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## This week



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*From DECON First*

# JOB GAINS BEGIN TO TRICKLE DOWN TO REST OF ECONOMY

**T**he job surge from Delaware businesses continues and some of the benefits are beginning to trickle down to the rest of the state's economy. The net annual gain in total 12 month moving average employment is nearly 9,000, for a growth rate of 2 percent. This leaves the state 8,700 jobs below the pre-recession peak, meaning that should the 2 percent pace continue, total employment in Delaware will finally recover by early 2015.

Over the past 12 months, Delaware's unemployment rate has dropped from 6.8 percent to 5.9 percent as the number of employed residents has risen by 6,700 and the state's labor



force is up by 2,900 persons. Delaware's unemployment rate is well below New Jersey, and slightly higher than Pennsylvania and Maryland (both 5.6 percent). The state's labor force participation rate is beginning to stabilize, although remains at a historical low due to persons who have stopped looking for work. Today, 26,500 Delawareans are unemployed with an additional 29,000 discouraged or marginally attached workers for a 12.6 percent adjusted unemployment rate.

As shown in the chart on the next page, the primary Delaware job growth industry continues to be professional and business services. However **Continued on next page**

# New lower paying jobs reduce state's average wage

## From previous page

the bulk of the gain is concentrated in temporary help services (primarily the new Amazon warehouse in Middletown) which has led to a drop in the industry's average wage in the state. And the net flow of wages from the higher skill jobs (computer system design and scientific research) is to workers who reside outside of Delaware.

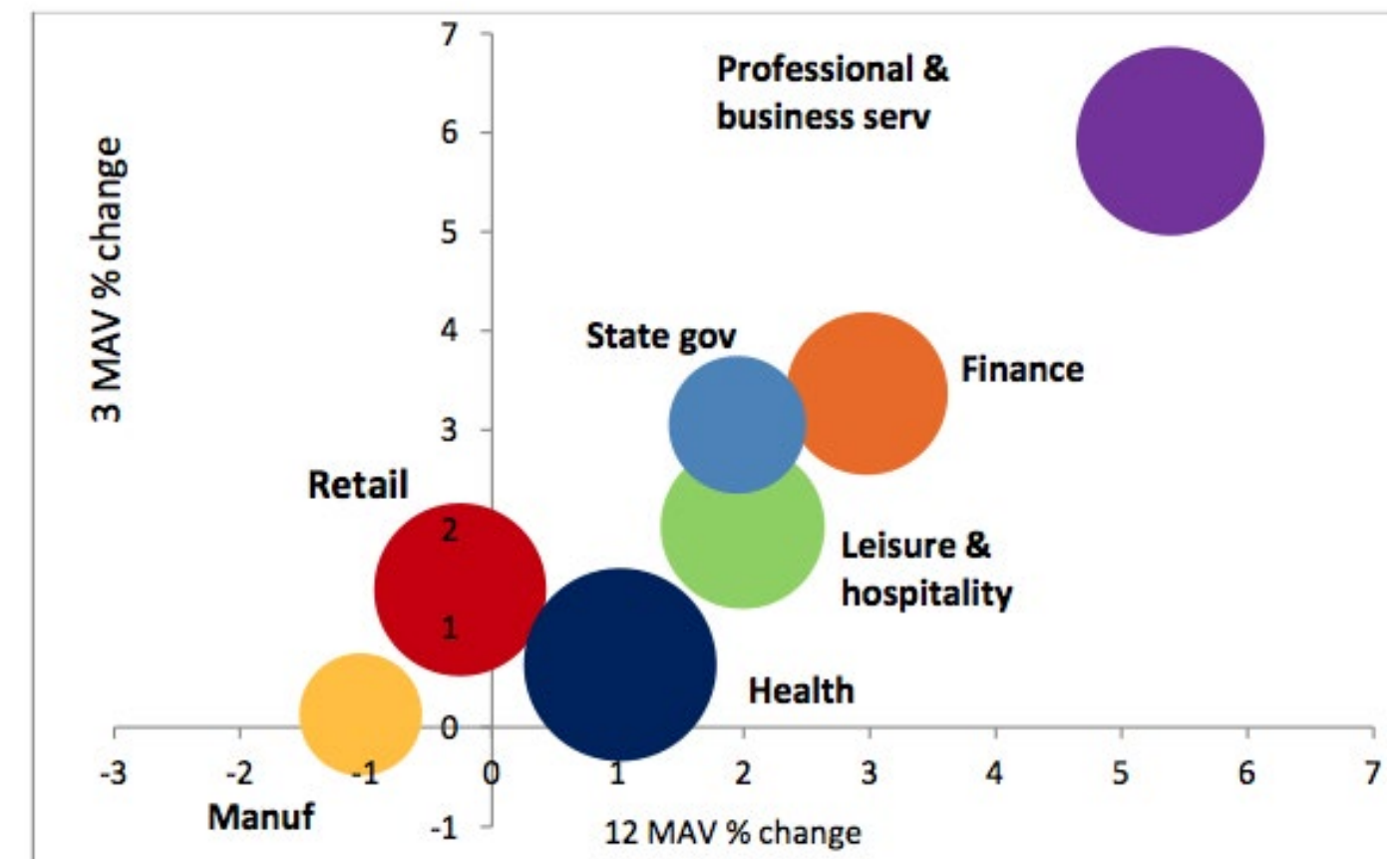
Year over year, earnings by place of work in Delaware are up 4.2 percent while earnings by place of residence increased just 2.9 percent. Income from transfer payments (Social Security, Medicare, Medicaid and welfare) has grown by 4.5 percent, but this is well below the double digit growth rates experienced three years ago.

The growth rate in financial services in Delaware remains above 3 percent. Depository banks are hiring again and credit card institutions have added around 500 jobs on a year over year basis. The rapidly increasing population of persons 55 years of age and older is driving up demand for portfolio management and investment advice and securities brokerage. However, the advance of technology is increasing the obsolescence of many less skilled transaction occupations in the financial industry.

Merchants, for example, are moving away from using the traditional card readers replacing them with tablets and smart phones. This will slow the industry's rate of job growth and shift demand to software development and aid competitors such as Pay Pal.

Continued on next page

Recent percentage change in employment by industry in Delaware



### From previous page

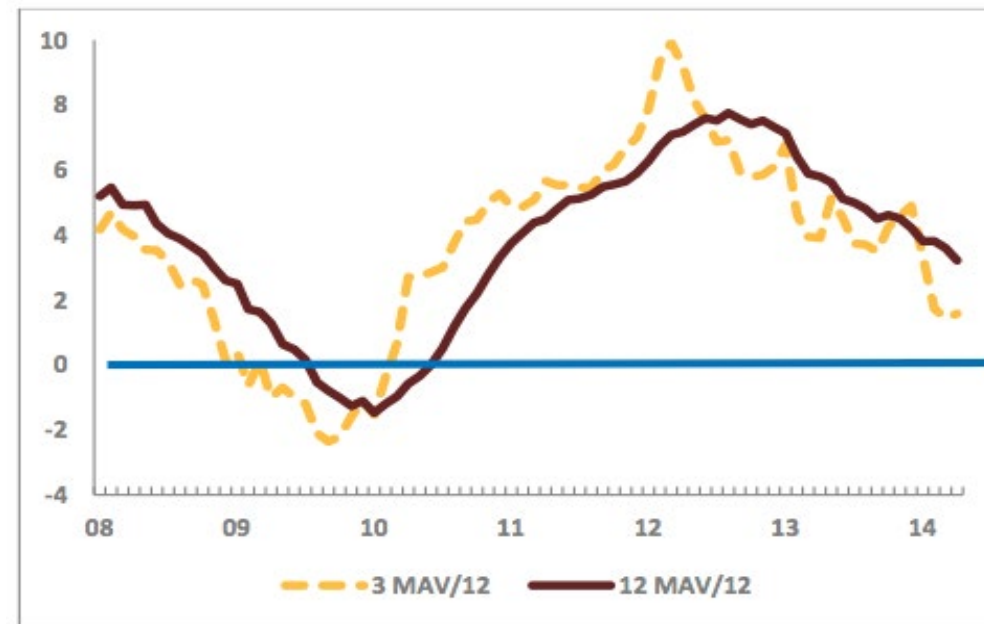
Leisure and hospitality is also adding jobs at a healthy rate, hovering around 2 percent, but the outlook is mixed. Gaming is still losing market share and demand for the performing arts, spectator sports, and museums continues to be weak.

The majority of new jobs are being added in eating and drinking places, yet the growth rate in restaurant sales has fallen from 7 to 3 percent and profits will be squeezed by recently rising food prices due to drought and disease. The low average wage, \$18,700, limits the leisure and hospitality industry's impact on Delaware personal income and consumer demand. In the face of the confusion from the implementation of Obamacare and uncertainty over reimbursement rates, the net annual growth in Delaware healthcare jobs has dropped from 2,100 in 2011 to less than 900 over the past 12 months.

As detailed by DECON First in a recent Economic Brief, retail trade hiring remains weak as market share shifts to the Internet and large discount warehouse stores. Automobile sales continue to benefit from low interest rates and steep price discounts, and recently from owners of recalled vehicles "moving up" to newer models. Purchases of other durables such as furniture, appliances and electronics are muted. Grocery store hiring is strong, but the recent jump in wholesale and retail food prices may slow demand.

*Dr. John E. Stapleford, Principal*

Percent change in restaurant sales, U.S.



DECON First expects positive but slower job growth for the remainder of 2014 with a return to pre-recession employment by early 2015. We also expect the rebound in construction industry employment to slow down and reach a plateau by the end of the summer as residential starts fade. After that, employment in the construction industry should receive a moderate boost from heavy construction due to repairs to infrastructure.

*DECON First uses economics to strengthen Delaware business. This is accomplished by providing accurate, objective, and relevant analysis of the economy, coupled with best practice recommendations that deliver new customers. The detailed analysis for the Indicators above is found in the DECON First SUMMER Delaware Economic Review ([www.deconfirst.com](http://www.deconfirst.com)).*

Direct questions to [info@deconfirst.com](mailto:info@deconfirst.com)

## Masleys are named 'Change Champions'

Donna and Frank Masley of Wilmington, Delaware were named one of 15 Champions of Change by the Obama administration as part of its Winning the Future Across America initiative. They were selected from more than 900 nominations.

Donna and Frank are owners of Masley Gloves, a business that designs and manufactures specialty gloves – including gloves for the military that are 100% 'Made in U.S.A.' Since 2005, the Masleys' have demonstrated an exemplary record of hiring over 60 individuals who were previously incarcerated and many more who are living in the most impoverished sections of Wilmington, according to a release from the White House.

The Masleys recently purchased a building in a Historically Under-utilized Business Zone (HUBZone), where glove team members can now walk to the business. The Masleys attended a White House event and participated in a panel discussion.





# DELAWARE WINS CLEAN BEACH HONORS FOR 4TH YEAR IN ROW

**D**elaware has again captured the top spot when it comes to clean beaches.

The ranking came from the National Resources Defense Council, the international environmental advocacy group that annually assesses all beaches in the 30 coastal states.

The group based its latest analysis on more stringent water quality standards from the

U.S. Environmental Protection Agency. For the fourth straight year Delaware's beaches were tops in the nation.

Dewey's Swedes Beach was awarded the NRDC's 5-star rating as a Superstar Beach for having perfect swimming water quality since 2009. This year, the NRDC designated 35 such beaches from among the coastal states.

**Continued on next page**

# Top ranking good news for tourism industry

## From previous page

Also, in its report, “Testing the Waters” in Delaware, the council again recognized DNREC’s Recreational Water Quality Testing Program as one of the comprehensive in the nation.

The ranking was based on the US EPA’s beach action values measurements, which come with a lower threshold than the national allowable bacteria levels used in previous years to trigger beach advisories.

Fifteen of Delaware’s 24 beaches – almost two in three – had zero percent of water samples exceeding the beach action threshold. Statewide in 2013, there were 3 percent of beaches exceeding the threshold. Sampling from 17 selected beaches using the more stringent threshold, Delaware had a 2 percent figure in exceeding the standard.

“I’m proud that Delaware has once again earned the distinction of having some of the best beaches in the country. Under Gov. Markell and (outgoing) DNREC Secretary Collin O’Mara’s leadership,

clean water and conservation are a priority in Delaware,” said U.S. Tom Carper. “Those efforts, combined with infrastructure projects and beach and dune replenishment, have helped make our coastline a great tourist destination in America and a strong part of Delaware’s economy.”

“Delaware’s beaches remain the best in the country not only because of their natural wonder, but because of the commitment of so many to protect them,” U.S. Sen. Chris Coons said. “In Delaware, we know that protecting our beautiful coastline isn’t just important to summer fun, but to our local economy, too. Keeping our water clean, beaches healthy, and coastal infrastructure secure is a priority at every level, and I’m proud to do my part to help in Congress. Each year my family can’t wait to spend time at Delaware’s beaches, and I hope the NRDC’s announcement will help encourage other families to do the same.”

“As a native Delawarean, it’s great to see our beaches once again rated the best in the U.S. for water quality,” said EPA Regional Administrator Shawn M. Garvin.

Delaware attracts more than 7 million visitors

each year, many of them drawn to the state’s beaches. According to a recent report on how integral beaches are to the state, The Contribution of the Coastal Economy to the State of Delaware, by Delaware Sea Grant College Program at the University of Delaware, the state’s coastal economy has a significant impact on Delaware’s overall economy – generating almost \$7 billion annually, including over \$700 million in tax revenue and supporting almost 60,000 jobs. That report also found that beach tourism provides more than 10 percent of the state’s total employment, taxes, and business production.

“With the state once again rated No. 1 nationally for beach water quality and one of Dewey’s beaches recognized as a ‘superstar beach’ – and through the continued success of our nationally-recognized beach nourishment projects – Delaware has really emerged as a premier beach destination,” said new DNREC Secretary David Small. “By continuing to steward our treasured natural resources – our pristine beaches prominent among them – we can protect and enhance this economic and environmental advantage for years to come.”



# Chesapeake Utilities declares 3 for 2 stock dividend

**Chesapeake Utilities Corporation** announced that its board has approved a three-for-two stock split of the Company's outstanding common stock.


The stock split, in the form of a stock dividend entitling each stockholder as of the record date to receive one additional share of common stock for every two shares of common stock owned.

The stock dividend will be issued on September 8 to all stockholders of record at the close of business on August 13.

"The stock split highlights the exceptional value

Chesapeake has delivered to stockholders over the long-term as well as the short-term. Our team has identified and executed upon many growth opportunities, which have led to profitable earnings growth, superior dividend growth and increased stockholder value, and we are excited about our prospects for continued growth," said Michael P. McMasters, CEO of [Chesapeake Utilities Corporation](#). "The decision to split the stock will also make the shares more affordable to current and potential investors and should lead to an increase in the trading volume of our stock."

The Company's last stock split was in 1989 when a three-for-two stock split occurred.

Chesapeake is a diversified energy company engaged in natural gas distribution, transmission and marketing; electricity distribution; propane gas distribution and wholesale marketing; advanced information services and other related services. The company has natural utility operations on Delmarva as well as a portion of Florida. 


## *LinkedIn seminar scheduled for Friday*

The Delaware Chapter of the National Association of Women Business Owners (NAWBO) has planned an event on Friday, July 11, 9 to 10 a.m. at the Bramhall & Hitchen Insurance Conference Room, 111 Ruthar Drive, Newark.

The event, an interactive seminar presented by LinkedIn expert Brynne Tillman, is entitled, "LinkedIn for Business Development: Social Media Strategies to Engage Customers." Attendees will learn how to connect with prospects, create a search engine optimized profile, how to get more qualified

appointments and other tips and tricks. "Brynne is one of the top experts in her field, so we're very excited she agreed to make this presentation," said Sharon Hake, programs chairman for NAWBO Delaware. "LinkedIn has become an essential tool for professional networking and for closing more business."

Admission to the event is free, and refreshments will be served. R.S.V.P.s are requested by July 10 by visiting the NAWBO Delaware website <http://www.nawbode.org/events>



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# ATK Elkton rocket motor part of successful Mars test

**A** rocket motor from [ATK's](#) Elkton site, a short drive from the Delaware line, was part of a successful test last week of a space system that could lead to a mission to Mars.

In the test, NASA moved one step closer to landing advanced payloads on Mars following the successful test of a next generation braking system. The system bears a striking resemblance to the flying saucers that have long been part of sci-fi movies and sightings.

During the June 28 test at the Pacific Missile Range Facility at Barking Sands, Kauai, Hawaii, a balloon carried the test vehicle from the Navy test range to an altitude of about 120,000 feet. The test vehicle dropped away from the balloon and the ATK STAR 48B motor ignited to accelerate the vehicle to an altitude of over 180,000 feet.

The flight test simulated the low pressure and speeds experienced by payloads dropped into the Mars atmosphere.

ATK's STAR 48B rocket motor, built in Elkton, provided propulsion for the test, while the ATK-



**ATK assembly**


manufactured Core Structure Assembly (CSA) served as the platform for two technologies from NASA's Jet Propulsion Laboratory an inflatable Kevlar tube around the vehicle, called the Supersonic Inflatable Aerodynamic Decelerator, and a mammoth parachute called the Supersonic Disk Sail Parachute.

The technology will pave the way for delivery of increasingly larger payloads to the surface of Mars. Kevlar is a DuPont Co. product.

The CSA for the LDSD test vehicle was

developed and built at ATK's Space Components facility in San Diego.

While the LDSD team expects to learn a great deal from this test, NASA has two more saucer-shaped test vehicles forthcoming, with plans to test them in the summer of 2015, ATK reported.

The defense and space contractor, based in Arlington, Va. is spinning off its firearms-related operations. 



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# DuPont Pioneer staff tips off FBI in corn seed theft case

**A Chinese resident** and the wife of a seed company chairman has been indicted for allegedly attempting to steal seeds from DuPont Pioneer and other companies.

Nicholas A. Klinefeldt announced the arrest and indictment of Mo Yun, for conspiracy to steal trade secrets. Mo Hailong was previously arrested in December of 2013. Klinefeldt is the U.S. District Attorney for Southern Iowa, Des Moines.

The indictment alleges that on or about January of 2007, to around December 2012, Mo Hailong, Mo Yun and other individuals worked to gain the trade secrets of several U.S. based seed companies, and transport those trade secrets to China for the benefit of their China-based seed company.

Mo Yun was employed by Beijing Dabeinong Technology Group Company (DBN) from August 2001 to March 2009. DBN is believed to be a Chinese conglomerate with a corn seed subsidiary company, Kings Nower Seed.

Mo Yun was in charge of DBN's research project management. Yun is the sister of Mo Hailong and the spouse of DBN founder and current



chairman Dr. Shao Genhuo. Mo Yun, Mo Hailong and others are alleged to have conspired to steal valuable inbred corn seed from fields in Iowa and Illinois. This "inbred" or "parent" line of seed constitutes valuable intellectual property of a seed producer, Klinefeldt stated.

After stealing the inbred corn seed, conspirators attempted to transfer the corn seed to China.

The investigation was initiated when DuPont Pioneer security staff detected suspicious activity, and alerted the FBI. DuPont Pioneer and Monsanto and their staff have been cooperative

throughout the investigation, which is being led by the FBI, the U.S. Attorneys office stated.

"The FBI's investigation into Mo Yun should not go unnoticed by those who seek to steal trade secrets and private business information," said Thomas R. Metz, special Agent in Charge of the Omaha Division of the FBI. "Identifying and deterring those focused on stealing trade secrets, propriety and confidential information or national security information is the number two priority for the FBI second only to terrorism."



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# Delaware Health and Social Services

## \$147 million Medicaid IT deal with HP

**H**P Enterprise Services announced the Delaware Department of Health and Social Services (DHSS), Division of Medicaid and Medical Assistance has signed a \$147 million contract for the company to implement its information system.

HP will continue as Delaware's Medicaid fiscal agent. The five-year contract includes six one-year options that are not part of the base agreement and extends HP's 24-year relationship in supporting Delaware Medicaid.

Delaware becomes the 16th state to adopt HP's interchange Healthcare platform, which according to the company gives providers access to leading-edge technology aimed at cutting costs, increasing access to information, reducing implementation risk and improving provider satisfaction.


"HP's proven technical know-how combined with their deep understanding of the needs of healthcare providers and consumers in Delaware will help us ensure that our enrollees continue to receive critical health care and support services in the most efficient and cost-effective manner," said Stephen Groff,

the director of Medicaid services for the state of Delaware.

According to HP, the system will enable Delaware to respond quickly to federal and state legislative changes such as the Affordable Care Act and expand online capabilities for clients, managers and others, while working to reduce paperwork.

In 2013, HP processed more than 22 million claims worth \$1.7 billion for nearly 10,000 Delaware healthcare providers. About 97 percent of claims were submitted electronically.

Medicaid remains a major expense for Delaware, with yearly increases squeezing out budget priorities in other areas. The state saw an increase in recipients, due to a tough economy and adding recipients under the Affordable Care Act, with the federal government providing some funding.

HP is the nation's largest provider of Medicaid and Medicare process management services, administering \$140 billion in benefits a year. It serves as the fiscal agent or principal IT provider for Medicaid in 19 states. 



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*Approach can aid in reducing spiraling workers comp costs*

# Captive insurers capture savings for many companies

By David Lyons

**C**aptive insurance companies, once the province only of big corporations, are now an option for many businesses, including closely held and family firms.



Lyons

Group captive insurance companies -- which provide insurance coverage to and are controlled by their owners -- are a way for businesses to grab greater control over their risk management and insurance costs and quality.

The workers compensation cost spiral in Delaware, Pennsylvania and Maryland is a big problem pushing decision-makers toward the safer harbor of captive insurance.

The price jolts in workers compensation are coming each year and are hitting businesses hard. The companies that are not having significant losses in workers comp are, in effect, subsidizing others with claim problems. Delaware workers

compensation rates increased 14 percent for the standard market and 11.4 percent for assigned risk beginning December 2013, according to the state insurance department.

We at Lyons Companies recently hit a milestone: We placed our 100th client in a group captive insurance company as an alternative risk protection mechanism.

As an example: Parcels Inc., a firm with 125 employees in Delaware serving the legal, corporate and graphics community, wanted to be recognized for its safety record and risk management performance. "Our big concern was that year after year, prices were going up with no chance of getting any money that we were spending on premiums back -- even if we had good years in terms of losses," said Sean Kennedy, vice president of Parcels Inc.

The firm's leaders liked the captive concept as an alternative for workers comp costs. Parcels now taps the captive insurer for workers compensation, automobile, and general liability insurance. "Being in a member-owned captive insurance company

heightens self accountability. The captive gives us the ability to have our insurance costs based on how we perform in safety and risk management. In the captive, everyone is pushing toward the same thing: a small amount of claims," Kennedy said.

Mid-market firms -- including construction, energy, food, health care, transportation, retail and services companies -- are tapping captive insurance solutions.

A group captive insurance program typically includes:

- The business is evaluated by the insurance broker and the captive management company, based on insurance and risk management factors.
- The business pays initial capital to become an owner ("member").
- The member pays premiums based on individual loss performance and actuarial estimates.
- The business works with risk management specialists on safety and risk issues.

**Continued on next page**

# Tech Forum to hold annual summer social event at riverfront location

The Delaware Technology Forum will hold its annual summer barbecue event.

The location is the FireStone Roasting House on July 16th at 5:30 p.m. The restaurant and night spot is on the Wilmington Riverfront at 110 S. West Street.

Casual attire is recommended, and food and drinks will be available.

Event registration is \$25 for TechForum DE Members, and \$40 for Future Members. Register

on-line. Walk-ins are welcome, but will be charged an additional \$5 fee at the door

TechForum DE serves technology business and entrepreneurial leaders. The group is dedicated to promoting technology business growth by helping businesses and individuals acquire the knowledge, relationships and resources needed to compete and succeed in today's global economy.

For membership information or to sign up for the event, [CLICK HERE](#). 


# Captive insurance can reduce costs

## From previous page

Said Kennedy of Parcels: "We have a pretty clear blueprint as to what needs to be done to improve even further in our safety and risk management. It's satisfying to know we and other members are in control."

*Lyons Companies as the insurance broker provides the feasibility study to determine if a captive is appropriate,*

*recommends the appropriate captive, and places the company in the captive.*

*About the Author: David F. Lyons Sr. is president and CEO of Lyons Companies ([www.LyonsInsurance.com](http://www.LyonsInsurance.com)), an insurance brokerage, risk management and human capital management and employee benefits firm based in Wilmington, Delaware. David can be reached at (302) 658-5508 or [dlyons@LyonsInsurance.com](mailto:dlyons@LyonsInsurance.com). *

## Trending this week

Most viewed stories this week at DelawareBusinessDaily.com

1. [\(Gallery\) Perfect ice cream weather at Rockwood Park as Food Network stops by](#)
2. [\(Photo gallery\) Cabela's opens store near Christiana Mall](#)
3. [Krispy Kreme to offer hot doughnuts in New Castle](#)
4. [New Castle Krispy Kreme store opening on July 1](#)
5. [Data Centers receives feelers as area awaits findings of UD working group](#)
6. [Christiana Mall area moves into the fast lane](#)
7. [Sullivan elected chairman of Greater Wilmington Convention & Visitors Bureau](#)
8. [Cinemark to open 17-screen theater at Christiana Mall](#)
9. [DMV Airport Road site to close on Wednesday night](#)
10. [Dogfish Inn up and running](#)

# Centreville, Layton schools to merge in August

**T**he [Centreville School](#) and [Layton Preparatory School](#) will merge on August 1, creating a unified program to serve children with “learning differences” from pre-kindergarten through 12th grade, the boards of directors of both schools have announced.

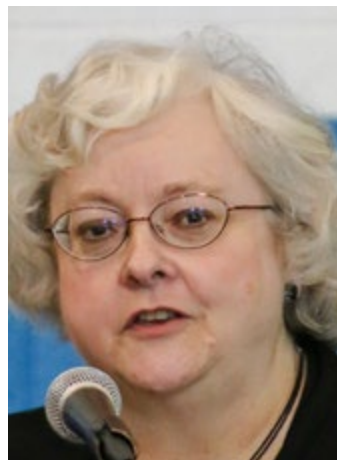
The merged institution will be known as Centreville Layton School and will be located on the Centreville School’s 23-acre Kennett Pike campus, where Layton Prep has shared space and acquired adjoining property in the last two years. With the merger, Centreville Layton becomes the only independent school in Delaware or southeastern Pennsylvania offering a comprehensive K-12 program for students with learning differences.

Barton Reese, currently head of Layton Prep, has been named head of Centreville Layton School. Deborah Maguire, currently acting head of Centreville, will become assistant head of the merged institution. Founded in 1974 as the Delaware Learning Center, a formative play program for children with learning differences, the Centreville School gradually expanded into a pre-kindergarten through eighth grade program and moved to its Kennett Pike location in 1984.

Layton Prep opened in 2005 with a class consisting primarily of ninth grade students and expanded to serve all high school grades. Originally located in the New Castle Corporate Commons, it moved onto the Centreville School campus in 2012.




**Reese**



**Maguire**

The two schools enrolled 120 students during the 2013-14 school year, 85 at Centreville and 35 at Layton Prep. Most are residents of New Castle County, but some live in southeastern Pennsylvania and nearby areas in Maryland and New Jersey.

Reese and Maguire said, the boards of the two schools had begun exploring ways of sharing resources at about the same time as Layton moved onto the Centreville campus. All involved recognized that a merger would enhance and expand academic, social and cultural opportunities for current and future students while creating efficiencies in both the academic program and the business office, they said. 

A promotional graphic for the Technology Forum of Delaware. It features a dark blue background with several interlocking hexagons in light blue and yellow. A red button with white text says "Click Here to Register". Below the button, the text "TECHNOLOGY FORUM of Delaware" is displayed in white. At the bottom, it says "Third Annual Summer BBQ" in white. On the left side, there is a small image of a BBQ grill with food cooking on it.

# Krispy Kreme store opening draws thousands

**D**oughnut lovers flocked a [Krispy Kreme](#) in New Castle as the company staged a return to the Delaware market.

The newly-constructed store in front of the New Castle Farmer's Market features more than 15 varieties of Krispy Kreme doughnuts, as well as bagels and coffee.


The crowds continued to flock to the store near the New Castle Farmer's Market early Wednesday afternoon. The shop was heavily staffed and worked hard to meet demand. A major attraction for patrons was the doughnut making machinery that was running at capacity and helped keep the chains Hot Doughnuts sign on.

At one point, there was a 10-minute delay in getting the store's well-known hot doughnuts. That did not sit well with some in the crowd as staff crowded along of the doughnut assembly line to

grab the heavily glazed goodies.

Brian Zaslow, co-owner of the store, said they served thousands of customers on their first day of business. The Delaware location is the fifth store that Zaslow and business partner Keith Morgan have opened since 2010. They also run locations in greater Philadelphia and New Jersey.

"Busy is an understatement," Zaslow said. "We had a non-stop line from 6 a.m. until our store closed at 11 p.m. Our drive-thru was packed until two in the morning."

Krispy Kreme shops were once located on Route 202 in Wilmington and on Route 40 in Bear, but both were shut down a few years ago. Both fell victim to a corporate accounting scandal and related problems. With a new management team and new franchisees in place, the company has been carefully adding locations. 



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# Former Navy SEAL opening Milford Chick-Fil-A

With contractors moving quickly on the new Chick-Fil-A Restaurant planned for the Milford Plaza Shopping Center, there are just as many moving parts happening behind the scenes as on the construction site, MilfordLive! Reports.

Owner and operator of the Milford Chick-Fil-A Chris Hobert has been training with the corporate



offices as he prepares to open his first business. Literally a world away from his former life, where the Naval Academy grad served as a member of the Navy SEALs, Hobert says his training in teamwork and leadership will be a major asset.

Hobert's family owned a hardware business where

he worked for several years and he always knew that he wanted to start his own business. During his years of service he spent time researching running a small business and was encouraged by a family member to look into a Chick-Fil-A franchise. No opening date has been announced for the restaurant.

[Click here](#) the full story from MilfordLIVE!

## Remainder of newspaper company sold to Gatehouse owner

New Media Investment Group Inc - the entity that owns Gatehouse publications in Delaware and elsewhere - has purchased the remainder of the company that owned the Newark Post, Cecil Whig and Star Democrat, Easton, Md.

The company paid \$15.3 million 18, dailies, weeklies and shoppers in Texas, Oklahoma and Kansas from American Consolidated Media. The purchase price a separate deal for a daily paper and related publications in Petersburg, Va.

In the spring of this year, a large chunk of American Consolidated, including the Delaware and Maryland papers, were sold by APG Media, a Minneapolis company controlled by a family with interests in wineries, recreational vehicle services and billboards.



New Media Investment emerged out of "pre-packaged Chapter 11 Bankruptcy proceedings in Delaware as the controlling entity for Gatehouse papers.

Both Gatehouse and American Consolidated were the result of media "roll ups" operating with the strategy of buying newspapers for top dollar in smaller markets with the belief that those areas would not be hit as hard by the rise of the Worldwide Web and changing reader habits.

**Continued on next page**

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The purchases included the Dover Post Co., which operates the paper of the same name as well the *Middletown Transcript*, and the *Hockessin Community News*.

The strategy unraveled when advertising revenues fell sharply and circulation also underwent a decline. Staffs have since been cut and other steps have been taken to bring costs in line. American Consolidated ended up under the ownership of its lenders prior to the sale of its assets.

New Media, a longtime investor in Gatehouse is a part of Fortress Investment Management, a hedge fund.

American Consolidated worked to increase revenue from websites and other digital entities, a strategy New Media says it continues to pursue.

### Postal store coming to Hockessin

The Hockessin community is getting a Postal Connections of America (PCA) packaging, shipping and business services store. Located at 7209



Lancaster Pike, the PCA store is the newest location in the nationwide franchise network.


Rick and Susan Martin, of Wilmington, will own and operate the 1,400-square-foot store, in Hockessin Village. They will offer packaging and shipping -- domestic and international-- printing, high quality, low cost printer cartridges available in-store or online, freight, copies, scanning and storage, notary, fax and mailbox service. Also offered is a buy-back program of digital media such as movies, music and video games as well as printed textbooks. Shipping services include all major carriers and USPS products.

“We are excited to serve Hockessin and get involved in the community,” said Rick Martin, “Our goal is to deliver exceptional customer service and cater our scope of services to small businesses

and households with convenient and time saving solutions.”

“We are happy to welcome the Martins to our family of franchisees,” said Fred Morache, PCA franchisor and owner. “The Martin’s Postal Connections store will offer many services to Hockessin that are close to residents and businesses. Our stores are more than a pack and ship place because we have a host of services people need to save time and make their lives easier with business service solutions,” Morache said.

Rick is a veteran who owned an insurance agency and later went into social services where he was program director for a 54-room facility for the homeless in Lancaster, known as the Transitional Living Center.

Susan brings to Postal Connections 24 years of customer service and logistics management experience with Pfizer, Johnson and Johnson and Campbell Soup. A grand opening celebration for the new PCA location is planned for later this year. [Click here](#) for the PCA store’s website. 

# Richard Paving named to top paving companies list

**R**ichards Paving was recently named one of the top paving contractors in the country by Pavement Maintenance & Reconstruction magazine. Richards Paving is the only Delaware-based company to receive this honor and to appear on the 2014 list.

“It is fantastic to be recognized in this way,” said Richard Piendak, founder and owner of [Richards Paving](http://RichardsPaving.com), “For over 40 years, our goal has been to offer our commercial and residential customers a great product with fantastic service. This award acknowledges that all of our employees have done just that.”

In addition, the magazine also acknowledged Richards Paving as the only company on the list that “generates a meaningful percentage of sales from hot mix asphalt sales.”

Owning its own hot mix asphalt plant ensures that Richards Paving continually has an adequate supply of hot mix asphalt for both commercial



**Richard Piendak on piece of paving equipment.**

and residential use. The vast majority of these 75 companies are “lay down” specialists that do not operate plants. Five of the 75 companies indicate they generate any dollars from hot mix asphalt production and only one company (Richards Paving Co.) generates a meaningful percentage of sales (23 percent) from HMA sales.

Richards Paving operates the plant on Bowers Street in Wilmington and its head office in New Castle.

For more information about Richards Paving or to obtain a quote please call 302-328-5828 or visit [RichardsPaving.com](http://RichardsPaving.com).

Richards Paving was founded in New Castle, Delaware in 1973 by Delaware native Richard Piendak. In 1997, Richards Paving added an asphalt plant to its operations

Richards Paving also offers concrete services and snow removal.

## **Awards for Building Concepts**

Building Concepts of America of Newark, Delaware was recently awarded first place in the American Buildings Company (ABC) Excellence in Design Award in the category of Recreation for Newark Charter Gymnasium. The company was also awarded third place in the same category for Sea Colony in Bethany Beach, Del. Excellence

**Continued on next page**



# Hill honored for Bloom, Sea Colony projects in Delaware

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in Design Awards recognizes builders and roofers for their innovation and distinction in design.

The Excellence in Design Awards competition is open to all authorized ABC builders and architectural metal systems (AMS) Roofers. Winners are selected by an independent panel of judges. This year, judges chose from 128 entries.

“We were impressed with the many extraordinary projects that were entered in this year’s Excellence in Design awards,” said Ron Kuenkler, general manager of American Buildings’ South Division. “We are honored to work with such a talented group of Builders and Roofers who exemplify innovation in metal systems construction.”


American Buildings Company has been worked in the metal buildings and roof industries, with more than 850 authorized builders. ABC has manufacturing facilities in Eufaula, Ala., Carson City, Nev., El Paso, Ill., and La Crosse, Va. For more information on American Buildings Company, visit [www.americanbuildings.com](http://www.americanbuildings.com).

## Hill honored for Bloom projects

[Hill International](http://HillInternational.com), a construction risk manager, announced that it has been recognized with two regional Project Achievement Awards from the Mid-Atlantic Chapter of the Construction Management Association of America for two Bloom Energy projects.

Hill received awards for its role as construction manager on two projects, Bloom Energy’s Red Lion Energy Center in New Castle and the Bloom Energy Manufacturing Center in Newark.

“We are very proud to have been recognized by CMAA for our efforts on these two projects,” said Michael V. Griffin, P.E., senior Vice President and Mid-Atlantic Regional Manager for Hill’s Project Management Group. “We share these awards with all of our outstanding professionals who worked on these projects as well as our client Bloom Energy,” added Griffin.

Hill International, with 4,300 professionals in 100 offices worldwide, provides program management, project management, construction management, construction claims and consulting services primarily to the buildings, transportation, environmental, energy and industrial markets. 



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# Perdue Farms adds another wellness center

**P**erdue Farms marked the opening of its newest on-site primary and occupational health care Wellness Center at the Perdue AgriBusiness complex in Salisbury.

The 900-square-foot Wellness Center is among 15 located at the company's major facilities and the fourth on the Delmarva Peninsula. Perdue also has Wellness Centers located at its Delmarva facilities in Georgetown and Milford, Del., and Accomac, Va.

“Most employers health plans focus on delivering treatment,” said Chairman Jim Perdue. “We’ve developed a program that delivers better health. It’s a substantial investment on the part of our company, but the payback is that our associates and their families are healthier. That’s a return on investment that benefits our associates, our company and the community.”

The Wellness Center offers primary care, occupational health services and on site laboratory draws.

More than 350 associates work at the Zion Church Road Complex representing Perdue AgriBusiness, Perdue Transportation Inc., a feed mill, hatchery and garage.



“For our associates and their covered dependents, the Wellness Center becomes their family doctor,” said Dawn Carey, Perdue Farms’ director of Corporate HealthWorks and Wellness. “That’s because the Wellness Center is a doctor’s office - it just happens to be located where our associates work.”

Perdue’s on site Wellness Centers overcome two of the biggest obstacles to obtaining primary health care: accessibility and affordability, according to the company.


Employees can make appointments to see a health-care provider at the Wellness Center without taking time off from work and while still getting paid for the time. Perdue partners with health care professionals from the community to provide the medical care.

For associates and dependents covered by Perdue’s insurance, the cost to visit the Wellness Center is a \$15 co-pay. Employees not covered by Perdue’s insurance can visit the Wellness Center for \$30 per visit.

The Wellness Center is part of Perdue’s comprehensive health and wellness program, which emphasizes primary care and control of risk factors and manageable diseases.

The program includes the Perdue Health Improvement Program (HIP), a voluntary workplace health promotion program.

HIP received national recognition as a C. Everett Koop Health Award winner and was honored by the U.S. Department of Health and Human Services with a Secretary’s Innovation in Prevention Award. Perdue also offers discounted health insurance to employees who voluntarily participate in HIP, see a primary care provider on a regular basis and agree to take an active role in managing their risk factors.

[Perdue Farms](#) is the parent company of Perdue Foods and Perdue AgriBusiness. Brands include Perdue, Harvestland, Coleman Natural and Coleman Organic. 

## **Covington DSU business dean**

Delaware State University has named **Donna T. Covington** as its new dean of the College of Business.



**Covington**

Covington arrives at DSU after serving over the previous year as the interim dean of the College of Business and Computer Science at Kentucky State University. Prior to that, from 2010 to 2013 she served as director of Title III and Special Projects at KSU.

Her tenure in academia was preceded by more than 25 years in director and executive posts in the corporate world and two years as an executive director in church administration.

After serving in managerial posts early in her career at Texas Instruments and IBM, Covington served in an ascending succession of director and executive posts with Lexmark International Inc. from 1991 to 2007. During that 16-year period, she held director

posts in a diverse variety of areas including global reengineering, supply chain, and business systems. She would later be elevated to vice president of supply chain and vice president of customer service.

She also served as an executive director for Bethel Harvest Church in Nicholasville, Ky., from 2007-2009, and as an administrative and leadership development director for Consolidated Baptist Church of Lexington, Ky.

Covington possesses a Bachelor of Science in Chemistry from Centre College in Danville, Ky., a Master of Science in Analytical Chemistry from Miami University in Oxford, Ohio, and a Master of Arts in Christian Leadership from Asbury Theological Seminary in Wilmore, Ky. She will begin her tenure at DSU College of Business dean on Aug. 4

## **InterDigital board member named**

InterDigital, Inc., North Wilmington, a wireless research and development company, announced the appointment of wireless industry veteran **Doug Hutcheson** to its Board of Directors. Prior to his

current role as CEO of Laser, Inc., a corporation created in connection with the acquisition of Leap Wireless by AT&T in March 2014.

Hutcheson served as CEO of Leap Wireless and its operating subsidiary, Cricket Communications, for nine years.

Prior to his role as CEO, Hutcheson held other executive positions at Leap Wireless, including serving as President and Chief Financial Officer. Prior to Leap Wireless, he served as Vice President of Marketing in the wireless infrastructure division at Qualcomm for three years, where he was responsible for global CDMA accounts.

Hutcheson has a Bachelor of Science in Mechanical Engineering from California State University in San Louis Obispo and a Masters in Business Administration.

## **Solt joins Bancorp**

Bancorp announced that it has hired James Stolt as the Vice President of Government Guaranteed

**Continued on next page**

**From previous page**

Lending for Chicago, Illinois and Southern Wisconsin. as the Vice President of Government Guaranteed Lending for Chicago, Illinois and Southern Wisconsin. Stolt will be responsible for providing Small Business borrowers with financing solutions for their businesses.

“We are pleased to bring on James to join our team and expand the Government Lending Group. He will be a great asset in expanding our presence in these markets utilizing the group’s various programs dedicated to helping small business owners across all business disciplines.”

Diane Gallion, Senior Vice President and National Manager of the Bancorp’s Government Guaranteed Lending team, said, “We are pleased to bring on James to join our team and expand the Government Lending Group. He will be a great asset in expanding our presence in these markets utilizing the group’s various programs dedicated to helping small business owners across all business disciplines.”

Stolt brings with him over 10 years of experience in Government Guaranteed Lending and banking.

He comes from Wells Fargo Bank, where he served as Vice President in SBA Lending. He brings knowledge in Business Acquisitions, Real Estate and SBA lending. He was born and raised in Chicagoland and is an alumni of the Southern Illinois University and an MBA from Northern Illinois University.

**Mussoni elected treasurer**

The Mid-Atlantic Chapter of the National Academy of Television Arts & Sciences (NATAS) announced the election of leaders to its Executive Committee and Board of Governors. The board consists of media professionals from broadcast, public broadcasting & cable television.

The new members will help lead the organization toward successful advancement and promotion of the arts and sciences of television.

Members included Treasurer – **John Mussoni,**

managing editor of Delaware, WHY-TV and Newsworks.org

**Goodwill Achiever of Year**

Many of those who turn to Goodwill for help often have barriers to overcome in rebuilding their lives and careers. Sometimes those barriers include physical challenges, a lack of valuable work skills or the need for new opportunities to become self-sufficient.

In the case of **George Davis**, the staff cleaner at the Recycling Center in New Castle and Goodwill’s Achiever of the Year, overcoming a criminal background was the key to his rebirth.

In 1996, George knew it was time for a change. He had spent the last 30 years as a criminal, had been in and out of jail for armed robbery and even once escaped from prison. With an eighth grade education, a criminal background and various health problems, George felt he had very few options. He needed a new start away from his life of crime, so he moved from his home in Baltimore to the country in Sussex County, Delaware.

**Continued on next page**



**Mussoni**

From previous page



**Davis**

After a few years of soul searching, George moved to New Castle County and was referred to Goodwill by Delaware's Division of Vocational Rehabilitation. He became a regular visitor at the Job Resource Center on Lea Boulevard in Wilmington where he worked on building a resume

and practiced interview skills. George also enrolled in Goodwill's industrial cleaning skills program and took a seasonal position accepting donations at the Goodwill Recycling Center in New Castle. On his own, he practiced his janitorial skills by cleaning the restrooms and break rooms. When his supervisors saw George's dedication and positive attitude, he was hired to a full time position as the cleaner assigned to the Goodwill Recycling Center.

Since working for Goodwill, George has demonstrated that he cares about his work, fellow team members and Goodwill customers, the organization noted. He has demonstrated what is possible with determination, a strong work ethic, patience and a second chance at life with the help of Goodwill.



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## Peninsula supports the USO

Oil delivery company, [Peninsula](#) has wrapped one of its fuel oil delivery trucks with the colors and logo of the USO. In addition, the company is donating 1 cent for every gallon of oil delivered off the truck. The company is based in Seaford.

The USO of Delaware is well known across the Delmarva peninsula, and wrapping their vehicle gives Peninsula a chance to show their support with every delivery they make. Currently, the truck can be seen making deliveries across the Delmarva, as well as at parades and other USO functions, according to the company.

“We at Peninsula are very proud that we have a truck that represents our community spirit,” says John Willey II, president. “This truck symbolizes what so many people in our service area work for. The funds from this truck go directly to USO Delaware who, in turn, helps all the brave men and women and their families in the Delmarva Peninsula area.” More information can be found on their website, [penoil.com](#). Founded in 1935 by James Emory Willey, Peninsula is headed today by John Willey II, who has continued a tradition of community involvement. 

## D.R.Horton opens new phase in Middletown

The **D.R. Horton** community of Shannon Cove, Middletown, has opened a new phase of homes for sale.

Shannon Cove offers a single-family homes with floor plans that feature over 3,009 square feet. Homes feature four to five bedrooms, two and one-



half bathrooms, and two-car garages. Pricing starts in the mid-\$300s. Located on Shannon Boulevard in Middletown, the community is off Routes 1 and 13.

Shannon Cove is open Friday through Tuesday from 10 a.m.–5 p.m.; and Monday from noon to 5 p.m. The phone number is (302) 449-1295. Its online address is [www.drhorton.com/de](http://www.drhorton.com/de).

Horton is the nation's largest home builder. 

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

**Sales representative**

**THE SOTWEED FACTOR LLC**

56 UPLAND CT NEWARK, DE 19713-2817

**Retailer**

**DIFFERENTLY LLC 3422 OLD**

**CAPITOL TRL # 1792** WILMINGTON, DE 19808-6124

**PERSONAL TOUCH BY SHAY 4312**

MILLER RD APT 108 WILMINGTON, DE 19802-1917

**E NATURE 123 PEACE CT E BEAR,**

DE 19701-3360

**Telecommunications**

**THINKING PHONE NETWORKS,**

**INC.** 54 WASHBURN AVE CAMBRIDGE, MA 02140-1128

**Contractor**

**4 X 4 GENERAL CONTRACTORS**

**INC** 926 HADDONFIELD RD STE E370 CHERRY HILL, NJ 08002-2775

**1ST STATE PROPERTY**

**MAINTENANCE** 1004 FOX HOLE RD CAMDEN WYO, DE 19934-3435

**THIS & THAT SERVICE COMPANY**

31218 E TRAP POND RD LAUREL, DE 19956-2909

**THOMAS J. FAGAN & SON**

**LLC THOMAS J. FAGAN & SON** 508 BELLEVUE RD WILMINGTON, DE 19809-2202

**TILMAR DESIGN INC** 1708 S 25TH

ST PHILADELPHIA, PA 19145-1732

**TLALOC LANDSCAPING INC** 234

LANDAU WAY BEAR, DE 19701-1144

**TOP NOTCH FRAMING, INC** 252

PINE TREE RD HARTLY, DE 19953-2119

**TOTAL SECURITY SOLUTIONS** 170

NATIONAL PARK DR FOWLerville, MI 48836-9672

**A HUSBAND FOR HIRE LLC** 32624

CAPTAINS WAY MILLSBORO, DE 19966-4837

**A R I CONSTRUCTION & ROOFING**

**INC** 21 OGLE DR WINTERVILLE, GA 30683-3819

**Vehicle lessor**

**THOMAS E MELVIN & SON FUNERAL**

**HOME INC** 15522 S DUPONT HWY HARRINGTON, DE 19952-3116

**Services**

**THOMPSON CHRISTINA CHRISTY'S**

**CARE** 836 IRISH HILL RD FELTON, DE 19943-5428

**TJS & ASSOCIATES, LLC** 442 S

BARRINGTON CT NEWARK, DE 19702-2177

**TOMBIN SHEENA** 821 KING JAMES

CT BEAR, DE 19701-4734

**TOTAL CLEANING SOLUTIONS**

**INC** 1299 W OHIO PIKE STE E AMELIA, OH 45102-1385

**TOTAL CLEANING SOLUTIONS**

**INC** 1299 W OHIO PIKE STEE AMELIA, OH 45102-1385

**TOTAL RETAIL SERVICES INC** 5188

W 74TH ST INDIANAPOLIS, IN 46268-4160

**PLATINUM CONSULTANTS LLC** 17

SOUTH ST NEW CASTLE, DE 19720-1422

**1ST STATE PEST & HOME**

**SERVICES** 709 ROTHWELL DR MIDDLETOWN, DE 19709-1746

**4FM LLC** 309 ATLANTIC AVE STE

B MILLVILLE, DE 19967-6702

**5K SERVICES** 407 S ANTLERS

PL BEAR, DE 19701-2773

**ANTHONY D'S AUTO REPAIR 464**

**MOORES LN** NEW CASTLE, DE 19720-4481

**A & M GROUP** PO BOX

5407 WILMINGTON, DE 19808-0407

**A & A HANDY WORKS LLC** 1921

S DUPONT HWY APT B DOVER, DE 19901

**A AND D CLEANING**

**SERVICE** 503 WOODLAND MILLS DRIVE MILLSBORO, DE 19966

**A&G AUTO TRANSPORT LLC** 8

AMSTEL DR APT 24 NEW CASTLE, DE 19720-5816

**A1 EAST STATES MOLD CLEANSING**

**SYSTEMS LLC CHESAPEAKE**

**ENVIRO CLEANINS SYS** 7257 PARKWAY DR STE 110 HANOVER, MD 21076-2060

**Restaurant**

**TIMBUCKS FOOD TRUCK** 221 E

SENECA DR NEWARK, DE 19702-1929

**7-ELEVEN STORE 34751 7-ELEVEN**

**STORE** 34751A 699 E CHESTNUT HILL RD NEWARK, DE 19713-1827

**Mover**

**TIMMON KENNETH FAMILY**

**TREE** 1303 N HEALD ST WILMINGTON, DE 19802-5242

**Repairperson**

**TOMAHAWK CHOP** 205 BRENNEN

DR NEWARK, DE 19713-3907

**Wholesaler**

**TOP NOTCH SKIN CARE** 1745 BEAR

CORBITT RD BEAR, DE 19701-1528

**Employment agent**

**TOP SOURCE INTERNATIONAL**

**INC** 615 BROADWAY APT 76 AMITYVILLE, NY 11701-2143

**Direct care worker**

**TORI GOOD** 246A HICKORY POINT

RD PASADENA, MD 21122-5959

**Furniture retailer**

**119 VENTURES LLC THE**

**COMPLETE MAN CAVE** 119 WALKER WAY NEWARK, DE 19711-6119

**Commercial lessor**

**1212 BARRACKS LLC** 1407 FOULK

RD STE 100 WILMINGTON, DE 19803-2700

**Taxi/bus operator**

**1ST CHOICE TRANSPORTATION LLC**

25 ONAWAY PL NEW CASTLE, DE 19720-1244

**Broker**

**2014 RENAISSANCE**

**CORPORATION CLARK AGENCY**

GROUP 750 BARKSDALE RD STE 5 NEWARK, DE 19711-3245

**Commercial lessor**

**301 MD AVE LLC** 301 N MARYLAND

AVE WILMINGTON, DE 19804-1363

**Contractor/developer**

**335 INVESTMENTS LLC** 335 TAFT

AVE WILMINGTON, DE 19805-1302

**Photographer**

**3RD EYE STUDIO LLC** 2 PINTAIL

CT LEWES, DE 19958-2300

**Cigarette tax**

**7-ELEVEN STORE 34751 7-ELEVEN**

**STORE** 34751A 699 E CHESTNUT HILL RD NEWARK, DE 19713-1827

**Hotel**

**700 NORTH KING STREET**

**WILMINGTON** 700 N KING St. Wilmington, DE, 19801

**Motor Vehicle dealer**

**A PLUS AUTO LLC** 2 BLUE RIDGE

BLVD NEWARK, DE 19702-2979

**ABC SOLUTIONS AUTOMOTIVE**

**LLC** 1000 N WEST ST STE 1200 WILMINGTON, DE 19801-1058

**Wholesaler-Machinery**

**AAA SALES 17 LISA DR** NEWARK, DE

19702-3754

**Photographer**

**AARRON SALDIVAR** 34383

SUMMERLYN DR APT 112 LEWES, DE 19958-4790

**Tangible property lessor**

**ABLE EQUIPMENT RENTAL,**

**INC.** 1050 GRAND BLVD DEER PARK, NY 11729-5710