

Delaware posts 6.5 percent jobless rate. A look behind the numbers **4-7**

This week



Second phase announced at Lighthouse Cove in Dewey Beach **10**

Dover Kraft Foods plant marks 50th anniversary **14**



Phily Fed CEO Plosser to retire in 2015. **16**

Drones: Will response by FAA leave Delaware, U.S. behind?

(Click on image at right for video)

Newark real estate broker Will Webber has used drones to market his listings. The unmanned aircraft he uses capture spectacular views of properties. (See video at right).

That's just one of the growing number of uses for drones that could one day fly along aerial superhighways, delivering packages and carrying out all sorts of tasks.

Drones were a hot topic earlier last week at the monthly event of the Delaware Technology Forum at Deerfield, Newark. The session focused on civilian use of the technology, rather than widely reported military uses.



To the disappointment of the 50 or so in attendance, no demonstrations were held along the golf course. The Federal Aviation Administration has banned the commercial use of drones and the worry is that the agency will dither over promised regulations.

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FAA ban comes as drone technology advances rapidly

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Tech Forum members get a look at drones and get an overview of the promising industry.

Evan Lober of [Squatch Creative](#) and Peter Fomin of [Zenith FilmWorks](#) described the potential of drones at the event, but cautioned that overly strict regulations could hold back growth in an industry that could employ 100,000 people in the U.S. alone. Squatch is a technology-based marketing agency and Zenith owns drones that can be used for filming. Both companies are based in northern Delaware.

Lober says one example of that potential could come in search and rescue operations with relatively inexpensive drones covering large areas. Indeed, the FAA made an exception to its complete ban by allowing a search for a missing person in Texas.

Lober says the FAA moved to flex its muscles in regulating drones that have raised concerns over privacy issues and the potential to interfere with manned aircraft. The agency bans the non-hobby use of drones.

Lawsuits have been filed to reverse that ban and industry groups are now working with FAA, one group being [National Association of Realtors](#), according to one report. That would lift the cloud over another key growth area for drone technology.

Lober says regulation is needed. Issues include the potential of drones to invade privacy and the potential of even smaller drones to injure people if something went amiss.

Despite the regulatory hurdles, drones are moving into the mainstream in agriculture, Lober and Fomin noted. Drones are already finding a home in agriculture a [recent story in Fortune](#) reported.

Still, the worry among those in the fledgling industry is that overly aggressive regulation could hold back its potential and allow Europe and Asia to grab a bigger chunk of business.

The FAA responded to that claim with the following statement:

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Amazon serious about use of drones for deliveries

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“This comparison is flawed. The United States has the busiest, most complex airspace in the world, including many general aviation aircraft that we must consider when planning UAS integration, because those same airplanes and small UAS may occupy the same airspace.”

“Developing all the rules and standards we need is a very complex task, and we want to make sure we get it right the first time. We want to strike the right balance of requirements for UAS to help foster growth in an emerging industry with a wide range of potential

uses, but also keep all airspace users and people on the ground safe.”

[Amazon.com](https://www.amazon.com) has generated a lot of publicity and jokes over its research in developing a delivery drone.

But Lober says the technology is advancing rapidly, with one-hour delivery a distinct possibility once the aerial superhighways for drones and related technology.

Meanwhile, the number of tasks that drones will handle continues to multiply. Locally, a roofing

contractor is looking into using the aircraft to check the condition of some spots.

Fomin says the technology could play a key role in beaming the Internet WiFi signal to isolated. In Delaware uses could include monitoring the condition of crops and recording land and sea erosion, just to name a couple of possibilities.

“FAA willing, it’s going to happen,” Lober says.


The Technology Forum of Delaware holds monthly education and networking events. For further information check out their [website](#).

Regional wine group launched

A collaborative group of destination marketing organizations, wineries and wine trails launched the newly-developed Vintage Atlantic Wine Region, a collection of the first East Coast multi-state wine region (Delaware, Maryland, New Jersey and Pennsylvania). The announcement came at a gathering at the Harvest Ridge Winery in Maryland, Del.

The Vintage Atlantic Wine Region collaboration started in August 2013. The mission is to create

a Wine Region that links existing wine trails and wineries in various states, ignoring state borders, that have common geography, climate and growing conditions, for the collective benefit of promoting those trails, together with the region’s other historical and tourism assets within and beyond this Region.

This region would include the area around the Delaware Bay and lower Delaware River, up to and including the Philadelphia Metro area. 



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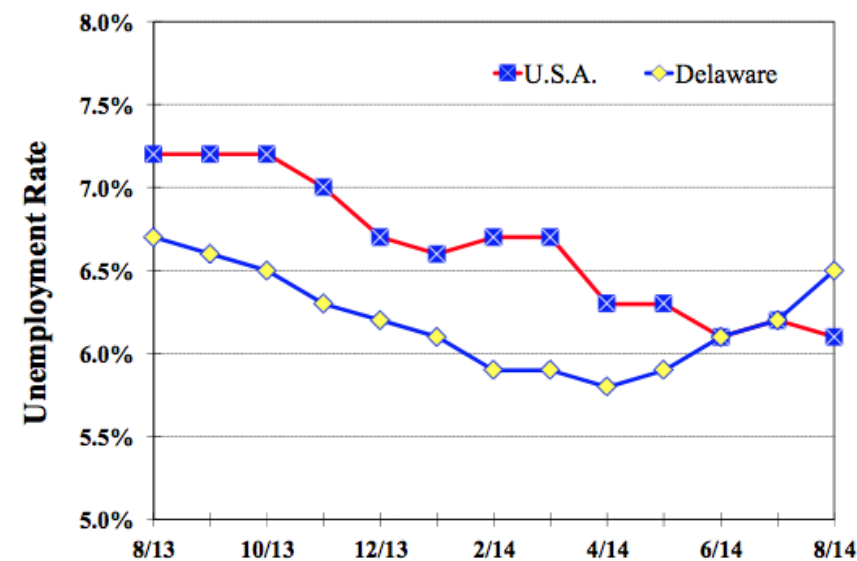
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Jobless rate rises as more Delawareans look for work

Delaware's unemployment rate rose three-tenths of a percent in August to 6.5 percent as more people entered a labor market that is adding jobs at a rate above the national average.

Delaware and U.S.A.
August 2013– August 2014



The jobless rate was also .4 percent above the national rate, the first time in many years that has happened. Delaware's unemployment rate has usually been a percent or so below the national average.

The Delaware Department of Labor noted that an employer survey showed jobs in the state increasing by 1.5 percent, more than double the .6 percent rate nationally.

Since August of last year, Delaware jobs have risen by 2.7 percent, compared to a 1.8 percent national rate. However, the number of unemployed has fallen by only 600 from a year ago.

Delaware was among 16 states with rising unemployment rates. Of that number, half showed increases in the total labor force.

The jobless rate in Delaware is now far higher than in neighboring Pennsylvania, which was 5.8 percent in August.

The job performance now seems to be closely tracking neighboring Maryland, which posted an August rate of 6.1 percent. According to the [Baltimore Business Journal](#), the state showed an increase in employment, but saw a rise in the jobless rate.

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Delaware jobless rate above national figure for the first time in many years

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The state Labor Department reported 29,300 unemployed Delawareans in August compared to 29,900 in August 2013. The U.S. unemployment rate in August down from 6.2 percent in July 2014. In July 2013, the U.S. unemployment rate was 7.2 percent, while Delaware's rate was 6.7 percent.

In August 2014, the job total was 440,300, up from 438,900 in July. Since August 2013, Delaware's non farm jobs have increased by 11,600, or 2.7 percent. Nationally, jobs during that period increased 1.8 percent.

The 6.5 percent rate might call into question assumptions about lower participation in the workforce due to an aging population that might choose to retire early.

It is possible some older workers are now looking for employment. The same might apply to younger workers who simply dropped out of the workforce after benefits were exhausted or became self-employed.

At an economic forecast last week, PNC Chief

Economist Stuart Hoffman said the Delaware unemployment rate could come down to 5.75 to 5.5 percent in the coming year as the economy continues to grow.

Hoffman also took note of a mismatch between the skill sets of those looking for work and the needs of employers at a time when job openings are on the increase. Labor market officials have also held out the possibility that employers are picky and willing to wait for the right candidate to appear.



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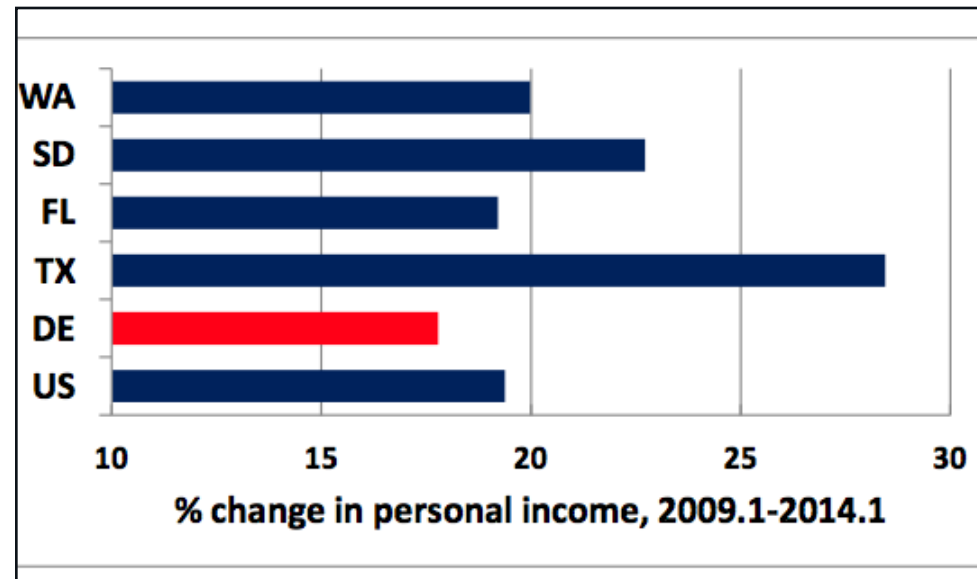
Special report from DECON First

A look at jobless rates, income growth in Delaware

The Delaware economy continues to be a puzzle. The year over year employment growth rate remains strong above 2 percent, yet the state's unemployment rate has been rising for three months. In August the Delaware unemployment rate jumped up to 6.5 percent while the national rate fell to 6.1 percent. And this jump occurred as the initial claims for unemployment in Delaware continued to steadily drop. What is going on?

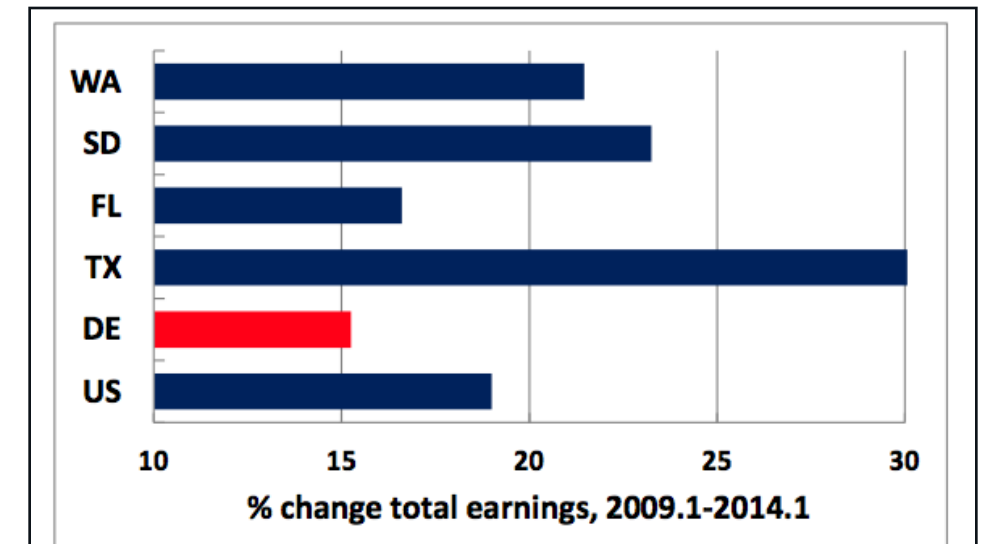
One hypothesis is that Delaware residents perceive the economy to be turning around and are flooding back into the labor force looking for jobs. The state's civilian labor force has increased 2 percent over the last 12 months, an accelerated rate compared to the years since the recession. However, the number of Delaware residents who have jobs has risen at the even faster rate of 2.3 percent. So hiring of residents has kept pace with the growth in the state's labor force.

The more plausible explanation is the type of jobs that are growing in Delaware. While the unemployment claims data provides useful information for estimating Delaware's unemployment rate, it understates the extent of unemployment because it excludes several



important groups. To begin with, not all workers are covered by UI programs. For example, self-employed workers, unpaid family workers, workers in certain not-for-profit organizations, and several other worker categories (primarily seasonal and temporary) are not covered. It also does not include workers who have exhausted their benefits, not yet qualified for benefits, or do not file for benefits (on average just one-third of the total unemployed receive UI benefits). An estimate of these other groups of workers are included in the monthly Current Population Survey (CPS) conducted by the Bureau of the Census.

Among other questions, the monthly CPS asks how many members of a household are working or looking for work. Almost two-thirds of the jobs



being added in Delaware are short-term or part-time. This includes the thousands of temporary jobs at the new Amazon warehouse in Middletown and jobs added in retail trade and leisure and hospitality. The average time in a job across all industries in the U.S. is 4.6 years. Obviously this is not the case for temp and seasonal positions. This rapid turnover can explain why the CPS measure of unemployed Delaware residents is rising, even when initial claims for unemployment are dropping.

THE CONSEQUENCES OF THE STRUCTURAL SHIFT

The shift to lower paying jobs is reflected in slower growth in Delaware personal income, especially earnings, over the past five years. Between 2009Q1

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A shift to lower paying jobs in Delaware

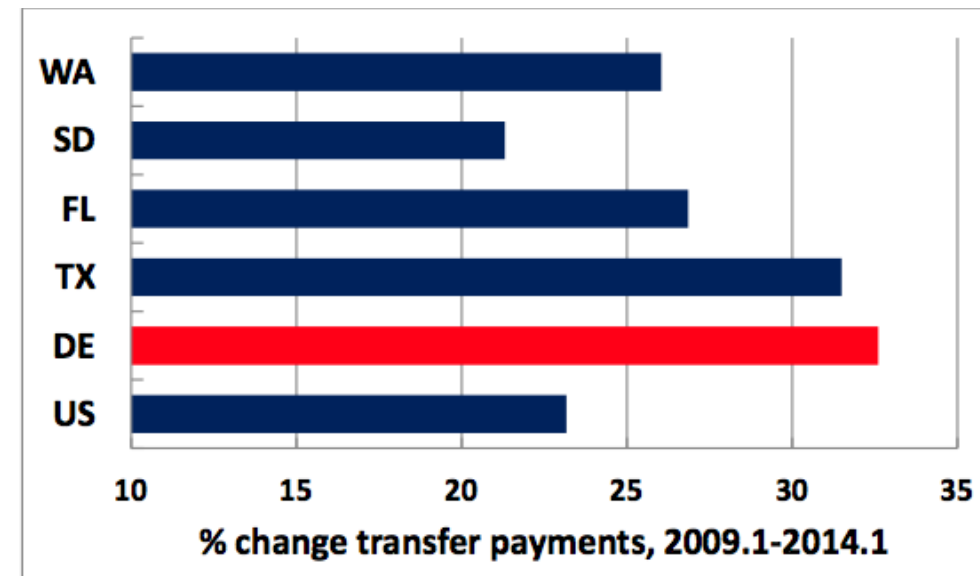
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and 2014Q1 total personal income rose 17.8 percent in Delaware and 19.4 percent in the U.S. Meanwhile personal income increased from 19 percent to 28 percent in the four states with no state personal income tax.

The driving force behind the differences in the growth rates of personal income has been the growth rates in earnings (wages and salaries). Total earnings in Delaware rose 15 percent compared to 19 percent across the nation and as high as 30 percent in Texas. Consequently, over this time period the inflation-adjusted median earnings of Delaware workers has declined. And average inflation-adjusted income of Delaware households has dropped 7 percent, with the inflation-adjusted median household income falling by 9 percent.

Not surprisingly, total Delaware transfer payments (e.g., Social Security, Medicaid, Medicare, SSI, SNAP) jumped 32 percent compared to 23 percent across the U.S. The total number of Delawareans receiving SSI rose 53 percent and the number receiving food stamps nearly doubled (up 94 percent). - *Dr. John E. Stapleford, Principal*

DECON First Expects positive but slower job growth for the remainder of 2014 as the temp warehousing hiring tails off. The unemployment rate will stabilize. Slow



personal income growth will become a drag on residential construction and overall housing sales. Sustaining government transfer programs will require an increase in taxes.

DECON First uses economics to strengthen Delaware business. This is accomplished by providing accurate, objective, and relevant analysis of the economy of Delaware and southeastern Pennsylvania through consulting and retainer contracts.

DECON First helps identify potential customers, performs project feasibility analysis, estimates asset default risk, and provides 24/7 professional insights through the "virtual economist." Visit www.deconfirst.com for more information and direct questions to info@deconfirst.com

Employer conference coming in October

Delaware employers looking for a cost effective way to find workers, may want to check out the Delaware Department of Labor 11th Employer Conference set for Oct. 23 at the Chase Center on the River Front.

"We have worked closely with employers from all parts of the state," said Delaware Department of Labor Secretary, John J. McMahon Jr. "Our new system brings Delaware employers what they asked for, using the finest technology available today."

The new job seeker and employer services tools are not the only sessions available, McMahon said.

Sessions range from workers compensation to the latest changes in unemployment insurance and other topics, he said.

To find out more and register [CLICK HERE](#). 

(Video) Roundtable celebrates Brightfields solar project

(Video courtesy of WHYY Newsworks)

The Energy & Sustainability Leaders Roundtable marked its third year late last week by celebrating the completion of a 176-panel solar energy system installed at the Wilmington headquarters of BrightFields, Inc. [BrightFields](#) is an environmental consulting firm.

The Energy & Sustainability Leaders Roundtable is a membership-based forum created in June of 2012 to engage the business and development community in reducing members' energy use and minimizing their environmental and carbon footprints, according to a release.

BrightFields Chief Financial Officer Don Short, who also served as manager of the solar project, said the decision to install panels on the roof of their 15,000 square foot building in Wilmington's 7th Street Peninsula is consistent with the firm's environmental stewardship charter and grew out of the company's connection to the roundtable.



Short said BrightFields has already established a recycling program and an on-site vegetable garden, completed building improvements that have already reduced electricity consumption.

Andrea Kreiner, who coordinates the quarterly meetings of the Energy & Sustainability Leaders Roundtable, said BrightFields decision to invest in energy sustainability was encouraged by the business, development and government representatives of the roundtable. She said the group shares information about their respective

energy reduction achievements or their plans regarding the future sustainability of their facilities.

The solar panel system at BrightFields will replace about 25 percent of the company's current electric purchases and save about 137,000 pounds per year of carbon dioxide emissions. He said excess energy produced will be "sold back" to Delmarva Power as a credit through an Interconnection Agreement.

As a result of the Delaware Green Energy Grant, the Federal Tax Credit and SREC sales, the system should pay for itself in about six years, Short said. SRECs are Solar Renewable Energy Credits.

Partners on the BrightFields solar project included local businesses [KW Solar](#), [United Electric Supply](#), [Nickle Electrical Companies](#), and [Delmarva Power](#).

Other examples of energy and sustainability

Continued on next page

Brightfields turns to rooftop solar panels for energy savings

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initiatives by Roundtable members include:

AstraZeneca - The Wilmington Campus energy efficiency and conservation initiatives were numerous. Improvements included paper, plastics and metal recycling; building automation including stop/start optimization and reduced outside air during non-business hours; lighting controls including lighting occupancy sensors that moderate HVAC temperatures; variable-frequency drives utilized on HVAC and chilled water/hot water systems; planned induction lighting in parking garages; a renewable energy (solar) system and compostable cups in the cafeteria.

Barclaycard US, Wilmington - The company began an energy efficiency project in December of 2013 at its Dryrock Facility at 125 South West Street in Wilmington.

Results will include an education in both electricity and natural gas consumption at the site. Barclaycard will reduce its 28 percent in

Barclaycard's electricity consumption by 28 percent and natural gas consumption by 68 percent.

Barclaycard partnered with the Delaware Department of Natural Resources and Environmental Control on this project and was awarded a \$70,750 grant from the Delaware Energy Efficiency Investment Fund.

Seiberlich Trane - The energy services company associated with the heating and air conditioning manufacturer, worked with **WhiteOptics**, LLC, a provider of highly reflective, highly diffused white reflector products for LED and fluorescent lighting, in a custom lighting retrofit project for the entire IM Pei-designed building at 1105 N. Market Street in Wilmington.

The goal of the project was to reduce electricity consumption by more than 50 percent without compromising light levels.

WhiteOptics engineers designed a custom lighting reflector. With the addition of the custom built reflectors, Seiberlich Trane was then able to

remove two 32-watt fluorescent lamps from each fixture and replace them with only one 28-watt lamp.

That reduced electricity consumption by 56 percent at the landmark office building in downtown.



Lighthouse Cove development moves into 2nd phase

Dewey Beach Enterprises, developer and owner of the Lighthouse Cove Resort, has launched the expansion of the resort in Dewey Beach. The Lighthouse Cove expansion includes 18 new luxury bayside condominiums, as well as an interior parking garage to accommodate more on-site parking. The first level of the expanded parking deck will create 68 additional parking spaces for Lighthouse Cove operations.

Construction of this next phase begins immediately, with the new Lighthouse Cove condominiums expected for completion by Memorial Day 2015. “We are thrilled with our progress to date, and our expansion plans are the direct result of our success and the commitments we have honored,” said E. Thomas Harvey, DBE president.

The new bayside condominiums, are now being pre-sold and will feature pre-construction incentives to be announced in the near future. DBE enjoyed a strong first-year reception with The Residences at Lighthouse Cove penthouse condominiums. It took note of the following economic pluses for the project.



- Fourteen of the Oceanside Residences at Lighthouse Cove have already sold. The average purchase price was \$695,314, nearly double the market per square foot value, and setting a new price standard in the Dewey Beach market. Two Oceanside units remain for sale.


- During the 2014 season to date, 40 percent of all condominium sales in the local market were attributable to The Residences at Lighthouse Cove.

- DBE promised an estimated \$320,000 in total transfer tax revenue from the sale Oceanside condominiums, equally shared between Sussex County and the Town of Dewey Beach. Of the 12 penthouse units sold through July, total transfer taxes were \$240,000, of which \$120,000 went to



the Town of Dewey Beach. Additional revenue streams went to state, county, and local coffers.

- A supplemental permit fee of \$108,000 was paid to the Town of Dewey Beach for this next phase of construction. In 2012 DBE paid the Town of Dewey Beach \$480,000 for the shell permit for the entirety of the Lighthouse Cove resort structure.

The next phase of construction is expected to employ 150 persons from a variety of construction areas. Across the Lighthouse Cove resort, DBE further generated 83 full-time and seasonal jobs at the Hyatt Place Hotel; supported more than 100 full-time and seasonal jobs at the onsite Que Pasa and Lighthouse Restaurants; and created hundreds of construction jobs. 

Killian selected Entrepreneurial Woman of the Year

Janet Killian, president and founder of Gemini Janitorial Services, will be presented with the Entrepreneur Woman of the Year award by the [New Castle County Chamber of Commerce](#) at the 24th Annual Entrepreneurial & Business Women's EXPO on November 13th.

For the past 24 years, this award has been given to an outstanding business woman "to honor and celebrate a woman who represents entrepreneurial success and spirit, and who is an inspirational model for other entrepreneurial women," according to the Chamber.

The selected business must be one hundred percent woman owned, have operating longevity, substantial organizational structure, and documented success.

Janet has grown her business to more than 90 employees.

"It has taken hard work and perseverance,"

exclaimed Janet, "but if you believe in yourself, you can achieve anything."

Janet started her successful home cleaning business 30 years ago.

Sidelined with an injury, and working as an administrative assistant, Janet realized that while she personally could no longer do the cleaning, she could recruit and train people who could work for her.

Janet started Gemini Janitorial Services and focused on the commercial cleaning market, servicing business offices and completed construction projects. Building a reputation for quality, responsiveness and long-lasting



Janet Killian

relationships has helped Janet develop roots in the Delaware commercial cleaning market and amass a loyal and long-standing clientele.

"I think what makes us different is that we are a home based business. When a customer calls Gemini, they get Gemini," said Killian.

To learn more about Gemini Janitorial Services, log on to GeminiLLC.net.

Cox honored for community involvement

Wesley Cox, senior advisor with Sperry Van Ness – Miller Commercial Real Estate in Salisbury, Md. was awarded the Community Service Award during the Coastal Association of Realtors Annual Awards ceremony. The award recognizes lengthy civic activity. The Coastal Association of Realtors (CAR)

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Cox and Dulin honored for efforts

From previous page

supports more than 900 Realtors who serve Somerset, Wicomico and Worcester Counties, and CAR is the industry advocate for the real estate industry, the real estate professional and private property rights.



Cox

Cox regularly volunteers for numerous organizations, including the Christian Shelter, the Salvation Army, the Mission of Mercy, and the Chesapeake Housing Mission.

When asked about the award Wesley said, “I’m honored to represent the real estate industry as a community service advocate. The true reward however is not receiving a plaque, but seeing the positive effect we all can have and the faces of those that are impacted.”

As a 12 year veteran of commercial real estate, Cox specializes in the sale and lease of commercial investment property, industrial, retail, self-storage, office and land located on the Eastern Shore of Maryland and Southern Delaware.

Dulin wins Kent award from Boy Scouts

Ed Dulin, President/CEO, Independent Newsmedia Inc. USA will be honored as the Del-Mar-Va Council, Boy Scouts of America’s 2014 Kent Distinguished Citizen.



Dulin

Independent has newspapers, printing plants and news websites in Delmarva, Arizona and Florida. It’s flagship newspaper is the Delaware State News, Dover.

This year marks the 30th anniversary of this event, honoring people from Kent County.

The award will be presented on Wednesday, November 20 at Dover Downs Hotel and Convention Center.



Trending this week

Most viewed stories this week at DelawareBusinessDaily.com

1. [\(Photo gallery\) Cabela’s opens store near Christiana Mall](#)
2. [Five Below to move New Castle warehouse, 175 jobs, to site across the river](#)
3. [\(Updated\) Despite new exterior, no opening date has been set for Fuddruckers](#)
4. [\(Photo gallery\) duPont Hospital for Children celebrates upcoming opening](#)
5. [Lighthouse Cove releases details on successful first phase](#)
6. [\(Photo gallery\) Battle of the Bars fund-raiser](#)
7. [Christiana Mall area moves into the fast lane](#)
8. [M&T to pay \\$18.5M fine for Wilm. Trust’s failure to disclose bad real estate loans](#)
9. [\(Gallery\) Ribbon cut at Retreat luxury student housing complex](#)
10. [Cinemark to open 17-screen theater at Christiana Mall](#)
11. [DMV Airport Road site to close on Wednesday night](#)

New website for airport; Chicago service possible

New Castle Airport has rolled out a newly designed website at the Fly.ILg.com address as the airport saw a glimmer of hope on future service.

The website from the Delaware River and Bay Authority features a mobile friendly design that reflects the growing use of cell phones to access the web.

One of its featured images is a generic passenger jet, rather than a photo of a Frontier Airlines jet.

Airport manager Stephen Williams says that regardless of the first priority is to work with Frontier to build its service schedule.

As reported here and elsewhere, Frontier is trimming its schedule for the late fall and winter with the only flights out of New Castle going to Orlando and Tampa. Gone is the popular winter destination of Fort Meyers as well as Atlanta, Denver and Chicago.

The [News-Journal](#) did report that service to




Chicago will resume this summer, However, Frontier spokesman Todd Lehmacher stopped short of any promises. “As far as ILG – Chicago service for next summer, I would simply say that the possibility exists for a return in summer 2015 but nothing has been finalized at this time,”

In the meantime, Frontier’s beefed up management team has been been tweaking its

schedule. New owner Indigo Partners has brought in veterans from ultra-low fare carriers Spirit and Allegiant who reviewed routes and cut service from New Castle beginning in the fall. Williams says he has not heard from Frontier since the major schedule changes took place.

There were a few clues coming from Bill Franke, who heads Indigo. Franke told the [Denver Business Journal](#) that the airline is not ruling out serving smaller cities. Franke also noted that Frontier will begin receiving 80 new aircraft, beginning in 2016.

Williams also took note of the future deliveries as a reason for hope in seeing more flights from Delaware.

While service from the other Delaware Valley Airport at Trenton/Mercer County has been beefed up, the emphasis seems to be on large airports where the carrier sees openings caused by high air fares. One example came with the launch of a route between Houston and San Francisco. 

(Gallery) Kraft Foods Dover celebrates 50th anniversary

The Kraft Foods manufacturing site in Dover celebrated its 50th anniversary last week with an event for employees and local officials. [Click here](#) for online photo gallery.

The facility makes Stove Top stuffing, Jell-O dry packaged puddings and gelatins, Shake 'N Bake coating mix, and Kool-Aid, Tang, Country Time and Crystal Light drink mixes. The company (formerly General Foods) started construction of the plant in 1962 and opened operations in 1964.

The plant recently received production that had been done in Mexico and at the event broke ground on a new employee meeting and training pavilion.

“We are thrilled to be celebrating this milestone,” said Justin Cressler, plant manager of the Kraft Dover facility. “It’s a privilege to be part of this terrific community and to be making products here in Dover that are a part of consumers’ lives every day. Our plant associates are key to our success and we’re proud to have a 50-year employee on hand to help us mark this special occasion.” Kraft employee Delores Hendricks, a packaging machine operator, was earlier honored by the entire plant, the week she celebrated her 50th anniversary of working at the site.



Plant anniversary

At top, Kraft Plant Manager Justin Cressler (left) with 50-year employee Delores Hendricks and Kraft Vice President Steve Yucknut break ground for an employee meeting and training pavilion. At top right, a view of the Dover Kraft Foods plant. At bottom right Kraft’s Justin Cressler and Food Bank of Delaware employees – standing in front of the Mobile Food Pantry that the Kraft Foundation donated to the Food Bank.

“Our Dover manufacturing facility has done outstanding work through its history,” said Steve Yucknut, a Kraft vice president. “Today, the Dover site is incorporating Integrated Lean Six Sigma practices into its processes. As a result, our employees here are transforming how they work to build their capabilities so they can achieve zero waste and zero defects.” Continuing to innovate



and incorporate industry best practices will help the Dover site remain a key local manufacturer and employer. Kraft estimates that its local economic impact is at least \$45 million annually, including payroll, utilities, taxes and local goods and services. Kraft-Dover and its approximately 550 employees

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KRAFT: From previous page



also give time, money and products to numerous local organizations. At the anniversary event, Cressler announced that Food Bank of Delaware would be the recipient of a month-long food drive

by employees, and also receive products made at the facility for the Food Bank's Backpack Program.

In 2013, the Kraft Foods Foundation donated a Kraft Mobile Food Pantry to the Food Bank of Delaware. The Kraft Foods Group Foundation also provided \$30,000 in grants to the Food Bank in 2013-2014. The Dover facility and its employees also support the Special Olympics, African American Festival, Big Brothers & Big Sisters, and American Heart Walk.

Members of the not-for-profit Kent-Sussex Industries (KSI) also joined the site celebration. KSI provides rehabilitation and employment services to those who need specialized assistance to find and maintain employment. Kraft and KSI have partnered for eight years and KSI associates perform salvage rework at Kraft-Dover. Other attendees at the event included elected and government officials and staff, members of industry organizations, and representatives from the Food and Commercial Workers Union and the Teamsters Union. 

Internet company graduating from Chamber Emerging Enterprise Center

We Simplify the Internet (WSI) powered by AIS, Inc will be graduating from the Emerging Enterprise Center.



After four years of support from the Emerging Enterprise **Doyle** Center program, WSI will be relocating into a 900 square foot office space off of Maryland Avenue in Wilmington.

Matt Doyle, president and CEO of WSI, has completed the incubator development program and grown a sustainable business model that has prepared him to branch out on his own."

"The incubator programs helps you focus on doing all the things you are good at and finding the correct resources when you need help," Doyle said. "When I launched my digital marketing franchise four years ago, I was a very green entrepreneur. I had been working in the corporate world for almost 20 years. I had no idea the

number of hats an entrepreneur actually has to wear."

Doyle added, "Frank DeSantis, program director of the EEC, has been a key component in helping me put the correct processes in place in order to succeed in this industry."

We Simplify the Internet is a global Digital Marketing Franchise headquartered in Toronto, Canada. They have over 1,000 franchises around the globe. WSI powered by AIS, Inc is a locally owned and operated Digital Marketing firm based in Delaware. They now employ two full-time staff members and many primary vendors are used to fulfill their services.

The Emerging Enterprise Center, a New Castle County Chamber of Commerce Initiative, is a small business incubator. It is designed to provide businesses with a comprehensive program of support, advice and access to resources,. The goal is to grow business, develop business skills and graduate with a sustainable business.



Philly Fed chief Plosser to retire in 2015

Charles Plosser, the influential president of the [Federal Reserve Bank of Philadelphia](#), will retire, effective March 1, 2015. Plosser has served as the 10th president of the Philadelphia Fed since August 1, 2006.



Plosser

“For more than eight years, I have had the honor to work alongside many talented colleagues here at our bank and throughout the Federal Reserve System during an extraordinary period in this nation’s economic history. After more than three decades of economic research and teaching, this has been a unique opportunity and privilege to serve the nation,” said Plosser.

“Charles Plosser has been an insightful and dedicated leader and colleague in the Federal Reserve System,” said Federal Reserve Chair Janet Yellen. “I am particularly grateful for his vital contributions to the work of the subcommittee on

communications. My colleagues and I will miss his keen insights, deep analysis, and good humor.”

Under Plosser, the bank had been more visible in assessing the condition of the Delaware economy. At one point, a team fanned out over the state to assess conditions. Their findings seemed to show that the state was in [better shape than some critics had claimed](#).

Plosser has served on the open market committee of the Federal Reserve, which sets monetary policy. His speeches that includes an annual economic forecast sponsored by the University of Delaware and the Lyons insurance brokerage firm, attracted financial journalists looking for clues on Fed policy.

Plosser was a monetary “hawk” who pushed to wind down the purchase of securities by the Federal Reserve as a way to shore up a fragile economy in the nation. Recent reports have shown a more vibrant economy after a tough winter.

Of late, the Fed has been reducing its purchases. The former professor has been concerned about the purchases leading to future inflation.

A search committee will look at a group of candidates from inside and outside the Federal Reserve System, according to a Philadelphia Fed release.

The bank’s territory includes portions of Pennsylvania, New Jersey and the entire state of Delaware.

Securis gains Delaware data destruction permit

[Securis](#), an IT asset auditing, recycling and data destruction services, finalized their operating permit with the state of Delaware.

The permit gives Securis Delaware full operational status to shred and degauss hard drives

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business bulletin update

YOUR WEEKLY ELECTRONIC BUSINESS JOURNAL

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both on site at customer facilities and off site at its New Castle location.

Additionally, the permit provides the organization with full e-waste recycling capabilities. Securis Delaware now has

the only facility approved by the Delaware Department of Natural Resources and Environmental Control (DNREC) for both data destruction and e-waste recycling currently operating in the state.

“We’re extremely pleased to be able to offer both data destruction and recycling services to Delaware corporations and agencies,” said Delaware franchise owner Gregory Haslinsky. “Properly destroying the data left on retired IT assets before disposing of it is critical in order to avoid an expensive, and embarrassing, data breach.”

Over the last decade, Securis has performed IT asset and data destruction services – both on site and off site – for hundreds of organizations throughout the east coast, from government agencies and contractors to financial services and health care firms to data centers, IT companies and professional service firms.

Securis’ comprehensive services include electronic media shredding and degaussing, zero-waste and zero-landfill electronics recycling processes, and

IT asset auditing and reporting. From its facility in New Castle, Securis serves clients in all three counties.

Blood bank makes plea after bus accident

[Blood Bank of Delmarva](#) is in immediate need of Type O Negative blood

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September 17
Deerfield Golf Club, Newark

TECHNOLOGY FORUM of Delaware

Drone Technology

[Click here](#)
to register

The advertisement features a dark blue background with several yellow and blue hexagons. A central blue hexagon contains the text 'TECHNOLOGY FORUM of Delaware'. To the left, a smaller hexagon shows a white drone on a tarmac. Below the main title, the text 'Drone Technology' is displayed. In the bottom right corner, there is a red button with the text 'Click here' and 'to register' below it.

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and Type AB platelet donors. As the result of a tour bus crash on Sunday, the blood and platelet supply of local hospitals has been significantly impacted as numerous victims of this crash are being treated at various hospitals. [Click here](#) for crash story.

“Because it is universal, the O Negative blood type is always in high demand in our local hospitals. It can be safely transfused to any patient in a trauma or emergency situation,” said Michael Waite, Blood Bank of Delmarva director of Marketing and Community Relations. “In addition, platelets are always needed due to their short shelf life. Due to this horrific accident, demand on our supplies to treat these patients is very high, which is why we are appealing to dedicated donors in the community, as well as to new donors, who may be able to help us. We urge anyone who can to schedule an appointment. Walk-in donors are also encouraged and will be accommodated. While O Negative blood and AB platelets are our most immediate need, all types are welcome and will help us replenish our local supplies.”

Wilmington, Newark, Dover and Salisbury, Md. - as well as more than 30 regularly scheduled mobile locations. Appointments are recommended, but walk-ins are also welcome at the centers. The nonprofit organization needs 350 donors a day to meet the needs of the hospitals in the Delmarva region and ensure that more than 20,000 patients a year receive needed blood transfusions.

For more information or to schedule an appointment, [visit www.DelmarvaBlood.org](http://www.DelmarvaBlood.org), call 1 888 8-BLOOD-8 or download the free app on your iPhone or Android.

Dollar general to mark opening of Townsend store

Dollar General will celebrate the opening of its new location at 101 Main Street in Townsend on Saturday, September 27, at 8 a.m. with free prizes and special deals. Dollar General will offer Townsend residents a convenient new place to shop for everyday essential at low prices.

Additionally, the first 50 adult shoppers at the store will receive a \$10 Dollar General gift card and

the first 200 shoppers will receive a Dollar General tote bag, among other giveaways.

“Dollar General is committed to delivering a pleasant shopping experience that includes a convenient location, a wide assortment of merchandise and great prices on quality products,” said Dan Nieser, Dollar General’s senior vice president of real estate and store development. “We hope our Townsend customers will enjoy shopping at Dollar General’s new location.”

Dollar General stores offer national name brands and private brands of food, housewares, seasonal items, cleaning supplies, basic apparel and health/beauty products. The store’s fresh layout is designed to make shopping simple for customers, according to a release.

Seasonal products are displayed in the center of the store, departments are easily recognizable with visible signage and coolers are located at the front of the store. Dollar General stores employ six to 10 people.

Record backpack drive; Burger battle raises \$10,000



Fox & Roach Charities President Kassie Erb is delivering the backpacks to West End Neighborhood House.

Another drive by Berkshire Hathaway HomeServices Fox & Roach, Realtors and The Trident Group has resulted in 3,420 backpacks.

That is a 13.5 percent increase from 2013. Delaware Offices donated 145 backpacks, a 24 percent increase from last year.

Since 2006 we have collected 12,400 backpacks and supplies for homeless/foster care children in the tri-state. In 2013, the company set a new record of more than 3,000 backpacks donated, an increase of 84 percent.

“Every year we break last year’s record,” said Gerard Griesser, president of Trident, “which is a testament to the generosity and caring of our BHHS Fox & Roach/Trident sales associates, employees executives, families, friends and clients.” president of Fox & Roach Charities Kassie Erb added, “With so many families living below the poverty level, our annual backpack drive has become an important and gratifying project for our company. This year we helped almost 3500 students attend their first day of school with pride and confidence as they carry their new backpacks.”



The Ministry of Caring’s Emmanuel Dining Room received a check for \$10,000, proceeds from the 2014 Delaware Burger Battle. Pictured left to right: Carol Tedesco, Twin Lakes Brewing Co. CFO; Br. Miguel Ramirez, OFM Cap., Emmanuel Dining Room program director; Thomas Abel, Delaware Burger Battle organizer; JulieAnne S. Cross, Burger Battle founder; Matt Sullivan, Burger Battle publicity chair; Priscilla Rakestraw, Ministry of Caring development director; Sam Hobbs, Twin Lakes Brewing Co. CEO.

Tabletop networking at the Chase Center

The Delaware State Chamber and The Better Business Bureau of Delaware held the Annual Joint Tabletop Networking Mixer, presented by Horizon Services, at the Chase Center on the Riverfront.

The event featured more than 130 exhibitors and drew hundreds of people to the Chase Center on the first night of autumn. While the goal was to gain customers and contacts, the event also proved to be a time to catch up with friends and associates one might not have seen in months or years. [CLICK HERE](#) for the online photo gallery.



Education focus of September Bio Breakfast

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

[Delaware Bio](#) took a look at education at its breakfast event last week.

Roger Coffin, associate director, corporate outreach for the [Alfred Lerner College of Business & Economics](#) at the University of Delaware, updated an overflow crowd in attendance at the event on new programs. The event was held at the Delaware Biotechnology Institute in Newark.

Lerner, according to Coffin, is in the forefront of work in using and interpreting big data that now flows into companies.

The college, one of the largest at UD with 3,000 students is now offering a doctorate in big data and analytics in finance and banking.

Coffin also took note of interdisciplinary efforts with the College of Engineering an expansion of Purnell Hall, home of the college and changes to its MBA program.

Two charter schools were also discussed. Judy Coffield, outlined plans for an [Early College High School](#) in Dover that would operate under



the sponsorship of Delaware State University. The early college model has been successful nationwide in getting the first generation of students to enter and graduate from college. The college graduate rate among early college alumni is 87 percent, Coffield said.

Marian Young, board member for the [Delaware STEM Academy](#), said the proposed charter high school in the New Castle area will focus on "project-based learning" with students working in teams. Young said the



Shown in top photo is Katie Lafosky. Shown in above photo is Marian Young.

approach matches model employed by the private sector. Young is a principal in BrightFields, a Wilmington-based environmental services company.

The academy is currently raising a half million dollars in start-up funds. If that effort is successful, the high school will open in fall 2015.

Another speaker, Katie Lakofsky, [BioGENEius](#) coordinator for the Delaware Biotechnology Institute, outlined the program that is part of a national competition. The Delaware program is held in conjunction with science fairs for students in grades nine through 12.

Rob Epps, who heads Junior Achievement of Delaware, discussed the [JA It's My Future](#) program for middle school students. The program held in classrooms, offers students information about preparing for the working world, including careers and job-hunting tools.

Delaware Bio, a trade association representing science-based companies, holds the breakfasts throughout the year on a variety of science-based topics. For further information, [click here](#).

Nemours celebrates opening of new children's hospital



([Click here](#) for full photo gallery)

The final touches are being put on a new [Nemours/Alfred I. duPont Hospital for Children](#) that includes a five-story atrium and patient rooms designed with the input of parents of young patients.

The event featured remarks by hospital officials as well as board member Terri Kelly, CEO of W.L. Gore and Associates, a Newark-based manufacturer that employs thousands of people in the region.


Kelly, who took a board post at about the time she became Gore's chief executive, said the expansion is good news for parents, children and even industry in the region. The state-of-the-art facilities are a drawing card in recruiting associates to Gore and other companies., she said.

Another speaker was Dr. Jen Arnold,

a neonatologist who works with ill babies and is best known for her role in the reality TV show, *The Little Couple*, on TLC. Arnold praised the work of Nemours in children's health. She also credited high quality pediatric care with helping to set the stage for her successes. Arnold was greeted by many well-wishers after the ceremony ended.

Nemours CEO David Bailey said that thanks to local contributions and the Nemours foundation, the hospital will open with no debt burden.

The hospital grew out of the interest of Alfred I. duPont, one of the key forces behind modern-day DuPont and his widow. Alfred split off from his family and went on to build his considerable fortune in Florida with holdings that ranged from forests to railroads.

Nemours now has children's hospitals and health care systems in Delaware and Florida. 



Clockwise from top: Dr. Jen Arnold, Gore CEO Terri Kelly; a children's chorus and the atrium entrance at the hospital.

Domaine Hudson takes a moment to mark anniversary

[Click here for more photos](#)

Drs. **Mike and Beth Ross** took time out last week to mark the third anniversary of [Domaine Hudson](#) in Wilmington.

The couple, both veterinarians, bought the Wilmington restaurant in 2011 from Tom and Meg Hudson. The establishment is near the Christiana Care Wilmington Campus and the \$200 million renovation and expansion project did not always make parking easy as utility and other work took a toll.

But that might have been one of the minor challenges the couple experienced. Along the way, they have coped with staff turnover and other challenges that come with a business that operates on low margins.

The high profile of Domaine Hudson in dining circles sometimes led to those changes being in the news.

At the reception Mike Ross says that the restaurant, best known for its selection of wines, is now running on all cylinders, with guests offering the same feedback.

Ross credits talented chefs and veteran staffers with creating a good environment for diners. Domaine Hudson never altered its focus on good



Mike and Beth Ross make brief remarks in marking the third anniversary of Domaine Hudson.

wine, but has also worked to build a reputation for its food.

Joining a year ago as Chef d’Cuisine was Dwain Kalup, who brought a seasonally influenced menu. Also a key player is Sommelier/Restaurant Manager Roger Surpin, who has held many jobs at the restaurant has been a big plus.

Beth Ross says she is proud of Domaine Hudson’s wait staff, led by Maitre d’ Javier Matamoros, a long-time friend of the couple. At the reception, Matamoros popped in to tell those in attendance

about the care that went into the making of the selections of meat and sausage appetizers on hand.

Known for its wine list, which includes small production wines, old favorites and rare specialties in all price ranges, Domaine Hudson is a winner of the Wine Spectator Restaurant Award.

A recent addition is Sous Chef Brent Chellew, a native of New Castle who held down an executive chef at a private club in Jupiter, Fla. before coming to Domaine Hudson.

With the kitchen in solid hands, the front of the house operating smoothly, interior renovations long completed and a new sous chef, Mike and Beth say they are turning their attention to fine tuning the overall dining experience.

Looking at those assembled for the reception, Mike Ross said he was pleased to see so many regulars who represented a cross section of area residents and not necessarily high profile personalities.

Keeping those patrons is an accomplishment in a market sometimes known for fickle diners looking for the latest hot dining spot. - *Doug Rainey.*

Forsythe named to Chesapeake board

Chesapeake Utilities Corporation, Dover announced that **Dr. Ronald G. Forsythe Jr.**, president of Quality Health Strategies was appointed to its Board of Directors effective November 1.



Forsythe

“We welcome the addition of Ron to our Board,” said Ralph J. Adkins, chairman of Chesapeake’s Board of Directors. “Beyond his strong relationships across the Delmarva Peninsula, he also brings expertise in many different areas, including strategic and tactical planning, information technology, engineering, renewable energy, economic and workforce development and health care, all of which are beneficial as the Company continues to execute its strategic plan.”

In his current role at QHS, Forsythe strives to create solutions to transform health. His teams engage healthcare related organizations in the areas of population health, quality improvement, utilization management, health plan quality review,

patient safety, and the detection and prevention of medical fraud, waste and abuse. QHS’s services include oversight and education on government sponsored healthcare programs, fraud investigations, health plan quality review, data mining, predictive modeling, medical review and compliance audits, call center management and quality improvement program design and implementation. These solutions improve system performance, create value for institutions and improve healthcare for individuals and communities.

Prior to QHS and during his tenure at UMES, Forsythe established new academic programs, expanded research capabilities, supported innovations in renewable energy and pioneered efforts to make the UMES campus and lower Eastern Shore more eco friendly in its use of energy.

Currently, Forsythe is on the Regional Advisory Board of the Branch Banking and Trust Company, a U.S. financial services holding company.

He is also on the Board of Directors of the Peninsula Regional Medical Center Foundation, which focuses on capital investments, fund

raising, and support of educational programs and community health and wellness initiatives.

Forsythe earned a Bachelor of Science degree in Chemical Engineering from the University of Delaware and master’s and doctoral degrees in Chemical Engineering from the University of Maryland College Park. A long-time resident of the Delmarva Peninsula, he resides in Salisbury, Maryland with his family.

McMullen to head Agilent

Agilent Technologies Inc. announced that University of Delaware grad **Mike McMullen**, senior vice president, Agilent, and president of the company’s Chemical Analysis Group (CAG), will succeed William (Bill) Sullivan as CEO on March 18, 2015. Sullivan will remain as an advisor through the end of the company’s fiscal year, Oct. 31, 2015, when he will retire.



McMullen

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Agilent is based in California. McMullen worked in the Delaware Valley area. The company has a site near Wilmington.

As a first step in the transition, Agilent's board of directors has appointed McMullen president and chief operating officer, effective immediately.

"This transition is the culmination of our succession planning, and comes at a time of strength as Agilent begins to deliver the shareholder benefits of the recent spinoff of its electronic measurement business," said James Cullen, chairman of Agilent's board of directors. "Bill has been an excellent CEO, providing strong leadership in evolving Agilent's portfolio from diversified technology to its current focus on life sciences, diagnostics and applied markets. He has exceptional vision and an extraordinary drive to achieve outstanding results."

"Mike has the depth of experience, market knowledge and inspiring leadership style that will make him an outstanding CEO," Sullivan added.

"It is a great opportunity to further leverage the skills of an Agilent executive with an exceptional track record."

McMullen, 53, has been senior vice president, Agilent, and president of the company's CAG since 2009.

As president and COO, McMullen will be responsible for the company's businesses, CAG and Life Sciences and Diagnostics Group, Order Fulfillment and the newly formed Agilent CrossLab Group, as well as the global organization that houses IT, workplace services, global sourcing and logistics.

McMullen joined Hewlett-Packard Co. in 1984 as a financial analyst in the Analytical Products Group. Since then he has served in various senior management positions. As president of Agilent's Chemical Analysis business, he was responsible for company-wide organizations in the chemical and energy, food and environmental markets, as well as the services and consumables business for CAG and Life



Nelson

Nelson named marketing chief

Pennoni announced that **Pamela J. Nelson** has joined the firm as the director of marketing. Nelson has more than 30 years of marketing experience including 15 years with engineering, environmental, and natural resource consulting firms.

Her background includes developing marketing processes, overseeing business development programs, implementing online and offline marketing campaigns, managing events, branding, and administering Customer Relationship Management (CRM) databases.

Nelson will be based in the firm's West Chester office and report to the firm's senior vice president and director of strategic growth, Joe Viscuso.

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“As Pennoni enters its 50th year, we are looking to rebrand our company, expand geographically, and add to our complement of services...all while maintaining our high level of client service,” said Viscuso. “Pam will direct the marketing initiatives that take our brand into its next phase. Her breadth of experience and knowledge of several industries will bring a new perspective to the way we market ourselves. We’re extremely happy that she’s onboard.”

Surgeon joins Bayhealth

Bayhealth Orthopaedics, with offices in Dover, Milford and Smyrna, is pleased to welcome orthopaedic surgeon **Gregory A. Daut**, MD. The practice is now accepting new patients.

The practice is part of the Bayhealth Medical Group, a partnership of physicians, their clinical staff, and an administrative support team that operates practices throughout central and southern Delaware.

“We are excited that Dr. Daut has joined our practice,” said Trinity Pilkington, MD, also of Bayhealth Orthopaedics. “With the addition of

Dr. Daut, we are responding to the growing need for advanced orthopaedic care in our area.” The practice also includes Drs. Eileen Crawford, Johnathan Kates, Gabriel Lewullis, Trinity Pilkington, and D. Ishu Singh.

Daut earned his medical degree from Case Western Reserve University in Cleveland, Ohio, and completed an orthopaedic surgical residency at UPMC Hamot and Shriners’ Hospital in Erie, Pa. He continued his orthopaedic training, specializing in orthopaedic trauma at Wake Forest School of Medicine in Winston-Salem, NC.

In addition to providing expertise in complex trauma cases, Daut is proficient at performing hip and knee joint replacements and post traumatic arthritic joint replacements. He will also serve the general orthopaedic population.

A former collegiate rugby athlete, Dr. Daut played for his undergraduate alma mater Duke University.



New medical examiner named

Lewis D. Schiliro, Secretary of Safety and Homeland Security, announced the appointment of **Dr. Gary L. Collins** as Delaware’s Chief Medical Examiner.

Collins will oversee the many forensic and pathology testing functions performed by the Division of Forensic Science (DFS).

“Working to get the new Division of Forensic Science fully operationally is a top priority,” said Gov. Jack Markell. “Because Dr. Collins has worked extensively in the field of forensic science, he brings a wealth of experience and knowledge to our State at a time when it is needed most. He stands ready to help us meet the challenges ahead as the Division moves forward with its transition.”

Collins, who is currently serving as a Deputy Chief Medical Examiner for the City of Philadelphia, has performed thousands of autopsies certifying the manner and cause of death in more than 4,000 cases. As second in command for the past two years, he has supervised the operations of the Medical Examiner’s

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Officer while collaborating with other staff overseeing the forensic investigators and autopsy technicians as well as clerical staff.

“Dr. Collins comes to Delaware, having served for over seven years in the Philadelphia Medical Examiner’s Office including two years as Deputy Chief Medical Examiner, with forensic, pathology and court experience. He is sure to provide a fresh perspective to the position and will help us reinvigorate this new Division of Forensic Science,” Schiliro said.

While employed in a large urban setting such as Philadelphia with several major medical training centers and pediatric hospitals, Dr. Collins gained experience in a variety of forensic, medical, and public health-related cases and formed valuable professional relationships with medical faculty at the various institutions.

Collins, a graduate of the University of West Indies,

completed his pathology residency at the University of South Florida and his forensic pathology residency at the Drexel University College of Medicine.

He is also board certified in anatomic and clinical pathology and forensic pathology.

Dr. Collins fills a vacancy created by the dismissal of Dr. Richard Callery in July.

Modey promoted at Master, Sidlow

The Certified Public Accounting and Consulting firm of Master, Sidlow & Associates, P.A. announced the promotion of **Sejal P. Mody** to Supervisor. Sejal joined Master, Sidlow & Associates, P.A.

She is a graduate of the University of Delaware where she earned a Bachelor of Science degree in Accounting. Sejal provides tax and accounting services for individuals and closely held businesses.

Master, Sidlow & Associates, P.A. is a regional certified public accounting and consulting firm serving businesses primarily in Delaware, Pennsylvania, and New Jersey. The firm provides accounting and auditing, tax, financial planning,


and business valuation services. The firm also provides technology solutions through its subsidiary, Intellitec Solutions, LLC.

Adolescent Program names board officers

The Delaware Adolescent Program, Inc. (DAPI) announced new board officers for the 2014-2015 year.

Returning officers include **Stacey Schiller** of Stacey Ink, **Aron Meeks** of UPS, **Ellyn Moore** of State Farm Insurance, **Jill DiSciullo** of Morris James, and **Mark Brindle** of M&T Bank.

The Delaware Adolescent Program is the only comprehensive educational program in Delaware for pregnant and parenting teens combining education, social services, healthcare and childcare in one nurturing setting.

The program works to ensure that no child is alone in facing teen pregnancy and that not one child thinks her dreams are over or her productivity is halted because of one mistake. 

business bulletin business licenses

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

Repairperson

GREENLY ANNE M TWISTED ILLUSIONZ HYDROGRAPHICS 2470 LITTLE MASTENS CORNER RD FELTON, DE 19943-3906

HANDLIN HELEN

K HANDYMANPUNCH 4 BAYBREEZE RD REHOBOTH BCH, DE 19971-1029

HASSETT MILDRED ABRA CLEAN 18847 HARBESON RD HARBESON, DE 19951-2818

Services

GREENSPRING AGRONOMICS 218 N NEW ST SMYRNA, DE 19977-1134

GRIFFIN TASHANDA GRIFFINS CLEANING 603 E1 COLEMAN DR MILLSBORO, DE 19966

GROUND PROS CO 504 N DUPONT RD WILMINGTON, DE 19804-1214

GUARDIAN ANGEL 1608 BARNABY ST NEWARK, DE 19702-1512

H&B SERVICES LLC 4027 CLAY PL NE WASHINGTON, DC 20019-3340

HAMP PROPERTY

MANAGEMENT 606 WITHERS CT WILMINGTON, DE 19810-2270

BRYAN HAMPTON MASSAGE 110 N POPLAR ST WILMINGTON, DE 19801-3924

HANEY BETH A POLISH MAIDS 6 PHILIP CT NEWARK, DE 19711-5681

HANNON KYLE P 3357 PIERSON DR

WILMINGTON, DE 19810-3335

HARMON CRYSTAL 22008 PERC HERON WAY LINCOLN, DE 19960

HARMONY YOGA THERAPY 2205 AROSA LN WILMINGTON, DE 19810-3915

HAVELOW HOME 204 BUCKINGHAM CT TOWNSEND, DE 19734-9676

HEALTHY MINDS OF DELAWARE LLC 20466 CEDAR BEACH RD MILFORD, DE 19963-4260

HEATHER KRAFT 33094 MAIN ST DAGSBORO, DE 19939-3807

HEAVENLYTOUCH MASSAGE & WELLNESS LLC 101 N MAIN ST SMYRNA, DE 19977-1112

HENRICE MIRLENE 2008 GREENTOP RD LINCOLN, DE 19960

HENS HELPING HAND 22179 SHOCKLEY RD MILFORD, DE 19963-4347

HITCHENS CATHY 23043 RUM BRIDGE RD GEORGETOWN, DE 19947-45

Direct care worker

GUAVA FRANCHISE INC 407 VALLEY BROOK DR HOCKESSIN, DE 19707-9113

Retail food

GUZZY-Q COMP BBQ AND CATERING 251 VINCENT CIR MIDDLETOWN, DE 19709-3025

Bottle recycle fee

GUZZY-Q COMP BBQ AND CATERING

Retailer

GYPSY TEAL 123 GARFIELD

PKWY BETHANY BEACH, DE 19930-7706

H I S APPARREL 2405 JESSUP ST WILMINGTON, DE 19802-4323

H2 ARMAMENT LLC 102 SILVERSIDE RD WILMINGTON, DE 19809-1728

HANDLIN HELEN K NATURAL HEALING SOLUTIONS 120 HONORA DRIVE CARAVEL WOODS BEAR, DE 19701

HANSEN HELLY TANGER OUTLETS 36470 E SEASIDE OUTLET DR STE # 1630 REHOBOTH BCH, DE 19971

HAUGHTON SOLOMON

H HAUGHTON ENTERPRISES 4060 N DUPONT HWY STE 1 NEW CASTLE, DE 19720-6325

HAYWOOD COURTNEY AVENUE HILL BOUTIQUE 112 LIBORIO DR MIDDLETOWN, DE 19709-3104

HAUSER AMBER J 36 JULIE LN NEWARK, DE 19711-2671

HEALTH FIRST NUTRITION LLC 1 DERBYSHIRE WAY WILMINGTON, DE 19807-2575

HENNESSEY SUSAN COUNTRY BY HENNESSEY 12970 SEASHORE HWY GEORGETOWN, DE 19947-4302

HILL ZANETA SCHOOL OF SHOES 719 UNION CHURCH RD TOWNSEND, DE 19734-9120

HIS & HER'S CONSIGNMENT SHOP 475 BARRISTER PL DOVER, DE 19901-4710

Contractor

H T LYONS INC 7165 AMBASSADOR DR ALLENTOWN, PA 18106-9255

H2 ARMAMENT LLC 102 SILVERSIDE RD WILMINGTON, DE 19809-1728

HALL RICHARD JIFFY GARAGE DOORS LLC 115 E FRANKLIN AVE NEW CASTLE, DE 19720-3309

HARRIS PRESERVATION LLC 26876 SEAFORD RD SEAFORD, DE 19973-5939

HAWKINS STEFAN A 215 KESSELRING AVE DOVER, DE 19904-4828

HEATH AND SON APPLIANCES LLC 86 ANGIE DR FELTON, DE 19943-6136

HEDIN SUAZO HEDIN M HERNANDEZ SUAZO 14380 OWENS RD GREENWOOD, DE 19950-5628

HERMENEGILDO PEREZ CABRERA 8152 CALHOUN RD MILFORD, DE 19963-3607

HERNANDEZ CARLOS HERNANDEZ SIDING 138 STAMM BLVD NEW CASTLE, DE 19720-2021

HERNANDEZ OLIVARES CARLOS GREEN PLANET LANDSCAPE 130 HICKORY TREE CIR NEWARK, DE 19702-3603

HEWETT CONTRACTING LLC 17293 KING PHILLIP WAY UNIT 16 LEWES, DE 19958-3720

HGC GROUP CORP 96 SMYRNA AVE CLAYTON, DE 19938-7743

HI-LITE AIRFIELD SERVICES, LLC 18249 HI-LITE DRIVE ADAMS CENTER, NY 13606

HICKSON ANDRE T JAN-PRO 834 N PINE ST WILMINGTON, DE 198014236

Beautician

HAIR CENTRAL SALON, INC 205 W 7TH ST WILMINGTON, DE 19801-2238

Mover

HARBOR SEAFOOD LLC 504 BRIDGEVILLE HWY SEAFORD, DE 19973-1522

Taxi/bus operator

HARRISON GLOBAL LLC DBA BOSTONCOACH 50 W POWHATTAN AVE ESSINGTON, PA 19029-1220

Motor vehicle dealer

HAVELL JOSEPH HAVELL MOTORS 411 WOODCHUCK PL BEAR, DE 19701-2738

Distributor personal services

HEALTHY INDULGENCE HEALTHY NUTRITION 100 S MAIN ST STE 102 SMYRNA, DE 19977-1478

Counselor

HEART SONG COUNSELING & CONSULTING 2644 KIRKWOOD HWY STE 320 NEWARK, DE 19711-7268

Tobacco products retailer

HIKARA INC LIQUOR DEPOT 1010 FORREST AVE DOVER, DE 19904-3307

Wholesaler

HITACHI ALOKA MEDICAL AMERICA 10 FAIRFIELD BLVD WALLINGFORD, CT 06492-5903

Restaurant

HITCHENS MYRA A MR SWIRL 918 PADDOCK RD SMYRNA, DE 19977-9616