’s Council honors are presented only to those financial advisors who have demonstrated an unparalleled commitment to personal service and professional integrity, a release stated. Members of the Chairman’s Council represent the top echelon of the firm’s financial advisors.

Dawson, who joined Raymond James in 1983, has more than 33 years of experience in the financial services industry. He offers wealth management services for individuals, businesses and non-profit organizations.

[Click here for photo gallery](#)

Wegmans announces top managers at new store

Wegmans Food Markets announced the leadership team for its Concordville store in Glen Mills, PA, off Route 202 and south of Route 1. The store will open in early November. As a destination supermarket, it is expected to draw customers from northern Delaware.

Store manager **Todd Strassner**, is part of a family that has worked for three generations at Wegmans, which is based near Rochester, NY. He started at a Wegman's in high school and went to get a college scholarship and become a management intern.

Over the next several years, Strassner's he became a department manager, and then an area manager at Wegmans stores in the Lehigh Valley. Strassner became a store manager in 2011 at



Strassner



DeNicola

Wegmans in State College, a post he held until he was named manager for Concordville. Strassner lives in West Bradford, PA. near Downingtown.

Executive Chef **Daniel DeNicola**, Exton, will lead a group of 150 at its restaurant and food preparation operations. He has been with the company since 2008. He was executive chief in Downingtown, PA.

Pharmacy Manager is **Rakesh Patel**, Chesterbook, who has been with the company since 2012 and formerly served as staff pharmacist.

Perishable Area Manager is **Amy Miller**, Atlglen. She began working at Wegmans in 2002 and has experience in a variety of positions, including deli customer service, sub shop team leader, café manager, front end manager, and service area manager.

Merchandising Area Manager Jamie Bray,



Patel



Miller

Emmaus, PA, has been with Wegmans since 2001, previously serving as service team leader, meat department manager, employee representative, and grocery manager.

Service Area Manager is **Dan Carnevale**, Conshohocken. He has been a Wegmans employee since 2006 and previously worked in positions ranging from produce customer service to management intern, service team leader, and front end manager. He will also supervise local community giving.

Delaware Tech names Sapna vice president

Delaware Technical Community College's Board of Trustees approved **Justina M. Sapna** as Vice President for Academic Affairs.

Since 2012, she has been serving in a college wide leadership role as principal investigator and project di-rector for Trade Adjustment Assistance

Continued on next page



Bray



Carnevale

From previous page

Community College and Career Training (TAACCCT) Round 1 and Round 3 grants. She began her career at Delaware Tech in 1997 as a full-time instructor in the Developmental Studies Department at the Owens Campus. She then served as instructional coordinator and department chair. Sapna also served as the Teaching Resource Center coordinator.



Sapna

Sapna has led implementation of the U.S. Department of Labor federal TAACCCT 1 & 3 grants of \$7.4 million spanning 17 collegewide initiatives. In this role, she has collaborated across divisions and campuses to facilitate curriculum development, manage payroll, provide instructional design support, plan for program sustainability and foster positive communication and relationships with external partners.

In her leadership roles in instruction, she envisioned and expedited the redesign of math and

English by proposing the Math Emporium and Accelerated Learning Program. She managed more than 40 full-time and part-time faculty and planned, delivered and evaluated professional development programs.

She was a member of the college's Blueprint Task Force and Student Success Committee, as well as several campus committees including Middle States Working Groups and Retention Committee.

Sapna has a bachelor's degree in English and Secondary Education from Salisbury University and a Master of Instruction from the University of Delaware. She is a graduate of the College's 2006 Leadership Development Program and also has served as a mentor. She received Delaware Tech's Excellence in Student Success Award in 2014 and the Excellence in Teaching Award in 2005.

Delaney promoted at Santora CPA Group



Santora CPA Group announced **Delaney**

that **Megan M. Delaney**, CPA has been promoted to Supervisor. She is a 2010 graduate of the University of Delaware with a Bachelor of Science Degree in Accounting. She joined the firm in June 2010. Delaney is a member of the American Institute and the Delaware Society of Certified Public Accountants, and she is currently a board member of the Wilmington Youth Rowing Association.

State Police Major Robert Hawkins retires after 34-year career



Hawkins

The Delaware State Police announced the retirement of Major Robert C. Hawkins Jr. who served for nearly 34 years.

Hawkins was hired on March 1, 1982 into the 45th Delaware State Police Recruit Class. He began his career assigned to Troop 3 during his Field Training Officers' Program and then was later assigned to uniformed patrol at

Continued on next page

From previous page

Troop 5 in Bridgeville. In August of 1984 he became a member of the State Police Scuba Team and served as the Officer in Charge from January 1990 to 2005. On October 1, 1986 as a detective, he was assigned to Troop 4 in Georgetown and then later worked at Troop 3 in Camden. He was assigned to the Academy as a Drill Instructor, (known today as TAC officer) on January of 1989.

On March 15, 1991 he became a fellow member of the Tactical Control Unit where he worked as a team leader. He was promoted to Detective Sergeant in charge of Troop 3 Criminal Investigations and then August 1, 1994 promoted to Lieutenant of CIU.

On October 27, 1997 he was assigned to the Homicide Unit as a Lieutenant and was promoted to Captain and served in the Homicide Unit as the Commander.

After three years, he served as the Troop 3 Commander. On November 2, 2009 he was assigned to the Delaware State Police Academy as the Director of Training. Four years later, he was promoted to the rank of Major where he joined

the Executive Staff as the Kent and Sussex Operations Major on December 14, 2013.

Bariatric coordinator named

The Nanticoke Physician Network announced that **Shelly Geis** as the new Bariatric Program Coordinator. Geis will be joining Drs. Waked and Palavecino at Nanticoke Physician Network Bariatric and General Surgery, Seaford

Geis is certified in health coaching and bariatric support group leadership. She received her Associate of Science in Respiratory Therapy from Concorde College in Kansas City, and her Bachelor of Arts in Accounting from Ashford University in Clinton, Iowa. She is currently studying for her Masters of Health Care Administration.

She previously worked as the Bariatric Coordinator at Atlantic General Hospital, where she successfully de-veloped a bariatric and non-surgical weight loss pro-grams that lead to a national accreditation for a Center of Excellence, along



Geis

with a new patient education model. She has over 5 years of experience as a Bariatric coordinator and more than 10 years as an experienced Respiratory Therapist. Geis is a member of the American Society for Metabolic and Bariatric Surgery and National Board of Respiratory Care.

Dewey to serve on planning panel

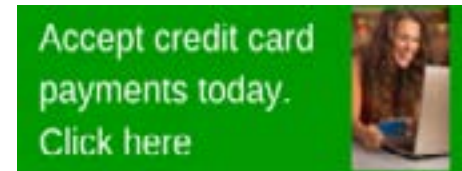
Bayhealth announced Clinical Nurse Specialist **Angel Dewey** was selected to serve on the American Association of Critical-Care Nurses (AACN) Advanced Practice Institute Program Planning Committee for the 2016 National Teaching Institute (NTI) conference in 2016.

Dewey is one of only eight advanced practice nurses (APNs) chosen to participate in the year-long endeavor, culminating with the conference in May 2016 in New Orleans.

As part of her commitment to the planning committee, Dewey is assisting with planning the



Dewey



Editor's note: Business licenses are issued as a revenue raising tool. The following are new licenses.

Wholesale

WILL DO CRABS
917 SWEET HOLLOW WAY
MIDDLETOWN, DE 19709-8652

BENMART LLC
3422 OLD CAPITOL TRL STE 659
WILMINGTON, DE 19808-6124

BERSERK ENTERPRISES LLC
1782 S TAYLOR DR
DOVER, DE 19901-5134

Retail

WILLARD SPECK LLC
LITTLE WILLARD
1415 TAYLOR AVE N APT B
SEATTLE, WA 98109-3352

BENNINGTON STEPHEN
BENNINGTON CERAMIC TILE SOLUTION
11 DISCOVERY LN
SELBYVILLE, DE 19975-9642

WILLIS LEROY
SNEAKIN AROUND
118 E LOCKWOOD ST
MIDDLETOWN, DE 19709-1127

WYNN CHRISTIAN N
CNWYNN PUBLICATIONS
PO BOX 328
CHESWOLD, DE 19936-0328

BELL HOUSE MEDICAL LLC
16719 COASTAL HWY
LEWES, DE 19958-3653

ZELLER LYDIA M
SWEET SANDRA JEAN
20200 COASTAL HWY UNIT BC
REHOBOTH BCH, DE 19971-8057

WIK THE GIFT YOU EXPERIENCE
PO BOX 422
NEW CASTLE, DE 19720-0422

YOU DI LLC
YOU DI RETAILER LLC
41 BLUE HEN DR STE D
NEWARK, DE 19713-3458

Harness Race Trainer

WILLIAM E. MOREY III
WILLIAM E. MOREY RACING STABLE
777 DELAWARE PARK BLVD
WILMINGTON, DE 19804-4122

Contractor

WILLIAM JESSUP IV LLC
WILLIAM JESSUP IV
20477 WILSON FARM RD
BRIDGEVILLE, DE 19933-3762

BENNINGFIELD LEIGH ANN M
DDR CONSTRUCTION
490 LITTLE NEW YORK RD
RISING SUN, MD 21911-1927

WIRT DEBRA A
RH ASSOCIATES
603 N DUPONT RD
WILMINGTON, DE 19807-3115

ZKBROTHERS
3749A RIDGE RD
GORDONVILLE, PA 17529-9747

BEIDEMAN DAVID A

DAVE'S HANDYMAN SERVICE
32794 VERA LN
MILLSBORO, DE 19966-4800

BELL HOUSE MEDICAL LLC
16719 COASTAL HWY
LEWES, DE 19958-3653

Professional/Personal Services

WILLIAMS MELVIN L
MEL'S VACUUMS SERVICE
1263 RIVERSIDE DR
WILMINGTON, DE 19809-2434

BENZEL KATHLEEN E
7678 KRYPTONITE LN
CASTLE ROCK, CO 80108-3112

BEPC INCORPORATED
69 N CHADBOURNE ST
SAN ANGELO, TX 76903-5848

BEPKO NEAL
DELMARVA TECHNOLOGY
606 OLD POST CT
BETHANY BEACH, DE 19930-9685

BERNHARDT MICHAEL
BERNHARDT ASSOCIATES
24608 WAKESIDE DR
MILLSBORO, DE 19966-7188

BENSON VONDA L
LET'S CELEBRATE
44 SHERIN DR
NEWARK, DE 19702-6832

ZEHR BRITTANY
ZEHR EDUCATION SERVICES
801 CLIFTON PARK CIR
WILMINGTON, DE 19802-1803

ZHU RENSHU
SUNSHINE SPA
34896 SUSSEX HWY UNIT 5
DELMAR, DE 19940-3360

YOUR CLICK ORDER, LLC
1402 THORNHILL DR
NEWARK, DE 19702-4045

YOUNG'S JANITORIAL SERVICES
10 REDDING CIR
MIDDLETOWN, DE 19709-1150

YOUNG SABRINA D
YOUNG DIVAS GLAMOR SPA PARTIES
216 HARLEQUIN DR MALLARD POINTE
NEW CASTLE, DE 19720

BENNETT CHARLA A
A TIME TO SHINE
PO BOX 636
CLAYTON, DE 19938-0636

WRIGHT JAMES
364 LONG RD
TULLY, NY 13159-9423

WILLSON JULIA T
EDITS BY JULIA
410 N RAMUNNO DR UNIT 912
MIDDLETOWN, DE 19709-3077

BELL[SHEA] SHEA LLC
BELL[SHEA] SHEA
135 CHRISTIANA RD
NEW CASTLE, DE 19720-3036

BEL AUTO REPAIR LLC
BRANDYWINE BODY SHOP
1325 NEWPORT GAP PIKE
WILMINGTON, DE 19804-2845

BELL EBONI M

EBONI BELL MINISTRIES
607 FAIRVILLE WAY
MIDDLETOWN, DE 19709-8642

WRIGHT SHANNON L
POWER HOUR POWER WASHING
28 CLOVER DR
GEORGETOWN, DE 19947-1876

BEGINNINGS AND BEYOND INC
710 BUCKSON DR
DOVER, DE 19901-3922

XIA ZHIHONG
PEACEFUL WELLNESS BODYWORKS
916 MIDDLEFORD RD
SEAFORD, DE 19973-3604

YEAH!CLEANING
38291 OSPREY CT APT 1164
38291 OSPREY CT APT 1164
SELBYVILLE, DE 19975-2846

YANEZ LORI
LORI YANEZ INTERIORS
425 GEORGIANA DR
MIDDLETOWN, DE 19709-2610

YARNALL SARA MS
515 HOLLINGSWORTH AVE
ELKTON, MD 21921-5603

Manufacturer

WILMINGTON LABORATORIES
1108 GRAYLYN RD
WILMINGTON, DE 19803-3335

Direct Care Worker

WILSON LAURA A
LAURA'S CARING HANDS
173 HOLLY DR

FREDERICA, DE 19946-2606

Travel Agency

WORLD PACKAGES LLC
910 FOULK RD STE 201
WILMINGTON, DE 19803-3159

YARNALL TABITHA R
MAGICAL MEMORIES TRAVEL
146 SPORTSMAN RD
FELTON, DE 19943-3803

Lessor

WS STREETSIDE LLC
659 WARWICK RD
MIDDLETOWN, DE 19709-9639

BENNINGTON POOL SERVICES LLC
745 BENNINGTON RD
FOLCROFT, PA 19032-1714

ZENCAR LLC
2900 PINE ST # 2900
SAN FRANCISCO, CA 94115-2419

ZEPELIN EXPRESS LLC
19 PERSIMMON TREE DR
NEWARK, DE 19702-3633

Restaurant

ZEN SAIGON RESTAURANT, LLC
776 GARFIELD PWKY
BETHANY BEACH, DE 19930

BEEF IT UP CHICAGO STYLE SANDWICH
SHOP 1643 PULASKI HWY BEAR, DE
19701-1453