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Kent County shows strength in 2014 residential market

This week

State senator tries again to get Punkin Chunkin a break on liability risk. **4**



Union City Grill building sells for \$950,000 **7**

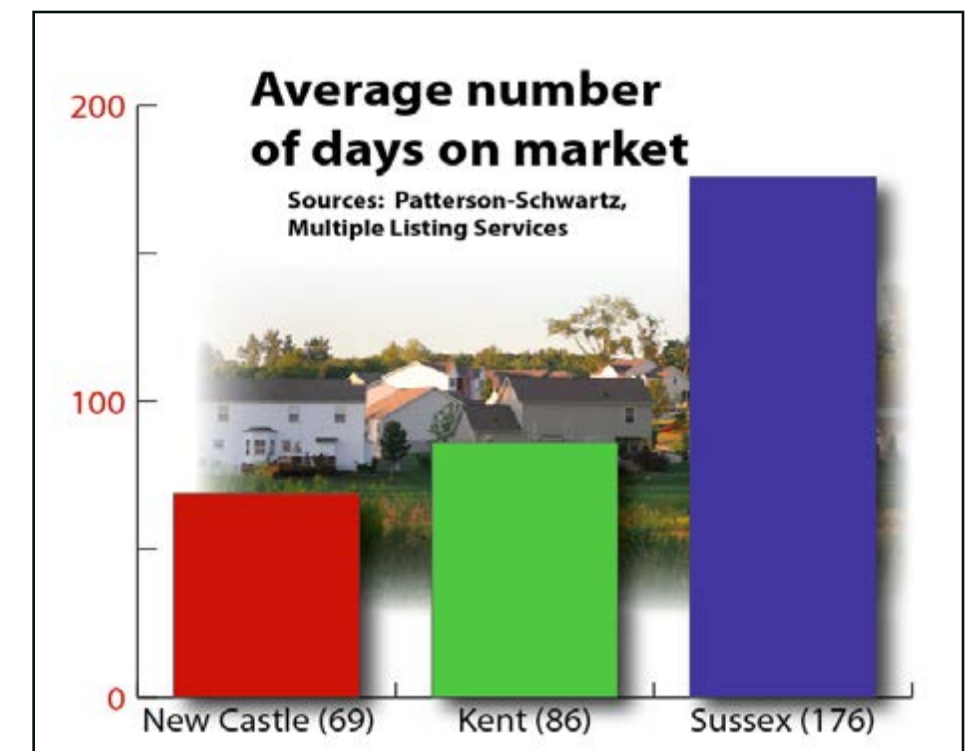
Developer sees 2016 completion date for apartment complex. **13**



Kent County posted the strongest home sales performance in 2014, based on figures from Patterson-Schwartz Real Estate. Patterson-Schwartz is the state's largest real estate firm.

In 2014, Kent saw an 8.8 percent increase in the number of sold homes compared to 2013 and a 4.5 percent increase in the median sales price from \$176,950 to \$185,000. The number of homes that went under contract in 2014 rose more than 16 percent from a year earlier.

In recent years, Kent had been seeing weaknesses in its economy with the loss of retail and manufacturing jobs as well as cutbacks in military spending that affected Dover Air Force Base.



By contrast, New Castle County, saw a 4.6 percent decrease in the number of homes sold for 2014 compared to 2013 and a 3.5 percent increase in the median price of sold homes, from

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Sussex County home sales inventory declines in 2014

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\$198,000 to \$205,000. The number of homes that went under contract in 2014 decreased 2.6 percent from 2013.

Sussex County, which has seen a stronger performance than the two other counties in the state, recorded a 1.8 percent decrease in home sales compared to 2013 and a 0.6 percent decrease in the median sales price from \$246,500 to \$245,000. The number of homes under contract in 2014 decreased 2.6 percent from 2013.

A factor in the sales picture in Sussex County was a more than 15 percent drop in the inventory of homes at the end of the year a sign of a sustained period of stronger sales.

Kent County saw a 6 percent drop in inventory, while New Castle County's inventory was up 0.4 percent. The average number of days homes were on the market dropped in Kent and New Castle counties, but was up 15 percent in Sussex.

Two other counties in the Patterson-Schwartz

Continued on next page

| Rank | City | Average Years Living in Home | Home with Negative Equity | Homes Sold at a Loss | Average Day on Market | Healthiest Markets Index |
|------|----------------|------------------------------|---------------------------|----------------------|-----------------------|--------------------------|
| 1 | Hockessin, DE | 18.0 | 8.3% | 14.0% | 115.1 | 87.90 |
| 2 | Wilmington, DE | 17.0 | 21.6% | 14.7% | 131.9 | 56.60 |
| 3 | Newark, DE | 14.0 | 19.9% | 30.1% | 98.5 | 43.70 |
| 4 | Dover, DE | 14.4 | 26.6% | 24.2% | 132.1 | 39.20 |
| 5 | Smyrna, DE | 14.1 | 28.4% | 16.9% | 249.7 | 38.60 |
| 6 | Bear, DE | 13.5 | 18.8% | 33.8% | 111.3 | 31.00 |
| 7 | Middletown, DE | 13.1 | 18.9% | 33.6% | 216.0 | 29.90 |
| 8 | New Castle, DE | 16.4 | 28.3% | 30.5% | 113.6 | 26.60 |
| 9 | Georgetown, DE | 15.7 | 18.0% | n/a | n/a | 0.00 |
| 10 | Seaford, DE | 16.2 | 20.7% | n/a | n/a | 0.00 |

Healthiest housing markets in state

A new study from [SmartAsset](#) ranked the healthiest housing markets in Delaware with Hockessin in first place and Seaford at No. 10. The ranking included the percentage of homes with negative equity and homes sold at a loss. Chart courtesy of SmartAsset.



Info session on Wilmington University campus plans schedule

The Council of Civic Organizations of Brandywine Hundred will hold a public meeting featuring a presentation by representatives from Wilmington University.

The meeting will be held on January 22 at 7 p.m. at the Talleyville Fire Hall. Wilmington University's plans to build a standalone campus at the corner of Routes 202 and 92, across from Concord Mall. This meeting, arranged for

by CCOBH, will provide information to residents regarding Wilmington University's current design ideas and concepts in the development of its new Brandywine campus and to solicit community input on its plans.

University President Dr. Jack Varsalona will offer comments and the university's professional team, including those with knowledge of current engineering, building and landscaping plans, will explain the current plans the university has for the site.

The project has already drawn fire from activists at Save Our Valley, a group that is fighting plans by Woodlawn Trustees, a Wilmington-based organization that wants to develop a tract in neighboring Pennsylvania.



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Cecil County sales up 7.2 percent

From previous page

market reported the following: Southern Chester County posted an a 0.8 percent increase in the number of sold homes in 2014 compared to 2013 and a 6 percent increase in the median price of sold homes, from \$320,000 to \$339,250. The number of homes under contract in 2014 increased 0.5 percent from 2013.

Cecil County, MD posted a stronger performance in 2014 with home sales up 7.2 percent and an increase in the median sales price of 0.1 percent, from \$193,950 to \$194,200. The number of homes that under contract in 2014 increased 12.1 percent from 2013. The report was based on data from TREND MLS (DE/PA), MRIS MLS (MD) and/or SCAOR MLS (Sussex County, DE). [Click here](#) for the full report.



Pettyjohn again seeks liability risk relief for Punkin Chunkin

Sen. Brian Pettyjohn (R-Georgetown) will make another attempt to ensure Punkin Chunkin stays in Delaware. The event was hosted for several years in Sussex County, attracting tens of thousands of people.

Punkin Chunkin was canceled in 2014, leaving its long-term future in Delaware in doubt. Issues over liability insurance and a dispute among organizers of the event appeared to be factors in the decision.

“Punkin Chunkin is a huge event for the state and Sussex County,” Pettyjohn said, “and it’s something that we’re used to seeing every autumn. For it not to happen last year was strange. Something was missing.”

Dale Wheatley, who hosted Punkin Chunkin on his Bridgeville farm from 2007 to 2013, was sued by an injured volunteer in 2013. Delaware currently does not have a liability cap, organizers and landowners simply have too much to lose in the event of an unforeseen accident, Pettyjohn said.

The event is scheduled to return Oct. 24-26 at Dover International Speedway, but there are no guarantees the event will continue. Pettyjohn said he hopes his bill, which would protect special events in Delaware by placing a liability cap on certain




damages, will pave the way for Punkin Chunkin to remain in Delaware. Similar to Maryland law, the legislation does not limit punitive damages or economic damages such as lost wages and medical bills. “There are several farmers that have

expressed interest in hosting the event on their farm, if they’re able to have this type of protection,” Pettyjohn said.

The bill is a revised version of legislation that was never introduced in the General Assembly due mainly to opposition by the Delaware Trial Lawyers Association. The new bill includes a higher liability cap.

“I know there’s still going to be some opposition to it. But the higher limits that are attached to it might quell some of the fears of there not being enough compensation for people who may be injured in an accident,” Pettyjohn said. “But I’m

hoping the Trial Lawyers Association and people who were opposed to it last time realize that we’re not going toward tort reform in Delaware. We’re trying to make it so people in our state can continue to host these events and be able to do so while protecting their assets in the event of a catastrophic accident.”

The legislation applies to all special events held annually. Other such events in Delaware include the Italian and Greek Festivals in Wilmington, the Apple-Scrapple Festival in Bridgeville, the Delaware State Fair in Harrington, the Riverwalk Festival in Milford and the Nanticoke Indian Powwow in Millsboro. 

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Panel suggests moving minimum wage toward \$15 an hour

([Click here](#) for a copy of the report)

A majority of a panel studying issues facing low-wage workers is recommending an increase in the minimum wage to as much as \$15 an hour.

“We made some progress last year, when we raised the minimum wage, but we knew we still had work to do,” said Sen. Robert I. Marshall, D-Wilmington, co-chairman. “We think this plan has practical recommendations that will help, not just people at the bottom of the economic ladder, but all Delawareans.”

The report calls for increasing the state’s minimum wage to \$10.25 per hour by 2017. That wage would be indexed to the cost of living. The task force said the state should move toward a minimum wage in the \$15 per hour range.

Experts testified could save the state money in Medicaid and other social programs. Advocates of a higher minimum wage claim government programs effectively subsidize lower-wage employers.

The General Assembly earlier approved raising the minimum wage to **\$8.25 an hour**, a dollar above

the national minimum wage. Seattle has approved moving the minimum wage to \$15 in steps. A group made up of fast food workers that has [staged demonstrations in northern Delaware](#) has also pushed for \$15-an-hour minimum wage.



“We wanted to find practical solutions that could be enacted,” said Rep. Michael Mulrooney, D-Pennwood, the panel’s other co-chairman. “Our goal was to recommend steps that will make the lives of Delaware’s working poor better and I think we’ve done that job.”

The findings are likely to be controversial. Studies on whether the minimum wage aids or hinders workers have been inconclusive, with those on either side citing their studies. The panel was heavily comprised of Democratic legislators and state officials.

Sen. Colin Bonini, R-Dover, and Rep. Michael Ramone, R-Pike Creek, along with the panel’s

representatives from the business community, supported the panel’s calls for studying increasing the Earned Income Tax Credit and increasing funding for training programs. They cautioned against increasing minimum wages and indexing the wage to inflation.

The Delaware Restaurant Association, a long-time foe of minimum wage increases, protested what it described as a deliberate exclusion from the panel and also claimed business representation was limited. A letter outlining the association’s objections was included in the final report of the panel.

Recommendations included:

- Increasing and indexing the minimum wage paid to tipped workers.
- Increasing the state’s Earned Income Tax Credit and possibly making the credit refundable.
- Giving the state’s Labor Department clear authority in cases of unpaid overtime and shielding employees who report violations of wage and hour laws.
- Increasing investment in training programs for unemployed workers.
- Developing a program to pay for infrastructure work.

Legacy of Mrs. Steele's chicken house continues as poultry remains key player

The Census of Agriculture from the United States Department of Agriculture this month took note of poultry's key role in the state's economy.

Although Delaware is the second smallest state in the nation, its value of agricultural production exceeds that of 10 larger states.



According to the 2012 Census of Agriculture, Delaware had 2,451 farms which produced \$1.3 billion in agricultural sales.

That works out to an average of \$520,000 per farm. Delaware ranks No. 2 in the nation behind California in per farm sales. Delaware ranks first nationally in the value of agricultural sales

per farmland acre at \$2,505 and also for lima bean production.

Agricultural sales in Delaware are skewed towards poultry, specifically broilers. Broiler production annually accounts for about 70 percent of Delaware's value of agricultural production.

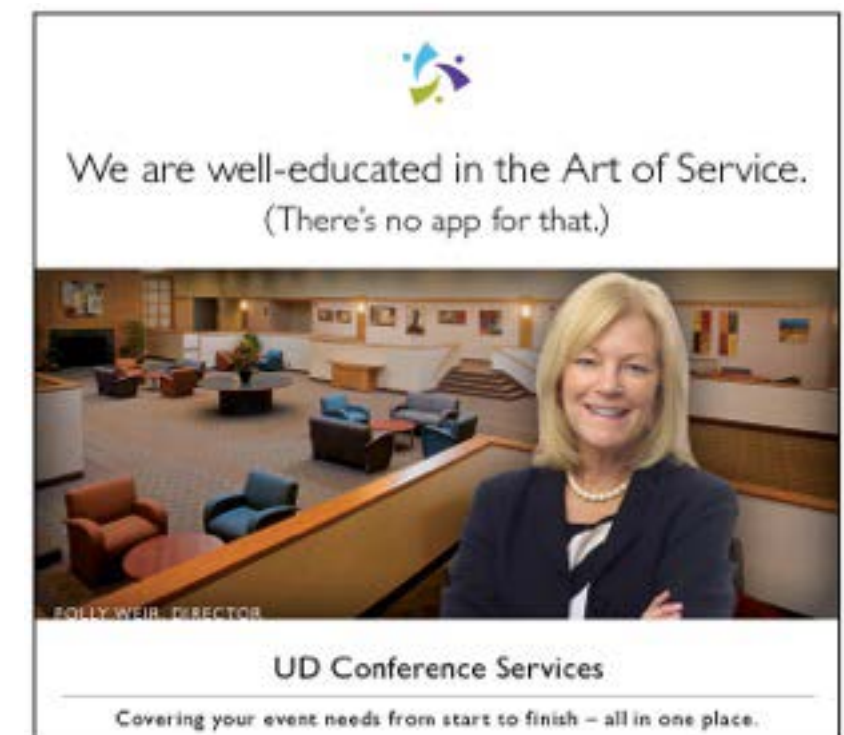
Delaware produces about 215 million broilers each year, or the equivalent of 1.5 billion pounds of chicken.

Mrs. Wilmer Steele of Sussex County, is often cited as the pioneer of the commercial broiler industry. In 1923, she raised a flock of 500 chicks intended to be sold for meat.

Her business was so profitable that, by 1926, Mrs. Steele was able to build a broiler house with a capacity of 10,000 birds.

Sussex County Delaware remains the largest broiler producing county in the United States.

via [USDA Blog » Broiler Industry Stretches Its Economic Wings in Delaware.](#)



Union City site sells for \$950,000; Chipotle pulls the pork

The property housing the Union City Grille was sold for a reported \$950,000 to one of the largest independent restaurant groups in the state.

Patterson-Woods Commercial Properties/ CORFAC International announced the completion of the sale of a restaurant building at 805 North Union Street.

The 4,575 square foot one-story building was sold by T & M Properties & Union City Grille, LLC, a restaurant headed by Chef Matthew Curtis, to Bread & Butter, LLC, also known as Ashby Management Group for the announced figure.

Joseph Latina, Principal, and Mary Ann Heesters of Patterson-Woods represented both the seller and procured the purchaser.

According to Patterson-Woods, Ashby Management plans to renovate the building and

open a full-service, casual dining restaurant serving modern American cuisine with a Tai/Asian flare. Union

Street was the home of the Pan Thai restaurant, which operated for many years.



Ashby has successfully opened and operates several other restaurants, including three McGlynn's Pubs (Pike Creek, Bear & Dover), The Deerpark Tavern (Newark), and Cantwell's Tavern (Odessa).

Ashby Management is part of a growing trend toward locally owned restaurant chains that can take advantage of volume buying and management depth. The groups also have the financial resources to build business in an industry with a high casualty rate.

Examples include Harry's Hospitality Group

(Harry's and Kid Shelleen's), SoDel Concepts (founded in Sussex County by the late Matt Haley" and Platinum Dining Group (Redfire Grill, Eclipse). "It was extremely gratifying to execute this transaction on behalf of two of our very valued clients," said Latina. "We wish chef Matt Curtis the best of luck in his future endeavors and look forward to yet another successful Ashby Management restaurant."

In social media posts, Curtis, who was active in community activities, said the restaurant could never built sufficient momentum after opening during the financial crisis of 2008 and 2009.

Patterson-Woods Commercial Properties / CORFAC International is a leading commercial real estate services firm specializing in the Mid-Atlantic commercial property markets.

Further information is available by calling the company's Wilmington, headquarters at 302-622-
Continued on next page

Chipotle Mexican Grill pulls the pork

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3500 or by visiting www.pattersonwoods.com.

MeltDown exits Newark

The cheese sandwich fad we saw for a while did not last in the Delaware Valley.

MeltDown, which operated a trio of restaurants closed its doors at both locations, based on a web post. MeltDown had converted the former Post House on Main Street in Newark to the concept a couple of years ago. There were signs of life around the restaurant this week, but a phone call went unanswered

Post House, which had a trio of diners was a popular spot for students and and New Castle County residents.

Diners sometimes mentioned high prices as a negative in their reviews on MeltDown. Also, down the street, Home Grown has long offered a tasty grilled cheese on its menu.

MeltDown also appeared to be part of a trend toward franchisees, moving to Main Street and not being able to withstand the up and down nature of the college market.

Chipotle pulls the pork

In other Main Street restaurant news, Chipotle Mexican Grill posted word that it would not have pork “carnitas” on its menu at hundreds of restaurants. A sign to that effect was on the front door in Newark.

The company cited the failure of its supplier to meet its sustainability standards reportedly [related to the housing of pigs](#).

While pork is a mainstay in Mexican cuisine, the ingredient accounts for a small percentage of sales at Chipotle.

Chipotle pays premium prices for beef, pork and chicken produced by non-factory farms. The use of sustainable ingredients is a key part of its advertising and marketing strategy.

Carnitas remain available at Santa Fe Mexican Grill and California Tortilla, both on Main Street.

Also coming this year is El Diablo, a local chain that will open its third location in northern Delaware on Main Street.



Futurist keynoter at TechForum event slated for tonight

Spray-on skin. Lab-grown ears, human tissue growing in a petri dish. It sounds like sci-fi territory, but it’s already happening.

Regenerative health care is just one of the big emerging technology trends for the next decade.

A speaker at tonight’s Technology Forum of Delaware’s January session, will look into the future.

Futurist and investment analyst, Jim Lee, will share ideas and insights in his presentation entitled “Investing in Emerging Technologies.” The event will be held on Jan. 21, from 5:30 p.m. to 7:30 p.m. at the White Clay Creek Country Club at Delaware Park, Stanton-Christiana.

Event registration is \$25 for Tech Forum members and \$40 for future members. Walk-ins are welcome, but at of today will be charged an additional \$5 at the door.

Wagner's home headed to sheriff's auction in Feb.

Longtime Delaware State Auditor Tom Wagner is facing the sheriff's sale for his Dover home after admitting that he missed mortgage payments. Wagner vowed to clear up the matter.

Wagner, who was re-elected to another term in November is charged with auditing school districts and other state entities. His office often has harsh words for sloppy accounting practices.

He has served in the post for a quarter of a century.

The story broke when veteran News Journal reporter Chris Barrish received a tip that the home was headed for the sale.

Sheriff's sales are closely watched in the real estate community and those seeking to "flip" houses. In most cases, the home goes back to the lender.

Wagner told the News Journal he missed a "bunch of payments," blaming an automatic payment system at mortgage holder Wilmington Trust. Successor bank M&T did not have the same system.

He offered a longer explanation in a more sympathetic story from the Delaware State News. Wagner cited the holidays and health problems as reasons for the delay in resolving the situation.
Continued on next page



A collage of fresh fruits and vegetables including bananas, grapes, tomatoes, strawberries, and carrots. Overlaid on the collage is a newspaper clipping with the headline: "(UPDATE) IBIO STOCK SOARS IN FRIDAY TRADING ON SPECULATION OVER EBOLA DRUG". The clipping includes text about shares of Newark-based IBIO Inc. soaring on Friday after the death of a patient in Texas from Ebola and links to a company in the Lone Star State could help produce a disease-fighting drug. It also mentions that shares of the company rose nearly 84 percent to \$1.47 a share, well above its 52-week high. More than 16.7 million shares were traded. A photo of a laboratory is included in the clipping. Below the clipping is a glass of milk and a bowl of yogurt. At the bottom of the collage, the text "DelawareBusinessDaily.com" is written in red and black, with a small map of Delaware to the left. Below that, the text "Now...not later" is written in black.

News, like many things in life, is best when served fresh

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Now...not later

Drugs, stolen goods found in Newark area business

Auto shop owner charged with ‘fencing’ items via Craigslist

The Delaware State Police arrested a Newark man after the investigation of a “fencing operation” operating out of an auto shop east of Newark.

Troopers received information of a possible fencing operation allegedly operated by Samuel D. Lewis, 37, of Newark, in the unit block of Mill Park Court, Newark.

Investigators determined that Lewis would routinely buy stolen items, including vacuum cleaners, razor blades, electronics, power tools, and clothing, in exchange for cash or illegal drugs. He would then sell the items at a discounted price on a Craig’s List online account.

The Delaware State Police executed a search

warrant of the auto shop and located numerous items valued at more than \$10,000. The items appeared to have been stolen from assorted retail establishments. Investigators also found quantizes of marijuana, heroin, Buprenorphine tablets, amphetamine tablets, and multiple rounds of handgun ammunition.



Lewis

Wagner says he will settle house issue

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The *News Journal* story contained more financial details including a loan modification agreement made with M&T carrying 7.5 percent interest rate. That rate verges on “subprime” in a market where figures of less than 4 percent are commonplace for those with good payment records.

WDDE, Dover, reported that Wagner and his wife did not appear at a foreclosure mediation session in 2013.

Left unanswered, especially with the modification agreement in place, was an explanation as to why an individual whose office examines financial

records, did not read bank statements or monitor activity online. Such practices are recommended as a way to detect attempts to hack into accounts in a world where online transactions are the norm.

Wagner told both newspapers the matter will be settled, although the web site for the Kent County Sheriff still listed the auction’s February date.

Wagner is generally well liked in government circles and remained the state’s only Republican statewide office holder for many years. Wagner has since been joined by fellow Republican Ken Simpler, who was sworn in as State Treasurer this month. **bb**

Lewis was arrested and charged with 2 counts of Possession of a Controlled Substance in a Tier II Quantity, Possession of a Controlled Substance in a Tier IV Quantity, 2 counts of Possession with the Intent to Deliver a Controlled Substance, Possession of Marijuana, Possession of Human Growth Hormone, Possession of Drug Paraphernalia, and Receiving Stolen Property. Lewis was arraigned and released after posting \$65,300.00 cash bail.

Troopers are continuing their investigation and are working to return the stolen merchandise to the retailers. **bb**

Applied Bank opens new branch on Concord Pike

Appplied Bank opened a new bank branch location at The [Applied Bank Center](#), 2200 Concord Pike in north Wilmington.

The high-rise is the former Rollins Building on Route 202.


This full service branch will offer a wide range of commercial and small business loans and services in addition to deposit products.

The branch will feature the public display of N.C. Wyeth's 1910 painting He Turned and Faced the Rising Sun, The Light Full on His Face.

"We believe that while our mission is to provide our customers with top quality responsive banking services, we are strong supporters of, and value the communities in which we work. This N.C. Wyeth painting and the Wyeth heritage is symbolic of, and a treasure of the region surrounding this new banking office," a release from Applied stated.

Chairman and CEO, Rocco Abessinio, stated "We are excited with the opening of this new branch at this land mark location. We continue

to grow because we are meeting the needs of all our customers and have built a reputation that is best defined in our motto- "Full Service, Safe, Sound and Secure Banking". Our top regulatory ratings and our customers' confidence in our Bank have proven this to be true." Senior Vice President, Chief Lending Officer Bill Bromley added "We are making a big difference in providing the financial solutions that Delaware small businesses are looking for. Having been awarded the SBA's Highest Dollar Volume lender again means we are dedicated to Delaware's small business growth."

Applied has full service branch locations in north Wilmington and Rehoboth Beach. 



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Back row: Brad Foy, Holly Chappell, Joe Bassett, and Brian Dawson. Seated: Connie Callahan, Terry Ann Heidt, and Cindy Foskey.

30th anniversary for firm

Bassett, Dawson and Foy, Inc. (An Independent Firm) located at 1011 Centre Rd., Suite 110, Wilmington, is celebrating 30 years of serving high-net worth clients with all of their financial planning, retirement, investment and life insurance needs.

The advisors at Bassett, Dawson & Foy, Inc. offer a range of wealth solutions for individuals, businesses and non-profit organizations.



(Video) Chile's president at port

The president of Chile visited the Port of Wilmington on Tuesday, further solidifying the partnership between the First State and the South American nation.

Before being elected to a second term in 2014, President Michele Bachelet worked at the United Nations in New York. During that time, she would frequently purchase produce from her home country that had been delivered via the Port of Wilmington.

“I think it has been a great opportunity

for me to see how this important port operates,” Bachelet said during her visit in Wilmington.

The Port of Wilmington is the nation's leading port for imported fruit, especially from Chile. In 2014, the Chilean fruit business accounted for 167,000 pallets, \$48 million in business revenue and \$4.4 million in tax revenue for Delaware and the region, according to port officials.

[Click here](#) for the full story from Newsworks.

Global Debt Registry secures \$7 million in Series A funding

[Global Debt Registry](#), Wilmington, announced it has secured \$7 million in Series A funding.

The new funding allows GDR to further address the needs of large creditors, debt buyers, and collection agencies that support and service the \$3.4 trillion consumer debt market in the United States, including credit cards, home equity, auto and student loans, as well as medical, utility, telecom and government related consumer debts, according to a release.

The investment will be used to accelerate sales growth and expand operations to support its growing client base. GDR will use the funding to boost sales and marketing efforts to further penetrate the credit card market as well as to expand into new asset classes within the consumer debt market. Additionally, the funds will help bolster service and support functions, the release stated.

The company has seen more interest in its products and coverage in the New York Times Magazine and American Banker.

In addition, GDR launched its new Debt Lookup

product, the first ever consumer validation tool for debt collection.

“Global Debt Registry offers financial institutions a better way to track, store and share critical non-performing account data with authorized consumers and vendors. The Consumer debt market is one of the last major financial asset classes to not utilize a digital registry, leading to inefficiencies, risk, consumer confusion and increasing regulatory scrutiny,” says Mark Parsells, CEO of GDR. “This investment is a major milestone in support of our mission to digitally transform the way the financial services industry stores and manages information on charged off consumer accounts. We are pleased to see growing market support from a variety of sources to take this business to the next level.”

GCA Savvian Advisors, LLC acted as the exclusive financial advisor to the funding round.

CEO Parsells is a serial entrepreneur in the financial services industry. He also worked at First USA (now Chase) and Wingspan, a bank that later became part of Barclays.



AZ's Medimmune announces agreement with pharma start-up

[AstraZeneca](#) announced that [MedImmune](#), its Maryland-based research and development arm, entered into a licensing agreement with Omnis Pharmaceuticals (Omnis), a privately-held biotechnology company.

This agreement will allow MedImmune to combine key agents from its investigational immunotherapy portfolio with Omnis' genetically engineered strain of vesicular stomatitis virus (VSV).

The program is currently being studied in a Phase I clinical trial for cancers that have spread to the liver.

Oncolytic viruses are designed to target tumor cells with the killing potency of viruses. VSV is among a group of naturally occurring viruses that can be engineered to selectively attack and destroy tumor cells without harming healthy cells.

Newark Shopping Center apartments slated to open in 2016

A Florida developer and a private equity firm have announced plans for a 220-apartment complex in an area on the Newark Shopping Center property.

The property was not described as a student rental, although that is expected to be a key market for the project at the site of a bowling alley at the shopping center.

Multifamily housing developer The Bainbridge Companies, in association with real estate private equity firm Pinecrest Partners, announced the development of Bainbridge Delaware with the address listed at 230 East Main Street, the address of the shopping center.

Based in Wellington, FL, with other offices on the East Coast, Bainbridge has developed, acquired and repositioned multifamily properties in Florida, North Carolina, New York, Maryland, Virginia, and Washington, DC.



In 2012, the company developed Campus Circle Tallahassee near Florida State University, and later won a Multi-Family Executive community of the year award.

Bainbridge's latest development not only expands its geographical footprint into a new state, but also launches what it described as "an innovative, highly-amenitized, technology-driven community designed to appeal to anyone who wants to live

within walking distance of a major university."

"We believe that there is strong demand for full-service rental housing with pedestrian access to larger universities," said Thomas J. Keady, president and chief operating officer of The Bainbridge Companies. "This dynamic location offers myriad opportunities for employment, learning, culture, recreation, social interaction, and personal growth. To appeal to potential residents, we are incorporating a wide range of amenities that reflect how people live today and the increasing importance of technology in their lives."

Bainbridge Delaware will be the only Class A full-service rental community within walking distance of the City of Newark's Main Street retail and restaurant corridor and the nearby University of Delaware.

An earlier proposal for apartments was rejected.
Continued on next page

\$2 a gallon gas makes appearance in Delaware

Gas prices seems to be heading below \$2 a gallon in Delaware as crude oil prices plummet.

Wilmington-based AAA Mid-Atlantic, which uses average prices in its calculations, reported Claymont on the northern edge of Delaware. GasBuddy, which uses crowds sourcing (reports from motorists) at its tracking service, reported \$1.98-a-gallon gas on Kirkwood Highway, between Newark and Wilmington.

AAA-Mid Atlantic reports the average gas price in the state is \$2.17. GasBuddy reported gas prices as low as \$1.95 a gallon on Kirkwood Highway, between Wilmington and Newark.

The lowest average price was reported in Missouri, which is now selling regular for an average price of less than \$1.80 a gallon.

So far, Wawa and Royal Farms, perhaps the biggest largest gas station group

Continued on next page

Apartments to occupy bowling alley site


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However, Bainbridge returned with a revised design. That design was approved by the council. There has been an increasing amount of skepticism about the need for additional student apartments among some residents.

A dollar figure for the project was not released.

The Newark Shopping Center itself is undergoing improvements as it struggles with a large number of vacancies.

Newark Natural Foods from its East Main location to expanded quarters at the shopping center.

Newark has seen a boom in luxury apartment complexes that in most cases cater to students, with luxury touches that include granite countertops, fitness centers and pools. 



Jan. 21, White Clay Creek Country Club
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of Delaware
Investing in Emerging Technologies

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in the state, have appeared to keep prices just above \$2.

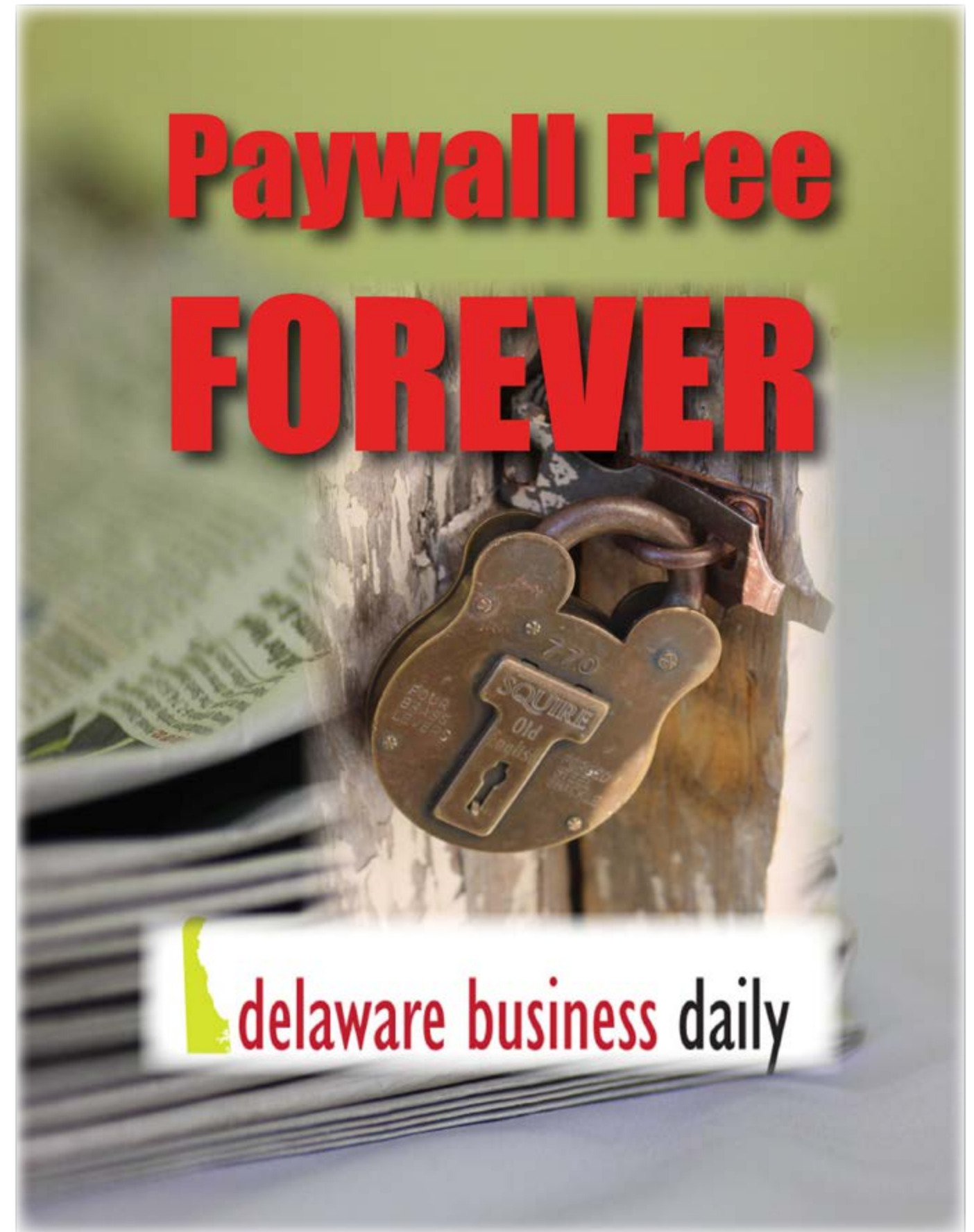
“The dramatic slide in retail gas prices has been driven by a similar plummet in global crude oil prices since the end of the summer of 2014,” says Jim Lardear, director of public and government affairs for AAA Mid-Atlantic. “This decline in the price of

oil has been a product of weak demand combined with abundant supply, as the commodity has dropped below the \$50 per barrel mark in recent weeks.

“Barring any major increases in the global price of crude oil, AAA expects the national average price for regular unleaded gasoline to remain below \$3.00 per gallon in 2015,” Lardear says.

The lower gas prices, the result of added production in the U.S. and a decision by Saudi Arabia to not cut production, have led to layoff plans in the energy industry, although those effects are expected to be offset by consumers having more spendable income.

The Saudis have the ability to withstand plummeting prices, since extraction costs are only a few dollars a barrel, compared to \$50 or more in much of the U.S. The U.S. has been able to grow reserves through the use of a controversial technology known as hydraulic fracturing or “fracking.” The Delaware City Refinery has profited from transporting crude oil from discoveries in North Dakota to Delaware via rail.



Drive time over for Elliott; N-J takes down blog links

Elliott in the Morning



December 2, 2014, 7:19 am
On this day in history The Temptations made music history
ON THIS DAY IN HISTORY THE TEMPTATIONS MADE MUSIC NEWS AND HISTORY
[Read More >](#)

Bruce Elliott is out on the morning drive at talk show AM station **WILM**. The host, who drove a van around town bearing his likeness along with those of Sean Hannity and Rush Limbaugh apparently went off the air in December.

Elliott brought a conservative spin to AM drive time for about four years to the station, which had survived over the years with a combination of news and talk from both sides of the political spectrum.

A key part of that equation, long-time talk show host John Watson and news director Mark Fowser, departed as the format changed.

Elliott came to WILM after holding down a

weekend slot at Baltimore talker, WBAL. Owner iHeart Media (Clear Channel) is now looking for a replacement based on a job posting on its website.

In its heyday under the Hawkins family, WILM was one of the largest news operations on the East Coast. I'll update this post as events warrant.

News Journal takes down blog links, adds business reporter

The News Journal has taken blog links off its **home page** at DelawareOnline.com as the Gannett newspaper takes more of an old school approach.

The home page used to feature links to a number of blogs written by reporters, such as Patricia Talorico's popular Second Helpings. Another blog, DelawareInc, had numerous posts on business, but had been largely unpopulated of late.

Joining the *News Journal* as the business reporter after the exits of the business desk in 2014 is Jeff

Mordock, former reporter for the *Delaware Law Weekly*. The N-J, like other Gannett Papers, has phased out the post of business editor in one of many perplexing moves.



Mordock broke the story last year on outgoing Delaware Supreme Court Justice criticizing Gov. Jack Markell after she was not picked for the post of Chief Justice.

Berger claimed Markell was not doing anything to break the glass ceiling for women. The claim was denied by a Markell aide.

Over the weekend,, he wrote an exhaustive piece on the battle for slots on the board of DuPont Co.

For the latest media news, check out our [Media Insider blog](#). -Doug Rainey.

County Chamber President calls for change in Affordable Care Act

New Castle County Chamber of Commerce President Mark Kleinschmidt called on Sens. Tom Carper and Chris Coons to support the passage of the Forty Hours is Full Time Act of 2015. The act would amend the portion of the Patient Protection and Affordable Care Act that defines full time employment as 30 or more hours per week.



Kleinschmidt

According to Kleinschmidt, “this definition adversely impacts the working poor and others who are striving to make ends meet in an exceedingly difficult economic environment and the businesses, large and small, which employ them. Fortunately, there is finally a legislative solution. Companion legislation has already passed the House. Now it’s up to the United States Senate and we urge our delegation to support passage of the act”.

As a result of the decision to redefine full-time employment, many people who previously had to

work substantial amounts of overtime to cover the cost of basic necessities must now often take more than one job as companies in the hospitality, retail, food service and a host of other industries have found themselves having to restrict hours worked for employees to less than 30 hours per week. In many instances, in order to avoid hitting the 30-hour threshold, these companies are cutting hours to 25 or fewer per week in order to control costs.

As for employers, this policy creates accounting and payroll nightmare for businesses, unnecessarily increases costs and inhibits job growth, Kleinschmidt claimed.

Kleinschmidt added, “It is not surprising that the Congressional Budget Office forecasted a loss of 2.9 million full time jobs by 2024 as a result of the Affordable Care Act. That is why I am urging Senators Carper and Coons to support and aid in the passage of the Forty Hours is Full Time Act of 2015 in order to address this problem. The time for the Senate to act is now, in the first quarter of 2015, to allow businesses to plan for the remainder of the year.”

Frontier outsourcing 1,300 jobs in cost-cutting move

Frontier Airlines will outsource about a third of its total employment base as it works to mold itself into an ultra-low fare airlines, the Denver Business Journal reported.

The company will hire outsourcing companies to handle reservations, ramp work and other duties in Milwaukee and Denver. About 1,300 jobs are affected.

Frontier has sharply reduced its flight schedule from New Castle County Airport with service to Tampa and Orlando. It will halt service in the spring and resume flights to at least one Florida destination in the winter.

The airline is working to lower its operating cost to the level of airlines like Spirit and Allegiant. Outsourced jobs typically do not carry the benefits, especially in the heavily unionized airline industry.

The airline has also shifted its focus toward larger cities, aided by lower fuel prices. Click on the link below for the full story:

[Frontier Airlines to outsource Denver Business Journal.](#)



AutoTeam Delaware one of 30 honored for Guard support

Delaware Motor Sales (aka AutoTeam Delaware) of Wilmington, Delaware was honored as a finalist for the 2014 Secretary of Defense Employer Support Freedom Award.

AutoTeam Delaware, consisting of Delaware Cadillac, Delaware Saab, Delaware Subaru, and Kia of Wilmington, was nominated by the dealership's General Manager, Matthew Kersey, a member of the Army National Guard.

Recently, representatives from the Department of Defense office, Employer Support of the Guard and Reserve, honored owners Marilyn and Mike Uffner for being selected as a Freedom Award finalist.

The Secretary of Defense Employer Support Freedom Award is the highest recognition given by the U.S. Government to civilian employers for their

outstanding support of employees serving in the Guard and Reserve.

Each year, Guard and Reserve employees have the opportunity to nominate their employers for the Freedom Award in one of the three categories: small, large, and public sector. The top 30 employers were selected from a pool of 2,864 nominations submitted earlier this year by National Guard and Reserve service members.

The Uffners' management philosophy in respect to an employee balancing their duties to the dealership and to their military service is, "what can we do (for him/her) to make this as easy as possible,?" according to a release from Employer Support office.

"They have proven this patriotic support with their current employees that they share with the Department of Defense when they are called upon to put on the uniform and protect our nation. In addition, AutoTeam Delaware actively recruits members of the armed forces to join their team," the release stated.

Christiana Care wins web awards

Christiana Care won two awards for website design and development from the Interactive Media Association (IMA). The IMA awards recognize



the highest standards of creativity and excellence and honors individuals and organizations for outstanding achievement.

The Christiana Care Residency Programs website won the IMA Best in Class Award in the hospital category with an overall score of 490 out of 500. The Best in Class award is the highest honor given
Continued on next page

kudos (business honors)

From previous page

by the Interactive Media Awards and “represents the very best in planning, execution and overall professionalism,” according to IMA. The Christiana Care News website won the IMA Outstanding Achievement Award in the same category with an overall score of 477. The award is the second highest honor bestowed by IMA.

Created by the Interactive Media Council, Inc., a nonprofit organization of leading web designers, developers, programmers, advertisers and other web-related professionals, the competition is designed to elevate the standards of excellence on the Internet.

Christiana Care Health System is one of the country’s largest health care providers, ranking as the 22nd leading hospital in the nation and 12th on the East Coast in terms of admissions.

Realty firm announces awards

Active Adults Realty owners Kathy Sperl-Bell, broker and Bill Bell, Realtor announced the 2014 Shining Star Award Winners at Active Adults Realty

in Lewes. “The Shining Star Awards recognize the exceptional work and service provided by members of the Active Adults Realty Team,” says Kathy Sperl-Bell, Active Adults Realty Broker. This year’s recipients include:

Bill Bell, Realtor and co-owner of Active Adults Realty, was awarded the 2014 North Star Award. Bell is the Top Selling Agent with the most homes sold in 2014 by any Active Adults agent.

Linda Chick received the 2014 Purple Heart Award. Chick was the Top Listing Agent at Active Adults Realty as well as the Top Listing and Selling Agent at Heritage Shores.

Debbie Shearer is the recipient of the 2014 Super Star Award. Shearer doubled her sales in 2014 over 2013.



Bell




Chick

Al Willis was awarded The Closer Award for 2014. Willis was the Rookie of the Year for both Active Adults Realty and Schell Brothers. This year, in his first full year as a Realtor, he tripled his sales over 2013.

Elliot Welan was presented with the 2014 Rising Star Award.

Bryan Powers is the newest member of the Active Adults Realty Team. Powers was awarded The Apprentice Award.

Judy Robinson, Active Adults Realty Office Manager and Settlement Coordinator, was unanimously awarded The Cheerleader Award.

Carol Fezuk, Active Adults Realty Marketing Manager, was awarded the one and only Design Star for the second year in a row. 



Willis



Powers

Houghton honored by State Chamber

The Delaware State Chamber of Commerce selected Morris, Nichols, Arsht & Tunnell LLP, Wilmington, partner Michael Houghton as the 2015 recipient of the A.R. Morris Board Member of the Year award.



Houghton

Named in honor of Al Morris, a chamber board member who opened A.R. Morris Jewelers in Wilmington in 1960, the award is inspired by Al's devotion to the First State, its charities, its business community, and its people.

Chamber President Rich Heffron presented the award at the DSCC Board of Governors meeting prior to the chamber's 178th Annual Dinner.

The chamber staff voted on the 2015 award recipient. In his remarks, Heffron said that Mike "is a valued public face of the Chamber, and personifies how a member of the Board of Directors should approach fulfilling his duties — putting the

needs of the chamber ahead of personal gain and doing what is necessary to help the organization remain not only successful, but to increasingly better serve its core constituency—its members."

In the past year, Houghton has represented the Chamber on a number of taskforces and other public forums.

Houghton teamed up with Morris Nichols associate Daniel D. Matthews to revise the Chamber governance structure, which established the new Board of Directors and the Board of Governors who now manage DSCC.

"In each instance [Mike] has brought professionalism and invaluable insight to how the business community in Delaware operates, how that community is perceived at both the state and national level, and looks for creative and substantive solutions to raise the business community's profile in positive and meaningful ways," Heffron said.

Houghton has also focused on unclaimed property issues for more than 22 years.



Hanson

Hanson to serve on Supreme Court committee

The Delaware Supreme Court has appointed Morris James partner Thomas E. Hanson, Jr. to a two-year term on the Supreme Court Rules Committee.

The Committee works with Chief Justice Leo E. Strine, Jr., and other members of the Court, to evaluate and recommend rules and procedures governing practice before Delaware's Supreme Court.

Hanson practices primarily in Delaware's state courts representing large and medium size companies in a wide range of disputes, including mergers and acquisitions, contracts and alternative entities.

Cultural transformation topic of Outside-In Series presentation

Influencing Cultural Transformation One Small Step at a Time will be held on Thur., Jan. 29th from 7:30 a.m. to 9 a.m.



Arnholt

The site is is the Goodstay Center at the University of Delaware-Wilmington.

The presentation is part of a series presented by Outside-In Talent Series presented by Outside-In Companies, Barton Career Advisors, Placers and CBI Group, Newark.

Presenter is Beth Bunting Arnholt, vice president of Integrated Talent Management at Comcast/NBCUniversal

[Click here](#) for fees and other information.

Immigration seminar slated

World Trade Center Delaware will hold a seminar to assist both employers and employees in navigating the process of immigration and visa options.

Speakers are attorneys Linda Felix and Feige M. Grundman are both experts in the field of U.S. immigration law.

They will provide companies and individuals with the detailed knowledge necessary to successfully acquire a number of visa types.

The event will be held at the Delaware Biotechnology Institute, University of Delaware, 15 Innovation Way, Newark on Jan. 30 from 8:30 a.m. to 10:30 a.m.

[Click here](#) for fee and registration information.



Felix



Grundman

Economic Council to hold annual forecast luncheon

On Feb. 13 at the Chase Center on the Riverfront in Wilmington, the New Castle County Economic Development Council will host its 8th Annual Economic Forecast lunch presentation.

The event will recap the economic activities of 2014 and the outlook for 2015. Featured speaker will be Dr. Anirban Basu. Basu is CEO of Sage Policy Group, Inc., an economic and policy consulting firm based in Baltimore.

Basu has written several high-profile economic development strategies. In recent years, he has focused upon health economics, the economics of education and economic development. He currently lectures at Johns Hopkins University

The event will be begin at 11:30 a.m. and end at 2 p.m. [Click here](#) to register.



Felix

[\(Click here for online photo gallery\)](#)

Smith steps down as DSU board chair

Dr. Claibourne D. Smith, who has been the chair of Delaware State University's Board of Trustees since 1992, announced at the regular board meeting that he is stepping down as head of that DSU governance body, effective immediately.

Immediately after Smith's announcement, the trustee members proceeded to nominate and unanimously elect David Turner as the new board chair.

In honor of Dr. Smith and his more than 25 years of service on the board and 22 years as chairman, the board also voted unanimously to rename the building where the meeting took place as the Claibourne D. Smith Administration Building.

Dr. Smith said will continue as an active board member until his term expires in 2016. He noted that he has always felt that a good leader of any organization should plan for his or her successor.

Dr. Smith appointed Turner to be chair of the Development and Investments Committee after he



President Harry L. Williams and newly elected Board Chairman David Turner present Dr. Claibourne Smith an award in honor of his leadership as chair of the DSU Board of Trustees.

came on the board in 2008. In 2009, he was given the opportunity to serve as acting vice chair, and was later elected permanent vice chair in 2010.

Kaufman named to SEC panel

The Securities and Exchange Commission announced the members of a new Equity Market

Structure Advisory Committee, which will focus on the structure and operations of the U.S. equities markets.

The committee will provide a formal mechanism through which the Commission can receive advice and recommendations specifically related to equity market structure issues.

The committee is expected to hold public meetings approximately four times a year. The committee's first meeting is expected to be held after the announcement of the establishment of the committee is published in the Federal Register. The committee has a two-year term, which can be renewed by the Commission.

Stephen Luparello, Director of the Division of Trading and Markets, will be the designated federal officer on the committee.

Named to the group was **Ted Kaufman**, profes-



Kaufman

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sor, Duke University Law School and former U.S. Senator from Delaware.

Trades council elects officers

The Delaware Building Construction Trades Council (Building Trades) has elected new officers.

James Maravelias, Business Manager of Laborers International Local #199 was elected to a full three-year term as President. Previously, Maravelias was elected in Spring 2014 to complete the term of retiring President Harry Gravell.

Additionally, the members of the Building Trades elected the following to serve three-year terms as officers:

Vice-President: **Bob Carl**, Business Manager of In-



Maravelias



Carl

sulators Local 42; Treasurer: **Mike Hackendorn**, Business Agent/Financial Secretary of Pipefitters Local 74; and Recording Secretary: **Ted Janeka**, Financial Secretary/District Agent for Delaware of Local 542 International Union of Operating Engineers.

The Delaware Building Construction Trades Council, representing 23 affiliated local unions, is a professional organization advocating for the use of local, skilled tradesmen with developers, builders, contractors and Delaware's business community.

Orth, Razzaq join Berkshire Hathaway Fox & Roach

Berkshire Hathaway HomeServices Fox & Roach, Realtors welcomed Kimberly Orth to the Greenville Home Marketing Center as a Sales Associate. She is a member of the New Castle County Board of Real-



Hackendorn



Janeka

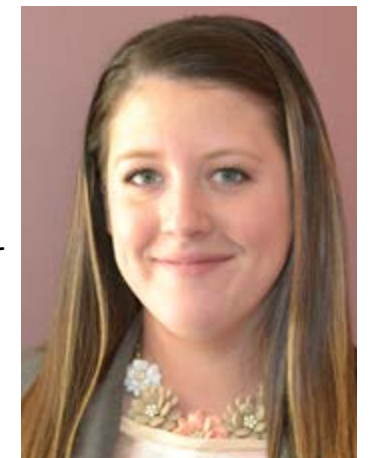
tors. Berkshire Hathaway HomeServices Fox & Roach, Realtors welcomed Muhammad Anas Razzaq as a Sales Associate to the Greenville Home Marketing Center. Razzaq specializes in residential sales.

Berkshire Hathaway HomeServices Fox & Roach is a part of HomeServices of America, the nation's second largest provider of total home services.

Cessna earns designation

The Association of Fundraising Professionals (AFP), the largest community of professional fundraisers in the world, has awarded its highest professional certification, the Advanced Certified Fundraising Executive (ACFRE), to Cathy Cessna of Wilmington.

Cessna is currently the director of business, program, and fund development at Ingleside Homes,
Continued on next page



Orth



Cessna

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Inc. in Wilmington, Delaware; and has served for over 25 years as a key decision maker in leadership roles for both the public and private sector. Her experience includes software development and sales, marketing, advertising, public and government relations, development, television production, network management and fund-raising.

Cessna earned a Bachelor of Science in Dentistry and Public Health from the University of Maryland, Baltimore College of Dental Surgery, and a Masters in Public Administration. She received her CFRE credentials in 2003. She is an Adjunct Professor at Widener University; and teaches several courses for the Masters Program in Public Administration; including Strategic Fundraising for Non-Profits, Marketing, Finance and Legal Issues for Non-Profit Organizations.

The Association of Fundraising Professionals (AFP), which represents more than 30,000 members in more than 200 chapters throughout the world, advances philanthropy through advocacy, research, education and certification programs. AFP fosters

the professional development of fund-raising professionals and promotes ethical standards in the fund-raising profession.

Tilley hired as Wilmington Trust's chief economist



Tilley

Wilmington Trust hired **Luke Tilley** as its new chief economist.

In this role, Tilley will oversee the firm's efforts in the macroeconomic forecasting area. He is based in Wilmington Trust's headquarters in Wilmington, Del.

Tilley is a member of Wilmington Trust's Investment Strategy Team, developing forecasts of the U.S. and international economies, as well as researching emerging issues to support and enhance the firm's investment strategy. He is also responsible for communicating the economic outlook and investment strategy to clients and the public.

Tilley comes to Wilmington Trust from the Federal Reserve Bank of Philadelphia, where he was the officer and economic advisor. He joined the Federal Re-

serve in 2009 as a regional economic advisor. While at the Federal Reserve, he researched emerging regional economic issues, provided economic presentations, and helped coordinate the Economic Advisory Council, as well as managed congressional outreach within the bank's district.

Previously, he was senior economist at IHS Global Insight for nearly four years. Tilley served as economist for the U.S. Department of Housing and Urban Development before that. He was an adjunct faculty member at Temple University for almost 12 years, and served on the board of directors for the Pennsylvania Economic Association. Currently, Tilley is a member of the National Association for Business Economics and the Philadelphia Council for Business Economics.

Tilley earned a bachelor's degree in Economics and History from James Madison University, and received a master's degree and Ph.D. in Economics from Temple University.



Powers

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Wilmington Trust also hired **Timothy M. Powers**, CTFA, as managing director and head of Trust Administration for its Advisor Solutions Group. In this role, he will set the fiduciary strategic direction for the Advisor Solutions Group, focusing on best practices and adherence to government regulations.

He is based in the Advisor Solutions Group main office located in Wilmington.

The Advisor Solutions Group is dedicated to providing Wilmington Trust products and services to the professional investment advisor market.

Powers most recently worked for Morgan Stanley as chief fiduciary officer, where he was responsible for a team of more than 50 trust professionals across seven offices, which included tax and special assets groups.

While at Morgan Stanley, he was the lead bank representative with the OCC, as well as internal and external auditors. Previously, Powers was senior trust officer at UBS Trust Company, and before that, he

was chief trust officer at Citi Trust.

PRSA elects new directors

The members of the Public Relations Society of America, Delaware Chapter elected three new directors to its board. **Leon Tucker**, **Kim Turner** and **Laurie Bick** will serve a two-year term.

Leon Tucker was elected to the president-elect position. Tucker is director of communications for Habitat for Humanity of New Castle County. He is also managing partner of REALshot Communications, based in N.C. Previously, he was a journalist and editor with several newspapers, including *The News Journal*. He also served as an adjunct professor of journalism at Delaware State University. Tucker is a graduate of Florida A&M University in Tallahassee, Fl.

Kim Turner was elected to an at-large position.



Tucker



Turner

Turner is the communications director at the Food Bank of Delaware. She is a 2006 graduate of the University of Delaware with a bachelor's degree in Communications and a 2012 graduate of Wilmington University with an MS in Management with a concentration in Public Administration.

Bick was elected to the assembly delegate position. Bick is director of public relations for Wilmington University. Previously, she was communications director for the Delaware State Republican Party and principal of Mercury Communications. Bick earned her bachelor's degree in secondary education from Penn State University.

Celebrating more than 25 years, PRSA Delaware advances the ethical practice of public relations in the state. The society serves its membership through professional development, networking and leadership opportunities.

SevOne named chief marketer

SevOne, a provider of infrastructure performance monitoring solutions engineered for Speed at Scale, today announced **Jim Melvin**, as its Chief Market-

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ing Officer. Melvin will report directly to SevOne CEO, Jack Sweeney. In his new role, Melvin will be responsible for the global structure, strategy, and execution of all aspects of SevOne's marketing efforts.



Melvin

Melvin was most recently CEO at AppNeta, where he transformed a niche network technology provider into an SaaS Application Performance Management (APM) leader. He has held full responsibility for business performance, sales & marketing, and product development across diverse technologies .

Melvin previously held roles Network Intelligence (acquired by EMC), Mazu Networks (acquired by Riverbed), and Sightpath (acquired by Cisco). Additionally, Melvin was handpicked to lead Global Marketing at RSA, the Security Division of EMC. He has a Bachelor of Science degree in Computer Engineering and a Master of Science degree in Management from Worcester Polytechnic Institute.

5 join George, Miles & Buhr

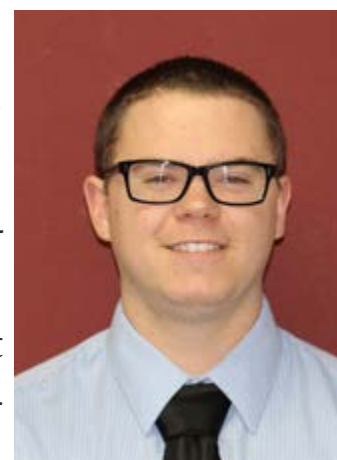
George, Miles & Buhr, LLC (GMB) welcomed the following five new employees to the Salisbury, MD office.

Dean Culver joins George, Miles & Buhr as a Resident Project Representative (RPR). Culver comes to GMB with over 13 years of prior experience as a RPR. He has worked on numerous water/wastewater infrastructure projects including treatment facilities, transmission and distribution systems.

Griffin Baier-Anderson joins GMB as an Engineer in the Water / Wastewater Group in Salisbury. He is a recent graduate of Virginia Tech, where he studied Civil and Environmental Engineering. **Matt Auchey** joins as an Architect. Matt received a Bachelor's Degree in Architecture from Temple University. **Andrew**



Culver



Baier-Anderson

Lyons, Sr. has transitioned into a full-time RPR with GMB, after joining the firm part-time in 2013. He has over 35 years of construction industry experience, having served as project superintendent, building inspector and RPR. Lyons will be serving as RPR for the construction of a water tower located near Fruitland, MD.

Lawton Myrick recently returned to GMB, having originally joined the firm in 2004.

He is a landscape designer in the Site / Sustainable Design Group, and is responsible for land planning, development plats, site plan layouts, and master plan renderings. 



Auchey



Lyons



Myrick

Editor's note: Business licenses are issued in Delaware as a revenue raising tool. The following license are from Sept. 1, 2014.

Contractor

3 SONS MASONRY
765 MONTCLAIR DR APT 5
CLAYMONT, DE 19703-3642

A TOUCH OF COLOR
207 ORCHARD AVE
DOVER, DE 19901-4447

ABE CHRISTOPHER
TAZ WIRING LLC
2246 DICKENS TER
NEWARK, DE 19702-4441

ABSCOPE ENVIRONMENTAL, INC.
7086 COMMERCIAL DR
CANASTOTA, NY 13032-4763

ALKHYAT MAHMOUD M
MMA CONTRACTORS
160 REHOBOTH AVE
REHOBOTH BCH, DE 19971-2136

ALLIANCE PROPERTIES AND HOME
REN
708 PERGOLA LN
MIDDLETOWN, DE 19709-4626

AMERICAN HANDYMAN SERVICES
30958 MAPLEWOOD RD
OCEAN VIEW, DE 19970-3820

AON CONSTRUCTION SERVICES LLC
961B HAWKSBILL ST
BETHANY BEACH, DE 19930-9647

ASHLEY JAMES A
INNOVATIVE BUILDING CONCEPTS
204 OLD FLINT CIR
DOVER, DE 19904-2644

B&M CONTRACTORS
1153 WOODSTOCK CT
DOVER, DE 19904-3327

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

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

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

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

Professional Services

AB MERION II 1303 WILMINGTON,LLC
1303 DELAWARE AVE
WILMINGTON, DE 19806-3419

ALLEN & SHARIFF ENGINEERING LLC
1102 S DUPONT HWY STE 3
DOVER, DE 19901-4493

ACCURATE MEDIA LLC
517 BENFIELD RD STE 304
SEVERNA PARK, MD 21146-2596

ADVANCED ENTERPRISE INC
SERVICEMASTER COMMERCIAL
SERVICE
294 CHURCHMANS RD
NEW CASTLE, DE 19720-3110

AGL GROUP INC
6 DENNY RD STE 108
WILMINGTON, DE 19809-3444

ALAN HOOD
1316 N FRENCH ST
WILMINGTON, DE 19801-3216

ALVARENGA JOSE
ALVARENGA CLEANER
123 LOREWOOD AVE
WILMINGTON, DE 19804-1525

AMERICAN ONE SOURCE INC
900 AUSTIN AVE STE 600
WACO, TX 76701-1945

APPLIANCE DOCTOR OF PA
860 BOURBAN LN
WEST GROVE, PA 19390-8808

ARAMADAN INC
12 S FORD AVE
WILMINGTON, DE 19805-5210

ASSURE FILE
618 S QUINCY ST
ARLINGTON, VA 22204-1559

AT THE BEACH CONCIERGE LLC
33366 LONE CEDAR LNDG
MILLVILLE, DE 19967-6778

AYERS SUSI
1295 BUFFALO RD

FREDERICA, DE 19946-1553
BARBARA ALEXANDER
83 WEDGEWOOD DR
WINTHROP, ME 04364-3200 USA

BARR ARCHITECTURAL STUDIO, INC.
5011 S STATE ROAD 7 STE 107
DAVIE, FL 33314-5637

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

BAYSIDE ASSET SUPERVISION, LLC
36097 ZION CHURCH RD
FRANKFORD, DE 19945-4544
BCFORWARD RAZOR LLC
10 W MARKET ST STE 1300
INDIANAPOLIS, IN 46204-2920

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

BEANKEEPER ASSOCIATES
29484 WHITSTONE LN
MILLSBORO, DE 19966-4751

BEAR ASSOCIATES, LLC
209 MASSEY DR
DOVER, DE 19904-5882

Motor Vehicle
ADVANCE DIESEL REPAIR, LLC
1400 PEOPLES PLZ STE 104
NEWARK, DE 19702-5706

ALL STATE EXPORT, LLC
65 MUNRO RD
NEWARK, DE 19711-3635

ALTAY GROUP LLC
408B MECO DR
WILMINGTON, DE 19804-1112

Moving

AGHADIMA DIANA
500 HOMESTEAD RD APT 12
WILMINGTON, DE 19805-4671

ASAP TOWING LLC
1212 E 15TH ST
WILMINGTON, DE 19802-5215

Retail

ALL BUT THE KITCHEN SINK
23000 SUSSEX HWY # 208
SEAFORD, DE 19973-5866

ANIS MIRNA E E
KYROPARPHILO
48 W CLARENDON DR
SMYRNA, DE 19977-4042

AWAN, INC.
CINNABON/CARVEL
227 CHRISTIANA MALL
NEWARK, DE 19702-3203

Misc.

ALL PRO ENTERPRISES INC
AP AUCTIONS
1201 N ORANGE ST
WILMINGTON, DE 19801-1155

ASBURY PEST & WILDLIFE
23 ABBYSHIRE RD
BERLIN, MD 21811-1816 