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This week



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Business wrestles with costs, details of Affordable Care Act

State Rep. Mike Ramone, R-Newark, was taking notes as a member of the panel discussing the issue of health care and small business.

The legislator and business owner was not alone as members of the local chapter of the National Association of Women Business Owners learned more about a complex topic that is straining the bottom lines of many small employers.

The meeting took place at the University & Whist Club in Wilmington.

The panelists, including Rita Landgraf, secretary



Jennifer Bagley of Willis of Delaware.

of the Delaware Department of Health and Social Services, strongly suggested finding a knowledgeable broker that can help navigate a difficult environment. Jennifer Bagley, human capital consultant for [Willis of Delaware](#), Wilmington and Jennifer Wilson, account executive with [Chesapeake Insurance Advisors](#), New Castle, emphasized that brokers should

bring up all options, even if it means losing the account.

The education effort should also include other

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Insurers boost rates while getting a handle on actual costs

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advisors to businesses including lawyers and accountants, panelists said. Ramone, like other small business owners, is seeing sharply higher health insurance premiums a year after the Affordable Care Act (Obamacare) went into effect.

Landgraf said that despite the sign-up system not functioning in the early going, 22,000 Delawareans received coverage in the previous enrollment period. That number included individual coverage and an expansion of Medicaid.

No insurance track record

Panelists agreed that the premiums are the result of insurers, with no long record of care costs under the Affordable Care Act, opting for sharply higher rates to compensate for the uncertainty.

The high rates lead many businesses into an even more uncertain environment. If a business is not required to offer health insurance, coverage can be dropped and employees can seek coverage from an exchange.

The general belief is that a business with fewer than 50 employees does not have to offer coverage. But the minimum figure actually varies (it can



Panelists Wilson, Bagley, Landgraf, Ramone and Gualtieri at a meeting of the local chapter of the National Association of Women Business Owners.

be higher) and requires a broker to keep up with changing rules.

Ramone says his business is an example of the dilemma. Some employees want health coverage to end so other options can be used. Others don't care and couple believe they will be in deep trouble if coverage is eliminated.

One possibility, mentioned by Landgraf and other panelists, is [SHOP](#), an option for employers with 50 or fewer employees.

Employers with a full-time staff of 25 or fewer may also qualify for a tax credit in return for offering coverage.

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High costs and poor outcomes add to high health expenses in Delaware

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Dealing with the Indestructibles

One concern among panelists was “The Indestructibles,” a term used for younger employees who do not see the need for health insurance coverage.

A pool of insured with a large percentage of young, healthy employees is viewed as vital to the success of the Affordable Care Act. The fear is that younger workers may be willing to pay a small fine for no coverage. that will increase in coming years.

Peter Gualtieri, director of business development for Savoy Associates, noted that premiums paid by younger people will not alone assure success of the Affordable Care Act. He predicted rising premiums for a relatively short period, followed by downward pressure on rates.

Costs above the national average

Landgraf said that one undeniable problem facing Delaware is health care costs that run 25 percent higher than the national equivalent.

Driving rates higher, according to Landgraf, are health care costs in Delaware that are 25 percent above the national average. Those costs hit state taxpayers directly, given the size of the state’s Medicaid system.

Also driving costs are high rates of obesity and related chronic diseases such as Type 2 diabetes, she said.

“We don’t pay for outcomes,” Landgraf said. Instead, episodes of diseases that include hospitalization drive up health care costs. Work is under way on the issue that includes the formation of a Center for Health Innovation.

Ramone, who has been a part of efforts to reform the workers compensation system for injured employees, says he is also worried about demographics in Delaware that have younger people leaving the state for better opportunities and older residents migrating into Sussex County.

That “in migration” will put pressure on the health care system in Sussex, Ramone said.



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Bills signed by Markell could spur brownfield conversions

At a former brownfield site that's now a WSFS Bank branch location in north Wilmington, Gov. Jack Markell signed legislation that enhances the state's capabilities in transforming properties and protecting the public.

He was joined by the bills' sponsors, Senator David McBride (D-Hawk's Nest) and Rep. Debra Heffernan (D-6th District), and DNREC Secretary David S. Small. Markell signed into law three bills that made changes in lending and liability language to Delaware's Hazardous Substance Cleanup Act, the Underground Storage Tank Act and the Jeffery Davis Aboveground Storage Tank Act.

Old gas station sites have been difficult to convert to new uses because of liability and other issues caused by gasoline leaks.

"Historic releases of petroleum products and other hazardous substances have emerged as a major cause of groundwater contamination in the state," said Small. "It's noteworthy that the governor's signing these bills today at the location of a former service station, where petroleum releases impacted soils and groundwater in the area. As



with many complex groundwater contamination sites, this site is still undergoing remediation after almost two decades. Yet through the collaborative effort between a business developer and DNREC's Tank Management and Brownfield Development Programs, the site was safely cleaned up to support redevelopment, bringing new business opportunities and jobs to the Brandywine Hundred area. These new laws support the repurposing of environmentally-impaired properties into safe, viable and thriving business sites."

Senate Majority Leader McBride championed Delaware's original brownfields bill that passed in 2004, and which he said has succeeded beyond his hopes. A 2010 University of Delaware study found

that each dollar invested in brownfields showed a return on investment of \$17.50. "Brownfields are an important, but still underdeveloped resource for Delaware and, for all of us who want to see brownfields converted to new, productive uses, this is an important change in the law. I think we all hope it will encourage more development on these sites," said McBride, "It will encourage banks to make the loans needed to redevelop brownfields by not holding them liable for contamination and will allow the state to directly pay consultants working with businesses to redevelop these sites." 



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New Castle company aiding fight against Ebola

A New Castle company, [Sanosil International](#), says it has a solution that could take away some of the worries about the spread of Ebola in transportation systems and other public areas.

The issue has taken center stage as the U.S. records its first cases from people who took flights from Africa to the U.S.

“With an incubation period of up to 21 days, it’s frightening to think about potential Ebola exposure while staying in a hotel or traveling in an airport, on an airplane or on a train. What can hotels, the airline industry and other forms of transportation including trains do to protect their customers? The answer is adoption of modern disinfection practices,” a Sanosil International blog stated.

“Modern technology is readily available and can achieve whole room or whole environment disinfection. Systems such as U.S. based [Sanosil International’s Halo Disinfection System](#) are currently used by many facilities including hospitals, nursing homes, doctor’s offices, schools and gymnasiums to prevent the spread of infectious diseases. When a room or vehicle is unoccupied, the Halo Disinfection System dispenses a dry mist



aerosol that reaches all surfaces,” the post noted.

“While there is no approved product for treating surfaces likely to be infected with Ebola due to the obvious hazards associated with testing the virus, Sanosil International’s Halo Disinfection System meets the Centers for Disease Control and Prevention’s guidance for disinfection products with efficacy against the class of pathogens that includes Ebola,” the post noted.

CDC officials have said chances of an epidemic

from Ebola in the U.S. are minimal, but that has not stopped concern among members of the public and even public figures. Sanosil International is a privately held company based in New Castle. Sanosil International maintains the manufacturing and marketing rights for Sanosil biocide outside of Europe, secured from the inventor and patent holder, Sanosil Limited, of Switzerland.

The [News Journal](#) has reported that Sanosil’s products have been shipped to Nigeria in the an effort to improve sanitation conditions that can contribute to the spread of Ebola. 

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Federal grants aim to bring oyster farming to state

Representatives from the [University of Delaware](#) and the [Center for the Inland Bays](#) joined with U.S. Sen. Tom Carper to announce two federal grants to further determine the potential for oyster farming in Delaware's Inland Bays.

"These grants from the U.S. Department of Commerce and USDA Rural Development will look into the business potential for Delaware shellfish aquaculture," said Carper. "Oyster farming is a win-win for Delaware, since oysters improve water quality and farming will create another local industry that provides jobs. There is good work being done in Delaware by both public and private partners, and these grants will help further that research."

The work has raised "Not in my backyard" concerns along the Inland Bays that were aired in a recent [News Journal](#) story. The bays have seen an influx of residential development and residents with fewer ties to the Sussex County economy.

More than 10 years of research, demonstration and technology transfer work guided by [Delaware Sea Grant](#) (DESG) in cooperation with the Delaware Center for the Inland Bays (CIB), and Delaware State University has documented the value and benefit of shellfish aquaculture as a means to



At top, Shown celebrating efforts to support aquaculture in Delaware's Inland Bays are David Small, DNREC secretary; Sen. Tom Carper; Sunny Jardine, University of Delaware's College of Earth, Ocean, and Environment; Ed Lewandowski, Delaware Sea Grant; Chris Bason, Center for the Inland Bays; and Kathy Beisner, U.S. Department of Agriculture. (UD photo) At top right, NOAA photo of oyster harvesting in Maryland.



improve the quality of the Inland Bays estuary and to enhance local seafood production and economic development, according to a release announcing the grants.

Oyster farming has the potential to improve water quality in the troubled Inland Bays, since Oysters serve as natural filters for water. Neighboring
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Supporters see market for oysters from inland bays

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Maryland has a growing aquaculture industry along the Chesapeake Bay.

The U.S. Department of Commerce awarded \$164,341 to the University of Delaware to study the economics of ecosystem services from aquaculture and estimating consumer willingness to pay for oysters marketed as local and marketed as improving water quality.

“We are all extremely excited to see oyster aquaculture come to our state, because oysters have the potential to be both good for the economy and

good for the environment and it is somewhat rare that you see these two things go hand in hand,” said Sunny Jardine, assistant professor of marine science and policy in UD’s [College of Earth, Ocean, and Environment](#) (CEOE). “Having oysters in the water improves water quality, because oysters filter nutrient pollutants out of the water, such as nitrogen and phosphorous, which come from agricultural and urban runoff and pollute our water bodies.”

Also, USDA Rural Development awarded the [university’s Sustainable Coastal Communities Initiative](#) a \$28,287 Rural Business Enterprise Grant to work with the firm ab+c Creative Intelligence to

research and develop a branding strategy for Inland Bay aquaculture products that will be used by all the new shellfish farmers to brand and market their products to restaurants and customers.

“With funding support from USDA Rural Development, we have initiated an effort to develop a strong, local market share for Inland Bays aquaculture products,” said Ed Lewandowski, Delaware Sea Grant’s coastal communities development specialist. “Creating brand affinity with consumers and brand equity for producers will be absolutely critical.” 

Information Fair at Easter Seals Center

Easter Seals Delaware & Maryland’s Eastern Shore, in partnership with Delaware Division of Aging and Adults with Physical Disabilities and CARE Delaware, is hosting a Resource & Information Fair on Saturday, October 25 from 9:30 a.m. to 1 p.m. at 61 Corporate Circle in New Castle. The free event is a chance for caregivers and people living with disabilities or aging conditions to connect with representatives from businesses and organizations that can help them remain living independently. This year’s event focuses on providing information on assistive technology,

where one can get it and how to finance it.

In addition to the vendors, guests can also visit the Easter Seals Resource & Technology Demonstration Center to learn about equipment that can improve their lives. Information will be available on a low interest loan program to help individuals with disabilities acquire equipment or home modifications needed to make their home or workplace more accessible. 

Light refreshments will be served.



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IBio watched amid signs of moves to make experimental Ebola vaccine

Investors are watching Newark-based [IBio Inc.](#) after indications that the federal government is looking to spur production of the experimental drug ZMapp used in the treatment of Ebola. The drug was developed by [Mapp Biopharmaceuticals](#), a small company in San Diego.

IBio has a [collaboration agreement with Caliber Biotherapeutics](#) of Bryan, Texas on use of its technology.

IBio, working with Fraunhofer [Center for Molecular Biotechnology](#) in Newark, has developed plant-based technology that can more rapidly bring vaccines to market. The system, that uses robotics and other technology, can rapidly grow plants that can be extracted for proteins used to make vaccines.

Last week, The [New York Times](#) reported the government was talking with Caliber about producing the drug. The Times also reported talks were under way with drug companies that produce vaccines through non-plant methods that can churn out huge amounts of vaccine in a slower process.

Tiny amounts of the drug have run out, according to published reports. The drug is derived from tobacco plants, the Times reported. The drug has been used on a handful of patients, including an American, who survived.

The website, Small Cap Network confirmed the agreement with iBIO and Caliber in talking with the company's CEO. Click on the link below for that story.

via [Ibio About To Help Mass Produce Ebola Drug ZMapp : Article.](#)

However, investors remain cautious on the chances or financial benefits of any ZMapp production by Caliber on shares of IBio.

On Tuesday, IBio shares were trading at 71 cents, down two cents from a day earlier. The 52-week high price of IBio is around \$1. Caliber is a privately held company.

IBio, which has struggled to retain its stock listing, after falling below minimum capital levels, has reached an agreement with [Aspire Capital](#) on the purchase of \$10 million in stock. 

Trending this week

Most viewed stories this week at [DelawareBusinessDaily.com](#)

1. [\(Photo gallery\) A tasty Taste of Newark](#)
2. [Frontier Airlines returning to Philadelphia as service is reduced in Delaware](#)
3. [\(Photo gallery\) Cabela's opens store near Christiana Mall](#)
4. [\(Photo gallery\) Tabletop Networking at the Chase Center](#)
5. [\(Gallery\) Kraft Foods Dover celebrates 50th anniversary](#)
6. [\(Photo gallery\) 2nd phase of Lighthouse Cove condominiums under way in Dewey Beach](#)
7. [Abessinio Family Wilmington Health Center unveiled at Wilmington Hospital](#)
8. [Cinemark to open 17-screen theater at Christiana Mall](#)
9. [\(Updated\) Despite new exterior, no opening date has been set for Fuddruckers](#)
10. [Christiana Mall area moves into the fast lane](#)

World Trade Center honors exporters, innovators

[World Trade Center Delaware](#) announced annual award winners at the World Trade in Motion event last week.

The President's "E" Awards for Exports honors companies demonstrating a sustained increase in export sales over several years. Two Delaware companies – ILC Dover, LP of Frederica and General Separation Technologies Inc. (GS-Tek) of Newark were among 65 award recipients in the nation in 2014. The two companies were the first from Delaware to be honored with this award since 1992.

- [ILC Dover](#) LP manufactures products used for protecting personnel in hostile environments containing potent pharmaceuticals. It is also known for inflatable devices and for its space suits.

- [GS-Tek](#) provides analytical lab equipment and services to end-users, solution and service providers, distributors and OEM partners.

The Award for Excellence in International Trade gives special recognition to a Delaware company that has taken significant strides in growing their



Wes Garnett and Steve Roettger (not pictured), were winners of the 2014 "Hank Award for Innovation in Economic Development, presented at the World Trade Center Delaware's 4th Annual World Trade in Motion event. Garnett, center, is pictured here with Betty Silfa, left, of award sponsor Citibank, and Rebecca Faber, CEO World Trade Center Delaware.

business by leveraging the global marketplace, and has demonstrated a passion and indomitable spirit for what they do.

The finalists for this award are Accudyne Systems Inc., ANP Technologies Inc., and Sun-in-One Inc.

- [Accudyne Systems Inc.](#) is based in Newark and creates custom automation equipment that solves

manufacturing challenges across various industries. The company has exported their products to many international markets including the United Kingdom, Spain, Taiwan and Saudi Arabia. The expansion of export markets has increased their sales by more than 30 percent, and currently nearly 50 percent of their annual revenue is derived from international sales.

- [ANP Technologies Inc.](#) also based in Newark is a leader in developing and commercializing nano-biotechnology-based products for applications related to nanotherapeutics, immunogenicity testing, chemical and biological defense, as well as food safety testing. Most recently ANP Technologies and its Israeli-based partner Mekorot have been awarded a BIRD grant to develop an automated monitoring system for the detection of pesticides in water.

- [Sun-in-One Inc.](#) Wilmington, is a manufacturer of solar products. The company manufactures portable solar panels, off-grid shed, out-building and sign lighting kits, and off grid kits and micro-grids for homes and villages, and a solar powered cell phone charger and power pack. Sun-in-

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World Trade from previous page



One has participated recently in trade missions with the State of Delaware to both Brazil and South Africa. It is one of a few Delaware companies to engage in African market. It is currently active in Kenya, South Africa, Equatorial Guinea, Nigeria, Ghana and Togo.

The “Hank” Award for Innovation in Economic Development is World Trade Center Delaware’s award given to individuals who have exhibited and acted on a vision for prosperity in economic development which contributes to Delaware’s role in the global economy. The “Hank” was established in 2011 when it was presented to and named for World Trade Center Delaware Chairman Emeritus Henry Beckler in honor of his work to bring the credit card industry to Delaware through the Financial Center

Development Act. Past recipients are Henry Beckler (2011), N.C. Vasuki, Delaware Solid Waste Authority (2012), and J. Michael Bowman, Delaware Technology Park (2013).

Receiving the “Hank” this year are Wes Garnett and Steve Roettger, co-founders of Delaware’s first co-working space, coIN Loft, which led to the birth of the [Start It Up Delaware](#) initiative, support of the Delaware Tech Meetups.

Two Start it Up Delaware member, one being Garrett’s Kirby, were recently given coveted spots in the DreamIt Ventures Accelerator in Philadelphia. John Kirk of Muni-Tech LLC (the other DreamIt Ventures participant), stated: “Thank you for starting this movement. We’re here because of the coIN Loft and the efforts of a community with leaders like Wes and Steve.”

World Trade Center Delaware is a non-profit organization that helps small and medium-sized companies navigate the intricacies of international trade.



DuPont and Procter & Gamble team up on key Tide ingredient

[DuPont](#) and Procter & Gamble announced a collaboration to use cellulosic ethanol in North American-made [Tide](#) laundry detergent.

Tide Cold Water will be the first brand in the world to blend cellulosic ethanol in commercial quantities. The deal also shows that DuPont is not depending on the renewable fuels market for the new technology. There are uncertainties about tax breaks for ethanol, which is added to gasoline.



The companies noted that ethanol has long been a key ingredient in the Tide formulation, allowing for stability of the detergent formula and better washing performance. The substitution of the current corn based ethanol with cellulosic is the latest innovation in the companies’ 30-year partnership, making it easier for consumers to make sustainable choices in their everyday lives, according to a release from DuPont.

DuPont will produce this renewable, cellulosic ethanol at the company’s new biorefinery, currently under construction in Nevada, Iowa. Once completed, the plant will be the world’s largest bioethanol refinery,

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producing 30 million gallons of cellulosic ethanol per year.

The plant uses corn stover or stalks and other material left over after corn cobs are harvested.

Procter & Gamble noted that consumers, now more than ever, are focusing on how their personal behavior and the goods they buy impact the environment. However, as research shows, while about 70 percent of shoppers want to be sustainable, they can't or won't make trade offs on performance.*

Tide Cold Water will re-purpose more than 7,000 tons of agricultural waste a year. This will be equivalent to the power needed to do all the washing in homes across California.

"We believe that actions speak louder than words in the area of sustainability and this partnership with DuPont

demonstrates we are doing just that" said Gianni Ciserani, Procter & Gamble Group president of Global Fabric and Home Care. "As one of the world's largest laundry manufacturers, we have a responsibility to lead renewable sourcing in products. We do this by ensuring consumers still get the great Tide laundry performance they want, while further reducing the impact on the environment. In January, we committed to removing phosphates in our laundry products. This partnership on renewables is one more step in our journey."

"It was a natural decision for us to take this next step forward with Procter & Gamble in an area which is so critical for each of our companies – sustainable technologies for processes and products," said James Collins, senior vice president, DuPont. "With this collaboration, DuPont is also taking the first step to diversify its markets for cellulosic ethanol beyond fuels. As we build on our integrated science capabilities, we will continue to seek out new opportunities and new collaborations to transform value chains with more sustainable solutions." 

Safety Board issues initial report on fatal bus accident

The National Transportation Safety Board has issued a preliminary report on a Sept. 21 bus crash in Bear that claimed three lives. The report did not cite a cause for the crash, which remains under investigation.

The 1996 Setra motorcoach with 50 passengers, owned by AM USA Express Incorporated, was traveling south on Delaware Route 1 when it overturned on an exit ramp. The 56-year-old driver has been charged

According to the report, 400 feet of tire marks was documented on the roadway surface. The marks indicate that after the motorcoach entered the sharper portion of the curve, it ran off the left outside pavement edge. The motorcoach entered a grass and dirt area and rolled over on its left side, coming to rest about 28 feet off the roadway. The bus sustained extensive damage to the left side, roof, and related



support structures. Using 3D laser scanning technology, National Transportation Safety Board (NTSB) investigators documented the accident scene and the motorcoach. (See image).

NTSB investigators are analyzing information to determine the activities of the driver leading up to and during this trip. The motorcoach owner, which is based in New York City, operates four motorcoaches and two mini buses. At the time of the accident, the carrier had not received a safety rating and was considered to be an unrated carrier.

The investigation is ongoing. 

DuPont's Kullman earns chemical industry award.

The Société de Chimie Industrielle–American Section will award the 2015 International Palladium Medal to [DuPont](#) CEO Ellen Kullman for her contributions to the chemical industry and thereby the enhancement of the international aims and objectives of the Société de Chimie Industrielle. She will receive the award at a dinner in her honor on Tuesday, May 7, 2015, in the Grand Ballroom of the Roosevelt Hotel in New York.

The award was established in 1958 and the first Palladium Medal was presented to Ernest-John Solvay of Belgium. Twenty-seven awards have been made to American, French, British, and German recipients.

Kullman is the fourth DuPont leader to receive this award. Past DuPont recipients include Edward R. Kane in 1979, Edgar S. Woolard, Jr. in 1995



Kullman

and Charles O. Holliday, Jr. in 2008. Kane was DuPont president and chief operating officer from 1973-1980, Woolard was DuPont chairman and CEO from 1989-1995 and Holliday was CEO from 1998-2008 and Chairman from 1999-2009.

Prior to being appointed chair of the board and chief executive officer at DuPont, Kullman served as president, executive vice president and a member of the company's office of the chief executive. She has led the company's focus on growth in emerging international markets, led double-digit growth of the company's Safety & Protection business portfolio, started two high-growth businesses known today as DuPont Industrial Biosciences and DuPont Sustainable Solutions and ran several industrial businesses.

As CEO she has transformed the company for its next century of growth through strategic portfolio enhancements, including the acquisition of Danisco, the sale of the DuPont Performance Coatings business and the decision to separate the DuPont Performance Chemicals business.

Kullman is a board director of United

Technologies Corporation, chair of the U.S. China Business Council and member of the U.S. India Business Council. She is an executive committee member of The Business Council and a board member of Catalyst, Inc. Kullman is a board member of Change the Equation (CTEq), a national coalition of more than 100 CEOs committed to improving science, technology, engineering and mathematics learning (STEM) for U.S. pre-kindergarten to grade 12 students. She is on the board of trustees of Tufts University and the board of overseers for Tufts School of Engineering. Kullman served as a member of the President's Council on Jobs and Competitiveness. She is co-chair of the National Academy of Engineering's committee on Changing the Conversation: From Research to Action.

Kullman has been named one of the "World's 50 Greatest Leaders" and "50 Most Powerful Women in Business" by *Fortune* and one of the 50 "World's Most Powerful Women" by *Forbes*. She also has been named an ICIS Top 40 Power Player. She has received the Sustainable Engineering Chemical Industry Award from the American

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Institute of Chemical Engineers, The Yale CEO Summit Legend in Leadership Award, and the BIO George Washington Carver Award for Lifetime Achievement in Industrial Biotechnology.

Wilmington Awards presented

More than two dozen people and organizations were recognized for achieving outstanding accomplishments when Wilmington Mayor Dennis P. Williams presented the 12th Annual Wilmington Awards Ceremony.

The Wilmington Awards are designed to recognize and honor the accomplishments of Wilmington citizens and those who serve the city.

The award ceremony featured remarks from Williams and the



Shown from left are: City Council Member Hanifa Shabazz; Wilmington Awards Senior Citizen recipient Bernice Carr-Anderson; Mayor Dennis P. Williams; and Tony Allen.

keynote speaker, Tony Allen, Executive Vice President of Bank of America for Corporate Communications. Winners were:

Arts/Education

Norwood J. Coleman, Jr
Brianna Hansen
Aynsley Inglis
Yesenia Taveras
Karen Eller

Faith

William Perkins

BusinessHealth/Science

Noramco, Inc.
Blue Diamond Dental
Diane Bohner, MD
Maria Perez

Community Services

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Ezion Fair Baptist Church
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Imani Christian Henry
Dayton Damier Howell
Glenn Kocher
Barbara Kreuer
Quira Parker
Rick VanStory Resource Center
Aliya-Bernice C. Valle
Enid Wallace-Simms

Human/Civil Rights

Kevin L. Smith
Senior Citizen
Bernice Carr-Anderson

Protection 1 gains certification

Protection 1 announced that its Newark Network Operations Center part of its Integrated Systems Operations, has received Cisco Cloud and Managed Services Express Partner Certification status.

Protection 1 is the only security systems integrator to hold this designation, according to a release.

The Network Operations Center provides real-time monitoring of IT-sensitive systems, including up/down status and network performance metrics.

The genesis of the Integrated Systems Operations and its Network Operations Centers came as a result of two important acquisitions Protection 1 made over the past two years - Fort Worth Texas-based, Suntera Security, and Newark-based Integration Logistics. 

A look at blogs and hyperlocals in the area

With [DelawareBusinessDaily](#) winning best blog honors in the Reader's Choice promotion, it seemed like a good idea to look at blogs and their relatives, hyperlocal sites. After some Googling and tapping into local knowledge, the following list was developed. Send information and suggestions on blogs and hyperlocal sites to drainey@DelawareBusinessDaily.com. A few blogs without recent updates did not make this list. - Doug Rainey



BLOGS

[Allan Loudell](#) - The WDEL-AM host offers a varied menu of news and analysis in a middle of road style.

[Cecil Times](#) - Politics can be a contact sport in the county bordering New Castle and the Cecil Times keeps tabs and offers strong opinions on county government and the sometimes rocky changeover to the council-executive system.

[Delaware Arts Info](#) - An information blog on arts offerings in the state.

[Delaware Business Blog](#) - A compilation of press releases and calendar items on business-related events.

[Delaware Inc.](#) - The News Journal's lists this

feature as a blog, although it is actually more of a hyperlocal, with news stories that often make their way into print. Worth reading as the print news hole for Delaware business has been cut.

[Delaware Liberal](#) - A long-running website that takes a look at state and national politics from the left side of the spectrum.

[Delaware Politics](#) - A conservative blog that supports Republican candidates and is updated regularly. Links to other conservative blogs with regular local dates are welcomed.

[Delaware Way](#) - Nancy Willig likes to take on some of the powers that be in areas such as the environment, with some content focusing on Newark. She was a foe of the Data Centers/power plant project.

[Kilroy's Delaware](#) - A blog with a focus on education that provides news and commentary on efforts to turn around the state's public education system.

[Newark Residents Alliance](#) - No Newark Power Plant leaders Amy Roe and Jen Wallace have their web skills on display with a community website that casts a critical eye on city government.

[Pass the Sushi](#) - A foodie website.

[Rehoboth Foodie](#) - If you dine in Sussex County, this blog is worth reading. Reviews on nearly every restaurant in the coastal area.

[Second Helpings](#) - The News Journal food blog may be its most popular. Emails with questions and suggestions keep the site livelier.

[Town Square Delaware](#) - A high-quality commentary site featuring columnists in areas such as arts, sports and politics.

HYPERLOCALS

Hyperlocals are news sites that cover a community or subject area. Business models range from

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Blogs and hyperlocal sites

From previous page

hobbies to advertising to non-profit entities. Many sprung up after local newspapers went out of business or cut back coverage. Some hyperlocals have blogging features that include links to content from other media. This website is an example of a hyperlocal with some features of a blog.

[Chadds Ford Live](#) - A comprehensive look at local news in the area just north of the Delaware line.

[Cecil Scene](#) - Excellent sports coverage, along with some news and features in the county bordering New Castle.

[Chestertown Spy](#) - A hyperlocal in the historic Eastern Shore community covers the waterfront and a lot more.

[Delaware Public Media](#) - Delaware's Dover-based National

Public Radio affiliate has maintained a hyperlocal presence with solid coverage of government and other news areas.

[Milford Live](#) - The hyperlocal boom has not hit Delaware, but this pioneering venture, with a website and the weekly Milford Review weekly electronic newspaper, has carved out a solid niche in an area with two weekly newspapers.

[Newsworks Delaware](#) - A part of the WHYH hyperlocal website that covers other areas of the Delaware Valley. Original reporting and video are added on a daily basis.

[Technical.ly Delaware](#) - A part of a regional digital technology site that also has a presence in Philadelphia, Brooklyn and Baltimore.

The site has original feature stories, reporting and commentary on the Delaware technology scene.

Start-up funding for nonprofit projects offered by foundation

Nonprofits with ideas for entrepreneurial, projects to benefit Delaware now have a source of start-up funding through the new Start It Up Delaware Social Impact Fund at the Delaware Community Foundation.

Business catalyst company [Start It Up Delaware Inc.](#) (SIUD) and Discover Bank started the fund at the DCF, with Discover Bank providing an initial \$250,000 capital infusion. Several other corporations and foundations are currently reviewing the concept and the opportunity for future funding, a release stated.

The new fund will help nonprofits launch projects or products that will result in self-sustaining income streams. The nonprofits will then be able to use that income to further their charitable work. All projects must benefit the state of Delaware, but may include organizations from other areas.

SIUD Co-Founder and Chairman Jon Brilliant will direct the fund with guidance from an expert volunteer investment committee.

“This unique fund will simultaneously help nonprofits solve real-world community-based problems, increase their own self-sufficiency, and establish itself as a self-sustaining model for innovation,” Brilliant said.

The SIUD Social Impact Fund will provide equity investments in the form of grants to help nonprofits launch their projects. The nonprofit will be required

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to accept a volunteer board member to provide guidance related to the project and to ensure the board and management are focused on achieving the expected results.

If and when the project is successful and delivers agreed-upon results, the nonprofit or project guarantor will donate the amount of the original investment plus a negotiated return back into the fund. That will enable the money to be “recycled” to underwrite additional social ventures and allow for growth of the fund. If a project is unsuccessful, the nonprofit may not be required to return the funds as would be the case with traditional equity investing.

The SIUD Social Impact Fund is similar to social impact bonds, which have been increasing in popularity around the world since first created in the United Kingdom in 2010. In the United States, Massachusetts, New York and Utah have created social impact bond programs. The SIUD fund, however, is unique in that the invested money and its return are paid back into the nonprofit fund to be used for additional nonprofit work.

“This is the perfect example of how the Delaware Community Foundation facilitates creative public-private collaborations that help nonprofit organizations maximize their service

to the community and maximize the impact of philanthropists’ charitable giving,” said DCF CEO Fred C. Sears.

Discover Bank President James Roszkowski hopes that other civic-minded venture capitalists also will provide financial support to the SIUD fund to encourage nonprofits to be innovative in their approach to generating funding in order to serve Delaware residents.

The first recipient, the Health for America (HFA) Fellowship program, is partnering with Christiana Care Health System. The SIUD Social Impact Fund empowers four HFA Fellows from diverse backgrounds – including engineering, consulting and public health – to spend one year working with physicians, thought leaders and community members to identify areas that need the most important improvement within the treatment of chronic heart failure.

Fellows are young leaders selected from a national pool of applicants. Utilizing design thinking, fellows are working to develop a specific, high-impact product, service or solution that will improve outcomes and lower costs. For more information about the fellows and their progress, visit www.healthforamerica.org. 



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



The Business Bulletin is now accepting reservations for advertising as well as sponsorship opportunities.

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

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

Klezaras to lead ad, marketing efforts at Business Daily/Bulletin

Michael Klezaras, of Klezaras Communications, has taken on the responsibility of handling the marketing and advertising sales and sponsorship efforts of the Delaware Business Bulletin/DelawareBusinessDaily.com.



Klezaras

“Michael’s marketing and advertising expertise has already sharpened the focus of the Bulletin and Business Daily. He has developed cost-effective advertising and sponsorship programs that will be a ‘win win’ for all,” said Doug Rainey, chief content officer for the business journal and website.

Michael has extensive experience in advertising sales management, having worked at virtually every radio station in Wilmington in his 30-plus year career. During his Wilmington tenure, he was responsible for creating the radio recruitment advertising model while at WDEL/WSTW. During his years at Clear Channel, he developed the Delaware Home & Garden Expo which grew to an annual event attended by more than 10,000 people in a single day.

While working at Greater Media in Philadelphia, his depth of contact a various cable networks made

him the “go to” person by Suburban Cable (now Comcast) for creative ideas. A highlight was to fill a theater for a special viewing of “The Birds” with a VIP meet and greet and Q&A session with Janet Leigh.

For the past 10 years, he has worked at various radio stations from Worcester, Mass. to Ft Walton Beach, Fla. He and his wife recently returned “home” to Delaware to be closer to family. Mike was a member of the Wilmington West Rotary Club and Program Chair for two years. He was also active in the Delaware Media Association as well as the Philadelphia Advertising Club.

If you have deep Delaware roots, you are familiar with Michael for his community service functions. He was very active with Holy Trinity Greek Orthodox Church, serving on the Parish Council and coordinating the Altar Boys. Additionally, he was a key member of the Greek Festival committee, having served as General Chairman in 1986 (the year that the current open air format was initiated) as well as the advertising chair from 1983-2004.

Klezaras Communications was formed 10 years ago as MegaDemo Marketing, as a small, niche organization working with radio stations and internet radio as a consulting firm that Michael

did in his free time. Recently, with his full effort dedicated to the organization, the name was changed to highlight that in addition to marketing, they also offer public relations, broadcast media management, and event development expertise.

“I am delighted to be working with Doug Rainey in his effort to take the Delaware Business Bulletin to the next level. My taking over the marketing efforts frees him up to spend even more time on his strength: content. Doug has over 25 years’ experience in the Delaware business community and is highly regarded for his extensive knowledge of the Delaware economy and business contacts” said Michael. 



Truck convoy raises \$45,000

A record 167 trucks raised an all-time best \$45,000 at the 12th annual Special Olympics Delaware Truck Convoy on Oct. 4.

The event, sponsored by FedEx Ground and Walmart, started and finished at the Delaware State Fairgrounds. After the 28-mile police-escorted convoy, truckers enjoyed a lunch celebration sponsored by Perdue. *(Photo at right is by Ed Justiniano).*

Bonefish Grill aids Children's Beach House

Bonefish Grill has partnered with Children's Beach House as part of its Grand Opening festivities.

Following the restaurant's opening last month, Bonefish Grill Wilmington dedicated one day to Children's Beach House. Fifty percent of the proceeds for the entire day aided the Delaware organization dedicated to helping children with special needs locally and statewide.



The restaurant is at 4737 Concord Pike in Concord Mall.

"We are excited to open our doors to the Wilmington community," said Jason Farley, managing partner of the Wilmington location. "Children's Beach House has been a wonderful partner. We are delighted to support the many programs they have in place to serve children with disabilities in the area, so that they reach their highest potential as functioning members of their families and communities."

"Children's Beach House is grateful for this generous opportunity from Bonefish Grill," said Richard Garrett, executive director of Children's Beach House.

The 5,900 square-foot Wilmington restaurant has a large dining room with an open kitchen and a large, bar area that includes a mixed seating area with a communal table.

Bonefish Grill is part of [Bloomin' Brands](#), the chain that owns Outback Steakhouse and Carrabba's. 



(University of Delaware photo)

Tevebaugh wins top award

[Tevebaugh Associates](#) earned the Architect Vision Award by the Mason Contractors Association of America.

The University of Delaware Health Sciences Center and a Widener University project were cited. as examples of the firm's work.

“Tevebaugh Associates, Wilmington, has demonstrated outstanding use of masonry design in buildings throughout the years. The firm's higher education projects are recognized for their longevity, durability, and timeless qualities. Tevebaugh Associates understands that thoughtful material selection contributes to the high performance of

buildings. By designing with masonry, the firm creates timeless architectural structures that become landmarks in the community and on campus,” the Mason Contractors website noted.

StudioJAED planner named fellow

The Council of Educational Facilities Planners International awarded Richard Moretti, Ed.D., a Facility Planner with StudioJAED, as a CEFPI Fellow.

He received his award at the CEFPI International Conference in Portland, Ore.

The CEFPI Fellowship Award is one of the most distinguished honors conferred by the Council to those members who have provided contributions to CEFPI over their many years of service.



Fellows represent the mark of excellence in the industry in which they serve and are widely recognized as those members that have advanced the association and its mission.

StudioJAED, an engineering and architectural firm, is based in Bear and has offices in Maryland and Rhode Island.

Philadelphia-based broker merges with Long & Foster

Long & Foster Real Estate has acquired Alliance, a real estate franchise with 14 offices and nearly 800 agents in the Philadelphia area.

Alliance, a Century 21 franchise, which was ranked as one of the nation's top real estate brokerages in the [2014 Real Trends 500](#), will operate under the Long & Foster name. Long & Foster ranks third in Real Trends, while Alliance comes in at No. 163.

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Over the past few years, Long & Foster has focused on expanding its presence in the Delaware Valley and along the coasts of Delaware and New Jersey.

Long & Foster is based in northern Virginia and operates in an area extending from North Carolina to New Jersey.

The company announced earlier this year it [ranks second in closed transactions](#) in Delaware, and also reported growth in New Jersey.

With the acquisition of Alliance, Long & Foster reports it will move into the No. 2 position in the Philadelphia market, with BerkshireHathaway HomeServices Fox and Roach believed to be the largest. In Delaware, the top slot is held by Patterson-Schwartz.

“Long & Foster is known for its unparalleled customer service and exceptional real estate professionals, and the entire Alliance team is excited to join a firm that’s known for helping

home buyers and sellers to accomplish their dreams,” said Ron Clarke, chief executive officer of Alliance. “We’re ready to take advantage of all that Long & Foster has to offer, including its exclusive affiliation with Christie’s International Real Estate in our market, and we’re certain our agents and their clients will benefit tremendously from the training, marketing and technology support we’ll gain through Long & Foster.”

Clarke, who has more than 25 years of experience in the real estate industry, will remain with Long & Foster. He will work in partnership with Bob Albanese, Long & Foster’s senior vice president and regional manager, in leading the company’s expanded Philadelphia region.

Founded over 15 years ago, Alliance provides a full range of services for buyers, sellers, builders

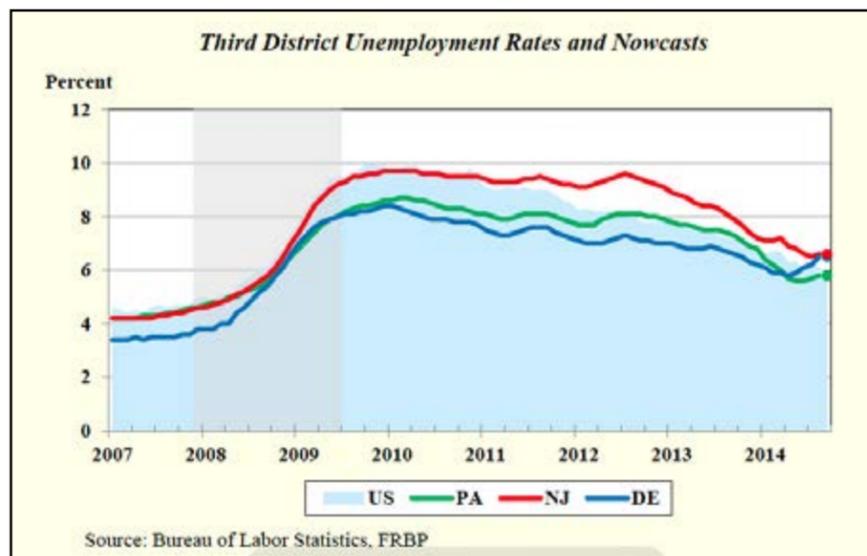


and investors, including residential and commercial sales and rentals. The team also specializes in short sales and foreclosures, as well as investment properties, and they have provided relocation assistance to many individuals and corporations moving into and out of the southeastern Pennsylvania area.

“Alliance is well known and well respected in our community, and I know that Ron and his team will make a great addition to our Long & Foster family in the greater Philadelphia region,” said Gary Scott, president of Long & Foster Real Estate. “Similarly, Long & Foster’s agent-focused approach will help ensure the Alliance team has all the marketing, technology and training support they need to reach not only their own career goals, but also their clients’ real estate objectives.”

Scott, who grew up in Delaware, has a goal of making Long & Foster the largest residential broker in the state. He is the son of B. Gary Scott and held executive positions in his late father’s firm and at Patterson-Schwartz.

State jobless rate; haunted tour at U and Whist Club



Unemployment rates for September are expected to remain unchanged in all three states, according to the Federal Reserve Bank of Philadelphia's nowcasts.

The Bureau of Labor Statistics (BLS) releases national employment figures weeks ahead of state estimates, which leaves followers of state economies with unanswered questions about the direction of local activity. To address this period of uncertainty, the Federal Reserve Bank of Philadelphia produces regular unemployment rate

estimates, or "nowcasts," for Delaware, New Jersey, and Pennsylvania. During the month of September, the national unemployment rate decreased from 6.1 percent to 5.9 percent.

Using an analytical method created by bank researchers, the bank expects unemployment rates for September to remain unchanged at 5.8 percent in Pennsylvania, 6.6 percent in New Jersey, and 6.5 percent in Delaware.

Haunted event for Tech Forum

The Technology Forum of Delaware will have a paranormal/Halloween theme at its monthly meeting at the University and Whist Club at 9th and Broom streets Wilmington.

The event on Oct. 15 will feature a Haunted Historical Tour of the home once occupied by Delaware physician and Revolutionary War figure, James Tilton.

The event starts at 5:30 p.m. and will feature seasonal appetizers, craft fall beers, and a signature Halloween drink.

Tours will begin at 6 p.m. And will feature a view of the area from the rooftop of the hilltop home that at one time was under consideration as the site of the U.S. capitol.



Event registration is \$25 for TechForum DE Members and \$40 for Future Members. Walk-ins
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are welcome, but will be charged an additional \$5 fee at the door. [Click here](#) to register.

The forum serves the technology community in Delaware with networking and educational events.

Punkin Chunkin to return in 2015

World Championship Punkin Chunkin officials announced that the event, planned for Oct. 24-26, at Dover International Speedway, has been postponed and will be held on Nov. 6-8, 2015.

The event had been forced to move from its location in Sussex County, due to concerns from the land owner.

“Moving an event the size of Punkin Chunkin is not easy even when time is not a factor,” said John Huber, World Championship Punkin Chunkin president. “Both the World Championship Punkin Chunkin Association and Dover International Speedway were cautiously optimistic that the event would happen as scheduled. Ultimately, the

collective decision was made to postpone the event.

“Both organizations are committed to hosting the event on Dover International Speedway grounds in 2015, and with one year of lead time, we are confident we can pull off a first-class event for fans, sponsors and competitors.”

Any questions concerning refunds can be directed to 800-441-7223.

Both Punkin Chunkin and Dover International

Speedway officials feel the decision to postpone the event until 2015, when more time allows for the opportunity to produce a better event for competitors and guests, will ultimately be seen as a key to a long-term, successful event.

Tidewater takes ownership of air base water utility.

Tidewater Utilities, Inc., began full operation

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Oct. 15
University & Whist Club
TECHNOLOGY FORUM
of Delaware

[Click here](#)

The Haunted Historical Tour **To register**

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and ownership of the water production and distribution system of Dover Air Force Base (DAFB) in Dover. Tidewater is part of New Jersey-based Middlesex Water Co.

Tidewater entered into an agreement with the U.S. Department of Defense for the privatization of the system in September 2013 following a U.S. Air Force water privatization study and a competitive bid process. The water system was formally conveyed to Tidewater as the system owner recently following a joint inventory of assets.

Tidewater will provide DAFB with potable water service under a 50-year agreement and will own and maintain all DAFB water utility assets and make all necessary capital improvements to provide continued reliable utility service to DAFB. “The commencement of the privatization agreement with DAFB, a premier U.S. military facility, marks a turning point for our company and signals our capability to be a viable and competitive contender for military base water system privatizations across the country,” said Dennis W. Doll, Middlesex Water President and CEO. “DAFB executes



hundreds of missions throughout the world and provides 25 percent of the nation’s strategic airlift capability. We are humbled to play a small role in supporting DAFB in its mission,” added Doll.

Tidewater has worked closely with DAFB and the 436th Civil Engineer Squadron personnel at DAFB to seamlessly transition system operations so that Base consumers are afforded continued quality, reliable service. “We look forward to managing the water production and distribution system of DAFB, a neighbor to Tidewater in Dover, and to providing quality service to the base’s military personnel and civilian employees,” said Gerard L. Esposito, Tidewater Utilities president.

Tidewater Utilities, established in 1964, is the largest private water supplier south of the Chesapeake & Delaware Canal in Delaware.

Young professionals task force named in Wilmington

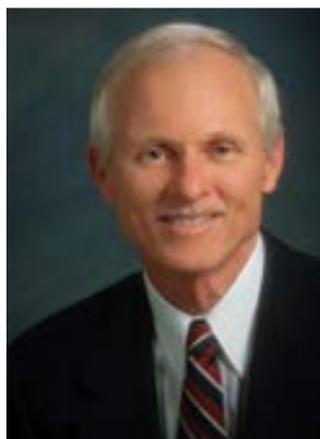
Wilmington Mayor Dennis. Williams joined Robert Buccini, co-founder of the Buccini/Pollin Group; and Mona Parikh, director of Start it up Delaware, to sign an Executive Order establishing the Mayor’s Young Professionals Task Force.

The Mayor’s Young Professionals Task Force will be comprised of a diverse group of young adults representing various professional industries present within Wilmington including finance, legal, non-profit, education, and government.

The goal is to provide progressive, creative, out-of-the-box ideas relating to how the city encourages more young professionals to experience the city’s modern housing options, stable job market and ample entertainment venues, a release stated. Beginning this month Young Professionals Task Force will meet monthly to discuss and develop ways to draw new young professionals to the city, while also sustaining the emergence of young adults in the Trolley Square, Riverfront and downtown neighborhoods. 

Former Chancellor Chandler to head new law office

[Wilson Sonsini Goodrich & Rosati](#), a provider of legal services to technology, life sciences, and other growth enterprises worldwide, announced that the firm has opened a new office in Wilmington.



Chandler

The Wilmington office will focus corporate law, corporate governance counseling, special committees, internal investigations, and litigation relating to mergers and acquisitions, governance, and securities matters.

“We’re extremely proud of our firm’s unmatched experience and success representing clients in important corporate governance, transactional, and litigation matters,” said Doug Clark, co-managing partner. “As the needs of our clients grow, we remain committed to providing the full-service solutions they require in strategic locations around

the globe. Given Wilmington’s unique role in the business ecosystem, this is an ideal area of expansion for the firm.”

The Wilmington office will be led by William B. Chandler III, former Chancellor of the Delaware Court of Chancery. He joined Wilson Sonsini in 2011.

“Wilmington and the state of Delaware are the preeminent financial and judicial centers for commercial matters in the U.S.,” said Chandler. “Our business clients will certainly benefit from our Wilmington team’s experience with the state’s highly-respected courts and our trial and transactional expertise in these critical venues. We continue to build a uniquely talented team to serve our clients’ long term needs in these important areas.”

The Wilmington office is located at 222 Delaware Avenue. The main phone number is 302.304.7600.

In addition to the new location, Wilson Sonsini Goodrich & Rosati will continue to maintain a small office in Georgetown.

Gallagher succeeding Freeh as Pepper Hamilton's chair

[Pepper Hamilton LLP](#) announced that Thomas M. Gallagher has been elected chair of the firm’s Executive Committee, succeeding Judge Louis J. Freeh, who held the post for two years.

A former prosecutor in the criminal division of the U.S. Attorney’s Office in the Eastern District of Pennsylvania, Gallagher joined Pepper Hamilton in 2003 and built the firm’s White Collar and Investigations Practice Group. He represents clients in white collar criminal matters, corporate investigations and complex civil litigation. Under his leadership, Pepper’s White Collar and Investigations Practice Group has grown significantly. He has served on Pepper’s Executive

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Committee since 2012. Freeh, a former federal judge and FBI Director joined the firm after merging his Wilmington-based legal practice with Pepper. He had been a top official with credit card giant MBNA, which later was acquired by Bank of America.



Freeh

Freeh, led a Penn State investigation in the wake of a child abuse scandal.

“The future of Pepper Hamilton has never been brighter, and Tom Gallagher will continue to build on the firm’s outstanding reputation,” Freeh stated.

At the beginning of August, I advised the Executive Committee that I intended to step down as chair and I asked them to plan for my succession. Tom’s selection as chair is the result of that process.” Freeh was seriously injured in a traffic crash in New Hampshire in August.

“We are delighted to recognize the outstanding contributions of Louie Freeh and Tom Gallagher,”

said Pepper CEO Scott Green. “We are very grateful to Judge Freeh for his leadership, dedication and commitment to the firm. As chair, he led the firm to record growth, while managing an impressive book of business and leading a number of high-profile investigative matters and monitorships. We appreciate his many efforts in significantly expanding the firm’s national footprint.”

McCarter & English adds New Jersey firm

The law firm [McCarter & English](#) has merged with New Jersey-based SorinRand. The company will continue to be known as McCarter & English.

“This combination makes sense on every level,” said Michael P. Kelly, the Wilmington-based chairman of McCarter & English. “Our corporate practice is strong and has been growing substantially. The addition of SorinRand’s incomparable attorneys, who honed their craft at the most prestigious law firms in the country, establishes us as the leader in the early stage and emerging companies sector.”

“Plus, our new East Brunswick office will put us in the middle of New Jersey’s tech corridor,” Kelly said. “Our technology, venture capital, early stage and emerging company clients will benefit from the addition of some of the best lawyers in the nation focusing specifically on their businesses, bolstering the skilled team of lawyers they already know and count on.”

David J. Sorin, managing partner of SorinRand, who will become managing partner of McCarter’s new East Brunswick office and the head of McCarter’s expanded Venture Capital and Early Stage and Emerging Companies practice, said McCarter’s size and capabilities will bring its clients expertise for which they currently need to look elsewhere.



Gavilan named sales manager

Chiqui Gavilan, a real estate professional in Delaware and New York, has been named as sales manager for Long & Foster Real Estate.



Gavilan will be based out of Long Foster's Bethany Beach, Del., office, where she'll work with Branch Manager Dottie Wells, and will support the brokerage's team of sales associates and offices from Ocean City, Md., to Lewes, Del.

Licensed in both Delaware and New York, Gavilan joined the Long & Foster family in 2011, working as a sales associate with the Rehoboth Beach office. Since then, she and her business partner and wife, Marisa Chaves, have earned top honors for their team's sales achievements with the firm.

The Chaves-Gavilan Team, for example, ranked among the top 10 Long & Foster teams in the Eastern Shore last year and were named to the company's President's Club. Together, Gavilan

and Chaves have more than 25 years of combined experience and over \$100 million in lifetime residential real estate sales.

In her new management position with Long & Foster, Gavilan will rely on her sales experience to help other real estate professionals achieve success in the business. She will work with the management teams in Long & Foster's Ocean City, Rehoboth, Lewes and Bethany Beach offices to train agents on how to navigate the ever-changing real estate market and best support their clients.

Additionally, Gavilan will help Long & Foster in its recruitment efforts, working with both new Realtors and experienced top producers. Prior to entering the real estate industry, Gavilan had several successful careers in the nonprofit, corporate and legal arenas.

Oler named UD finance VP

Gregory S. Oler, university controller at Johns Hopkins University in Baltimore, has been named vice president for finance and deputy treasurer at the University of Delaware, UD Executive Vice President Scott Douglass announced today.

"Greg brings significant experience at a major

research institution to the University of Delaware, and his expertise will be invaluable in overseeing our financial operations," Douglass said.

As vice president for finance and deputy treasurer, Oler will provide leadership, planning and coordination for UD's financial operations.

He will have direct oversight of treasury services, financial analysis and reporting, general accounting, tax planning and reporting, federal cost accounting, procurement and risk management.

Oler joins UD after more than a decade at Johns Hopkins University, where he served as director of general accounting for six years and as university controller since 2009.

As controller, he oversaw development and management of the internal bank portfolio, led bond financings and refinancings, and led a five-year institutional financial analysis that resulted in an enhanced and redesigned trustee budget reporting and capital budgeting process. He managed the general accounting, financial research compliance, sponsored projects, accounts receivable, tax,

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international business support, cost analysis and financial systems departments. Oler has a bachelor's degree in accounting from Loyola College.

Singh joins Bayhealth practice

Bayhealth announced that **Priya Singh, MD**, has joined Bayhealth Hematology / Oncology Associates. Dr. Singh came to Bayhealth from Cooper University in Camden, New Jersey where she held academic appointments as assistant professor of medicine at Cooper Medical School of Rowan University and Robert Wood Johnson Medical School.

She was an attending physician in the Department of Hematology and Medical Oncology, MD Anderson Cancer Center at Cooper. She also taught in the Medical Oncology-Hematology Fellowship Training Program Fellow's Oncology Clinic at Cooper University Hospital.

Dr. Singh specializes in hematology and medical



Singh

oncology. She is board-certified in internal medicine, hematology and medical oncology.

She earned her medical degree at New Jersey Medical School, Newark, N.J. and completed a medical oncology and hematology fellowship at Thomas Jefferson University Hospital, Thomas Jefferson University in Philadelphia.

Dr. Singh has been a member of the medical staffs of Lourdes Medical Center of Burlington County in Willingboro, N.J.; Lourdes Specialty Hospital of Southern New Jersey in Willingboro, N.J. and Kennedy Memorial Hospital in Stratford and Cherry Hill, N.J.

Dr. Singh sees patients at the Cancer Center at Kent General and the Cancer Center Milford Memorial. 

Solar City unveils more efficient solar systems for business

[SolarCity](#) unveiled a new product in its Zep Solar line of solar products — a flat roof solar mounting solution that is twice as fast to install and can generate significantly more solar electricity from each rooftop than other systems, the company says.

ZS Peak makes it possible for far more businesses, schools and other organizations to install solar power on their buildings and immediately pay less for solar electricity than they pay for utility power.

Solar City has a site in Seaford, with a location in Newark to follow.

Like the Zep residential solar systems, ZS Peak provides an innovative snap-together system to simplify and accelerate installation. SolarCity estimates that ZS Peak can increase generation capacity on flat roof buildings by 20-50 percent. The system's dense, east-west layout structure will allow SolarCity to fit up to 20 percent more solar panels on standard roofs and up to 50 percent more panels on lightweight roofs, such as those commonly found on warehouses, a release stated.

Assurance Media marks fifth anniversary

[Click here for photo gallery](#)

[Assurance Media](#)

marked its fifth anniversary on Tuesday afternoon.

The computer cabling company, based in the Prices Corner area west of Wilmington, was purchased in 2009 from MTM Technologies, which had earlier purchased information technology company InfoSystems and its cabling operation.

Principals are Mark Stellini, founder of InfoSystems and Jennifer McKenzie, an executive of InfoSystems.

McKenzie, the president of Assurance Media, said the company has grown 20 percent a year, with employment rising from 19 to 30. Stellini



says further growth is expected. Both Stellini and McKenzie praised the work of the company's staff in keeping Assurance on a growth track.

Stellini also serves as the Chairman of the Delaware State Chamber of Commerce and chairs the board of Delaware Technical Community College. The company has expanded beyond cabling to include areas such as audio visual and security systems.

Assurance used the state's LIFT loan program for small businesses and has also employed a number graduates from the New Castle County Vocational Technical School District.

On hand for the event was Gov. Jack Markell, who praised the company's growth, adding that the state does not simply chase big employers, but works with companies of all sizes.

Assurance Media serves an array of commercial and government clients in Delaware, Pennsylvania, New Jersey, and Maryland. 



Clockwise from left: An Assurance Media bucket truck, Stellini and McKenzie.

Editor's note: Business licenses are issued by the State of Delaware as a revenue raising tool. These are licences for new businesses, dating from Feb.. 1, 2014

Contractor

J&J CONSTRUCTION CO LLC 9287 MILLER RD UNIT 4 REHOBOTH BCH, DE 19971-6124

J&P DRYWALL 30 LAUREL AVE NEWARK, DE 19711-4797

J&T LANSCLAPING 10 COURT DR APT C WILMINGTON, DE 19805-1572

JA FLOORING LLC 300 PEBBLE DR UNIT 306 REHOBOTH BCH, DE 19971-6515

JC GENERAL CONSTRUCTION INC 232 W AYRE ST WILMINGTON, DE 19804-3106

JD HUGHES CONSTRUCTION LLC 7959 BACONS RD LAUREL, DE 19956-4368

JEFF EVERETT'S MAINTENANCE LLC 126 YELLOW WOOD DR HARRINGTON, DE 19952-1789

JKFC CONSTRUCTION INC 213 EDEN ST SALISBURY, MD 21804-2152

JMG CONSTRUCTION CORP STE 8760 CHIEF JUSTICE CUSHING HWY COHASSET, MA 02025-2124

JOBES RICHARD W RJ'S HANDYMAN SERVICES LLC 126 N SANDPIPER DR DOVER, DE 19901-7105

JOHN C. BURTON IV LLC 18075 GRAVEL HILL RD MILTON, DE 19968

JOHN WERNER CONSULTING 162 THOMPSON DR HOCKESSIN, DE 19707-1911

JOSEPH T. LAFFERTY LAFFERTY MECHANICALMAINTENANCE 619 DELAWARE AVE CLAYMONT, DE 19703-1934

JOSHUA LONG, LLC 37238 HUDSON RD SELBYVILLE, DE 19975-3403

JOY CUSTOM DESIGN BUILD LLC 39059 BEACON RD # 7 FENWICK ISLE, DE 19944-4047

JS FLOORING LLC 300 PEBBLE DR UNIT 306 REHOBOTH BCH, DE 19971-6515

JUAREZ GUTIERREZ HUMBERTO EXQUISITE LANDSCAPES 2216 SILVERSIDE RD WILMINGTON, DE 19810-4502

Services

J&T ASSOCIATES LLC GREENVILLE CLEANOUTS & JUNK 120 W MARKET ST STE C WILMINGTON, DE 19804-3173

JACKSON ERICA LYNN LOVELY HANDS CLEANING SERVICE 23911 E MIDDLECORD CIR SEAFORD, DE 19973-7268

JACKSON TRACEY A MOTHERS TOUCH CLEANING SERVICE 1601 BONWOOD RD WILMINGTON, DE 19805-4633

JAMM PACKED LLC 617 PAPAN LN DOVER, DE 19904-5735

JARNAGIN AMANDA M AMANDA'S CLEANING SERVICE 304 EAST ST MARYDEL, DE 19964-2156

JARRILLO JOSE J & S

LANDSCAPING 1103 CEDARWOOD LN NEWARK, DE 19702-1516

JENNS LITTLE ANGELS CHILD CARE 22 COUNTRY LN W NEWARK, DE 19702-3722

JK MEDIA 602 MOUNT LEBANON RD WILMINGTON, DE 19803-1708

JOHN MATTIKKII EXQUISITE ME 201 KENTUCKY AVE GLASSBORO, NJ 08028-3432

JOHNSON JONATHAN 37055 JOHNSON RD SELBYVILLE, DE 19975-3524

JOHNSON PHILIP L 662 THOMAS DAVIS DR CLAYTON, DE 19938-2518

JONES DAWN A MOMENT IN TIME 1178 JEFFERSON CT DOVER, DE 19904-7627

JONES VALERIE INDIGO BUSINESS SERVICES 49 LIBORIO LN NEWCASTLE, DE 19720-4652

JOSEPH HUGHES 124 JENNIFER LN FELTON, DE 19943-9306

K & T ENTERPRISES LLC DEE'S CLEANING SERVICE 22812 CEDAR LN GEORGETOWN, DE 19947-6320

Retailer

JACKSON SHENITA MS SELINA 102 PAISLEY LN NEW CASTLE, DE 19720-3841

JUMP ON OVER ENTERPRISES LLC JUMP ON OVER 126 PATRIOT DR MIDDLETOWN, DE 19709-8762

JWRACING 421 KIMBERLY WAY FELTON, DE 19943-9307

K & L DRYDEN INC OCEAN TREASURES 115 GARFIELD

PKWY BETHANY BEACH, DE 19930-7706

KAHAN LLC CAMDEN CIGAR 4004 S DUPONT HWY STE A DOVER, DE 19901-6077

Wholesaler

JAX N DAISY, INC. 10 BOB WHITE PL CAMDEN WYO, DE 19934-9522

Manufacturer

JAX N DAISY, INC. 10 BOB WHITE PL CAMDEN WYO, DE 19934-9522

JIMMY WILLS RACING LLC 421 KIMBERLY WAY FELTON, DE 19943-9307

JCG ENTERPRISES LLC 5TH GENERATION FIREARMS 2911 OGLETOWN RD NEWARK, DE 19713-1991

JLB NOREIANA LLC 505 W DIVISION ST DOVER, DE 19904-3237

JOSEPH HARDWARE LLC 84 W CHURCH ST SELBYVILLE, DE 19975-2009

Restaurant

JIANG HONG QING GOLDEN CITY CHINESE RESTAURANT 7288 LANCASTER PIKE STE 4B, WILMINGTON, DE 19808

JOHNSON JEFFREY J 273 WATER ICE 237 ACADEMY LANE HOCKESSIN, DE 19707

Tobacco products

JIN SOOK INC VILLAGE PACKAGE 1614 S GOVERNORS AVE DOVER, DE 19904-7004

Health club/spa

JOANIE FIT LLC 2013 BAYNARD

BLVD WILMINGTON, DE 19802-3917

Direct care worker

JOHNSON KAREN 770 W 4TH ST APT 103 WILLIAMSPORT, PA 17701-5973

Bus/taxi operator

JOHNSON KENNETH ALL ABOARD TRASPORTATION SERVICE 817 WRIGHT ST WILMINGTON, DE 19805-4845

Photographer

JOHNSON SCOTT SCOTT J PHOTOGRAPHY 204 E MARKET ST GREENWOOD, DE 19950-9734

Mover

JOHNSON TAVAR A&J TRUCKING 11786 IRIS FIELD LN BRIDGEVILLE, DE 19933-4331

Counselor

JULIA SHAY 3 VAN DYKE DR WILMINGTON, DE 19809-3423

Entertainment agent

K R A M MANAGEMENT 508 GUNBY RD SALISBURY, MD 21804-8604

Employment agent

K.B. & ASSOCIATES 20 BLUE RIDGE CIR NEWARK, DE 19702-2980

Architect

KA INC KA INC ARCHITECTURE 1468 W 9TH ST STE 600 CLEVELAND, OH 44113-1299

Transportation equipment

KABBA LANSANA KABBA AUTO 720 VININGS WAY APT 720 NEWARK, DE 19702-7612

