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# Frontier moves to seasonal service from New Castle

**A**fter signs suggesting it might depart the state, [Frontier Airlines](#) has confirmed it will resume service in the fall of 2015 to at least one Florida city from New Castle Airport (Wilmington-ILG).

Airport officials and the airline made the announcement after the airline confirmed it would operate on a seasonal basis with no flights in the spring or summer.

Todd Lehmacher, Frontier Airlines director of corporate communications, stated: "Frontier does plan to return to Wilmington on a seasonal basis sometime in late 2015 with non-stop service to at least one destination in Florida"

Airport Director Stephen D. Williams said,

"We certainly welcome today's confirmation of Frontier's commitment to the Delaware market served through Wilmington – ILG. Our customers want more service, not less, and we know they will continue to support air service to Wilmington by flying Frontier from ILG whenever it fits their travel plans."

The airport is now operating under the Wilmington name after Frontier returned to Philadelphia International Airport

The Delaware River and Bay Authority stated that it remains committed to providing an excellent customer experience and is optimistic about the future of commercial air service.

**Continued on next page**

### From previous page

Frontier entered the Delaware market in summer of 2013 with a schedule that included nonstops to Atlanta, Denver, Chicago, Houston, Tampa, Orlando and Fort Meyers.

Frontier had been filling nearly 90 percent of its seats out of New Castle, but moved on to other markets after claiming the numbers did not justify year-around service.

Figures from the US Department of Transportation showed flights from New Castle ran just shy of 90 percent full in the first eight months of the year. That would seem to suggest that a market does exist for New Castle, which has seen occasional attempts to add commercial service.

All destinations, with the exception of Orlando, have been dropped from the ILG schedule with service to Tampa to resume later this year.

Frontier has retained most of the service from Trenton, which along with Wilmington -ILG was part of its strategy to serve the Delaware Valley through smaller airports with lower landing fees.

That strategy has been altered under new owner Indigo Partners, which has converted Frontier into an ultra-low fare carrier that charges for nearly all services in return for lower fares. Frontier is now

making forays into airports like Philadelphia, Washington Dulles and Cleveland as it looks for destinations where bigger carriers are charging high fares.

All airlines are benefitting from lower fuel prices, with criticism growing about big carriers raising fares even though fuel prices are falling. The industry has consolidated into mega carriers, United, American-US Airways and Delta, with Southwest rounding out the group.


The mega carriers have retired or sold off jets, reducing the number of overall seats and chances of fare wars on some routes.

Other airlines, such as Frontier, Spirit and Alaska

Airlines are much smaller, leading to fears that the majors will squeeze out the smaller fry.

Indeed, Frontier remains under pressure in its hometown of Denver, where Southwest is adding flights. Frontier has responded by cutting its flights to many destinations from the Colorado capital.

At the same time, even smaller carriers are seeing better financial results, perhaps leading to a greater willingness to take on the majors.

After downsizing its fleet in recent years, Frontier does have jets on order, but it is not clear on whether it will retain its fleet of older Airbus aircraft. 



# M&T builds SBA loans into its corporate culture



**W**hen M&T Bank acquired Wilmington Trust, Jayne Armstrong, who headed the Delaware Small Business Administration office at the time, said the entry of the company would be a plus in bolstering activity in SBA loans. Armstrong now works out of the Washington, D.C. office.

The loans are federally backed, but are issued by lenders.

## Lambrow


M&T has lived up to the prediction. The nation's sixth largest issuer of SBA 7(a) loans ranked first in Delaware in total loans, with 53 loans for \$4.8 million or about \$100,000 per loan. Loans of that size are seen as vital in aiding many small companies.

It was the fifth year in a row that Delaware had seen a gain in SBA loan activity.

The loans helped create more than 500 jobs in a state that has seen a less-than-dramatic recovery from the recession.

M&T was also the leading SBA lender in the Philadelphia and Baltimore areas, as well as its hometown of Buffalo, N.Y. M&T remains the state's largest bank and has been running advertisements on its commitment to Delaware.

Nick Lambrow, Delaware regional president and Jim Donovan, Business Banking Market Manager, said SBA lending is part of the corporate culture of M&T with branch managers receiving training on the loan programs.

Donovan said M&T is seeing activity across the board and throughout the state. Two areas that are seeing strength are agribusiness and the medical area. One client mentioned in the interview was the Cultured Pearl, a well-known Rehoboth Beach restaurant and an example of the small businesses that are aided by program. 



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# WSFS names exec for MD., but has no immediate plans for branch

**W** **WSFS Bank**, announced that Robert O. Palsgrove has joined WSFS Bank as Senior Vice President and Senior Market Manager for Maryland.

Palsgrove will lead business development and manages the commercial portfolio for Cecil County and the surrounding communities to further the bank's growth in that market. He also represents [WSFS](#) in numerous community organizations, including the Cecil County Chamber of Commerce, Union Hospital of Cecil County and the Cecil County Office of Economic Development.

Palsgrove has more than 30 years of experience in the banking industry, including 25 years with Fulton Financial Corporation where he held senior leadership roles at many of its affiliate banks including The Columbia Bank, The Peoples Bank of Elkton and Fulton Bank.

“Bob brings to WSFS an incredible depth and breadth of experience in commercial banking,” said Mark A. Turner, WSFS CEO. “We welcome him to our senior leadership team as we continue to expand and strengthen our relationships in nearby Maryland which is contiguous to our footprint and a natural growth opportunity for the bank.”

Palsgrove received his Bachelor of Science in finance from Lehigh University and his Master of Business Administration from West Chester University, in addition to obtaining many industry certifications. He lives in Elkton with his family.



**Palsgrove**


WSFS Vice President of Communications, Stephanie Heist, said the company has no immediate plans to open a bank in the county adjoining its stronghold in New Castle County.

The bank does have branches in Newark and Bear-Glasgow that can serve the retail market in northeastern Maryland. Business loan activity does not require branches, although branch managers are often involved in marketing building efforts.

The banking business in Cecil County, Md. has been affected by the troubles of two home-grown banks, NBRS and Cecil Bank.

[NBRS was seized by regulators](#), with operations taken over by Howard Bank. Cecil Bank has been operating under an agreement with regulators. Both banks struggled with loan problems.

WSFS Financial Corporation is a multi-billion dollar financial services company. Its primary subsidiary, WSFS Bank, is the largest and oldest bank and trust company headquartered in the Delaware Valley with \$4.8 billion in assets on its balance sheet and \$8.9 billion in fiduciary assets, including approximately \$1.2 billion in assets under management. WSFS operates from 55 offices in Delaware (45), Pennsylvania (8), Virginia (1) and Nevada (1).

WSFS recently completed the acquisition of the First National Bank of Wyoming in Kent County, DE. 

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# Blood Bank opens fifth site


**B**lood Bank of Delmarva (BBD) opened its fifth, permanent donation center, the Concord Center, on Monday, Dec. 1. The center is located at the Christiana Care Concord Health Center at 161 Wilmington-West Chester Pike (Route. 202), Chadds Ford, PA.




“We are pleased to open a new and permanent location for residents and employees in the Northern Delaware and Southeastern Pennsylvania areas to donate blood,” said Roy Roper, [Blood Bank of Delmarva](#) CEO. “We are grateful to the thousands of people each year who roll up their sleeves to support patient transfusion needs in our community hospitals. We are hoping the new location will prove to be convenient for many blood donors.”

The 3,000-square-foot Concord Center has 10 donor beds and is on the second floor of the health center in Suite 2300. The center will begin with whole blood donations, but will be equipped to accommodate all donation types, including double red cell and platelets.

The center will be open Monday through Friday with the following hours:  
**Continued on next page**



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

For further information on advertising and sponsorships, e-mail Michael Klezaras at [mklezaras@delawarebusienssdaily.com](mailto:mklezaras@delawarebusienssdaily.com)

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

# Chase, Housing Partnership team up on east side project

A three-phase plan that aims to stabilize and strengthen Wilmington's east side got under way this week when the Wilmington Housing Partnership demolished eight vacant, abandoned and nuisance properties on Bennett Street. Five new town homes, to be occupied by homeowners, will be built in place of the demolished properties over the next several months, according to WHP Executive Director Steve Martin. Martin said each home will feature

three bedrooms, two and a half baths, and a rear garage. Construction will begin in the spring of 2015 and the homes will be marketed to families who earn between 80 to 120 percent of median income.

## Blood Bank opens site in Chadds Ford

### From previous page

Monday: 7 a.m. to 1:30 p.m.

Tuesday: 7 a.m. to 1:30 p.m.

Wednesday: 11:30 a.m. to 6 p.m.

Thursday: 11:30 a.m. to 6 p.m.

Friday: 7 a.m. to 1:30 p.m.

BBD is now scheduling appointments for the new center. To schedule an appointment or for more information, visit [www.DelmarvaBlood.org](http://www.DelmarvaBlood.org) or call 1 888 8-BLOOD-8.

About Blood Bank of Delmarva  
Blood Bank of Delmarva is a non-profit, community service program that provides blood and blood products for hospitals in the Delmarva region.

More than 350 blood donors are



**Joseph MacArthur, the first donor at the new location, is pictured here with Noah Osner, Lead Tech in Donor Services.**

needed every day to meet the needs of patients at those hospitals and ensure that more than 20,000 patients receive the blood products they need annually.



Governor Jack Markell, Mayor Dennis Williams, the Attorney General's Office, City Council President Theo Gregory, 4th District Council Member Hanifa Shabazz and 3rd District Council Member Darius Brown and private partners joined WHP, JPMorgan Chase and the City of Wilmington for the demolition ceremony. The private partners, that in addition to the City of

**Continued on next page**

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# Banks support east side development

## From previous page

Wilmington, are financially supporting the multi-year effort to stabilize and strengthen east side neighborhoods include JP Morgan Chase, Bank of America, Capital One, Comenity Bank, Citibank and M&T Bank.

“I would like to extend my sincere gratitude to the Wilmington Housing Partnership, JP Morgan Chase and the many community stakeholders for their unwavering support of the revitalization of Wilmington’s east side,” said Mayor Dennis P. Williams. “The demolition of these vacant properties reflects how public-private partnerships can positively impact our local community. Building new housing units alongside new and existing businesses will create safer neighborhoods and a stronger community. Hopefully this project serves as a driving force to spark revitalization efforts throughout the City of Wilmington.”

Over the last 18 months, JPMorgan Chase Foundation has committed \$1 million to the overall East Side Rising concept in order to create affordable housing opportunities to families of low to moderate income in the



neighborhood known for its high crime rate. Organizations hope this initial investment will encourage other public and private sector organizations to offer additional investments into the project in the near future.

According to Daryl Graham, vice president of JP Morgan Chase, the Bennett Street project marks the first in a series of steps that will further solidify the community’s goals and intentions when they came together in 2013 to support the East Side Rising.

The effort which grew from the 2009 Eastside Blueprint Community Strategic Plan.



## Winery owner honored for Kent tourism efforts

**C**huck Nunan, owner of Harvest Ridge Winery located in Marydel, was named Tourism Person of the Year recently at the 23rd Annual Celebration of Tourism in Kent County.

The sold-out event attracted 200 representatives of the tourism industry as well as local, state and federal dignitaries. Nunan, whose winery turns one November 15-16, was recognized for his many contributions to the tourism industry not only locally, by statewide and regionally..

Nunan, who operates other businesses in surrounding states, said Delaware was the most business-friendly of all the states in which he does business. “I tell people, if you want to start a business, come to Delaware,” Nunan said.

Five additional awards were presented:

- Tourism Attraction of the Year – Painted Stave Distilling in Smyrna
- Partner of the Year – Delaware Tourism Office, which has partnered with Kent County Tourism on numerous projects including the Dover Days Festival and the Delaware Wine and Beer Festival.
- Volunteers of the Year – Retired and Senior Volunteer Program of Kent County.
- Hotel Partners of the Year – Holiday Inn Express/Dover and Mainstay Suites
- Media Partner of the Year – Delmarva Broadcasting.

# Lessons from last week's spike in web traffic

An interesting thing happened last week at our digital enterprise.

Neither story was earth-shattering, but the combination led to record days on the [DelawareBusinessDaily.com](http://DelawareBusinessDaily.com) website.



**Doug Rainey**

It started when burger restaurant operator [Fuddruckers](http://Fuddruckers.com) confirmed it would cut the ribbon on the former Cheeseburger in Paradise location a week from today. Fuddruckers had long been a favorite among those visiting the website since the spring after Cheeseburger closed. It seemed like every time a service truck pulled up in front of the restaurant site off Churchmans Road in Stanton, web traffic magically spiked.

The suspense continued to build as the exterior was remodeled and work went far more slowly on the inside.

Sensing an opportunity, I kicked in a few dollars a paid Facebook post to widen the distribution of the story. Traffic rose. Then out of left field came a release from the Riverfront Development Corp. on a new outdoor [ice skating rink in Wilmington](http://www.delaware.gov/ice-skating-rink).

A story was posted and traffic spiked again. In a two-day period web page views reached record levels on the website. In this case, there was no need to promote the story. It went viral. The post was shared hundreds of times on Facebook on the busy day before Thanksgiving.

Visitors were clearly excited at the thought of outdoor skating for less than the cost of a movie ticket. Others had, at some point, visited Fuddruckers, which has been around for three decades, but never opened a spot in Delaware.

A big factor was the rising use of mobile devices, with close to three-quarters of all visits coming from Droids, iPads and iPhones. That compares to about 40 percent on a normal day. That would

seem to indicate that younger people latched on to the rink story and may lack some of the fear and stereotypes regarding the city that are often espoused by older people.

For our operation, it was further validation of our strategy of providing multiple options for readers, while getting out news quickly. With that said, it is unlikely that we will see this type of spike in traffic for another six months to a year. We plan to “stick to our knitting” of providing business-related news, without the “click bait” from celebrity news, swimsuit photos and the like.

But based on previous traffic spikes, the awareness of [DelawareBusinessDaily.com](http://DelawareBusinessDaily.com) will again increase by 10 percent or more.

If you are new to our website or the Bulletin, welcome and check in to learn more about what's new in Delaware business. We are just getting started.



# Voting ends today for national prize sought by Global Startup winner

The clock is ticking on voting for the winning Delaware entry in the [Global Startup Battle](#) in national competition

Kiersten Jones Schwendeman, an office manager from Hockessin, led a team of six designers and developers to statewide victory at the Global Startup Battle in Wilmington last month.

In the latest competition, Schwendeman beat out 26 business pitches with her idea regarding how to improve resources for people struggling with eating disorders.

Schwendeman's team created a business plan, a website, a survey, and a presentation out of an idea in just 54 hours. She was previously a finalist in a pitch competition from the Great Dames community.

Their goal was to use technology to educate the public about the issue and connect those suffering with already existing resources until they have enough funding to create the first eating disorder treatment center in Delaware, and then eventually



spread a community-oriented, intensive outpatient focused, treatment model to other under-served communities across the country.

Schwendeman's team included Pauline Rubin, a graphic designer for First Ascent Design, John Himics, a web developer (who also works for DuPont), Matt Chen and Davis Pfund, two University of Delaware Horn Program students, and Tristan Campos, a design student from DCAD,.

**Continued on next page**

## Trending this week

Most viewed stories this week at [DelawareBusinessDaily.com](http://DelawareBusinessDaily.com)

- [1. Outdoor ice rink coming to Wilmington riverfront in December](#)
- [2. Fuddruckers to open next month in Christiana-Stanton area](#)
- [3. Cinemark to open 12-screen theater at Christiana Mall this month](#)
- [4. Delaware Global Startup Battle winner seeks online votes as deadline approaches](#)
- [5. \(Photo gallery\) Incyte celebrates opening of headquarters](#)
- [6. \(Photo gallery\) Cabela's opens store near Christiana Mall](#)
- [7. \(Updated\) Claymont Kmart to close in early December](#)
- [8. Christiana Mall area moves into the fast lane](#)
- [9. Wastemasters celebrates remarkable period of growth](#)
- [10. Frontier suspending service in the spring](#)
- [11. Frontier commits to Florida service in fall of '15](#)

# Lyons, UD economic forecast coming in February

**T**he 2015 February Economic Forecast will bring experts on business and economics to the University of Delaware.

Presented by UD's Center for Economic Education and Entrepreneurship in the Alfred Lerner College of Business and Economics in partnership with Lyons Companies, Wilmington, the forecast will feature speakers from a variety of backgrounds. The event will take place on Tuesday, Feb. 3, from 8:30-11:30 a.m. in Clayton Hall.

Panelists include:

- James Bullard, president and CEO of the Federal Reserve Bank of St. Louis;
- Jay Bryson, managing director and global economist for Wells Fargo; and
- Michael K. Farr, president of Farr, Miller and Washington and author of *The Arrogance Cycle*.



Jon Hilsenrath, chief economic correspondent for the *Wall Street Journal*, will moderate the panel discussion. Not attending is long-time forecast presenter Charles Plosser, who heads the Federal Reserve Philadelphia region. Plosser is retiring.

Plosser's remarks drew national media attention last year, since he sat on the Fed's Open Market Committee, which sets monetary policy. Bullard will join the panel in 2016.

There is no charge to attend but seating is limited. Those wishing to attend can [register here](#).


## Long hours for start up winner

### From previous page

After winning the competition, they were given just 48 hours to compose a video for the national competition which shrunk to just 24 hours because of previous commitments. In just one day, they created, filmed and edited a video which can be viewed on their website: [www.astercenter.co/vote](http://www.astercenter.co/vote). They need help from the community in order to win the national competition as popular vote largely determines the winner.

They have until 11:59 p.m. on December 3rd to obtain as many votes as possible, and if they win, they have the opportunity to receive over \$250,000

in SEED funding to work on this community-focused, public health initiative. Those interested in supporting this team, can visit their website [www.astercenter.co/vote](http://www.astercenter.co/vote) and click each of the three tabs: Champions Track, Women's Track, and Kind Track. Follow the prompt for logging in with Facebook or creating an account and make sure to select the thumbs up underneath the video for each link. Make sure you see the prompt "Thank you for your vote" to ensure your vote was properly counted.

Tap the website's resources tab ([www.astercenter.co](http://www.astercenter.co)) and complete the survey so the team knows what resources are needed immediately. 



## (Video) 2014 Cornerstone Awards honor Acuna, Morkides

*(Click on image at right for video on Javier Acuna)*

The Delaware Restaurant Association held its annual Cornerstone Awards event last month.

The staff and board also honored Restaurant Association CEO Carrie Leishman, who is celebrating her 15th year in that post.

### **Awards were as follows:**

- 2014 Cornerstone Award - Alisa Morkides / Brew Ha Ha!
- 2014 Restaurateur of the Year - Javier Acuna / Hakuna Hospitality Group

### **Cornerstone Education Awards presented to:**


- Eris Esken / Delaware Technical & Community College
- Abby Hauser / University of Delaware, Hotel Restaurant & Institution Management
- Stuart Issacs / University of Delaware, Hotel Restaurant & Institution Management



- Catherine Wolff / University of Delaware, Hotel Restaurant & Institution Management

### **Delaware ProStart Education Award:**

- Jason Harris, Cape Henlopen High School

The association also announced the formation of the Delaware Restaurant Association Education Foundation, with a check presentation from Education Foundation sponsor WSFS Bank (with WSFS Bank Senior Vice President & Marketing Director Justin Dunn. 



**At left, a link to a video on Acuna. At top, Morkides of Brew-Ha-Ha and the check presentation.**

# Editorial calendar for Bulletin released

The Business Bulletin has announced an editorial calendar with focus pages that provide more editorial and advertisement placement opportunities.

“With the rapid growth in the popularity of the Bulletin and website, we have seen a sharp increase in editorial submissions,” said Doug Rainey, chief content officer. “Our goal is to provide a home for this valuable information and great locations for advertising and sponsorship opportunities.”

The schedule is as follows. Focus pages may be added if breaking news develops in the categories below:

## Weekly

- People
- Business licenses

## First and third weeks of month

- Real estate, construction
- Business law

## Second and fourth weeks of month

- Kudos – Business and professional achievements
- Not for profit (News on non profits and

business support of non profits)

## First week of month

- Food and drink (restaurants, brewing, distilling)

## Second week of month

- Health care
- Education

## Third week of month

- Marketing, graphic design, social media

## Fourth week of month

- Finance, insurance, accounting
- Women in business
- Technology (The cloud, mobile technology, security)

The deadline for submissions is the Monday before the day of publication. The Bulletin is normally posted each Wednesday For further information on the calendars, contact:

[drainey@delawarebusinessdaily.com](mailto:drainey@delawarebusinessdaily.com) (Editorial)

[mklezaras@delawarebusienssdaily.com](mailto:mklezaras@delawarebusienssdaily.com)

(Advertising, sponsorships and sponsored content)



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## Dogfish Head, Delaware Express part of Union deal

**T**he [Philadelphia Union](#) will have a Delaware touch in its 2015 season. The team has announced it has formed new multi-year corporate partnerships for the 2015 season with a Dogfish Head Brewery beer garden, as well as sponsorships with Delaware Express and Musselman's.

“We are thrilled to welcome Dogfish Head Brewery, Musselman's Applesauce, and Delaware Express to the Philadelphia Union family,” said Philadelphia Union CEO and operating partner Nick Sakiewicz. “On behalf of the entire organization, we pledge our continued commitment to forming world-class partnerships strategically designed to deliver exceptional value with companies and brands that authentically resonate with the best fans in all of soccer.”

Dogfish Head Brewery will introduce Philadelphia Union fans to a new destination beer garden at PPL Park in 2015. Additional partnership elements include: in-stadium branding and entitlement of



the “Off-centered Fan of the Match,” where a lucky fan at each home game will win a Union/Dogfish Head prize pack.

“When we set out to reach passionate craft beer fans in south eastern Pennsylvania and northern Delaware, we thought it made sense to start with some of the most passionate sports fans and that led us to a partnership with the Philadelphia Union,” said Neal Stewart, Dogfish Head Brewery vice president of marketing. “We’re looking forward to

a great season of celebrating the best fans in Major League Soccer.”

Delaware Express will be a partner of the Philadelphia Union and PPL Park and will provide the game day shuttle from the Chester Transportation center to PPL Park. Delaware Express will also be the preferred bus transportation for visiting MLS teams.

“Delaware Express looks forward to providing transportation for visiting clubs and the Philadelphia Union fan base and youth organizations,” said Gerry Frenze, owner of Delaware Express. “Philadelphia Union has a strong fan base and a beautiful stadium and we consider it to be a great privilege and opportunity to network within their partnership group.”

Knouse Foods flagship product, Musselman's, will become the Official Applesauce of Philadelphia

**Continued on next page**

# *ab+c lands Pennoni; Mobile makes splash on Black Friday*

## **From previous page**

Union, PPL Park and Eastern Pennsylvania Youth Soccer. In 2015, Philadelphia Union will offer an alternative in stadium concessions at PPL Park with Musselman's applesauce. The company and brand will be involved in youth activities of the Union.

The team also has Delaware ties through two of its investors, Chris and Rob Buccini. Their company, Buccini/Pollin Group has been active in efforts to redevelop the Union's hometown of Chester, Pa. and their own hometown of Wilmington where BPG has a headquarters operation.

## **Pennoni Associates picks ab+c**

Pennoni Associates Inc. selected [ab+c Creative Intelligence](#), Wilmington, a full-service marketing communications agency, to conduct initial work on a brand discovery and development initiative, in helping Pennoni prepare for its 50th anniversary celebration in 2016. Pennoni has an office in Delaware.

"Pennoni is an uncompromising leader in its industry and we are thrilled to have it as a marketing partner," says Paul Pomeroy, managing


partner and director of marketing at ab+c.

"This is a top engineering firm headquartered a few minutes from our Philadelphia office. The relationship is ideal."

[Pennoni Associates Inc.](#) is a multidisciplinary engineering, science and design consulting firm with a diverse client base including government, commercial and industrial clients.

## **A mobile Black Friday**

Branding Brand, Pittsburgh, released the results of its Mobile Commerce Index (MCI) for Black Friday, which reported significant increases in smartphone and tablet shopping. (See graphic at right).

Slightly more than one-third of all Black Friday online revenue came from shoppers on mobile devices, up 48 percent over last year. Ninety percent of these consumers were on Apple devices. According to Branding Brand's sample of 35 North American retailers running on its commerce platform, mobile devices (smartphone and tablets combined) produced a total of 2,196,611 visits, 47,762 orders, and \$5,537,044 in revenue on Black Friday. 



## ABC award winners named

The [Associated Builders and Contractors](#) Delaware Chapter announced the winners of its annual Construction Excellence Awards program.

The winners were honored at a dinner event last month. See the full list of Excellence, Merit and Honorable mention below.

2014 Excellence in Construction winners			
Project	Company	level	category
A.I. duPont Children's Hospital	Tri-State The Roofers	<b>Excellence</b>	Specialty/Roofing
Axalta North American HQ	Bancroft Construction	<b>Excellence</b>	GC CM/\$2-5 m
Building 3 dryer addition	Eastern Industrial	<b>Excellence</b>	Specialty/Insulation & Coatings
Christiana Care Concord Health	Wohlsen Construction	<b>Excellence</b>	GC CM/\$5-10 m
Christiana Care Concord Health	Tri-State The Roofers	<b>Excellence</b>	Specialty/Roofing
Delaware City DMV	Wohlsen Construction	<b>Excellence</b>	GC CM/\$15-20 m & GREEN
Delaware City DMV	Nickle Electrical	<b>Excellence</b>	Electrical/under\$2 m
Dover High School	EDiS	<b>Excellence</b>	GC CM/\$50 & over
Dover High School	Wayman Fire Protection	<b>Excellence</b>	Specialty/Alarm Systems
Hologic Det	Nickle Electrical	<b>Excellence</b>	Electrical/under \$2 m
JP Morgan Parking Garage	BPGS	<b>Excellence</b>	GC CM/\$10-15 m
Longwood Gardens	A & H Metals	<b>Excellence</b>	Specialty/Steel Fab
Newark Day Nursery	Service Unlimited	<b>Excellence</b>	Mechanical/under \$2
Seaford High School	Ralph G. Degli Obizzi & Sons	<b>Excellence</b>	Mechanical/\$2-10 m
UD ASDR SCSC	Corrado Construction	<b>Excellence</b>	Site Civil/\$2-5 m
UD Science & Engineering Lab	The Tri-M Group	<b>Excellence</b>	Electrical/\$2-10 m
Westtown Movies	GG +A	<b>Excellence</b>	GC CM/\$5-10 m
Westtown Movies	Pastel Painters	<b>Excellence</b>	Specialty/Painting & Wallcovering
Wicomico County State Attorney Off	Delmarva Veterans Builders	<b>Excellence</b>	GC CM/under \$2 m
Wilmington Friends School	RCFab	<b>Excellence</b>	Specialty/Steel Fab
Wilmington Public Library	A & H Metals	<b>Excellence</b>	Specialty/Ornamental Metals
Winterthur Museum	Sobieski Life & Safety	<b>Excellence</b>	Specialty/Fire Sprinkler
Young Prison Kitch Reno	Nason Construction	<b>Excellence</b>	GC CM/\$20-50 m

Continued on next page

## Long & Foster restructures regions

[Long & Foster Real Estate](#) has restructured its Philadelphia, New Jersey, Delaware and Eastern Shore (Maryland) regions into two new regions.

The company will operate a coastal region, which will include all of its Jersey shore offices, as well as locations on the Delaware beaches, in Ocean City, MD, and on the Eastern Shore. It will also expand its Philadelphia metropolitan region to include New Castle County, DE and the nearby New Jersey suburbs.

Gary Scott, president of Long & Foster Real Estate, said the new structure strengthens Long & Foster's position in the Northeast by bringing together the entire Philadelphia market - which includes the nearby New Jersey and Delaware suburbs - into one dominant region and connecting its coastal markets from Maryland to New Jersey.

“Our business in Philadelphia and along the shore has increased significantly the past couple years, and as we looked toward the future and supporting these growing markets, we recognized the need to restructure our regional divisions,” said Scott. “Not only does the new structure better connect our market areas, but also it allows us to stay as close to our agents as possible and helps increase our business.”

Continued on next page

## From previous page

Terry Spahr, who previously led the company's New Jersey, Delaware and Eastern Shore regions, will serve as senior vice president and regional manager for Long & Foster's new coastal region.

Bob Albanese and Ron Clarke will jointly lead the expanded Philadelphia metropolitan region as senior vice presidents and regional managers. Albanese, who's been with Long & Foster since 2011, headed the former Philadelphia region for the company along with Clarke, who joined Long & Foster in September when the company joined forces with his former brokerage.

## Berkshire name change anniversary celebrated

--[Berkshire Hathaway HomeServices Fox & Roach](#), Realtors marked its one year anniversary. It was one year ago that the regional leadership of Fox & Roach was partnered with the Berkshire Hathaway and HomeServices Brands to create Berkshire Hathaway HomeServices Fox & Roach, part of HomeServices of America, the nation's second largest provider of total home services and the largest single-market residential real estate brokerage in the U.S.

"This has been a very positive first year for us," said BHHS Fox & Roach Chairman & CEO Larry Flick, "with our agents, employees and consumers embracing the transition and new branding. We are

proud to be part of one of the world's most respected brands and are looking forward to continued success.

Since September 2013 the new real estate brokerage has grown to 34,000 agents and 1038 offices operating in 47 states. The company was a "roll-up" by Berkshire Hathaway, the massive holding company controlled by Warren Buffett. Other holdings include insurance giant Geico and the Burlington Northern Santa Fe railroad.



## ABC award winners announced

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Community Education Building	Wohlsen Construction	<b>HM</b>	GC CM/\$20-50 m
Hampton Inn & Suites	BPGS	<b>HM</b>	GC CM/\$5-10 m
Ashland Chemical	Worth & Company	<b>Merit</b>	Mechanical/under \$2
Beebe Health Care	GG +A	<b>Merit</b>	GC CM/\$10-15 m
Dover High School	Worth & Company	<b>Merit</b>	Mechanical/\$2-10 m
DuPont Ex Station	M. Davis	<b>Merit</b>	Mechanical/under \$2
Ferris School	Emory Hill	<b>Merit</b>	GC CM/under \$2 m & GREEN
Longwood Gardens Meadow	Bancroft Construction	<b>Merit</b>	GC CM/\$5-10 m
MexiChem	County Groups	<b>Merit</b>	Specialty/Coatings
Sallie Mae	Nason Construction	<b>Merit</b>	GC CM/\$5-10 m
Seaford High School	Richard Y. Johnson	<b>Merit</b>	GC CM/\$20-50 m
Seeds of Greatness Church	Emory Hill	<b>Merit</b>	GC CM/\$5-10 m
Sussex County Airport Runway	George & Lynch	<b>Merit</b>	Site Civil/\$2-5 m
Tower Hill School Math & Science	Nowland & Associates	<b>Merit</b>	GC CM/\$5-10 m
UD 44 Kent Way	Wohlsen Construction	<b>Merit</b>	GC CM/\$2-5 m
UD College of Health Sciences	Bancroft Construction	<b>Merit</b>	GC CM/\$15-20 m
UD East Campus	J.F. Sobieski Mechanical	<b>Merit</b>	Mechanical/\$2-10 m
Westin Wilmington	BPGS	<b>Merit</b>	GC CM/\$15-20 & GREEN



# \$tand By Me launches program to aid college-bound seniors

*(From \$tand by Me)*

**T**he \$tand By Me program has launched a project to assist high school seniors to attend college.

[\\$tand By Me](#) has partnered with the Delaware Office of Higher Education to ensure that all high school seniors have a funding strategy to pay for college. Through a new College Funding Project, the organization is working with principals and guidance counselors in Delaware high schools to develop college funding information and resources for students and their families.

“We want to remove all obstacles that keep students and families from pursuing a college education. In this day and age, a college education is a game changer for young people, particularly for those from lower-income families,” said Mary Dupont, director of financial empowerment for the state of Delaware.

According to the Bureau of Labor Statistics, the



**Bank of America volunteer Rick Sheldon assists students complete the Free Application for Federal Student Aid (FAFSA).**

median weekly pay of full time workers with a four-year college degree was 55 percent greater in 2012 than the pay of workers attending some college but without a four-year degree.

Recently, researchers from the think tank Hamilton Project reported that looking at cumulative earnings over the entire career, the

typical bachelor’s degree graduate worker earns \$1.19 million, which is twice what the typical high school graduate earns. With the aid of trained professionals, the College Funding Project will:

- Hold events about the financial aid process, from finding and accessing financial aid to filling out the sometimes-overwhelming Free Application for Federal Student Aid – or FAFSA.
- Help students identify and apply for scholarships (including how to write winning essays.)
- Pair students with mentors who can help with enrollment, deadlines and assignments.

A recent study conducted by the Harvard Strategic Data Project found that 18 percent of college-ready students in Delaware did not apply to any college or university. Delaware wants to get that number to zero. And \$tand by Me provides the guidance to students to show them how they can pay for it.

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# Charter high school for Wilmington; Military academy in Kent

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One reason why more students don't apply for college is because the family income is not sufficient to pay the expenses. Some students think their grades or SAT scores aren't good enough to qualify for financial aid. Not true, according to Dupont.

"But students whose scores are lower still qualify for financial aid in some form and amount. Even students coming from families that are not low-income likely qualify for financial aid," she said. Schools or families interested in working with Stand by Me to coordinate a personalized plan, can visit [collegefundingproject.org](http://collegefundingproject.org).

## First State Military Academy taking applications

The First State Military Academy is now accepting applications for the 2015-16 School Year for Grades 9 and 10. The Academy is a tuition-free public charter high school, located in Clayton, Del. that will serve 200 cadets for the 2015-16 School Year for Grades 9 and 10, and will expand to serve 500 cadets in Grades 9 through 12, by its year four.

The school, modeled after then Delaware

Military Academy, near Newport, will be the first combination of Junior Reserve Officer's Training Corps (JROTC) and New Tech Network instructional design in the country.

In alignment with the high standards of personal conduct of the JROTC program, the Academy will employ the New Tech Network school design, a model that engages Cadets in hands-on, inquiry-based, technology-infused project-based learning and promotes self-directed learning, teamwork, respect, and responsibility, according to a release. With the New Tech Network, Cadets and teachers alike will have ownership of their learning experience and their school environment.


"We feel very strongly that the combination of project based learning with the culture of a Marine JROTC program offers our cadets the best foundation for a great start to their college or professional careers," stated Scott Kidner, chairman of the Founding Board of Directors for First State Military Academy. The open enrollment period for the 2015-2016 School Year is now through January 14, 2015.

## Charter high school coming to Wilmington

Freire Charter School, scheduled to open in

Wilmington in August 2015, will introduce its program and its leadership team to Delaware government, business and community leaders at 5:30 p.m. Monday, Dec. 8, in the lower atrium of Hercules Plaza, 1313 N. Market St. Freire, which has been in existence for 16 years in Philadelphia, will enroll students from eighth grade through high school. It expects to serve 336 students in grades 8 through 10 during the 2015-16 school year (112 per grade), and will add an additional grade in each of the following years.

The school will be housed in the former Blue Cross-Blue Shield Building at 201 West 14th Street. McConnell Johnson Real Estate, its property manager, is renovating the five-story office structure.

"In Philadelphia, 85 percent of our new students test at three to five years below grade level and we have almost all of them at grade level after one year," says Kelly Davenport, Freire CEO and head of the Philadelphia school. The program on Dec. 8 will include brief presentations on Freire's college-preparatory curriculum, which focuses on individual freedom, critical thinking and problem solving, and its success in establishing a school environment that emphasizes community, teamwork and nonviolence. 

## Jurden nominated for President Judge post on Superior Court

Superior Court Judge Jan R. Jurden, has been nominated to serve as President Judge of the Delaware Superior Court by Gov. Jack Markell.

If confirmed by the Delaware Senate during its special session on December 16, 2014, Jurden will fill the vacancy left by Justice James Vaughn Jr., who was sworn in as a member of the state's Supreme Court in October.

“Judge Jurden is an experienced and accomplished jurist who has served with distinction as a member of the Superior Court for more than a decade,” said Governor Markell. “But more than that, Judge Jurden is a lifelong public servant who has served her country and her state with the utmost skill, dedication, and integrity. If she is confirmed, she will make an outstanding President Judge.”

If confirmed by the Senate, Jurden would become the first woman to hold the position of President Judge of the Delaware Superior Court.

Earlier this year, Jurden was under intense criticism for a sentence of probation and time served for du Pont heir Robert Richards IV who sexually assaulted his daughter.



**Markell and Jurden at 2010 event.**

The sentence, part of a plea deal with the Attorney General's Office, made national news and revived talk of the justice system in the state favoring the wealthy and powerful.

Richards is also the son of a retired member of a large corporate law firm in the state.

At the time, members of the legal community came to the defense of Jurden. News of the sentence came out in a story over a civil suit filed by the ex-wife of Richards. A settlement was later reached.

Prior to joining the Superior Court, Judge Jurden

practiced law at Young, Conaway, Stargatt & Taylor for 13 years. She handled cases in U.S. District Court, the Delaware Supreme Court, the Superior Court, the Court of Chancery, Family Court and the Court of Common Pleas. She was a partner at Young Conaway for five years.

While on the bench, Jurden has overseen the Superior Court's Mental Health Court since its inception in 2008 and oversaw the Conflict Attorney Program from 2006 through 2008.

Jurden, 53, obtained her law degree from the Dickinson School of Law in 1988 and was admitted to the Delaware Bar the same year. She graduated summa cum laude with a Bachelor of Arts from Muhlenberg College in 1985 after attending Brandywine High School, where she received her diploma in 1979. After graduating high school, Jurden also served in the U.S. Army overseas as Secretary to the Commander of the 3/7 Air Defense Artillery and Secretary to the Commander of the 69<sup>th</sup> Air Defense Artillery Group. She was honorably discharged in 1982.

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## Zahralddin named general counsel for Hispanic Bar Association

Hispanic National Bar Association president Cynthia D. Mares, HNBA National President, has appointed Rafael Zahralddin-Aravena, chair of the National Commercial Bankruptcy and Restructuring practice at Elliott Greenleaf, as General Counsel.

Zahralddin previously served the HNBA as the National Vice President of External Affairs in 2013-2014, Region IV (DE, PA) Regional President, the Deputy for Region IV and Deputy General Counsel. He has also been a member of the Board of Governors as an affiliate representative from the Delaware Hispanic Bar Association.

Zahralddin opened the Elliott Greenleaf Delaware office in 2007, serving as its first Managing Shareholder. Zahralddin focuses his practice in the areas of commercial litigation, bankruptcy and creditors' rights, corporate litigation, intellectual property litigation, entity formation, and international and comparative law. Zahralddin



also founded and served as the first President of the Delaware Hispanic Bar Association.


## Baird Mandalas moves to new offices in Dover

[Baird Mandalas Brockstedt, LLC](#) opened its new Dover location at Six South State Street, also known as the Ridgely House. A ribbon cutting (see above) was held with the Central Delaware Chamber of Commerce. Baird Mandalas Brockstedt expanded over the last several years in Kent and Sussex Counties, with offices in Dover, Lewes, and Georgetown. According to managing partner, Kevin

Baird, the firm needed more space and a high profile location. "Quite simply, we intend to be the go-to firm below the canal for the next 20 or 25 years. We have the tools in place to properly serve our clients. Having the best people, the latest technology and a visible office space in the right location is critical. When we purchased Six South State earlier this year, we knew that it was important to restore in a way that exemplifies everything our firm is about – dedication, hard work and excellence."

## Toliver wins Marshall Award

The Delaware Barristers Association awarded Morris James partner, Charles H. Toliver, IV, the Justice Thurgood Marshall Award at the Louis L. Redding Benefit and Awards Gala on November 14, 2014.

The Justice Thurgood Marshall Award is an honor given to members of the bench and bar who have been recognized as positive and progressive leaders who have devoted their careers to bettering the administration of justice. The honorees of this award are recognized for their leadership, commitment and contributions to the community and legal profession. 

First	Last	Company	Title
Sasha	Aber	Homegrown Café	Owner
Stephanie	Fitzpatrick-Adams	Biggs Museum of American Art	Marketing and Development Manager
Jason	Adkins, Esq.	Moore and Rutt, P.A.	Attorney
Kami	Banks	Banks Wine and Spirits	Owner
Jeni	Barton	City of Wilmington	Marketing and Special Projects Coordinator
Darius	Brown	City of Wilmington	Wilmington City Councilman
Meredith	Chapman	University of Delaware	Director for Digital Communications
Nic	DeCaire	Fusion Fitness	Owner
Paige	Deiner	Milford Massage, Wellnes and Yoga	Owner
Rebecca C.	Faber	World Trade Center Delaware	President/CEO
John	Fannin IV	Delaware Safety Council	Executive Director
Bianca	Fraser-Johnson	Bank of America	Senor VP Employee Banking and Investments
Wes	Garnett, Jr	Kurbi Health	CEO/Co-founder Kurbi Health
Tarik	Haskins	Morris, Nichols, Arsh & Tunnel	Partner
Clayton	Hill, CCIM, CPM	NAI Emory Hill	Principal, Director of Property Management
Mark	Hutton	M&T Bank	Group Manager
Justin	King	King Oil Company	President
Kristin	Lang-Miller	Delmarva Broadcasting	Senior Media Consultant
Christina	Lessard	Lessard Builders	CFO (email signature reads Controller)
Evan	Lober	Squatch Creative	Managing Partner
Anna S.	McDermott, PHR	Food Bank of Delaware	Education Programs Director
Amanda	Murphy	WSFS	Retail Office Manager, Concord Square
Maggie	Norris, MPA	Westside Family Healthcare	Assistant Deputy Director
Mona	Parikh, Esq.	Start-It Up Delaware, Inc. / The Loft	Managing Director / Community Manager
Daniel	Ridgely	Davis, Bowen and Friedel	Associate
Todd	Roselle	Blue Rock Financial Group	Partner
Michael J.	Scali	Gellert Scali Busenkell & Brown, LLC	Attorney
Amber	Shader	Amber Shader Photographer	Owner
Jeff	Shahan	SB Real Estate, LLC	Partner


## 40 under 40 recipients honored

The [Delaware Business Times](#) announced those selected in the DBT 40. The listing honors business professionals under 40. (See lists at left and below). The 40 recipients were honored in an event last month at the Delaware Art Museum. The Business Times is published by Today Media, owner of [Delaware Today](#).

### Chesapeake Utilities honored

Chesapeake Utilities Corp., Dover, announced it was awarded the Governance Professional of the Year and Corporate Governance Team of

the Year awards for small to mid-cap sized companies at the Corporate Secretary magazine's seventh annual Corporate Governance Award ceremony. the awards recognize and celebrate individuals, teams and companies who have achieved a level of excellence in governance, risk and compliance.

Stacie Roberts, Chesapeake director of corporate governance, was recognized for her ongoing contributions to the company's governance framework. 

Jen	Sheridan	Gunnip & Company LLP	Marketing Manager
Bryan	Shupe	City of Milford	Mayor
Michael F.	Smith	University of Delaware	Director Strategic Initiatives/Partnerships
Laura	Stimson	Executive Producer	Executive Producer
Joshua M.	Twilley	Incorporating Services, Ltd.	President
Diane	Urban, CPA	Gunnip & Company LLP	CPA/ Supervisor
Herman	Van den Brandt	Herman V.Brandt Photography	Owner
Michael	Vanderslice	Environment Alliance	Vice President of Sales and Marketing
Karl	Wagner	Buccini/Pollin Group	Co-Chief Investment Officer
W. Daniel	Young, PhD, MBA	Wilmington University	Assistant Professor
Sarah	Zimmerman	First State Heritage Park	Park Superintendent

# St. Francis parent has new name, brand and strategy

Saint Francis Healthcare's parent organization is now Trinity Health. Trinity recently unveiled a new branding identity and strategy.

"We are proud that Saint Francis Healthcare is a part of Trinity Health," said Brian E. Dietz, CEO. "As we celebrate this historic moment, the symbolism of our national system's new logo inspires us. We are also proud of the way our ministry's collaborations in the larger system serve not only to strengthen Saint Francis Healthcare's ability to provide the highest quality care to our community, but that our efforts help strengthen other affiliates' ability to best serve those who rely on them, as well."


Doing business as CHE Trinity Health since the May 2013 merger of Catholic Health East and the former ministry of Trinity Health, Saint Francis Healthcare's parent organization completed its name and new look as it focuses on serving in a more people-centered way than ever before, according to a release.

A major goal continues to be strengthening local systems like Saint Francis Healthcare to ensure that they can continue to provide the best possible care to their communities, despite the challenges of an evolving health care environment.

"The benefits of being part of Trinity Health are

behind the scenes, but numerous," said Dietz. "Through our affiliation, we have ready access to resources and ideas that advance clinical quality and patient safety across the broad spectrum



of care and which provide significant economies of scale that reduce costs. System resources like these address important needs and let us concentrate on our highest priorities - the people who come to us for health information or come through our doors for needed care." Saint Francis Healthcare and Trinity Health will continue a mission based on their Catholic identity and traditions. 



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

**DelawareBusinessDaily.com**  
**Now...not later**

OCTOBER 11, 2014 by DOUG RAINY  
(UPDATE) IBIO STOCK SOARS IN FRIDAY TRADING ON SPECULATION OVER EBOLA DRUG

Shares of Newark-based IBIO Inc. soared 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.

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.

Such surges are not uncommon for small cap stocks where investors can place big bets for relatively modest gains, at least by Wall Street standards. There were no published announcements that accompanied the surge.

The New York Times earlier reported 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 pharmaceuticals, a small company in San Diego.

Photo courtesy of GE Healthcare

[Click here for the photo gallery](#)

## Next Gen North elects board members

The Next Generation of Northern Delaware (Next Gen North) of the Delaware Community Foundation recently elected seven new board members who bring a variety of new perspectives to the group, which engages members in hands-on fund raising, grant making, community outreach, education, and endowment building.

**Michael Boëtius**, a senior project manager at J.P. Morgan Chase, holds an MBA from Penn State University. Boëtius previously managed the construction and marketing of wind farms across North America and Europe.

**Lori Burke**, a regional sales manager at Corporation Service Company, holds a bachelor's



**Boëtius**



**Burke**

degree from Rider University. She volunteers with the Special Olympics the Small Town Experience.

**Dominic DiFebo** is a member of Chatham Financial's Controls & Data Integrity team and business/marketing consultant for his family's restaurant, Feby's Fishery.

**Brittany Donia**, a graduate of Loyola University, is a community relations project manager at Capital One in Wilmington and a resident of Philadelphia. Donia is active in mentoring and other volunteer activities.

**Lindsay Lancaster** is the program manager at Healthy Foods for Healthy Kids, a nonprofit that partners with elementary schools throughout Delaware to start sustainable vegetable garden programs.



**DiFebo**



**Donia**

**Sam Moultrie** is an associate at Wilks, Lukoff & Bracegirdle, LLC and concentrates his practice in corporate and commercial litigation, securities litigation, and other complex business disputes in Delaware state and federal courts.

**Charlie Vincent** is owner and managing principal of Innovincent, a Delaware-based marketing and consulting firm that specializes in strategic planning, marketing, and fund raising for non-profits and small businesses.

Previously, he served as a law clerk for Justice Henry duPont Ridgely in the Delaware Supreme Court and worked as an attorney at two large firms in Wilmington, where he advised both large and



**Moultrie**



**Lancaster**

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small corporate clients on a variety of litigation and governance issues.

**Armstrong named DRBA manager**

Delaware River and Bay Authority officials announced that **John Armstrong** of Dover, Delaware was selected as the agency's new Senior Manager of Maintenance for the Lewes Terminal, Delaware Airpark and Civil Air Terminal facilities.

As a Maintenance Senior Manager, Armstrong is responsible to manage and lead all maintenance crews based at the Lewes Ferry Terminal and the two airport facilities near Dover, Delaware.

Prior to his selection as a Senior Manager of Maintenance for the Authority, Armstrong worked



**Vincent**



**Armstrong**

for Kraft Foods as the interim maintenance manager at its Dover, Delaware Plant. In this role, he developed and managed maintenance budget, labor, and capital projects. In December 2008, Armstrong was hired at Kraft as a maintenance supervisor, responsible for 16 high speed packaging and processing lines.

John began his career as a fitter with UA Local Union #74, a national union representing plumbers, pipefitters, sprinkler fitters, service technicians and welders. He worked in a number of professions for UA Local #74, including plumber, designer, technician, and lastly, as a foreman.

A graduate of the University of Delaware, Armstrong earned a Bachelors of Applied Science Engineering Technology Degree.

**Trauma director changes made at Beebe**

**Clara Higgins**, a board certified general surgeon, has been named the new Trauma Medical Director, taking over the role **James Marvel**, MD, has held since 1999.

Marvel has been elevated to Chief of Trauma, a new role at the Medical Center in Lewes.

“Dr. Marvel has done an outstanding job of serving Beebe Healthcare and our community as the Medical Director for our Trauma program, having been in that role since the inception of Delaware’s decision to create a statewide trauma network,” said Jeffrey M. Fried, CEO, Beebe Healthcare. “We have been very fortunate to have someone who is not only intimately involved with our surgical capabilities but also someone who is so familiar with the EMS program and the role Beebe plays in our statewide program.

“With Dr. Marvel making the decision to step aside, we’re also fortunate to have a surgeon in Dr. Higgins who has been the Associate Medical Director for our Trauma program for nine years, and having worked so closely with Dr. Marvel is able to step right into that role without any kind of disruption to our program,” Mr. Fried said.

Higgins is a graduate of the Philadelphia College

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of Osteopathic Medicine. She completed her residency in General Surgery at Robert Packer Hospital in Pennsylvania and at the Philadelphia College of Osteopathic Medicine. She is also a Fellow of the College of Osteopathic Surgeons. Her trauma training included time at multiple inner-city Philadelphia hospitals and Cooper Hospital of Camden, New Jersey.



**Higgins**

Higgins has been a member of the Beebe Medical Staff since 2002. She sees patients at her office in Lewes. Through the Beebe Emergency Department, she sees severely injured trauma patients.

“I look forward to continuing to make a difference on the front lines with the entire team here at Beebe,” said Higgins.



**Marvel**

Marvel joined Beebe Medical Staff in 1980 as its first board certified orthopaedic surgeon. He has a private practice in Lewes, and has served as the Trauma Medical Director for Beebe since 1999. Dr. Marvel has also served Beebe as Chief of Staff and Chief of Surgery.

Marvel is a grandson of James Beebe, one of Beebe’s co-founders.

After earning his medical degree from Jefferson Medical College in Philadelphia in 1962, he interned at Memorial Hospital in Wilmington and started a residency in orthopaedic surgery at Jefferson.

His residency was interrupted when he joined the U.S. Army where he served as an orthopaedic surgeon at Fort Dix, N.J. and as an orthopaedic trauma surgeon in Vietnam.

He then completed his residency at Jefferson and practiced with the Dr. Anthony F. DePalma, professor of Orthopaedic Surgery.


For 10 years before coming to Beebe he was associated with Dr. Richard Rothman at the

Pennsylvania Hospital in Philadelphia, which was affiliated with the University of Pennsylvania for the residency program.

**Carney joins Morris James**

Morris James LLP announced that **Thomas P. Carney** has joined the firm’s Wilmington office as an associate in its Real Estate Practice Group. His practice will focus on real estate transactions and land use.

As a former Assistant City Solicitor of Wilmington, Carney’s experience includes representing the city as a lender in private and public residential and commercial real estate transactions, drafting and negotiating finance documents, drafting rezoning ordinances, drafting amendments the city’s building code, and representing the city as a participating jurisdiction in federally funded affordable housing programs.

Carney graduated from Temple University James E. Beasley School of Law in 2010 and received his B.S. in Finance and Business Law from The Pennsylvania State University Smeal College of Business in 2007. 

Business licenses are issued by the Delaware Department of Revenue as a taxing mechanism. The following business licenses were issued in 2014.

**Contractor**

**BELCHER STANLEY BJS  
SEALCOATING AND REPAIRS**

402 LAKESIDE DR NORTH EAST, MD  
21901-2830

**BOB BRAUN ENTERPRISES**

20103 ELKS LODGE RD  
MILFORD, DE 19963-3756

**BROTHERS FRAMING LLC**

108WEST 13TH STREET  
WILMINGTON, DE 19801

**Medical office**

**BELLEVUE HEART GROUP LLC**

1016 DELAWARE AVE WILMINGTON,  
DE 19806-4704

**Retailer**

**BELTWAY SUPPLY INC**

7411 ALBAN STATION COURT  
7411 ALBAN STATION CT  
SPRINGFIELD, VA 22150-2333

**BROOKSTONE STORES INC**

BROOKSTONE  
1 INNOVATION WAY  
MERRIMACK, NH 03054-4873

**BONNIE'S ATTIC**

CRAFTS BY DIVAS  
22957 DEEP BRANCH RD  
GEORGETOWN, DE 19947-6518

**BLEU ARCHER LLC**

227 LAKE DR  
NEWARK, DE 19702-3320

**BLACK CYNTHIA E**

FROM MY BACK YARD  
16368 SAND HILL RD  
MILTON, DE 19968-2522

**BIANCO'S FOODS LLC**

1503 MIDDLETON RD  
ANDERSON, SC 29624-7332

**BINGHAM LISA**

1697 S DUPONT HWY UNIT 6A  
SAINT GEORGES, DE 19733-2031

**Wholesaler**

**BENTLEY SERVICES LLC**

304A MARKUS CT  
NEWARK, DE 19713-1151

**BLADEROOM USA**

900 E BUSINESS CENTER DR  
MT PROSPECT, IL 60056-6032 USA

**BHG ASSOCIATES INC**

4142 OGLETOWN STANTON ROAD  
NEWARK, DE 19713-4169

**BIOMET SPINE LLC**

56 E BELL DR  
WARSAW, IN 46582-6924

**Beautician**

**BERRY LORI**

**SALON SERVICES BY LORI BERRY**

15 BASALT ST  
TOWNSEND, DE 19734-2013

**CONTRACTOR**

BETTER CHOICE CONTRACTING INC

43 CRANE CT  
MAGNOLIA, DE 19962-2823

**BRIGHTSIDE SOLAR SOLUTIONS**

607 PROVIDENCE DR  
SMYRNA, DE 19977-1060

**Services**

**BIEDERMAN SUMER L**

109 W NEWTOWN PL  
NEWARK, DE 19702-2975

**BLUM SHAPIRO CONSULTING LLC**

29 SOUTH MAIN STREET  
PO BOX 272000  
WEST HARTFORD, CT 06127-2000  
USA

**BOATEMAH CHRISTIANA**

709 SOUTH SILVERSMITH LANE  
BEAR, DE 19701

**BLUM SHAPIRO CONSULTING LLC**

29 SOUTH MAIN STREET  
PO BOX 272000  
WEST HARTFORD, CT 06127-2000  
USA

**BLUE DIAMOND FINANCIAL LLC**

92 READS WAY STE 104  
NEW CASTLE, DE 19720-1631

**BORDLEY SCOTT**

BORDLEY TOURS  
34 VOSHELL MILL RD  
DOVER, DE 19904-6046

**BORGES ENTERPRISES**

WORLD SERIES LEAGUE  
15 LOVELACE AVE  
NEW CASTLE, DE 19720-1111

**BOSSAGE TECHNOLOGIES INC**

6703 HORNWOOD DR APT 367  
HOUSTON, TX 77074-3641 USA

**BOUNDS LAND SURVEY LLC**

7353 QUEPONCO RD  
BERLIN, MD 21811-2314

**BOX WOOD ARCHITECTS LLC**

1315 WALNUT ST STE 1614  
PHILADELPHIA, PA 19107-4716

**BORGES ENTERPRISES**

BRACALIELLO CATHERINE B  
CARE CONSULTING  
3630 N DELSEA DR  
VINELAND, NJ 08360-1683

**BRADFORD WASON**

431 S BANCROFT PKWY  
WILMINGTON, DE 19805-3707

**BRANDYWINE VALLEY LACTATION  
SERV**

213 DELAWARE AVE  
WILMINGTON, DE 19803-2578

**BRANN ANDREW W**

ANDREW'S TREE SERVICE  
532 CEDAR GROVE CHURCH RD  
HARRINGTON, DE 19952-5635

**BRANNON ALYSHA R**

M O C SPORTS  
116 MILLCREEK DR  
DOVER, DE 19904-1952

**BREngle DAVID S**

88-KEY CHINESE TRANSLATION  
163 S SHORE DR  
DOVER, DE 19901-5738

**BRIGHT LIGHT WELLNESS**

819 N HARRISON ST APT 3  
WILMINGTON, DE 19806-4648

**BRISCO JACQUELINE H**

BRISCO EDUCATIONAL SERVICES  
312 FRONT ST  
MILTON, DE 19968-1432

**CHELLES CONTRACTING**

1010 SNOWY EGRET LN  
MIDDLETOWN, DE 19709-2224  
PROFESSIONAL AND/OR PERSONAL  
SERVICES  
11/15/14 - 12/31/14  
2014606638

**BROADEN YOUR HORIZONS LLC**

129 ASBURY LOOP  
MIDDLETOWN, DE 19709-8655

**CHICAGO CLS INC.**

653 N KINGSBURY ST APT 907  
CHICAGO, IL 60654-7086

**BROCK MEDICAL BILLING**

4 PERSIMMON DR  
BEAR, DE 19701-4142

**Repair Services**

**BIGGERS BRIAN**

BRY OVERHEAD DOOR SERVICE  
194 HILLTOP RD  
ELKTON, MD 21921-2409

**BRADFORD WASON**

431 S BANCROFT PKWY  
WILMINGTON, DE 19805-3707

