



## This week

Georgetown office building sold. **5**



Tech Forum brings Idea challenge to Delaware. **8**

Veteran banker Huntley to take reins at Artisans' Bank. **24**



# REFINERY, POWER PLANT RANK 1 AND 2 ON EMISSIONS LIST

**T**he Delaware City Refinery and the Indian River Generating Plant topped the list of the annual Toxic Release Inventory.

Releases at the Indian River plant in Sussex County will continue to decline. A second coal fired unit was closed at the end of last year.

That will leave the state and Indian River with one coal fired unit that incorporates advanced pollution control technology.

Ranking No. 3 was the Perdue plant in Georgetown, followed by the DuPont Edgemoor site and Formosa Plastics in Delaware City.

In its first year of reporting, hydrogen sulfide accounted for 78 percent of all waste reported,

**Continued on next page**

The annual TRI data for 2012 from Delaware's industrial facilities was marked by decreases in releases to air compared to 2011 and by increases in releases to water and the total amount of waste reported. The data was released at the end of last year.



The increases are primarily due to the addition of hydrogen sulfide to the list of chemicals added to the report, as well as a full year of operation at the refinery, according to the Delaware Department of Natural Resources and Environmental Control.

# Sulfur dioxide added to toxics release inventory report data

## From previous page

which accounted for an increase of 329 million pounds of waste being reported as compared to 2011. Of all TRI waste reported, 98 percent was either treated on or off site by various means (recycling, energy recovery, treatment, or going to a publicly owned treatment works).

“Delaware continues to make great strides improving air quality and reducing pollution released into our water and soils,” said DNREC Secretary Collin O’Mara. “With the additional data about hydrogen sulfide, the Toxic Release Inventory will provide even more information to residents and businesses interested in protecting the environment and improving public health.”

A total of four facilities reported waste activities involving hydrogen sulfide, with 75,000 pounds being released onsite, all of it into the air.

The majority of hydrogen sulfide reported is managed onsite by either treatment or energy recovery, with the largest reported amount being the 329 million pounds treated on site by the Delaware City refinery. The addition of this



## Delaware City Refinery

chemical to the listing does not necessarily represent new activities.

Overall on site releases of all TRI chemicals reported for 2012 increased compared to 2011, a reflection of the refinery being in full operation. The refinery’s releases of nitrate compounds to water increased by 2.5 million pounds compared to 2011; after being idled since 2008 and returning to full operation.

Releases to air decreased by 54 percent compared to 2011, with the Indian River Generating Station reporting a decrease of 1.3 million pounds in releases of hydrochloric acid to air. [CLICK HERE](#) for the complete report.



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# Profit from Delaware's 5 most ignored financial trends

*Courtesy of DeconFirst*

**W**hile business owners don't have the time to be fixated on financial trends, it is important that they keep aware of major changes occurring in the financial landscape. The following are what DECON First analysts consider to be the five most important financial impacting Delaware businesses.



## **SLOW GROWTH IN PERSONAL INCOME**

- From 1990 to 2007 the personal income of Delaware's residents rose over 8% per annum. This growth rate slowly fell during 2007-08 and even became negative during 2010. Since that time Delaware personal income has moved forward at an annual growth rate of about 4%, driven by rapidly rising transfer payments and a recent surge in stock dividends. DECON First expects this slower personal income growth to continue through 2014.

This means that the demand for larger ticket and more luxury goods and services (e.g., furniture, new appliances, electronics, recreation vehicles, full service restaurants, sporting goods, residential cleaning) will continue to recover only slowly and steep price discounting will remain.

## **Marketing tip**

Consumer spending for larger ticket items and luxury goods/services has become more tentative with quality, durability, affordability and

long-term value being the primary drivers of the purchasing decision. Going into 2014 consumers will also use credit lines more carefully. Successful marketers must position their goods/services as high quality and extraordinary value, giving them the confidence they need to feel that their money is being spent wisely.

Enhanced customer experiences by integrating mobile technology, customer reviews and reputation monitoring are needed. Promote customer satisfaction as priority "one" to encourage repeat business.

## **INCREASING INEQUALITY IN THE DISTRIBUTION OF INCOME**

As pointed out by the Delaware Department of Labor, the wage distribution in Delaware

is taking on the shape of an "hour glass." The wages of persons with more formal education and training are rising while the wages of less educated and skilled workers are falling. To sustain sales, businesses selling to a cross section of consumers will have to adopt pricing and discount strategies that recognize this gap among households in their ability to pay.

## **Marketing tip**

Retail, real estate, appliance, hospitality, and

**Continued on next page**

The advertisement features a logo at the top consisting of three stylized human figures in blue, green, and purple. Below the logo is the text: "We are well-educated in the Art of Service. (There's no app for that.)". The central image shows a woman with blonde hair, wearing a dark blazer and a pearl necklace, smiling. She is standing in a modern, well-lit office or conference room with contemporary furniture. Below the image, the text reads: "POLLY WEIR, DIRECTOR" followed by "UD Conference Services" and "Covering your event needs from start to finish – all in one place."

# Tips for dealing with a troubled economy

## From previous page

car dealerships can successfully target top earning households with traditional and emerging media technologies that capitalize on buying behavior and media preference amongst these decision makers. Implement lead nurturing strategies that engage these buyers in regular interactions with your brand regardless of their readiness to buy.

Rental community developers, real estate management firms, moving & storage, furniture rental, discount retailers, used car dealers and fast food restaurants should implement daily, weekly and monthly deal programs that utilize text marketing, E mail & social media marketing.

## THE GROWING IMPORTANCE OF TRANSFER PAYMENTS

Transfer payments (e.g., Social Security, Medicare, Medicaid, unemployment insurance) now account for 20% of Delaware personal income...up from 10% three decades ago. The 2014 increase in Social Security will be the lowest on record, so Delaware businesses with older customers may expect budget constraints. Also, the imposition of caps

on Medicare and Medicaid mean that Delaware's health care industry will not be the growth leader in 2014.

## Marketing Tip

Savvy marketers have finally figured out that they have either ignored or inappropriately addressed the baby boomers growth market. Many are finally making the jump from advertisements that remind us of our ills to positioning that speaks directly to our desire for improved quality of life, fun and vitality. Despite budget limitations, products that allow boomers to age in place gracefully, fulfill their bucket lists and live with dignity... at the right price point will be the winners in 2014.

Daily deals, coupon promotions, referral programs and savings clubs are excellent marketing tactics for this market segment.

## FED TAPERING BEGAN AND THE WORLD DIDN'T END

The Fed began tapering its purchases of mortgage bonds and treasuries with a small reduction of \$10 billion in January 2014. Clearly, markets



have priced in the movement as the 10-year treasuries moved up just 4 basis points on the announcement as compared to 80 basis points when the "possibility" of the tapering was indicated by Bernanke last May. The most important part of the new policy was the Fed's statement saying that low interest rates will continue even with unemployment lower than 6.5% .

## Marketing Tip

Short term interest rates will remain low for 2014 and some part of 2015. Retailers should be able to continue financing inventories at lower than historic rates and pass some of the financing savings to their customers, especially on big ticket products.

A good marketing alternative could be to extend financing terms at low or no interest as the low financing cost could be directly absorbed by the retailer or received from the distributor or manufacturer.

## CONSUMER DISTRESS REMAINS STRONG

Personal financial conditions still on shaky grounds. While there has been a reduction in the "non-accrual" credit cards loans (those that are ready to default) during the last six months, there has been a deterioration in the 30-to-90 days late, which could worsen the 90-plus day late

**Continued on next page**



# Marketing tips offered

From previous page

section and the overall “non-performing” credit card loans. Meanwhile, “non-performing” home equity loans increased by 20% to \$1.2 billion during the year ending last September. Combined with weak employment/income conditions, prospects for personal finances hence consumer purchasing look bleak for 2014.

## Marketing Tip

If the trend of consumer distress or personal financial conditions continue to deteriorate retailers should tighten financial requirements for their own lending or just rely on credit card financing. If credit card companies are reluctant to finance or set up tougher credit limits, the business owner will

have a clear picture of the client’s financial position.

A possibility in overcoming consumer distress and increasing or maintaining sales is to refloat the layaway system, a very popular approach a generation ago.

*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 monthly Delaware Economic Review ([www.deconfirst.com](http://www.deconfirst.com)).*

## #13 The Circle building sold

The office building, known as #13, The Circle in Georgetown, was sold to commercial real estate investor/developer “13 The Circle LLC,” which was represented by NAI Emory Hill. Emory Hill has a Lewes office. Additional buyer and seller information was not released.

The building is a fully occupied 14,567-square-foot multi-tenant structure which houses Citizens Bank, the Public Defenders’ Office of Delaware, and the regional office U.S. Sen. Tom Carper.

The Circle in Georgetown is largely comprised of government offices. Georgetown is the county seat of Sussex County and the home of Return Day, a nationally known post-election event where winners and losers in Delaware ride together in carriages on the Circle and bury the symbolic hatchet.

The seller of #13 is Inland American CFG Portfolio, LLC, which was represented by CBRE. The buyer was represented by Ann Bailey, of Emory Hill.

NAI Emory Hill represents NAI Global in Delaware and Cecil County, Md.. It is part of Emory Hill Companies. Emory Hill provides Delaware and the Mid-Atlantic region with commercial real estate brokerage, construction, property management, maintenance and residential real estate sales.



# Solar company presses 'dumping' allegation

## *Motech stock price drops on news of SolarWorld suit*

**A** solar company claims Chinese manufacturers are attempting to evade trade sanctions by assembling modules from cells manufactured in third countries.




The Taipai Times reported that shares of solar cell maker Motech dropped more than 4 percent on the news.

Motech, which is based in Taiwan, operates the Motech Americas plant in Glasgow, south of Newark. Motech solar panels have been installed in Delaware and the region.

The loophole, according to a SolarWorld release, allows China to continue to improperly subsidize its

export-intensive campaign and sell below production costs in the U.S. market to gain market share.

SolarWorld stated it is also working with the [Coalition for American Solar Manufacturing](#), a cross-section of solar employers.

Since the first cases were filed, SolarWorld claims other American companies have been forced out of business. 

SolarWorld, the largest U.S.-based solar cell producer, submitted anti-dumping and anti-subsidy cases with the U.S. International Trade Commission and the U.S. Department of Commerce against China and Taiwan to close what is views as a loophole in trade remedies issued a year ago.

The company has its US headquarters and manufacturing site in Oregon and is part of a German-based company.

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# Delawareans could see lower gasoline prices in 2014

**D**rivers are seeing the highest New Year's Day gas price ever, although the outlook for 2014 is for slightly lower prices. That outlook could change if the economy improves dramatically, or a weather event or international crisis occurs.

Delaware gasoline prices were running at \$3.46 a gallon for regular, higher than the national average of about \$3.32 a gallon. That was unusual as Delaware gas prices typically run at or below the national figure. Areas such as Washington, D.C. reported prices at or below those of Delaware, an unusual development. As of this week, Delaware gas prices had fallen a few cents a gallon from the New Year's figures.

"It was a relief to see gas prices decline in 2013 following record-breaking pain at the pump in recent years," said Jim Lardear, director of Public and Government Affairs for AAA Mid-Atlantic. "Our hope is that prices will continue to fall as cars grow increasingly fuel efficient and refineries expand production to take advantage of the recent boom in North American crude oil."

The cheapest gas prices were in South Carolina for the second year in a row with an annual average of \$3.24 per gallon. The next cheapest states included: Mississippi (\$3.28), Tennessee (\$3.29), Arkansas (\$3.29) and Missouri (\$3.29).

Hawaii had the most expensive gas prices in 2013 with an annual average of \$4.24 per gallon. The next most expensive states included: Alaska (\$3.91), California (\$3.89), Connecticut (\$3.80) and New York (\$3.78).

The national average has remained above \$3 per gallon for 1,105 consecutive days, yet averages in 12 states dropped below \$3.00 per gallon at some point during the year. The price of gas rose above



\$4.00 per gallon in 13 states at some point during the year.

Gas prices most likely will average slightly less in 2014 as refineries continue to expand production capacity and increasingly rely on North American crude oil. Increased refinery capacity and domestic oil production should provide a supply cushion that helps to limit dramatic price spikes caused by supply and

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# Cecil Bancorp to delist stock

Cecil Bank plans to delist its stock from over the counter trading. The bank's stock had been trading at less than 40 cents a share, down from a 52-week high of 75 cents.

The bank, based in Elkton, can delist because of its small number of shareholders, the banking publication reported. In November, long-time president Mary Halsey retired from the bank after a 33-year career. She has been active in local affairs in Cecil County and in the state of Maryland.

Cecil, which has branches throughout the county, announced the appointment of Terrie G. Spiro as CEO. Spiro has more than 25 years of banking experience in the mid-Atlantic region, according to a release.

Cecil Bank has struggled with problem loans for a number of years and like other banks received investments from the government in the Troubled Assets Relief Program (TARP). According to regulatory reports, the bank has \$72 million in troubled assets out of a total of \$376 million in assets.



## Refinery gets more crude from domestic sources

### From previous page

demand. The Delaware City Refinery now receives much of its crude oil by rail from North Dakota and Canada. In the past, nearly all oil came from the Middle East or other overseas sources.

“Gas prices should average slightly less in 2014 if everything goes as expected, but most drivers may not even notice because the difference could be relatively small,” said Lardear. “Increased refinery capacity and domestic crude oil production should help provide a cushion in case something goes wrong, but there are

no guarantees when it comes to gas prices. There will remain an outside chance of paying higher prices due to unexpected global events or significant economic growth.”







AAA updates fuel price averages daily at [www.FuelGaugeReport.AAA.com](http://www.FuelGaugeReport.AAA.com). Every day up to 120,000 stations are surveyed based on credit card swipes and direct feeds in cooperation with the Oil Price Information Service (OPIS) and Wright Express for unmatched statistical reliability. All average retail prices in this report are for a gallon of regular, unleaded gasoline.



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# Tech Forum holding January Idea Challenge

**T**he [Technology Forum of Delaware](#) is holding an Idea Challenge at its regular meeting on Jan. 15 from 5:30 p.m. to 7:30 p.m.


The forum is asking for volunteers to participate in teams of four to five people to tackle a specific problem, to be designated at the start of the event.

The teams will work together for about three hours to craft an innovative solution and present their ideas later in the evening. The event begins with a networking mixer at 5:30 p.m. and the presentations will begin at 6:30 p.m.

The location has not yet been announced.

Each team will have five minutes to pitch their idea. A panel of judges, and the audience will also be asked to vote.

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

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# Veasey takes exception with critics of 'pay to play' report

**F**ormer Supreme Court Chief Justice and Independent Counsel Norman Veasey has issued a release that takes on critics who claimed the investigation into "pay to play" actions in Delaware political circles should have resulted in prosecution.

The statement from Veasey, "urges the public and lawmakers to read very carefully the report released by his office." Veasey was appointed to head an investigation into campaign finance and related issues during the administrations of former Gov. Ruth Ann Minner and Gov. Jack Markell.

The statement also took note of a *News-Journal* editorial that defended the actions of the special counsel.

A separate *News-Journal* story had State Sen. Greg Lavelle, R-north Wilmington and State Republican Chairman Charles Copeland criticizing the report, with Copeland questioning the timing of its release over the holiday period. Veasey earlier criticized the statements of the two men in the News Journal story.

"The report clearly demonstrates that criminal charges some critics would have us make are not supported by evidence sufficient to prosecute. Thus, to bring such a charge would be professional misconduct, subject to possible disbarment," the release stated.

In response, John Fluharty, executive director of the Delaware Republican Party, said Veasey's group "spent two years and a million dollars and all they could up with is that the Markell administration could not read a spread sheet."

The Veasey release continued, "Some politicians seem to have wanted an irresponsible 'witch hunt,' which the editorial clearly states this investigation is not and should not be. The failure of some elected officials or donors to follow the law carefully does not mean they should be indicted when there is no credible evidence of all the elements of a crime that we could bring to a judge and jury in a court of law and prove beyond a reasonable doubt, and at a considerable expense of taxpayer money"

**Continued on next page**



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## Veasey asks politicians to carefully study findings in report

### From previous page

The statement concluded with the following: “Again, the public and politicians are respectfully urged to read and understand the clear language of the entire report. We have very responsible Representatives and Senators who want to do the right thing and consider ways to reform the weaknesses in our campaign finance and public integrity laws. An informed public as well as an informed General Assembly are keys to that goal. Moreover, given the publicity attendant to the charges and civil settlements, the investigation, and the report, it may be less problematic to prove intent with respect to any future violations.”

The text of the report and this news release are available the home page of the Delaware Department of Justice website at [www.attorneygeneral.delaware.gov](http://www.attorneygeneral.delaware.gov).



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# The not in my backyard environmental smoke screen

Opponents of the Allen Hiram poultry processing plant in Millsboro have a powerful weapon at their disposal. It's the ability to use the process of environmental clean-up to push a not in my backyard strategy.



**Doug Rainey**

The Korean company plans to operate a 700-employee poultry processing plant that would employ the latest technology, add product lines and boost a key industry. By questioning plans for an environmental clean up of the former Vlastic pickle plant, foes could hold up the project for months and perhaps years. The group, Protecting Our Indian River, has another secret weapon as noted in a recent [News Journal](#) story.

The growth of Sussex County has brought in a population of retirees and second home dwellers including a few who possess skills in the art of exploiting the bureaucracy. The hope is that the folks at Harim, which saved the faltering Allen Family Foods poultry operations on Delmarva, has the patience required to deal with this latest threat

to precious blue collar jobs in the state. A quick look at the Protecting Our Indian River site also shows some of the views of diehard opponents who also focus on factory farms, fracking and other obsessions that guide their beliefs.


No one is questioning the need to ensure that the Vlastic site is cleaned up. But left out of the discussion is the potential of the Allen Hiram project to speed up that process. If the Vlastic site simply remains closed, the danger to the water supply will be greater.

But as we saw to the north with the [No Newark Power Plant](#) group, environmental activists have enjoyed success by hooking up with the not in my backyard opponents who are naturally inclined to oppose such projects. No Newark Power Plant has mobilized opposition to the Data Centers proposal to build a data center and an accompanying gas-fired power plant. It has skillfully used social media to conjure up nightmarish and misleading images and statements.

By cloaking their arguments in environmental rhetoric and coming up with frightening scenarios, a large number of people have been swayed. This

process comes with a touch of elitism, with the view that blue collar jobs will be held by immigrants or those without advanced degrees. Better yet, let's ignore the spin-off effects of manufacturing and construction. In the case of Newark, a few opponents stated that the \$45,000 a year jobs would not do much for the economy. That kind of thinking speaks for itself.

The media does not help. While both points of view are typically aired, those with the loudest voices often get the headlines. Left out in news pages is any analysis of the economic impact of such projects and the economic dangers of doing nothing.

The state could also do a better job, but is in the uncomfortable position of being both a regulator and cheerleader. There is also the political question of Democrats walking the tightrope between advocating for economic development and not alienating those on their left flank. It means the business community, particularly companies north of the canal, need to strongly support a project that will help turn around the dismal outlook for manufacturing in Delaware. 



# Lawsuit seeks to roll back tighter environmental standards

**T**he Caesar Rodney Institute announced that David Stevenson, director of the Center for Energy Competitiveness at CRI, is among four persons who filed a lawsuit against the Delaware Department of Natural Resources and DNREC Secretary and Colin O'Mara over tighter air pollution standards.

According to a release, the complaint claims O'Mara does not have the power to reduce the agency's new carbon emissions goals, the basis for raising the carbon dioxide permit fees.


The plaintiffs also asserted that DNREC is violating the Delaware Constitution. The new regulatory ruling will cost Delaware families and businesses over \$50 million a year in fees collected through consumers' electric bills, the release said. "Multiple parties warned DNREC this decision was a potential violation of the Delaware Constitution in public comment sessions but the comments were ignored," Stevenson stated. "The state constitution specifically requires that all taxes and fees must be approved by a 3/5 majority in each legislative chamber."

"One of the biggest debates in the legislature this year was over a tax increase," Plaintiff and State Representative Harold "Jack" Peterman, R-Milford, said. "Twenty-two legislators opposed an attempt by Delmarva Power to raise electric rates, and both issues involved less money than this. Twenty-five percent of the money collected must be spent on energy efficiency projects and on helping people pay their electric bills, according to a multi-state Memorandum of Understanding. Unlike most state spending, the legislature has no say in how the money raised from this fee increase will be spent." Other plaintiffs listed are: Christian Hudson, of Hudson Management



and Sam Yoder & Sons in Greenwood; and John Moore, CEO of Acorn Energy in Wilmington and a CRI board member. The case will be heard by Judge Richard Stokes, Superior Court judge, in Georgetown.

The institute, based in Dover, has turned to litigation in an attempt to roll back state energy policies, claiming the costs are hurting the Delaware economy and consumers. It has remained a skeptic of climate change. An earlier suit claimed that the state played favorites in selecting Bloom Energy to install fuel cells that feed power into the grid in the state. The installation was part of a deal that brought a Bloom plant to the state.

Filings with the state indicate that Delmarva Power consumers pay \$4 a month extra for the energy from the Bloom servers when compared to electricity prices on the open market. The institute was one of the few initial critics of the federal and state loan package for Fisker Automotive, which had planned to build a hybrid automobile at the former GM Boxwood plant. Two Chinese companies are now bidding for the remains of Fisker.. 

*Route 9 corridor project aims to turn blighted area*

## County gets \$500,000 for housing rehab work

New Castle County has received from the Federal Home Loan Bank of Pittsburgh a \$500,000 grant for buy and rehab blighted homes in the Route 9 Corridor.

The grant funds will support the New Castle County Department of Community Services' "Route 9 Corridor Neighborhood Stabilization Project." The money will fund the acquisition and rehabilitation of seven vacant and foreclosed homes in communities along the Route 9 corridor in New Castle County to create affordable housing opportunities, increase home ownership and promote community reinvestment. The corridor extends along the north-south route in the New Castle area.

"We have been working hard to restore the Route 9 Corridor – arguably one of the most blighted areas in New Castle County," County Executive Tom Gordon said. "This significant amount of money will help tremendously in that regard, and we are so grateful for the Federal Home Loan Bank of Pittsburgh's recognition of our efforts."

The renovated homes will be marketed to homeowners at or below 80 percent of Area Median Income figure. For

a family of four that figure is a maximum of \$63,050. The homes will be renovated with an energy efficiency focus to reduce the maintenance costs to the homeowners, said Carrie Sawyer Casey, manager of the NCC Department of Community Services Division of Community Development & Housing. Two of the properties will be made accessible to individuals or families with special needs.



The funding is part of a larger scale program New Castle County has developed through Neighborhood Stabilization Program funding from the U.S. Department of Housing and Urban Development, she said. Since 2010, New Castle County has purchased more than 80 properties in New Castle County, with 54 of those properties sold.

NSP is one-time funding, and the additional funding through the Federal Home Loan Bank of Pittsburgh's Affordable Housing Program, New Castle County will continue its stabilization efforts, said Alan J. Matas, general manager, Department of Community Services. New Castle County received the maximum grant amount in its first time applying for this funding.



## *Crabcake Factory plans expansion at Fenwick site*

[The Crabcake Factory](#), Fenwick Island, announced the has acquisition of the Berracah Homes Building adjacent to the restaurant on Route. 54.

The purchase will add more parking and eventually a Crabcake Factory retail location at the building.

Berracah Homes, a factory home builder based in Greenwood, Del. will lease the bottom floor this season.

Renovations to the Building will begin in 2015. Crabcake Factory, based in Ocean City, Md., has three locations. In addition to dining, it has shipped one million crab cakes throughout the nation.

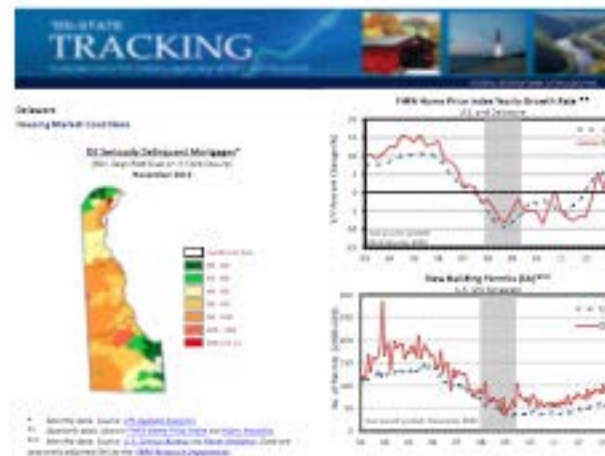


# Philadelphia Fed report shows mixed economic trends

The Federal Reserve Bank of Philadelphia has issued its first monthly economic tracking report for Delaware. The report shows a lower unemployment rate and a shrinking labor force.

The report, which uses charts and graphs, includes the previously released 6.5 percent unemployment rate for the state.

It also features visual comparisons on income, building permits, employment growth and other areas.



[Click here](#) for the report.

The decline in the unemployment rate, according to the report has been accompanied by a decline in the size of the workforce. Emerging as a factor in the size of the workforce is a decline of 800 in the number of government workers, according to

the tracking report. Government jobs account for about 63,000 of the 429,500 jobs in the state. A combination of a smaller workforce (down nine-tenths of one percent), combined with fewer unemployed contributed to the 6.5% November jobless rate.

On the plus side, the state saw gains in personal income growth that ran ahead of the national rate and a higher rate of growth for building permits than the nation as a whole.

Future releases for Delaware will be released on the first Friday of each month. [Click here](#) for a previous Business Bulletin story.

## Judge's order likely to keep Reach open

A federal judge has ordered that the Reach Academy for Girls can stay open another year.

U.S. District Court Judge Leonard Stark granted a preliminary injunction requiring that the charter school remain open. The state Board of Education had ordered the closing of the New Castle-area

school at the end of the academic year, citing academic problems. The school has suffered from administrative, financial and academic issues since its founding in 2011.

“An important and immediate result of this ruling is that DOE is prevented from allowing Reach’s charter to expire at the end of the current school year; therefore Reach indeed is available as a choice option for the 2014-2015 school year,” Reach Board President Rev. Lloyd Casson wrote in a letter.

Casson, a retired Episcopal priest, has worked to turn around the school, which has remained under close scrutiny by the state since its founding.

In a Facebook post, Casson went on to note that Stark granted the injunction based on the fact that the closing would not be in keeping with Title IX, which grants equal status for females in academics and other areas. Reach is the only girl’s only charter school in a state, which also has a boy’s charter school. “This action also gives us a window of time

**Continued on next page**

# Economic forecast breakfast for Central Del. Chamber

## From previous page

in order to make academic and other improvements necessary without changing the wonderful environment and educational experience in which your girls are thriving academically and maturing as self confident, aspiring young women,” Casson wrote.

Delaware Education Secretary Mark Murphy issued the following statement: “While we respect the Court’s view that opportunities for all-girl public education may be constitutionally required, we also share the court’s concerns about the lack of good alternatives and we wish that were not the case. Regardless of gender, we believe the quality of the education is most important and we continue to be concerned with the sustained poor performance at Reach Academy.”

## Wood Fired Pizza opening store

A popular pizza truck business is opening at a brick and mortar location. [Wood Fired Pizza](#) reported on its [Facebook page](#) it will hold an official

opening on Jan. 8, with a soft opening prior to that time. The location is at East Cleveland Avenue and Papermill Road in Newark.



The business has operated with a vintage Ford truck with an attached pizza oven. The truck has been a fixture at the Newark Farmers Market and private events. The truck offers classic and gourmet pizzas, featuring local vegetables and produce.

## Milford Memorial temporarily stops pediatric admissions

Milford Memorial Hospital has temporarily stopped admitting patients to its pediatric unit effective New Year’s Day. The decision came after discussions with pediatricians providing care to patients in northern Sussex County,

This decision was made because Milford’s Pediatric Department has, on average less than

one patient per day, according to a release from Bayhealth.

The decline in inpatient pediatric admissions is not unusual, the release noted. Pediatric inpatient admissions have fallen dramatically, primarily due to new medications and treatment options that allow parents to manage, with oversight the pediatrician, a child’s illness at home.

Pediatric patients needing inpatient hospitalization will be transferred to Kent General’s Pediatric Department, or, as necessary, transferred to a hospital specializing in pediatric care, according to the Bayhealth release.

## Dogfish Head buys Finbar

The Cape Gazette reports Dogfish Head has purchased its neighbor in Rehoboth Beach Finbar. The transaction was confirmed by both Dogfish Head and Finbar owners. Finbar is a restaurant-pub. Dogfish, which operates a brewpub next door

**Continued on next page**



**From previous page**

to Finbar, has no immediate plans for the property. The site will be studied for future uses. Finbar has been open since 2006 and describes itself as an Irish gastropub.

Dogfish got its start in Rehoboth and has gone on to be one of the nation's largest craft breweries. It is nearing completion of an expansion at its brewery in Milton that will allow an expansion of states that will offer the beer. Also purchased was a Lewes motel now being renovated into a speciality inn. [Click here](#) for the story from The Cape Gazette.

**Economic Forecast event in Dover**

On January 21, the Central Delaware Chamber of Commerce will host an Economic Forecast Breakfast at the Maple Dale Country Club from 8- 9:30 a.m. Cost is \$20 for CDCC Members and \$25 for non-members and includes a full breakfast. The presenting sponsor for the 2014 Economic Forecast breakfast is BIG Investment Services.

Forecasters for this event are;

Dr. John Stapleford of DECON First. John


has a Ph.D. in urban and regional economics (University of Delaware), M.A. in government and planning (Southern Illinois University) and B.S. in chemistry (Denison University), is principal for DECON First and a professor emeritus of economic development from Eastern University.

DECON First partners with the Delaware Business Bulletin in providing economic information for Delaware.

Scott L. Wren is the Senior Equity Strategist at Wells Fargo Advisors. He previously served in the same capacity with A.G. Edwards & Sons, Inc. in St. Louis. Wren has more than 25 years of experience in the financial services industry.

David F. Boothe is president of BIG Investment Services.

A Johns Hopkins alumnus he got his start in financial services through the insurance industry in 1993 and has been serving individual investors as a full service financial advisor for over 10 years.

For more information or to register for this event, call the CDCC office at 734-7513. 



*Back in Indiana*

**Dogfish Head is heading to Indiana. The company lined up a distributor in the Hoosier state. Founder and President Sam Calagione was on hand late last year to mark the first shipment of beer out of the brewery in Milton. Indiana was one of a few states where Dogfish halted distribution after the Milton brewery struggled to keep up with demand. A recent expansion in Milton allowed the brewer to return to those states. Dogfish is now looking to sign up more distributors. Dogfish recently added Wisconsin to its territory and is now looking for a distributor in Tennessee. (Dogfish Head photo).**

# Pro Kitchen Gear announces new name, move to Philadelphia

**P**ro Kitchen Gear announced a new name and a decision to move their retail location to Philadelphia.

center in Wilmington The company's next retail location will be in Philadelphia. The exact date of the Greenville location's last day has not been

The new name of [Kitchen Culture](#) came after feedback from the current customer base that indicated the Pro name was geared to commercial customers only. The change is effective immediately.


"Listening to our customers and team members is our top priority and all roads led to a name that was more all-encompassing of the experience we offered," said founder and owner, Dave McCormick. "We inspire people to cook, no matter what level they are at on the culinary scale and that is a feeling that cannot be described just as is the feeling when everyone gathers in your home kitchen. I wanted our name to reflect that."

In addition to a new name, Kitchen Culture has announced they will be leaving the current Greenville store at the end of January of this year, but will keep their headquarters & fulfillment



determined. "While we had a good run in Greenville and have amazing customers in the area, the low foot traffic and changing demographics do not justify keeping this location open. Many of our customers are downsizing their kitchens, so our products are no longer applicable. The opportunity to be in a thriving food city is very exciting and I am confident that our brand, services and products will be a good fit."

While Kitchen Culture will not have a public location the opening in Philadelphia, the company will continue to honor outstanding gift cards via phone order or private appointment at their headquarters in Wilmington. The phone number is 302.478.1020

Established in 2010, Kitchen Culture (previously, Pro Kitchen Gear) is a retailer of kitchen cutlery, cookware and tools for the home cook. 

## *DiFonzo's social media traffic soars; tomato pie added*

DiFonzo Bakery added tomato pie to its bread selections, according to its Facebook page. The bakery opened in late November at 724 Old DuPont



Road in the Elsmere area. In the early going, the offerings were limited to rolls. A tomato pie is bread with a sauce topping.

DiFonzo's [Facebook](#) page now has more than 3,500 likes. That could represent one of the fastest growth rates for a small business Facebook page in northern Delaware. The post on its opening was the second most read in 2013 at [DelawareBusinessDaily.com](#). The third generation of the family is now operating the bakery that is open Tuesday through Sunday.





## *Cecil College adding casino dealer course to curriculum offerings*

Cecil College has added a Casino Gaming School that will prepare participants for a career in table games. Participants can learn how to deal poker, blackjack, craps, roulette and carnival games during classes, which will be offered both in the morning and afternoon.

The course addresses the demand for dealers for more than a dozen casinos in the region that offer table games. According to the United States Bureau of Labor Statistics, the average starting salary for dealers is \$18,000 plus tips with a potential of \$50,000 or more per year. Employment for gaming dealers is expected to grow by 17 percent over the next 10 years.

Information sessions will take place at the college's Elkton Station at 6 p.m. Jan. 21 and 1 p.m. Feb. 4 and on Cecil's North East campus at 1 p.m. Jan. 23 and 6 p.m. Feb. 6. To learn more about the Cecil College Casino Gaming School, visit [www.cecil.edu/casino](http://www.cecil.edu/casino)



## **Viamark adds franchise in Wilmington area**

**V**iamark Advertising has opened a new franchise office in Wilmington headed by Katie Loizeaux.

Loizeaux began her ad career 11 years ago as an account executive for WSPK in Poughkeepsie, NY. She followed her then general manager to 99.5 WJBR in Wilmington.

In 2007, she left WJBR to work as an account executive for Philadelphia's KYW Newsradio for two years before returning to WJBR.


"Katie's unique experience, along with Viamark's tools and resources, offers a fresh approach to businesses starving for effective, yet cost-attainable campaigns," Viamark's director of franchising and co-founder Glenn Anderson said. "That's something for which Viamark has developed a well-earned reputation over the years."

Wilmington becomes Viamark Advertising's 12th office. The agency handles more than 175 accounts from Florida to Massachusetts and specializes in strategic media buying, and creative services, including radio, television, print, outdoor, and digital.



**Katie Loizeaux**

Industries served include automotive, health care, pharmaceutical, education, restaurant, retail and real estate.

"The Viamark training program was excellent. With all the sales tools and systems that were provided to me I'm ready to jump in and start meeting with new potential clients. Plus my insider perspective of the broadcasting industry, unique knowledge of the Wilmington market, and personal relationships with station managers, sales managers and account executives inherently will give my clients more bang for their media buck," says Loizeaux. For more information, visit [viamark.com](http://viamark.com) or [viamarkfranchise.com](http://viamarkfranchise.com).

## *Reilly and UD coach Brock part of volleyball kick-off event*

**E**aster Seals, University of Delaware head football coach Dave Brock, and former Philadelphia Eagle Kevin Reilly will hold the kick-off event of the 2014 CAI / Easter Seals Volleyball Challenge on Thursday, January 16 from 5:30-7:30 p.m. at Timothy's in Newark. Food, drinks, prizes, and helping people with disabilities are on the agenda for the evening.

Anyone interested in learning more about playing or volunteering in the Volleyball Challenge, which raises funds to help people with disabilities, is invited to come to Timothy's, located at 100 Creek View Road in Newark. For more information contact Laura Becker at (302) 221-2065 or by e-mail at [lbecker@esdel.org](mailto:lbecker@esdel.org).

Brock, a native of Moorestown, N.J. and a veteran of 22 collegiate seasons as an assistant coach, became just the fifth head coach of the Blue Hens since 1940. Brock replaces K.C. Keeler, who led the Blue Hens for the last 11 seasons. Brock comes to Delaware after serving one season as the offensive



**Kevin Reilly at previous event.**


coordinator and quarterbacks coach under Coach Kyle Flood at Rutgers University. Prior to Rutgers, Brock coached at Boston College, Kansas State, North Carolina, Temple, Hofstra, Salisbury State and Western Connecticut State.

A longtime Easter Seals supporter, Reilly is a former member of the Easter Seals board as well as

Philadelphia Eagle football player. He is currently a motivational speaker, speaking from the heart and using his own experience with a rare cancer to teach how others can prevail from adversity and pain to find the very best in themselves.

Registration is now open for the CAI / Easter Seals Volleyball Challenge which will be held on March 21-23, 2014 at the Delaware Orthopaedic Sportsplex at 326 Ruthar Drive in Newark, across from UPS. [Click here](#) to register a team, volunteer or donate to the event.

Easter Seals offers a range of services, including children's therapies, assistive technology, recreational camping, day programs for adults with physical or intellectual disabilities and respite services for caregivers.

To learn more about how Easter Seals helps children and adults with disabilities, call 1-800-677-3800 or visit [www.de.easterseals.com](http://www.de.easterseals.com). 



# *UD, Christiana Care honored for efforts*

**T**alent Greater Philly announced the honorees of its 2013 Regional Challenge, an initiative designed to highlight companies, organizations and higher education institutions working to improve college access and degree completion for residents in the Greater Philadelphia Region.

Independence Blue Cross, Philadelphia Education Fund, and University of Delaware were recognized for their efforts supporting educational attainment at an award ceremony following Campus Philly's annual meeting at WHYY.

During the ceremony, the Talent Greater Philly coalition also announced that it has received a \$200,000 grant from the Lumina Foundation to support ongoing regional collaboration to boost degree completion.

## **MEDSEEK announces award**

MEDSEEK, announced that numerous healthcare organization customers were honored at the eHealthcare Leadership Awards ceremony. The



**Pictured, left to right, Lori Shorr, Mayor's Office of Education; Jack Bartley, Faculty Director, Associate in the Arts Program, University of Delaware; Darren Spielman, President and CEO, Philadelphia Education Fund; and Peter Jones, Director of Enterprise Learning and Development, Independence Blue Cross.**

organizations were recognized for exceptional online marketing and communications at the annual Greystone.net Healthcare Internet Conference (HCIC), held in New Orleans.

Among the winners was Christiana Care Health System for beset site design.  
**ServiceSource awards**

ServiceSource Delaware Regional Office held its 21st Annual Founders Award Dinner.

Each year, the Founders Award The dinner was a night to celebrate excellence and honor community leaders, organizational partners and exceptional individuals.

Winning the 2103 Founders Award was Julian H (Pete) Booker for his years of dedication and commitment to individuals with disabilities.

Winning Business Partner of the Year was Cafe Scalessa's, Wilmington.

Service Source provides employment and other services for disabled persons.



**Booker**

# 8 talent management trends to look for in 2014

By **Chris Burkhard & Chris Barton**

**A**s a workforce and work place expert, we'd like to share our view of the 2014 workforce. After reviewing the numbers and statistics from 2013, here are eight talent management trends to look out for in 2014.



1. In November of 2013 the economy had more temporary jobs than any month but April of 2000. The number of temporaries as a percentage of the total workforce (called the penetration rate rose above Octobers' number from 2.03 from 2.02 percent of the total workforce. This represents 2,775,900 workers in the temporary field. These numbers reflect the commitment of business to find ways to keep their workforce more flexible and adaptable to economic fluctuations and marketplace changes. You can expect this trend to continue and for 2014 to be the year that more temporaries than ever before are in the workforce.

2. 2014 will continue to show improvements for college grads. Unemployment rates for college level unemployment fell .4% points to 3.4 from 3.8%.

3. Unemployment rates will continue to decline. Currently at 7.0% down from 7.6% in May of this

year. 2014 will bring the end to the 7's as we slowly, gradually, almost painfully lower the rate.

4. Monthly job creation numbers will continue to be above 200,000 jobs next year. The US created more then 200,000 jobs just a handful of times in 2013. This will become the norm rather than the highlight reel moment.

5. You can expect 200,000 to retire per month. The statistics suggest that 10,000 a day/ 300,000 a month are plausible. Even with an improved stock market and stabilizing housing prices, the number is probably adjusting down a little.

6. The new workers entering workforce have been thought to be balancing or replenishing retired workers. Expect the numbers of retirees to increase and the numbers of workers to be relatively flat.

This could further lower unemployment in 2014.

7. Technical fields will continue to show strong demand. These are good times to be in accounting, finance, IT, engineering or "ist" fields in the sciences (i.e. chemist or biologist).

8. Organizations will continue to shift their business strategies, thus impacting their people. Look for more firms to focus on meeting the needs of workers that go through a reduction in force (RIF). Studies show that the focus is on getting people jobs first and doing what is right for the firm second. More and more outplacement will be done through virtual/technology driven models that lower costs of services but meet the changing needs of the worker! Office space is no longer important... and updated, contemporary coaching content will never go out of fashion.

9. Never before in the history of the modern workforce will it be more evident that employees are fully responsible for their own careers as workforce trends confirm the end of the "parental role" big companies used to play.

**Continued on next page**



# 14 job trends to watch in 2014...

## From previous page

10. The Rise of the Coach. Today's employee uses a coach to lose weight, achieve personal goals, to learn new skills in business as a high performer, and to manage their career. Look for the HR field's (more likely and entrepreneur!) response to the needs of the workforce and to become their agent in 2014.

11. Temporary staffing utilization is up over 8% this year. Expect that number to be exceeded in 2014 as more small and mid-market companies get comfortable utilizing a contract workforce.

12. This is the year the underemployed make a change. The number of people that are chronically underemployed in lesser jobs or in jobs that provide less hours of work than desired see modest improvement. With unemployment being as low as April of 2008, this worker pool will be next in line.

13. Jobs growth and creation will continue to be frustrating. Some markets and cities will see strong job creation, while others will continue to lose job sectors and industries at an alarming rate.

Job growth will not be everywhere; instead you'll see it in pockets.

2014  
Forecast

14. Overall, you can expect businesses to modestly increase hiring plans in 2014. But the use of temporaries will continue to rise as

the business strategy behind using a contingent workforce continues to have a higher adoption rate.

Here's to a great year for the workforce!

*Chris Barton is founder and managing partner of Barton Career Advisors which in 2013 joined the Outside-In Companies. Over ten years ago, Chris Burkhard established the CBI Group, a talent management company which along with the temporary staffing firm Placers, are also Outside-In Companies.* 

## Morehouse Drive warehouse sold to Lancaster company

705 Morehouse Drive, a 108,000 square-foot industrial warehouse in New Castle, has been purchased by Calumet Enterprises LLC from Sasco N.C. Inc. of Wilmington.



Jon Hickey of NAI Emory Hill served as broker for the transaction.

Calumet Enterprises LLC is a division of Clark Associates, Lancaster, Pa. Clark Associates operates a family of multi-industry companies that employ over 550 people in four states in sales, service, mechanical and manufacturing functions.

NAI Emory Hill represents NAI Global in Delaware and Cecil County, Md. and is a division of the Emory Hill Companies, which provides Delaware and the Mid-Atlantic region with commercial real estate brokerage, construction, property management, maintenance and residential real estate sales. Further information is available at: [www.emoryhill.com](http://www.emoryhill.com).

*Editor's note: Send personnel news items to [drainey@delawarebusinessdaily.com](mailto:drainey@delawarebusinessdaily.com). Larger photos (1MB and under) are suggested for use in the accompanying [online photo gallery](#).*

Long-time Delaware banker **Mark Huntley** is the new CEO of Artisans' Bank, based near Wilmington. Huntley took the post on Jan. 1. Huntley joined the Bank in early September 2013.

He succeeds Stephen C. Nelson who retired on December 31. Nelson completed over 42 years of service to the bank, including the last 16 years as the Bank's 10th president in its 152 year history.

Huntley has more than 35 years of experience in both regional and community banking. Most recently, he was Senior Executive Vice President of Fulton Financial Corporation in Lancaster, Pa., serving as Head of Retail, Small Business and Chief Deposit Officer.

Previously, Huntley served as the Executive Vice President and Community Bank Executive,



**Huntley, left and Nelson.**

supervising the CEOs of eight community Banks in Delaware (Delaware National Bank), Pennsylvania, Maryland and Virginia, all operating under the Fulton Financial Corporation.

He was Chairman and CEO of Delaware National Bank from 2001 to 2009.

Huntley's banking career in Delaware began in 1992 when, as a result of the merger of Delaware Trust and Meridian Bank of Reading, Pennsylvania, he served as Consumer Area Manager for the State of Delaware and Chester, Delaware and Dauphin Counties in Pennsylvania. He was President

of the Delaware Division and Area Manager through the successive mergers of Meridian with CoreStates Bank in 1998 and the CoreStates First Union merger in 1999, where he remained until joining Fulton Financial in 2001.

Nelson announced in September 2013 his plan to retire. The bank's board of directors then elected Huntley Artisans' Bank effective on January 1, 2014.

Nelson began his career with the Bank in 1971 as a management trainee and served in various positions leading to his appointment as Executive Vice President, Corporate Secretary and member of the Board of Directors in 1995. He was elected Artisans' 10th President and Chief Executive Officer in July of 1997.

During his tenure, Artisans' Bank expanded its branch office network throughout the state, including Sussex County, and grew its commercial banking operations. Nelson will continue to serve as a director of the bank.

**Continued on next page**



From previous page

### Morris James announces partners

Morris James LLP announced that **Brett M. McCartney**, **Eric J. Monzo** and **David J. Soldo**, have been elected partners effective January 1.

The new partners are part of the Business Representation group in the areas of corporate litigation, bankruptcy and creditors' rights and commercial litigation.

Brett M. McCartney focuses his practice on corporate governance, stockholder litigation, fiduciary duties, alternative entity disputes and complex commercial litigation. He has represented stockholders and directors in corporate litigation, partners and members in alternative entity disputes and advised corporations, special



**McCartney**



**Monzo**

committees and alternative entities in a variety of business transactions.

Eric J. Monzo focuses his practice on restructuring and insolvency. He regularly represents a wide range of stakeholders including corporate debtors, commercial creditors, official and unofficial committees, lender groups, agents to syndicated lending groups, financial institutions, trustees, principal financial and private equity sponsors, directors, officers, and insurers.

David J. Soldo focuses his practice on business contract disputes and in defending complex tort matters, including personal injury, products liability, and toxic tort claims.

He represents insured and self-insured companies in defending personal injury matters, including premises liability, motor vehicle, construction, and products liability claims. He also represents companies in property damage and contract claims.



**Soldo**

### Top producers announced

ResortQuest Real Estate announced the November 2013 top producers in its southeast Sussex County, Delaware locations.

**Dayna Feher** of the [Bethany Beach](#) office won top honors for listing volume for November.

Other award winners were: **Bill Hand** of the Sea Colony at Marketplace office; **Marc Grimes** of the [Bear Trap Dunes](#) office; **Karla Morgan** of the West Fenwick off and **Jen Smith** of the Edgewater Lobby/Sea Colony.

**Colleen Windrow** of the [Marketplace at Sea Colony](#) office took home top honors for sales volume.

Top sales volume awards honorees were: Shannon **Smith-Pantall** of the West Fenwick office; **Gail Phelan** of the Edgewater Lobby/Sea Colony and **Brendan Crotty** of the Bethany Beach office.

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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 Nov.

1.

**Manufacturer food**

**BACOT LISA MARIE LM CUPCAKES** 123 ASPEN DR NEWARK, DE 19702-2865

**Beautician**

**BALDINO ENTERPRISES INC GREAT CLIPS** 232 E GLENWOOD AVE SMYRNA, DE 19977-1080

**Services**

**BARB WALTZ'S FAMILY CHILDCARE** 14 YEATES DR NEW CASTLE, DE 19720-3230

**BARBARA SWANSON** 1WESTBROOK DR.ATP #H206 PENNS GROVE, NJ 08069

**BIEDERMAN CYNTHIA A** 604 PARKRIDGE DR HOCKESSIN, DE 19707-2302

**BOARD DIRECTOR LLC** 709 6TH ST NEWARK, DE 19711-8718

**BORTHWICK AMANDA L** 430 BLACKBIRD FOREST RD SMYRNA, DE 19977-9220

**CABLENET COMMUNICATIONS INC** 7 CHELSEA PKWY STE 709 MARCUS HOOK, PA 19061-1307

**CARBON MARKETING GROUP**

128 N PINE ST APT 7 LANCASTER, PA 17603-4371

**CAROLYN MINCEY LEARNING CTR LLC** 714 S HARMONY RD NEWARK, DE 19713-3343

**CATRINA SHARP** 418 TOFTREES DR MIDDLETOWN, DE 19709-4630

**CHARLSEN JANET STUDIO** 26 SALON 32174 S DOGWOOD DR DAGSBORO, DE 19939-4040

**CHEF DEREK BREWINGTON LLC** 2 SPUR RIDGE CT NEWARK, DE 19702-2229

**CLOUD 9 PROFESSIONAL CLEANING** 706A PUTNAM BLVD WALLINGFORD, PA 19086-6701

**Retailer/alcoholic beverages**

**BARNACLE BEAU'S LLC SAND BAR TAVERN** 7 COVE VILLAGE CENTER MILLSBORO, DE 19966

**Retailer furniture**

**BAUGUESS LESTER CHESAPEAKE HOME FURNISHINGS** 110 EXECUTIVE DR STE 3 NEWARK, DE 19702-3352

**Retailer**

**BEACON TECHNOLOGIES LLC** 336 BRANDYWINE DR BEAR, DE 19701-3202

**BEAU MONDE LLC BEAU MONDE** 300 COASTAL HWY FENWICK ISLE, DE 19944-4404

**BENTRUST** 514 VALLEY RD UNIVERSITY, VA 22903-3217

**BLUE HEN POULTRY SUPPLY LLC** ROSE VALLEY SCHOOL ROAD

DOVER, DE 19904

**BOSE ROBYN PUSHME PULLME ACRES** 3911 S STATE ST CAMDEN WYO, DE 19934-1725

**BRISTOL MARCIA TINA ALL NATIONS** 630 WARREN DR MIDDLETOWN, DE 19709-1703

**BROOKS ALICIA OMAZYN CONCEPTS** 8 CANDLEWICK CT NEW CASTLE, DE 19720-3924

**Retailer food**

**BOLDEN NIYA K KEE'S KUPKAKES** 105 GATEWAY DR NEWARK, DE 19711-3562

**Restaurant**

**BELLEFONTE CAFE INC** 2 PENARTH DR WILMINGTON, DE 19803-2012 RETAILER-RESTAURANT

**BIRDAL LLC** 26089 LONGNECK RD UNIT 1 MILLSBORO, DE 19966

**BIRDAL LLC** 26089 LONGNECK RD UNIT 1 MILLSBORO, DE 19966

**CAROLINE COMFORT FOODS FROM: JANE TO JANE** 13 CAPANO DR APT B5 NEWARK, DE 19702-1852

**BREWINGTON KIMBERLY KATERING BY KIM** 141 SUGARBERRY DR NEW CASTLE, DE 19720-7628

**CARACAPPA JANICE CAROLLO CATERING** 210 S LANDING DR MILFORD, DE 19963-5387

**BRYANT HAZZARD** 9266 HERRING BRANCH RD LINCOLN, DE 19960-3925

**Wholesaler transportation**

**BENSON AUTO SALES INC** 601 CORNELL DR UNIT G7 WILMINGTON, DE 19801-5789

**Repairperson**

**BERMADEZ MARIO NETWORK KING** 4304 MILLER RD APT 101 WILMINGTON, DE 19802-1930

**BURGER STEVEN R SEASIDE LAWN SERVICE** 26033 ASHCROFT DR MILLSBORO, DE 19966-9060

**Contractor**

**BEST RENOVATIONS** 204 STONE ROW YORKLYN, DE 19736

**BPR LLC AMAZON FLOORING SERVICES** 206 THEATER LN CAMDEN, DE 19934-4702

**BRICE ANDREW C DELAWARE INSULATION** 26461 ASBURY AVE CRISFIELD, MD 21817-2219

**BROCK SERVICES LLC** STE 200 10343 SAM HOUSTON PARK DR HOUSTON, TX 77064-4656

**BT MECHANICAL INVESTMENTS LLC** J&A HVAC 659 OTSEGO ST HAVRE DE GRACE, MD 21078-2630

**C&C FENCING INC** 1303 ENTERPRISE CT STE B BEL AIR, MD 21014-1847

**BYBLOS HOME IMPROVEMENT INC** 645 POSSUM TROT WAY ABERDEEN, MD 21001-2658

**C.A. TYRE LLC** 115 ROCKLAND DR CAMDEN WYO, DE 19934-3685

**Photographer**

**BISHOP STANFORD L III NTENCE**

**IMAGES** 134 ASHVALE DR SMYRNA, DE 19977-4034

**Engineer**

**BRUNS-PAK MEP LLC** 999 NEW DURHAM RD EDISON, NJ 08817-2253 12/1/13 - 12/31/13

**Counselor**

**BUSCH TERI TERI BUSCH LCSW** 10 WINK DR NEWARK, DE 19702-2841

**Lessor**

**C S PROPERTIES LLC** 979 DAISEY RD CLAYTON, DE 19938-2975

**Sales representative**

**CAMPBELL MICHELLE L ORIGAMI OWL** 33 FANTAIL CT NEW CASTLE, DE 19720-4674

**Wholesaler machinery**

**CAPTIVE-AIRE SYSTEMS INC** 4641 PARAGON PARK RD RALEIGH, NC 27616-3406

**Motor vehicles dealer**

**CARMAX AUTO SUPERSTORES, INC. CARMAX** 2070 STAFFORD WAY NEWARK, DE 19711-5461

**Motor vehicle service**

**CHARLIE'S AUTO REPAIR** 1001 S CHAPEL ST NEWARK, DE 19702-1356

**Collection agency**

**CHOICE RECOVERY INC 1550 OLD HENDERSON** RD STE 100 COLUMBUS, OH 43220-3626

