

Happy  
Holidays!

## This week

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# INDEPENDENT GROCERS OFFER PERSONAL TOUCH

By Eileen Dallabrida

**A**T LLOYD'S MARKET in Lewes, shoppers are thirsty for soy milk.

"We know there's a demand for it because we have a number of customers who have requested it," says Lenny Pollitt, son-in-law of owner Lloyd Purcell.

The challenge is finding shelf space for new products in a small store. For Pollitt, the solution is offering lots of products, but fewer brands.

"There are 10 brands of soy milk and we don't have room for them all," he says. "So we carry two brands."



In addition to feeding customers, independent grocers focus on listening to them. Pollitt and

**Continued on next page**

# Independent grocers holding their own in competitive market

## From previous page

other indies say that is what sets privately held markets apart from big corporate chains.

“We pride ourselves on pleasing customers with special cuts of meat and the things they can’t easily find anywhere else,” he says. “We have one customer who asked us to order her favorite soap because the drugstore didn’t carry it any more, which we were happy to do.”

In a marketplace fat with choices, independent grocers are intent on getting their piece of the pie. In Delaware, the indie slice includes 39 supermarkets which generate \$359.79 million in annual sales, according to the National Grocers Association (NGA), a trade group based in suburban Washington, D.C. NGA tracks markets with sales of \$2 million a year or more.

NGA says indie grocers are responsible for 4,550 jobs in the First State, which includes store employees, as well as workers in businesses that serve market owners, including providers of equipment, real estate, supplies, technology and transportation.

“Independents are holding their own, despite the challenge of rising costs,” says Peter Larkin, NGA CEO, noting that expenses for employee healthcare benefits increased 7.6 percent in 2012. “They succeed by being nimble, by adjusting quickly. With a big chain, decision making can be a lengthy, complicated process.”

In the food business, there’s no such thing as a free lunch. Larkin says many family-owned indies are faced with succession issues when no one in the next generation wants to mind the store. Even when there are interested heirs, there’s no guarantee everyone will get along.

Solutions include selling the business to employees or hiring a manager to run the business.

“At a store owned by employees, there is a built-in incentive to do well,” Larkin says.

Currently, fewer than one in five full-service markets is independently operated, according to a survey by Progressive Grocer, a trade publication.

**Continued on next page**



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# Independent grocery stores focus on discovering niches

## From previous page

Chains own 82.26 percent of markets; independents own 17.74 percent. Chains also ring up bigger tickets, capturing 94.3 percent of sales, compared to 5.7 percent for the indies.

Currently, conventional-format markets account for only about two-thirds of food sales -- 65.65 percent -- with warehouse clubs, convenience stores, gourmet specialty retailers and military commissaries gobbling the remaining third.

Many indies succeed by focusing on a niche.

Willey Farms in Townsend is a destination for locally sourced produce and baked goods. Witt Brothers Market in Wyoming is known for its meats. Byler's locations in West Dover and Harrington cater to the speciality baking crowd, offering more than 30 types of flour. Yong's Oriental Food Mart in Elsmere sells kimchi and other Asian favorites. Zingo's Market in Newark offers such niceties as an in-house coffee bar and full-service post office.

At Janssen's Market in Greenville, the owners are beefing up the bottom line by diversifying services.

The store doubled in size to 18,000 square feet in 2007 when it moved to a nearby site vacated by a competitor. In addition to groceries, the business offers a bountiful prepared food service, as well as catering and a cafe.

To jump start holiday catering sales, Janssen's held a storewide tasting with multiple carving stations, a lavish dessert table and gourmet dog treats.

"It's a great way to interact with customers and gather input from them," says Joe Janssen Jr., whose father founded the market in 1952.

Janssen and his wife Eileen already have a succession plan in place. Their daughter Paula, who holds an MBA from the Wharton School, already manages day-to-day operations.

At Lloyd's, the owners are boosting revenue by better utilizing resources. During the holidays, the store's chicken rotisserie runs 'round the clock roasting special-order turkeys.







"People order months in advance because there's more demand than we can actually handle," Pollitt says.



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# CABELA'S TO HIRE 250 AT CHRISTIANA STORE

**C**abela's plans to hire about 250 full-time, part-time and seasonal employees to staff its new Christiana, Del., location scheduled to open in spring 2014.

"Cabela's is thrilled to bring a retail location to Delaware," said Mike Adlesh, general manager of the new store. "We are looking for candidates equally excited to deliver Cabela's legendary customer service to the thousands of loyal Cabela's customers in the region. Applications are being accepted now and must be submitted online. Anyone interested in applying can visit [www.cabelas.jobs](http://www.cabelas.jobs) click on "Apply Now," then "United States Jobs." Then follow instructions to log in and apply.

Interviews will take place Jan. 13 to 17 at the Sheraton Wilmington South Hotel located at 365 Airport Road in New Castle. Applying does not guarantee an interview. Most employees are expected to come from the area. Cabela's is looking for people with experience in outdoor recreation.

The 110,000-square-foot store – Cabela's first Delaware location – will be located adjacent to



Christiana Mall near Interstate 95. It will be built in Cabela's next-generation layout, designed to surround customers in an outdoor-like experience with museum-quality wildlife display, according to a company release.

The new format is less than half the size of the nearest Cabela's in Berks County, Pa. In addition to thousands of outdoor products, the store will include a Gun Library, Bargain Cave, Fudge Shop and other features.

The store size is smaller than many Cabela's that are often located in outer suburbs or rural areas.

Cabela's currently operates 50 stores across North America with plans to open an additional 19 over the next two years

The publicly traded company did not receive any government incentives for the store, which is located in a mall area known for high per-square-foot sales, due, in part, to the lack of sales taxes in the state. In other rural areas, Cabela's and archival Bass Pro Shops have received tax breaks, along with criticism that government is subsidizing big companies at the expense of local merchants.



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# Delaware unemployment rate drops to 6.5 percent in November

**D**elaware's jobless rate fell to 6.5% in November as the size of the labor force also dropped. The rate is down from 6.8% in 2013 and more than 7 percent during the summer.

A total of 28,500 unemployed Delawareans were jobless in November 2013, compared to 31,300 in November 2012.

The U.S. unemployment rate was 7 % in November down from 7.3% in October 2013. In November 2012, the U.S. unemployment rate was 7.8, while Delaware's rate was 7%.

State labor officials said information used to calculate the rate indicates that the jobless figure has the potential to drop further in coming months.

In November 2013, seasonally adjusted nonfarm employment was 429,500, up from 429,000 in October 2013. Since November 2012, Delaware's total nonfarm jobs have increased by a net gain of 8,400, a rise of 2%. Nationally, jobs during that period increased 1.7%.

At the same time, however the Delaware labor force is down 7,400 since late 2012 and the number of state residents employed is down by 4,200. Commentary from the report took note of the contrasting figures from measurements of the job market.

The Governor's Office issued the following, "There are a lot of factors at play in these reports, but we certainly believe it's a positive sign for the economy when the unemployment rate is falling over the long term and job growth is increasing faster than the national average in the past year."

The statement added, "That said, we still have more to do to ensure economic opportunities for all Delawareans, so the governor remains focused on his strategy to expand economic opportunities by improving our schools and workforce training programs, supporting small business and entrepreneurship, and helping Delaware businesses compete in the world economy."

Click on the link below for the jobs report.

[2013-11 MLR](#)



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# Final '13 edition of the Bulletin to publish on December 30th

**W**ith New Year's Day falling on the publication dates of The Business Bulletin, the weekly electronic business journal will publish on Dec. 30.

The final issue of the year will feature a business year in review for Delaware. Deadlines is Friday at 5 p.m. Send any items on your business at [drainey@delawarebusinessdaily.com](mailto:drainey@delawarebusinessdaily.com)

The Wednesday publication schedule will resume in January and continue throughout the year.

The Business Bulletin has been published weekly for nearly a year.

The Bulletin is distributed free of charge via opt-in Email.

The publication and affiliated website, [DelawareBusinessDaily.com](http://DelawareBusinessDaily.com) is supported by advertising revenue.

The website and Bulletin was founded by Doug

Rainey, a long-time business journalist in Delaware.

To sign up for the Bulletin, fill out the white box at the bottom of the home page of [DelawareBusinessDaily.com](http://DelawareBusinessDaily.com).



## Trending this week

The most popular stories on our companion website, [DelawareBusinessDaily.com](http://DelawareBusinessDaily.com). Click on the links below for the stories. Next week's edition will list the year's most popular stories.

1. [Former MidCoast CEO pleads guilty to bank fraud charges](#)
2. [Sports bar, restaurant chain files for Chapter 11](#)
3. [\(Update\) Legendary DiFonzo Bakery stays busy](#)
3. [Lightwave Logic moving headquarters to Colorado: Boulder County Business Report](#)
4. [Update: Klan group meeting not good news for business climate efforts in Cecil County](#)
5. [CarMax, the nation's largest used car dealer, coming to Newark](#)
6. [Delaware jobless rate falls to 6.5%](#)
7. [\(Video, gallery\) Ceremony marks opening of \\$5 million juvenile education facility](#)
8. [Guilty plea to embezzlement of nearly \\$350,000 from Discover Bank](#)
9. [Hertrich to open Chrysler dealership in Elkton](#)

# Chancery decision upholds Dewey business licenses

**C**ities and towns in Delaware are breathing a sigh of relief with a Chancery Court decision that upholds the ability of Dewey Beach to levy business license fees

A half a dozen businesses owned by Sussex County lawyer and entrepreneur Alexi Pires claimed in the suit that the fees are illegal since they far exceed the cost of administering the tax.

The suit also argued that the town did not hold a referendum to authorize the business licence fees that gave the town about \$1 million in revenue between 2007 and 2013.

In dismissing the suit, Vice Chancellor Sam Glasscock, III, acknowledged that taxes can be used to drive people out of business, but cited Delaware court decisions that upheld the taxes in Dover and Newark. There was no word on an appeal.

The businesses filing the suit included Jimmy's Grille of Dewey Beach, LLC, Bottle Taproom, Inc., Coconuts-Waterfront, Inc., Dewey Beach Liquors, Inc., Nobeach, Inc., and Rusty Rudder, LLC

Business licenses are levied by the state and municipalities as a tax on businesses. The licenses are an important revenue tool for Delaware municipalities which receive little or no direct aid from the state and rely heavily on property taxes for law enforcement and other costs.

The Town of Dewey Beach won another victory early this year with a State



Supreme Court decision that allowed construction at the Ruddertowne site. A hotel opened at the site earlier this year.

Pires, who owns and has interests in a number of Sussex County businesses, is perhaps best known for running as an independent candidate against U.S. Sen. Tom Carper and for his role in helping to reach a settlement in civil suits filed against Beebe Medical Center (now Beebe Healthcare) by families of sexual abuse victims of Earl Bradley.

Bradley is now in prison for life and the site of his practice near Lewes has been razed. Beebe and physicians were accused of negligence in not reporting suspicions about Bradley's conduct.

[Click here](#) for a copy of Glasscock's ruling.



## *Integrity Staffing moving offices to Iron Hill Center*

**I**ntegrity Staffing Solutions is moving its headquarters from Wilmington to Ogletown.

Rich Kingery of Colliers International, Wilmington, confirmed that the company is leasing 17,230 square feet at the Iron Hill Corporate Center. The company is now located on the Wilmington Riverfront at 750 Shipyard Drive.

Integrity Staffing Solutions was launched by Todd Bavol and Sean Montgomery in 1997.

The company website states that the company serves thousands of clients in Arizona, Connecticut, Delaware, Florida, Kentucky, Maryland, New York, Nevada, New Jersey, Ohio, and Pennsylvania.

Iron Hill is the site of the former MBNA headquarters that was later sold to Buccini/Pollin



**Iron Hill Corporate Center. Buccini/Pollin Group photo.**

Group by Bank of America, MBNA's successor.

Iron Hill is now the home of operations for Barclaycard and J.P. Morgan Chase

Kingery said the new location for Integrity will include meeting rooms and collaborative spaces throughout. "The extraordinary ceiling heights of the suite and the proposed glass finishes are really going to make the office space pop," he said.

Kingery represented Integrity. Brian Hopkins and John Kaczowka with CBRE, Wilmington, represented the landlord, Buccini/Pollin Group. Integrity Staffing is slated to move in the spring.




## **Girl Scouts to build in Christiana area**

Girl Scouts of the Chesapeake Bay announced a new service center to serve as the organization's Northern Region headquarters.

The organization's current headquarters is in Newark at 501 S. College Avenue on the University of Delaware College of Agriculture and Natural Resources campus.

The new service center will be constructed on seven acres off of Old Baltimore Pike, about two and one-third miles south on Route 896 and four miles east on Old Baltimore Pike. The wooded tract is north of Smalley's Pond, near Route 273 and I-95.

GSCB owns its current headquarters building but leases the land from the University of Delaware. The lease is expiring and the university has agreed to purchase the building. The new site has excellent access, visibility, parking and open space. It will also provide outdoor areas for Girl Scouts and volunteers to enjoy in conjunction with programs held in the service center. 



# Cohen to keynote State Chamber annual dinner


David Cohen will be the keynote speaker at the 177th Delaware State Chamber of Commerce Dinner on Jan. 13. The event gets under way at 4:45 p.m. at the Chase Center on the Riverfront.



**Cohen**

Cohen is the Executive Vice President of Comcast Corp., the majority owner and manager of NBCUniversal.

Before coming to Comcast in July of 2002, Cohen served as a partner in and Chairman of Ballard Spahr Andrews & Ingersoll, LLP, one of the 100 largest law firms in the country. A Democrat, he is a powerful figure in Pennsylvania politics and also chairs the Board of Trustees of the University of Pennsylvania.

The annual event attracts up to 1,000 business leaders. The highlight of the night is the presentation of the Josiah Marvel Cup, the annual award that honors a Delawarean who has made an outstanding contribution to the state, community or society. Cost is \$250 for members and \$275 for non-members. To register, [click here](#). 

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# Middletown Chamber to hold annual dinner



The Middletown Area Chamber of Commerce will celebrate the organization's community heroes at its 42nd Annual Dinner next month. Founded in 1972 by local resident Will Kirkwood, the Middletown Area Chamber of Commerce will hold the event at the Odessa Fire Company Memorial Hall on Jan. 24 from 6:30 p.m. - 10:30 p.m.

The event features dinner, open bar, and dancing to local band, Club Phred. The annual dinner will not only celebrate the chamber's milestones for the community, but also honor local businesses with the long-standing Business of the Year Awards. In addition, an outstanding citizen of the community will also be recognized through the Citizen of the Year Award named after

current Chairman, Bill O'Neal and Ambassador of the Year, named after long term President, Jeff Buckworth.

The evening will also recognize an outstanding board member of the year with the Will Kirkwood President's Award. Tickets are \$75 for MACC members, and \$85 for non-members. Nominations are being accepted for Citizen of the Year and Business of the Year. Nominations are due by December 31, and should be sent to the attention of Roxane Ferguson, MACC executive director, P.O. Box 1, Middletown, DE 19709 or via e-mail to [rferguson@maccde.com](mailto:rferguson@maccde.com). The winners will be recognized for their accomplishments at the Annual Dinner on January 24, 2014 at The Odessa Firehall.

For more information or to purchase tickets, contact the MACC office at 302.378.7545 or check out the website at [www.maccde.com](http://www.maccde.com). 



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# AstraZeneca buys out Merck's interest in diabetes venture

[AstraZeneca](#) is placing a big bet in diabetes space by paying what could amount to \$4 billion or more for the rest of a joint venture with Bristol-Myers Squibb.

The British company announced an agreement calling for payment of \$2.7 billion and up to \$1.4 billion in regulatory, launch and sales-related payments. AstraZeneca has also agreed to pay various sales-related royalty payments up until 2025. In addition, AstraZeneca may make payments up to \$225 million when certain assets are later transferred.

AstraZeneca has administrative, manufacturing and distribution operations in Delaware.

The agreement reinforces AstraZeneca's long-term commitment to patients with diabetes an important platform for returning AstraZeneca to growth, the company stated. AstraZeneca has

been hammered by the end of patent protection for blockbuster drugs. That has led to plans to cut 1,200 jobs in Delaware as part of a realignment that also includes putting a for sale sign on a part of its office campus in north Wilmington

Diabetes is a growing problem throughout the world, due to an aging population, more sedentary lives and strong links to obesity.

About 4,100 Bristol-Myers Squibb employees dedicated to the diabetes business, including those at Amylin, will eventually move to AstraZeneca. A number of R&D and manufacturing employees dedicated to diabetes will stay with Bristol-Myers Squibb to advance the diabetes portfolio and support the transition for these areas.



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# Benchmark Builders celebrates 25th anniversary

**B**enchmark Builders, a home builder headquartered in Newport, recently celebrated two milestones: the company's 25th anniversary and strong sales volume for 2013.

“It was a great year for [Benchmark Builders](#). Not only did we surpassed our stretched sales goal by a significant margin, we did so almost to the day of our silver anniversary,” said the company's president, Steve Bomberger, during a corporate gathering at Café Gelato in Newark. Most of the company's 35 employees and many family members were on hand for the event.



Benchmark Builders was founded in 1988 when the company began building commercial buildings at First State Industrial Park in Newport. Three years later the company started on its first residential project, the 368-home community of Frenchtown Woods near Glasgow.

In 1993, the company became one of the first builders in Delaware to begin marketing the concept of an age-restricted, 55-and-over community. The 192-home community of the Village of Hershey Run became part of the company's portfolio, one of the first 55-plus communities in Delaware. Since then, its catalog of communities built has reached 22 for a total of 1,855 total homes constructed and sold. At present, Benchmark Builders is

marketing eight communities in Kent and New Castle counties and more are on the way for 2014.

Although building homes is the focus of Benchmark Builders, the company has found many ways to give back to the community and building industry. One of a number of contributions is their support of Habitat for Humanity. “Benchmark Builders has been a tremendous and significant partner of Habitat for Humanity of New Castle County,” says the organization's Chief Executive Officer Kevin Smith. In 2000, Benchmark Builders took a leadership role in ensuring the success of Habitat's first-


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ever Blitz Build, an effort that built four homes in one week. “Every year since that time, Benchmark Builders has continued to give HFHNCC its time, talent and resources to help us fulfill our mission of building homes,” said Smith.

On the industry side, there have been three Benchmark Builders’ employees who have led the organization as president for a total of five years: Francis R. Julian, Vice President of Benchmark Builders, 2003 to 2005; Steve Bomberger, 2007 to 2009; and Fred Fortunato, Vice President of Project Management at Benchmark Builders, is the immediate past-president of HBADE.

“The Home Builders Association knows it can count on its members, but Benchmark Builders has always gone the extra mile, whether it involves chairing a committee, serving on the Board of Directors, or taking a leadership role in the Home Builders Association on a national level,” says Howard Fortunato, executive director of Home Builders Association of Delaware. “We appreciate the vision that Benchmark Builders has brought to HBA-DE.” The company has also won a number of awards for its work.

Steve Bomberger commented, “As a local builder, we are able to respond to the needs of our customers quickly and effectively. It’s that simple.” “We are proud of the commitment we make to our customers, our community and our industry, “and we look forward to more of the same.” 



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# Target reports data breach of credit card customers

**T**arget confirmed it is aware of unauthorized access to payment card data that may have impacted certain customers making credit and debit card purchases in its U.S. stores. Target is working with law enforcement and financial institutions, and has identified and resolved the issue, according to a release.

Target sold its portfolio to TD, which is setting up a small credit card unit in Wilmington. However, servicing of the portfolio is still done by Target. Target operates three stores in Delaware.

“Target’s first priority is preserving the trust of our guests and we have moved swiftly to address this issue, so guests can shop with confidence. We regret any inconvenience this may cause,” said Gregg Steinhafel, CEO. “We take this matter very seriously and are working with law enforcement to bring those responsible to justice.”

Approximately 40 million credit and debit card accounts may have been impacted between Nov. 27 and Dec.

15, 2013. Target alerted authorities and financial institutions immediately after it was made aware of the unauthorized access, and is putting all appropriate resources behind these efforts

Target is partnering with a leading third-party forensics firm to conduct a thorough investigation of the incident. Those affected by security breaches are typically given free credit monitoring of their accounts.

The data breaches are becoming less rare, with the University of Delaware reporting a problem in August. [Click here](#), for story. Customers are typically given free credit monitoring service for a period of time and to check for suspicious activity on their account.

More information is available at Target’s corporate [website](#). People who suspect unauthorized activity can contact Target at: 866-852-8680.



## Dover Speedway announces plans to upgrade cellular telephone service at track

Dover International Speedway and American Tower, Inc. have announced a new partnership that will see a Distributed Antenna System installed at the track prior to Dover’s spring race weekend in 2014. The system will improve cellular telephone service and increase capacity for all participating carriers on event weekends.

The DAS - a series of hundreds of antennas - will be installed throughout the facility, including the grandstands, FanZone, Monster FunZone, Hospitality Tent Village, Victory Plaza and within Dover Downs Hotel & Casino.

The DAS will allow mobile devices to connect to one of its hundreds of antennas in the venue, an upgraded alternative to relying on the external networks of the wireless carriers, which become overburdened with a dense population concentration at the track on event weekends.

“Essentially, the DAS will enhance mobile connectivity for our fans, sponsors, media and race teams on event weekends,” said Mike Tatoian, executive vice president and COO of Dover Motorsports, Inc. “With the evolution of smartphone technology, and the ability for our fans to get so much more out of their experience through channels like the NASCAR mobile app, connectivity is key while attending race weekends.”

# A banking tragedy


**T**he guilty plea to bank fraud and money laundering charges by former MidCoast Community Bank founder and President James Ladio was a tragedy on many levels.

Even before the news of Ladio's plea came out it seemed unlikely that we would see a new bank for years, if not decades. Capital and regulatory standards are now so onerous that it seems to be producing an environment where a bank may need an asset base in the billions of dollars over the long term.

All that regulation did not stop Ladio over a period of years from carrying out a scheme that according to prosecutors used a number of transactions to shore up increasingly serious personal financial problems. Questions also remain over the role of

the unidentified bank, widely believed to be Wilmington Trust that loaned money to Ladio and whose woes in the end may have led to the collapse of the house of cards.

Young banks are always face a tough existence. Often, the loans that are available come from riskier customers. Still a number of start-up banks have fared well. Granted, most will eventually be sold, but along the way the upstarts provide winning combination of competition and personal service. Indeed, MidCoast was on its way to merging with well-run Bryn Mawr Trust prior to the investigation of Ladio.

But the biggest tragedy came from a betrayal of the trust that is essential to banking and for that matter all relationships. 

## *Letter: Battling secondhand smog*

If you've ever sat in the nonsmoking section of a restaurant, it's clear that there are no real barriers to keep the smoke from wafting into your dining space. The same holds true, only on a much larger scale, when it comes to air pollution produced by coal-fired power plants in one state that drifts into many others. Some call this second-hand smog, and much like second-hand smoke, it can cause serious health problems.

It makes sense that eastern state governors, including our own Governor Markell, have recently banded together to petition the Environmental Protection Agency – the EPA – for stronger health protections from air pollution blowing into our region from the Midwest. Tens of thousands of asthma attacks, heart attacks, strokes and even deaths are caused every year by air pollution that does not respect state borders.

Delaware is worth protecting. We applaud Governor Markell for supporting the need to clean up second-hand smog that will help protect children, older adults, people with lung disease, diabetes and cardiovascular disease, from toxic air pollution and placing pressure on those in the Midwest to do the same.

**Deb Brown**

*President and CEO, American Lung Association of the Mid Atlantic, including Delaware*

# GOP legislators propose right-to-work 'lite'

*Bill would create zones at Boxwood, Wilmington*

**R**epublican leaders are championing a plan to create "right-to-work" zones in Delaware.



**Hudson**

The proposal would create the zones in targeted areas of the state in need of economic stimulus. Cited as suitable areas are the former General Motors Boxwood Road plant in the Prices corner area west of Wilmington. Portions of the city of Wilmington, as well as areas of Kent and Sussex counties, could also be selected in the legislation.

State Senate Minority Leader Gary Simpson, R-Milford Senate Minority Whip Greg Lavelle, R-north Wilmington, House Minority Leader Danny Short, R-Seaford and House Minority Whip Deborah Hudson, R-Greenville have signed on to the effort. Chances of the effort going anywhere are, slim, given the ties of Democratic legislators to organized labor.

At the same time, Republicans have little to lose and could tap into suspicions even among some moderate Democrats that labor has too much influence. The legislation also takes indirect aim at the decision by the Markell administration to offer a \$20 million-plus financial package to Fisker Automotive, now in bankruptcy proceedings.

The legislation also answers criticism that GOP legislators in Delaware have offered few alternatives to stimulating the economy other than attempting to roll back previous tax increases.

European and other overseas companies are said to be wary of putting in new operations in states that do not have right-to-work law.

"Our economy has been stagnant for the last four or five years, so now is the time for a different approach," Simpson said. "This represents, in our minds, one of the most unique and risk-free approaches to economic development to come out of Dover in a long, long time."

"This is about encouraging manufacturers to come to Delaware – with limited or no risk to the taxpayer – with the goal of creating opportunity for Delaware workers and families," Lavelle said.

"We have the Fisker property winding its way out of bankruptcy. It shouldn't sit idle for another five years, and this may help trigger an opportunity for a company to come in there and get the site moving again."

In 2013, 21 states and the District of Columbia introduced right-to-work bills. In the last two years, Indiana and Michigan have become the 23rd and 24th states to adopt right-to-work laws.

While Delaware's employment in the manufacturing sector has remained flat the last 24 months, according to U.S. Bureau of Labor statistics, the newest right-to-work states (Indiana and Michigan) have seen gains of 20,000 and 40,000 manufacturing jobs, respectively, over the same span. Both states have benefitted from growth tied to the auto industry, which disappeared in Delaware. Many components in automobiles are made in non-union settings.

In addition, according to a *Wall Street Journal* analysis supplied by GOP legislators, manufacturing employment grew 4.1 percent in right-to-work states between 2009 and 2012, compared to less than 3 percent in other states.



# Edgecraft, law firm back in court in trademark dispute

**A** Wilmington law firm is back in court in a trademark dispute over a well-known line of kitchen knife

This past summer, Novak Druce Connolly Bove + Quigg client, [Edgecraft Corporation](#), Avondale, Pa. prevailed at the Trademark Trial and Appeal Board in a consolidated cancellation proceeding involving three trademark registrations owned by Smith's Consumer Products, Inc.

The board agreed with Edgecraft that Smith's adoption of the Edgewear trademark for knife sharpeners and other kitchen tools was likely to cause confusion with the long standing Edgcraft trademark and ordered cancellation of the Edgeware registrations.

This month, Jennifer Fraser with Novak Druce has once again filed a claim on behalf of Edgecraft in the US District Court for Delaware alleging Smith has not ceased using the mark and the company is dumping products at half price over the holidays to the detriment of Edgecraft.

## DuPont food color unit sold

[D.D. Williamson](#) (DDW) announces the acquisition of the food coloring product line and related processing equipment from Danisco USA Inc., a part of DuPont Nutrition & Health since 2011. The

transaction broadens DDW's portfolio of natural color solutions

for customers and positions DDW as the largest manufacturer of annatto-based food colorings in North America. The financial terms of this transaction were not disclosed.

“This acquisition allows DDW to strengthen its existing offerings for customers around the world,” said Ted Nixon, chairman and CEO. “The larger toolkit will improve DDW’s ability to develop unique color solutions for applications, one customer at-a-time, and will extend our



manufacturing expertise in Wisconsin.”

The Danisco colors product line has a long history of serving food processors through formulation and blending performance. The line consists primarily of various carotenoid colorings and blends offered as food industry solutions in the yellow to orange spectrum. Danisco supplies the dairy, dessert, bakery/snack, culinary, flavor, beverage and other industry sectors.

DDW’s sole focus is enhancing the visual appeal of foods and beverages.

The combination of two portfolios expands the range of color solutions that DDW can deliver. After an interim period of equipment and inventory transfer from the DuPont plant in Madison, Wis., manufacturing will consolidate at DDW’s GFSI-certified operation in Port Washington, Wis. to supply both domestic and export customers.

**Continued on next page**

# Qatar Airways adds code-sharing; Capriotti's expands

From previous page

## US Airways agreement expanded

[Qatar Airways](#) expanded its code sharing agreement with US Airways for flights at Philadelphia International Airport.

US Airways recently merged with American Airlines. However, the airline will run separately from America for a period of time.

The agreement will provide millions of Americans the opportunity to fly internationally with Qatar Airways out of Philadelphia. The carrier will launch daily non-stop service from Philadelphia to Doha, Qatar April 2, 2014.

Currently Qatar Airways offers daily non-stop service from New York Chicago Houston and Washington, D.C. to their hub in Doha, connecting travelers to destinations throughout the Middle East, Western Africa, Southeast Asia, and Australia.

Qatar Airways and US Airways' codeshare and frequent flyer partnership, which launched in 2009,



focused on flights between Doha and the United States and Europe, as well as connecting flights from select European gateways to Doha. The codeshare agreement will provide customers a single combined ticket for Qatar Airways and US Airways operated connections.


Launched in 1994, Qatar currently serves 130 destinations in more than 70 countries offering 1,100 flights a week. Qatar Airways currently has orders worth over \$250 billion.

## More wicked good Bobbies in Mass.

[Capriotti's Sandwich Shop](#) opened in New Bedford, Mass. as it continues to expand coast to coast. It's the second Capriotti's to open in the state.

Capriotti's was founded on Union Street in Wilmington. It is perhaps best known for its Bobbie, a fresh turkey sandwich with a touch of mayo cranberries and stuffing. Other offerings include subs and cheese steaks.

"Capriotti's is sure to impress New Bedford with our iconic subs and unique sandwich experience," said Ashley Morris, CEO of Capriotti's. "We look forward to serving even more Massachusetts fans and expanding Capriotti's presence on the East Coast."

Capriotti's has been named one of the "10 Great Places for a Surprising Sandwich" by USA Today and is a recent winner of "Best of" awards in Delaware, Las Vegas, Dallas, Quad Cities, Eastern Shore and San Diego. 

# Tech Forum holds Holiday Extravaganza

The [Technology Forum of Delaware](#) held its annual party last week at the University & Whist Club in Wilmington. The event featured pianist and Tech Forum board member David Gates, co-owner of Gates and Co. an investment banking and management consulting firm in Greenville.

Next month, the Technology Forum plans to hold an ideas competition on Jan. 15th. The event will look for solutions to challenges facing the community, with judges critiquing the solutions that teams develop.

TechForum DE serves technology, business and entrepreneurial leaders. The organization 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.

Recent topics at meetings have included the University of Delaware's vehicle-to-grid program and the growing need for data storage as records move to the "cloud."



## *PNC Foundation honored by Brandywine Chapter*

**T**he Brandywine Chapter of the Association of Fundraising Professionals recently recognized the PNC Foundation with its Corporate Philanthropy Award during the organization's National Philanthropy Day conference in November.

Over the past four years, the Delaware Museum of Natural History has been the recipient of nearly \$500,000 in Grow Up Great with Science grants from the PNC Foundation and PNC Bank in support of the museum's pre-school teacher training program, Seeing Science Everywhere.

"I can't think of a more deserving corporate partner for this award than PNC," said Halsey Spruance, executive director of the Delaware Museum of Natural History. "Their commitment over the last four years has allowed us to expand science education in the classroom and equip teachers with the necessary tools to deliver science content in ways young children can understand and enjoy."

PNC Grow Up Great is a \$350 million, multi-year, bilingual early education initiative that began in 2004. To date, the program has served more than 1.75 million children.

"PNC is honored to be recognized for our support of science education initiatives with the Delaware Museum of Natural History," said Nick Marsini, PNC regional president in Delaware. "Our focus on science education is a strategic investment to prepare our youngest learners for educational success and help build a solid foundation for the future of our region."

### **Jean & Joan donates \$25,000**

The local Jean & Joan Cancer Fund has donated \$25,000 to the Beebe Medical Foundation to be used for patient care at the Tunnell Cancer Center at Beebe Healthcare on Route 24 in Rehoboth Beach. Contributions to the Fund come solely from its annual Charity Golf Tournament held each year at Kings Creek Country Club.

Beebe Medical Foundation's President and CEO Judy Aliquo, said, "Once again, the Jean & Joan Cancer Fund has stepped up to make a significant contribution to our program and to our ability to provide quality services to local cancer patients and their families. We are extremely grateful for their decade-long commitment and generosity."

Since its founding in 1999, the Jean & Joan Cancer Fund, has donated \$380,000 for cancer patient support at the Tunnell Cancer Center. Earlier this year, the Fund donated \$39,000 for the purchase of new computer Workstation on Wheels (WOW) that allows nurses to remain at a patient's bedside for patient care and charting. After the 2012 tournament, the Fund donated \$22,000 to the center for general patient purposes.

Since 2004, the Fund has also purchased three vans to transport remote patients for treatment or early cancer detection testing, and other emergency and diagnostic equipment.

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In 2007, it joined the center in creating a special “Patient Special Needs” fund. The fund has also funded construction of a scenic wall in the Tunnell Healing Garden, and established a library and center for fitting cosmetic and prosthetic devices for recovering cancer patients.

### Milford Food Bank graduates first culinary class

Eleven members of The Culinary School at the [Food Bank of Delaware](#) celebrated their achievements during a graduation ceremony for the inaugural class at the Food Bank’s newly-expanded Milford facility.

Guest speaker, Dr. Christine Cannon, executive director, Arsht-Cannon Foundation, praised the program and urged students to “remember how it is that it feels today. . . . Consider other educational opportunities. The sky’s the limit. Love what you do, and remember to give back to others.”

Under the instruction of Food Bank of Delaware Chef Instructor Tim Hunter and the guidance



of Brenda Palomo, Culinary School program manager, the students spent the past 14 weeks developing their skills in the culinary arts. From proper knife handling techniques to Serve Safe certification and completing a two-week internship, the students are prepared for entry-level jobs in the food industry.

The fact that the graduation ceremony coincided with the holiday season was noted by Food Bank of Delaware President and CEO Patricia Beebe. “This is one great present. It doesn’t get any better than this,” she said.

“The first class of this culinary school represents long labor. Sometimes it is a test. This is the end of

a long test, a successful test. We need to continue to raise funds to support this program.”

In addition to learning hands-on skills in the food bank’s industrial-sized kitchen, the students took field trips to food processing plants and urban food markets, these students also worked in preparing and serving at Dinner in the Orchard and for a Trustees of Color reception.

This kitchen opened in September, coinciding with the start of this class.

Following the ceremony, guests were served a lunch prepared by the new graduates. The students featured a menu of roasted red pepper hummus, seafood gumbo, roma tomato bruschetta, sweet potato salad with cranberries and pecans, pork or chicken tamales, orange roughie and spaghetti squash, New York strip steak with roasted brussel sprouts and apples, mac and cheese bites, macaroons, truffles, chocolate cupcakes and banana cake.

*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](#).*

## Bayhealth names CFO

Bayhealth announced the appointment of **Michael J. Tretina**, to the position of senior vice president and chief financial officer. Tretina brings over 28 years of experience in health care finance including expertise in reimbursement, accounting, strategic planning, patient access, patient financial services, and health information management.



**Tretina**

“Mike Tretina’s depth of experience and unique strengths will be a fantastic addition to our executive team. His leadership will make sure Bayhealth is well-positioned to fulfill our mission and provide first-class care to our patient communities,” said Bayhealth CEO Terry Murphy,

Tretina joins Bayhealth from Mary Greeley Medical Center, in Ames, Iowa, where he served as vice president and chief financial officer for four and a half years. Prior to that, he served as vice president and senior vice president of finance at St. Vincent’s Health System, a 900-bed hospital and sub-acute health care system in Jacksonville, Fla.

Earlier in his career, Tretina held senior-level positions at Mercy Health Corporation, Allegheny Health System, and Heffler & Company, Certified Public Accountants, all in Philadelphia.

Tretina earned his bachelor of science degree in accounting at The Pennsylvania State University and his master of business administration in health care administration at LaSalle University. He is a certified public accountant.

## Sonitrol adds key staff

Sonitrol Security of Delaware Valley has announced the addition of **Anthony Santoro**, Operations Manager and **Kevin Hoopes**, Technician/IT Specialist.

A native Delawarean, Anthony has spent more than 30 years in the local business community, with 20 years of experience in the security and fire alarm industry.



**Santoro**

Hoopes is an experienced technical/IT specialist who lives in southern New Jersey. Since 1995, Kevin has been building and repairing computers and servers, running his own business for 10 years. He has worked with security companies as their IT specialist on networks and Closed Circuit TV systems.



**Hoopes**

Kevin brings a background in security, access control and camera systems that communicate over networks.

According to Joe Allen, vice-president/owner, “We have experienced such growth this year that

**Continued on next page**

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it was necessary to expand our team to include an Operations Manager and Technician/IT Specialist. Both of these individuals will fit perfectly with our experienced team that is focused on exceeding the expectations of our valued clients.”

Sonitrol Security of Delaware Valley provides a single source of integrated, security solutions for intrusion, video, access and fire.

The company enjoys the best apprehension rate in the industry and the fewest dispatches for false alarms. As of September, 2013 the company recorded 170,000 successful apprehensions.

### Young joins Easter Seals board

Easter Seals Delaware & Maryland’s Eastern Shore recently welcomed **Scott Young** to its 2013-2014 Board of Directors. Easter Seals is a non-profit community-based health agency dedicated to increasing the independence of children and adults with disabilities or other special needs through direct services and advocacy.

Young is Managing Director of Business Development for Citi Global Cards. He leads cobrand sales, portfolio acquisitions and other partnerships and alliances for the Cards business. Young has over 20 years of management experience in consumer lending. Prior to Citi, Scott worked at Barclays, GE Capital and MBNA America.

An active member of the disability advocacy community, this is Young’s second time serving on the Easter Seals board. He also is on the board of Autism Delaware. In addition, he recently served on the advisory board for Hill Top Prep, a school for special needs students in Rosemont, PA. Young and his wife Meg have been married for 23 years and have four children.

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.

### Westin names sales manager

PM Hospitality Strategies, a hotel management

company, announced the appointment of **Tara Kucharski** as director of sales for the Westin Wilmington connected to the Chase Convention Center on the Riverfront in Wilmington.



**Kucharski**

The hotel is slated to open in the spring of 2014 and is a joint venture between Buccini/Pollin Group and Westport Capital. PMHS is overseeing construction, providing pre-opening services and will operate the hotel upon opening.

A native of the Wilmington area, Kucharski has worked her entire career in the hospitality industry, rising from a bartender at the locally popular Three Little Bakers dinner theater, and most recently serving as director of sales and marketing at the Sheraton Suites Wilmington.

“Tara not only knows the hotel market in Wilmington, but has deep personal and business

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ties to the area, which will give us a tremendous advantage as we introduce the Westin brand to the state of Delaware,” said Joseph Bojanowski, PMHS president. “This hotel, with 100,000 square feet of its own meeting space, will enable Wilmington to accommodate groups that had previously expressed interest, but were too large for the existing hotel inventory. Tara’s combination of hotel sales and local market expertise will be critical in putting together all of the pieces to achieve this goal.”

The LEED-designed Westin Wilmington also will feature a legal center, full service restaurant, a gym, indoor pool and 24-hour business center.

“The Westin is the first, new full-service hotel built in Wilmington in 20 years, and its convention center location in the heart of our entertainment and cultural center, gives us an opportunity to welcome new business and leisure visitors to our part of the first state,” Kucharski said. “With the addition of the Westin’s market leading meeting space, Wilmington now can compete with Philadelphia and Baltimore for convention and meeting business.”

**Major Simpson retires from State Police**

The Delaware State Police announced the retirement of **Major Charles J. Simpson**, a 33-year veteran.



**Simpson**

Simpson was hired on September 2, 1980 into the 42nd DSP Recruit Class. Major Simpson began his career in Sussex County and then moved to New Castle County where he worked at Troop 1 and Troop 6 and became a Canine Handler.

Simpson worked in the Special Investigations Unit (SIU), was a member of the North Hostage Negotiation Team and was Officer in Charge of the Intelligence Unit.

Simpson was promoted to Captain in June 2000 and assigned to Troop 2 as Commander. He later became the Commander of SIU. Simpson and his family moved back to Sussex County where he became Commander at Troop 4. After four years as Troop Commander, Major Simpson was promoted

to Major and joined the Executive Staff as the Operations Major for Kent and Sussex Counties.

Simpson resides in Lewes, Delaware with his wife Donna.

**Nathanson joins CBRE as E-VP**

CBRE Group, Inc. announced that **Brad Nathanson** has joined the firm’s Conshohocken office as an executive vice president of Retail Capital Markets. Nathanson’s team will be focused on Retail Investment Sales within the Philadelphia market including New Jersey and Delaware. He is graduate of the University of Delaware.

He joins CBRE with more than 10 years of real estate experience. Most recently, Brad was a First Vice President Investments and Senior Director of the National Retail Group at Marcus & Millichap where he specialized in consulting with private investors, institutions, and developers on the sale of shopping centers and net lease properties specifically focusing on the tri-state area of Pennsylvania, New Jersey and Delaware.



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

## Services

**AAM CONSULTING** 327 PARADEE DR DOVER, DE 19904-5679

**ADAPTIVE PROFESSIONAL SOLUTIONS** 8 TUSCAN RD LIVINGSTON, NJ 07039-291

**ADMINISTRATIVE RESOURCES** 94 STARDUST DR NEWARK, DE 19702-4771

**AGELESS ARTIFICE LLC** 11968 GREYWING CT RESTON, VA 2019

**STIRPARO MARY KAY MKS BUSINESS TRAINING CONSULTING** 3213 POWHATAN DR WILMINGTON, DE 19808-2714

**STODDARD-TAYLOR MARY V TAYLOR CHILD CONSULTANTS** 122 MANILA AVE LEWES, DE 19958-1722

**STRATEGIC SECURITY SOLUTIONS LLC** 23 WITHERS WAY HOCKESSIN, DE 19707-2507

**STUDIO VESPER** 114 MIFFLIN RD DOVER, DE 19904-3319

**SUMMIT EMERGENCY SERVICES LTD** 521 DELAWARE ST NEW CASTLE, DE 19720-5045

**SUNNYSKZ PLANTSCAPING INC.** 17217 MINOS CONAWAY RD LEWES, DE 19958-3888

**SUPERCUTS** #90915 28257 UNIT 4 LEXUS DRIVE MILFORD, DE 19963

**SURREAL MEDIA** 320 DOVE RUN DR MIDDLETOWN, DE 19709-7912

**SUSSEX FAMILY COUNSELING LLC** 26114 KITS BURROW CT GEORGETOWN, DE 19947-5390

**TADPOLE ACADEMY LLC** 1238 N WALNUT ST WILMINGTON, DE 19801-3222

**TAL KEREN SUNSHINE BY DESIGN** 24 BROWNING CIR MIDDLETOWN, DE 19709-1660

**TAYLOR EUGENE ATLANTIC AMERICAN 2 GIRLS & A BUCKET CLEANING** 27463 DILLARDS RD LAUREL, DE 19956-3631

## Chiropractor

**STOESSEL CHIROPRACTIC INC** 903 SHIPLEY RD WILMINGTON, DE 19803-4927  
PROFESSIONAL SERVICES-CHIROPACTOR

## Photographer

**STOKES KATHLEEN P PICTURE THAT** 56 W HUNTINGTON CIR DOVER, DE 19904-9637

## Retailer

**AFRIKA BELLE** 20433 SCIOTO TER ASHBURN, VA 20147-7009

**STONY RUN HOME LLC STONY RUN HOME** 240 REHOBOTH AVE REHOBOTH BCH, DE 19971-2134

**SURPLUS ACQUISITION VENTURE LLC GOVERNMENT LIQUIDATION** 600 CHEVRON ST DOVER, DE 19902-6600

**SWEETBEADS** 218 E MAIN ST STE 113 NEWARK, DE 19711-7364

## Contractor

**ADVANCED AV, LLC** 208 CARTER DR STE 7 WEST CHESTER, PA 19382-4500

**SECURITY CONST** 955 OLD HARMONY RD NEWARK, DE 19713-4106

**STORK POWER, LLC** 9 GERMAY DR STE 100 WILMINGTON, DE 19804-1156

**STRONG TOWER PROPERTIES III, LLC** 112 DEER VALLEY LN WILMINGTON, DE 19807-1912

**D STEWART** 115 BOYER DR NEWARK, DE 19702-2888

**TAYLOR MADE INVESTMENT PROPERTIES** 7 HOLLOWAY ST SELBYVILLE, DE 19975-9469  
RESIDENT CONTRACTOR/DEVELOPER

**A & B DOOR CONTRACTORS** 140 MAFFETT ST WILKES BARRE, PA 18705-1000

**ABBOTT CONSTRUCTION SERVICE LLC STEVE ABBOTT** 34675 SAINT GEORGE RD DELMAR, DE 19940-3312

## Drayperson

**2012 TRANSPORT LLC** 14296 DUPONT BLVD ELLENDALE, DE 19941-3300

## Repairperson

**STROUT ENTERPRISES MIDDLETOWN POWER SPORTS** 854 OLD SCHOOL HOUSE RD MIDDLETOWN, DE 19709-9066

## Engineer

**STRUCTURES NY ENGINEERING, P A** 1521 CONCORD PIKE STE 301 WILMINGTON, DE 19803-3644

**SUMMIT EMERGENCY SERVICES LTD** 521 DELAWARE ST NEW CASTLE, DE 19720-5045

**SUNNYSKZ PLANTSCAPING INC.** 17217 MINOS CONAWAY RD LEWES, DE 19958-3888  
PROFESSIONAL AND/OR PERSONAL SERVICES

## Retailer food

**SUNSHINE BAGEL & DELI LLC SUNSHINE BAGEL** 1420 N DUPONT HWY NEW CASTLE, DE 19720-1844

## Dental office

**SWIATOWICZ DENTAL ASSOCIATES PA**

1164 ELDERON DR WILMINGTON, DE 19808-1924

## Motor vehicle dealer

**SYKES DARRYL O BIKE 1 CUSTOM KIT BIKES** 224 S GOV BLVD CAMDEN WYO, DE 19934

## Supermarket

**T & M SERVICES LLC** 122 N RACE ST GEORGETOWN, DE 19947-1483

## Public accountant

**T-ACCOUNTS LLC** 17 HOWE DR DOVER, DE 19901-6243

## Restaurant

**TAQUERIA EL NOPAL LLC** 108 BROADKILL RD MILTON, DE 19968-1008

**TAQUERIA EL TACO LOCO, LLC** SARAHI LUCERIO GUTIERREZ 800 W NEWPORT PIKE WILMINGTON, DE 19804-3252

**88 CLINTON LLC CORDELIA'S BAKERY CAFE** 88 CLINTON ST DELAWARE CITY, DE 19706-7702

## Beautician

**312 PARTNERS LLC** TRILOGY SALON & SPA 1200 CAPITOL TRL NEWARK, DE 19711-3924  
PERSONAL SERVICES-BEAUTICIAN

## Food wholesaler


**AAHAA IMPORTS LLC** 17 EYNON CT HOCKESSIN, DE 19707-9217

## Wholesaler

**ACME PAPER AND SUPPLY CO INC** 8229 SANDY COURT SAVAGE, MD 20763

## Security business

**AFFORDABLE ADVANCED AUTO REPAIR** 208 S MARYLAND AVE WILMINGTON, DE 19804-

1344 

# Klan meeting in Cecil won't boost business climate

**A** Ku Klux Klan group held a meeting Friday in a county building in Elkton, much to the dismay of many in government and business.

*The News Journal* reported about 50 attended the meeting that focused on impeaching President Barack Obama, immigration and other hot button issues. *The News Journal* put the story on its front page on Friday and Saturday, with the Associated Press sending the story to its members. [CecilDaily.com](#) the website of the Elkton-based Cecil Whig also carried a story and interview with a Klan leader. Cecil Daily later reported that many in attendance opposed the Klan recruiting effort and its [Facebook](#) posts showed similar views.

The Klan group made no attempt to hide its heritage, donning hoods and robes at the meeting, according to a *News Journal* video. The group claimed it has nothing against minorities, but the garb was a reminder of its history of racial hatred, murders and intimidation that includes burning crosses.

The coverage was bad news in long-running efforts to draw business to the county. Cecil County has a full-time economic development director and staff. Cecil also changed to a county council



**A screen capture of the Knights website.**

and executive form of government with broader powers. The previous system of county commissioners and no county executive was widely viewed as hampering progress in the county.

The *News Journal* coverage was particularly painful, since the northern Delaware economy is the source of many jobs for residents of the county. Cecil County retailers are also hurt by its proximity to sales tax-free Delaware and high bridge tolls faced by shoppers and casino-goers crossing the Susquehanna River.

Cecil has one of the highest jobless and drug abuse rates in Maryland, a state that has benefitted from the proximity of a large part of its population to the more prosperous Washington, D.C. area.

The Klan group holding the membership session on Friday was the [Confederate White Knights](#) of the Ku Klux Klan, listed as being from Rosedale, Md., east of Baltimore. The county allowed the meeting citing First Amendment reasons and perhaps feeling it could provide security at the complex that also houses the County Sheriff's office. The county building is a short walk from the Delaware state line.

The website of the Rosedale group features images of hooded Klansmen, a burning cross and a link to a petition to impeach President Barack Obama. The website indicated the group is seeking native-born members of European extraction who should not have intimate relations with a member of another race or engage in terrorism. Jews and Muslims are barred from membership.

Klan activity has declined in Cecil over the years. During some periods, groups made occasional forays into adjacent areas of New Castle County. The Southern Poverty Law Center did not list any Klan groups in northeastern Maryland in a map that identifies such organizations. The law center has focused more on "Patriot Groups" that have become more widespread, with some taking up arms - *Doug Rainey*.