



This week

Christiana Care opening center on Route 202. **13**



Brandywine cutting ribbon on downtown office center this month. **14**

Royal Farms serves up "green" store in Bear. **18**



ONE STEP FORWARD, ONE STEP BACK FOR DELAWARE ECONOMY

By Doug Rainey

The economy remained top-of-mind in Delaware businesses circles during 2013 as a recovery that felt more anemic than statistics suggested continued throughout the year.

Reasons for what many saw as a lackluster economic performance ranged from the lack of an auto-fueled recovery seen in the South and Midwest to taxes and high energy prices. The uncertainties at the federal level did not help as Congressional sequester budget cuts hit the Dover area, home of Dover Air Force base.

AstraZeneca, working to build its drug pipeline
Continued on next page



A Frontier Airlines jet at New Castle Airport at an event marking the launch of service. The carrier operates several flights a week to Florida, Illinois and Colorado destinations

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as blockbuster products lose patent protection and sales drop, announced it would [cut jobs in Delaware](#), with about a quarter of those positions moving to the Washington, D.C. area.

There was also the issue of Fisker Automotive and the more than \$20 million in grants from the state that might not ever be recovered.

Others saw the tendency of the Delaware General Assembly to focus on social issues as contributing to the malaise. The General Assembly passed legislation authorizing same sex marriage and outlawing trans gender discrimination.

The administration of Gov. Jack Markell was also taken to task for lacking an economic vision and sticking with moving toward having a quarter of its energy coming from renewable sources. Critics claimed the strategy makes energy prices too expensive and drives away business.

Another factor entering the mix was opposition from not in my backyard forces and environmental activists to the operation of the Delaware City Refinery and a proposed Data Center. That led to fears that the state might be in danger of losing its business-friendly reputation. Whatever the



reasons for the lack of economic strength, the unemployment rate remained above 7 percent during much of the year, with the figure falling to 6.5% in November. Even that news was tempered by the fact that the workforce is declining in size, perhaps because discouraged workers dropped out of job seeking efforts and Baby Boomers retired early.

The state did see a number of signs of growth as outlined in other areas of this end of the year review. Check out the highlighted links for further detail.

Financial services

The key area of the Delaware economy remained vibrant, despite predictions a few years earlier that jobs would migrate from the state.

Giants like Capital One, JP Morgan Chase, Citi and Bank of America either held their own or added jobs.

Canadian bank TD added a small credit card operation in downtown Wilmington with government officials urging the company to expand

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the center. The growth was good news for the state as the industry pays well and hires skilled workers from a large pool of talent that has been developed over the years.

The loan problems that led to Wilmington Trust being purchased for a paltry \$300 million by M&T made their way into criminal court. Former Loan officers in Pennsylvania and Delaware were convicted and rumors continued to swirl that others would follow.

One curious case involved [James Ladio](#). The founder of the newest bank in Delaware, MidCoast

Community, pleaded guilty in federal court to bank fraud and money laundering charges related to a web of loans that according to court documents were used by Ladio to deal with his deteriorating finances.

An unnamed bank, widely believed to be Wilmington Trust, granted loans to Ladio, a former Wilmington Trust employee, according to published reports.



Fisker fades away

The [troubled hybrid automaker](#) closed its doors in 2013 after not building a vehicle since 2012. Delaware appears to be on the hook for \$20 million in loans and grants as the company ended up in bankruptcy court in Wilmington as operations were liquidated.

The company was hit by a host of problems, including reports of car battery fires and negative reviews, all the while burning through \$1 billion in cash and government loans with relatively few sales to show for it. The buyer of the remains of the company appears to be a Hong Kong tycoon, although details remain sketchy.

Sen. Tom Carper, D-Del., told Bloomberg it was unlikely a Fisker would ever be built at the former GM Boxwood site west of Wilmington.

Green business

Delaware continued its march toward the goal of obtaining 25 percent of its energy from alternative sources. [Solar energy](#) became a bigger factor in the economy with major installations in all three of the state's counties. Cost of solar panels are dropping and Delaware also **Continued on next page**



The 16th C-5M Super Galaxy was delivered at Dover Air Force Base last week. The Super Galaxy features over 70 upgrades. The state did feel the effect of budget cuts at DAFB, one of the drivers of the central Delaware economy. (U.S. Air Force photo/Roland Balik)



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benefitted from the presence of Motech Americas, a unit of the Taiwan-based company that produces solar panels.

More Bloom Energy servers went online under an alternative energy program that brought the



The dedication ceremony at the new Bloom Energy plant in Newark.

company's manufacturing site to Delaware.

Not everyone was happy with the Bloom and solar installations. At issue is the higher cost of alternative energy when compared to buying electricity from coal and gas-fired plants on the open market.

The energy from the Bloom servers added \$4 to the monthly bill of an average Delmarva residential

customer when compared to the market price, according to filings with the Delaware Public Service Commission. Critics say the higher costs are hampering the recovery of the state's economy.

Delaware joined other northeast states in requesting that the Environmental protection agency impose the same emissions standards in other "downwind" states that send pollution throughout the region. Attorneys general in states that include Maryland and Delaware claimed the costs of cutting pollution in those states is often minimal, since even inexpensive pollution control equipment has not been installed. By contrast, cutting emissions in states with higher standards is much more expensive.

Health care

Christiana Care dedicated the first phase of its \$200 million project at Wilmington Hospital while A.I. DuPont Hospital for Children continued work on a project of equal size. Christiana Care also opened an emergency center in Middletown and was opening a site across the line in Chadds Ford in January.



The confusion surrounding the Affordable Care Act swirled around business throughout the year. The administration delayed some mandates for small business, moving the uncertainty into 2014.

Manufacturing

One of the reasons for the perceived sluggishness in the Delaware economy was the fact that the strong recovery in the auto sector bypassed the state, following the loss of its two auto plants in 2008 and 2009. To make matters worse, Russian steelmaker [Evraz](#) shut down its mini mill in Claymont late this year amid

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claims of steel dumping by foreign companies. Evraz also paid a premium price for the Claymont mill and invested heavily in pollution and other equipment.

The lack of growth led to employment in the sector remaining stable or slightly below the pace of a year ago.

Some good news did appear. Spacesuit manufacturer ILC Dover acquired a [Grayling Industries](#) and moved its 100-plus employee manufacturing operation from Juarez Mexico to Seaford.

[Allen Harim](#) moved forward with its plans for a 700-employer chicken processing plant in Sussex County, despite opposition from neighbors worried about the water supply around the site, the former Vlastic pickle plant.

DuPont continued to restructure its operations to focus on faster-growing businesses. The company sold off its performance coatings (auto finish) business to a company formed by the Carlyle Group, an investment firm. That led to the loss of a few hundred jobs as the newly named [Axalta](#) moved its headquarters to Philadelphia and moved other operations to Delaware County, Pa. The company did keep research operations Delaware.

Later in the year, DuPont announced plans to [spin off its performance chemicals business](#). The announcement came after activist investor Nelson Peltz bought a small stake in the company. Wall Street was divided on whether the move would provide a further boost to DuPont's stock price, which soared to its highest level in a decade. Some analysts argued that spin-off of the slower growing business that includes the Edgemoor Delaware site, was already priced into the stock.



[Bloom Energy](#) opened its fuel cell manufacturing site at the University of Delaware STAR campus in Newark, the former Chrysler plant. Initial employment is less than 100, but Bloom is seeing interest from companies looking for reliable back-up energy sources that could allow stores and other businesses to operate during extended power outages.

One had only to look at the outages at Christiana Mall over the Christmas season to see that a "Bloom box" could pay for itself after a few holiday blackouts.

Entertainment

[Competition](#) continued to take its toll on the casino business in the state. Business is down as more venues opened in neighboring Maryland as the free state added table games.







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Making matters worse is the association of casinos in Delaware with horse racing, which is also on the decline.

By contrast, many Maryland and Pennsylvania venues are what some in the business call “Wal Mart” style casinos with low cost structures.

A state panel took a look at financial statements of the state’s three casinos and was expected to issue recommendations on ways to aid the industry. While details were not released, it is known that the one publicly traded casino property in the state, Dover Downs Gaming and Entertainment, has struggled to remain profitable.

Shortly before adjourning, the General Assembly agreed to provide \$8 million in relief to the industry.

One good piece of news for the central Delaware economy came with

the continuing growth of the [Firefly Music Festival](#) held on property at Dover International Raceway. The event coped with a traffic jam on its first day, but continued to gain a reputation as well attended, well-behaved and well managed event. Organizers signed a long-term contract for the event and added another day to the festivities.



Meanwhile, attendance remained depressed during the track’s two NASCAR weekends that at their peak filled up hotel rooms from Wilmington to the beach.

Finally, Delaware saw its first NBA Development League team when the Philadelphia 76ers located their new 87ers franchise in northern Delaware.

The team is playing its home games at the Bob Carpenter Center on the University of Delaware campus.

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Retail and movies

Delaware's sales-tax-free status continues to draw a variety of retailers to the state.



The hot spot was the Christiana Mall area where outdoors outfitter [Cabella's](#) announced plans to build a smaller-sized store on the edge of the mall property.

Then came [three theater projects](#), one near Cabella's (Cinemark), another in the old Sears warehouse site off Route 273 (Regal), and a new multiplex next to the Walmart in Middletown. The Middletown theaters opened this month.

While that might seem to be a formula for oversaturation of the market, the Penn Cinema, which opened in late 2012 on Wilmington's Riverfront reported that attendance is ahead of projections.

The riverfront complex also hosted the first WilmFilm festival last spring. Further expansion is likely as a large tract, the Christiana Fashion Center, remains undeveloped adjacent to the

mall. More retail development is also expected at the site of the new Regal Cinema off Route 273. Potential tenants are said to be monitoring the newly completed "flyover" exits on Interstate 95, adjacent to the mall. The exits, a part of a \$100 million-plus project, seemed to function well over the holidays.

That could bring more development to the mall area. To the south Dick's Sporting Goods opened as an anchor store in Dover Mall. In north Wilmington, Concord Mall saw the departure of Champps sports bar-restaurant, with the parent company filing for Chapter 11 bankruptcy protection in Delaware later this year.

One legendary Wilmington bakery returned late this year when the [DiFonzo](#) family opened a new bakery in Elsmere after an absence of nearly a decade.

The car side of retailing remained active in 2013 as sales remained strong. Used car giant CarMax opened a store near Newark late in the year and the Milford-based [Hertrich](#) family of dealerships broke ground on a Chrysler, Jeep, Ram dealership in Eklton, Md.

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Environment and business

The past year saw the rise of environmental activists who clashed with organized labor and business.



The first was the renewal of an environmental operating permit for the Delaware City Refinery owned by PBF Energy.

While PBF had cut emissions since spending upwards of a quarter of a billion dollars to reopen and refit the half-century-old refinery and emissions were down substantially, activists were skeptical of the numbers and upset about the refiner's strategy of building a rail unloading facility near the refinery for crude oil shipped in from North Dakota and Canada.

[A contentious public hearing](#) on the permit drew more than a thousand, including union refinery workers, with the strong support of PBF. They were joined by environmental activists. A strong police presence was in place.

A lawsuit claiming the rail facility violated the state's Coastal Zone Act was dismissed, but business groups and the administration of Gov. Jack Markell worried that the damage to the state's business-friendly image had already been done.

The act generally prohibits new industry from locating within the areas along the bay, river and coast, but remains a murky piece of legislation.

The fears were realized months later. While plans were revealed in April for a \$1.1 billion data center in the Business Bulletin, few seemed to be concerned about an accompanying power plant until the summer. The proposed project was planned at the University of Delaware STAR campus, the site of the old Chrysler plant.

Meanwhile, neighborhood opposition to a proposed Wawa market in Newark surfaced.

By some accounts, environmental activists, led by Amy Roe (also a prominent figure in the Delaware City permit dispute) tapped into lingering

resentments over the University of Delaware, the Chrysler site and general distrust of the City of Newark in dealing with both the Wawa and Data Centers plans.

Mayor Vance Funk suddenly saw anti-Wawa signs in his neighborhood that was near the proposed gas station and convenience store and endured many nasty E-mail messages. The mayor had enough, resigned his post, citing the Wawa dispute and moved to Main Street.

Opponents packed a public information session and subsequent council meetings, claiming the city hid information from residents and rolling out scary scenarios of explosions and environmental disasters if a power plant was built.

Neighbors also felt pressure from labor unions that used door hangers and calls to make their case in the city.

At the center of the effort was Roe, a longtime critic of the city electric utility, who ran for mayor.

Roe went on lose by a narrow margin to longtime community volunteer Polly Sierer, who said she would keep an open mind about the project.



Gene Kern of The Data Centers, discussing the project.

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Pharmaceuticals

[The 1,200-employee cut](#) at AstraZeneca's north Wilmington office site, cast a shadow on the Delaware economy throughout the remainder of the year. The drug-maker, after a management shake-up, worked to rebuild a drug pipeline after seeing many of its big sellers moving to generic status.

About 2,000 jobs will remain at the site, which will remain the company's North American headquarters. As recently as 2005, Delaware employment at AstraZeneca totaled around 5,000.

The company is selling off a portion of its office campus, complete with solar panels. It also sold the high-rise, better known as the Rollins Building to the founder of Applied Bank, operator of a small financial institution in Delaware.

AstraZeneca did announce some good news late in the year when it disclosed plans to spend \$100 million to modernize its Newark-area manufacturing and distribution site.

While AstraZeneca was cutting jobs, Incyte, Inc. was expanding, relocating from the DuPont Experimental Station to the former Wanamaker store. The lease will keep more than 370 jobs in

Delaware. Incyte, a drug discovery company is now earning revenue from a drug used to treat a form of blood cancer.



Port of Wilmington

The port had a bumpy year that ended on a positive note. An effort to lease the port to a private operator failed after Kinder Morgan walked away citing problems with a labor union leader at the port. There was also opposition among legislators, other port users and among Wilmington government officials who turned over management to the state-owned Diamond State Port Corp. more than a decade ago.

To some, it was a sign of an increasingly anti-business attitude emerging in the state. Others saw problems with dealing with Kinder Morgan, whose area of expertise is shipments of energy products.

With the end of the negotiations, there were fears that the port could lose its biggest customer, Dole. However, the company, despite an aggressive effort from nearby Paulsboro, N.J., [signed a long-term lease](#). The port also received a federal grant

and funds from the state for new cranes, further brightening its future.

Wilmington

Mayor Dennis Williams took office, vowing to reduce the city's murder rate. However, the new mayor quickly ran into a budget battle with the City Council and the shootings continued. The mayor also kept a low profile. Unlike his predecessors, he often stayed away from business events not under city auspices, instead sending aides.

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A recent analysis of FBI crime statistics ranked [Wilmington a 8th](#) in the nation in violent crime among cities of 50,000 or more. While the violence is largely confined to a few areas of the city, news about the crime rate is causing concern in a business community as the city battles to add banking and other jobs.

Media

The newspaper business continued to downsize, even in Delaware, a state where the largest newspaper in the state, The News Journal, over the years, did not face direct advertising competition from local television stations in the Philadelphia market. That's because northern Delaware accounts for 10 percent of viewers.

But the shift to digital media and a deep slide in classified and help wanted advertising has taken its toll. The News Journal laid off a reported 28 employees and shut down, Spark, a weekly entertainment tabloid.

The cuts seemed to have little impact on day-to-day operations, but the question that remained was how the local media giant would adapt to an increasingly digital world and somehow extract revenue from it.

A digital venture was launched in mid January as [DelawareBusinessDaily.com](#) and the weekly Delaware Business Bulletin went online. The Bulletin is a digital hybrid electronic newsletter laid



out to resemble a newspaper. Using the popular Adobe PDF format, the Bulletin can be downloaded and read-off line.

Subscriptions to the Bulletin grew steadily throughout the year.

The [DelawareBusinessDaily.com](#) site provides comprehensive coverage of business in the state and does not have a subscription pay wall or paid archives. As of the end of 2013, the Bulletin had nearly 3,100 posts available for online access.

State Chamber of Commerce

The state's largest business organization is again looking for a president, following the departure in the fall of [Joan Verplanck](#), the former president of the New Jersey Chamber of Commerce after less than a year. Reasons for the move remain a topic of conversation in business circles, but appeared to center on moving forward on initiatives and personnel moves without


keeping board members fully informed. Verplanck, a veteran of the rough and tumble style of politics in the Garden State, also made it clear she was not impressed with Delaware's more collegial relationship between business and government.

Defenders of the chamber president said those relationships have been overly cozy and have reduced the competitiveness of the state.

Frontier Airlines

The scrappy carrier, armed with several dozen jets in a world populated by airlines with hundreds of aircraft, [began offering flights in July](#) from New Castle Airport as part of a strategy to serve the Philadelphia and the edges of the New York City metro area from Delaware and Trenton, N.J.

At the end of the year, the strategy appeared to be working, with flights running 90% full to destinations such as Fort Meyers, Orlando, Tampa and Chicago. Frontier did quickly drop service to Houston, but plans to add Detroit and Atlanta in the spring.

Frontier was purchased by airline investor Indigo Partners, which is expected to look for ways to further cut costs as part of a strategy that uses low-cost airports such as New Castle. 

50 most read stories at DelawareBusinessDaily.com

Listed below are the 50 most popular stories of the 3,000 plus on our companion website, DelawareBusinessDaily.com. Click on the links below for the stories.



1. [CarMax, the nation's largest used car dealer, coming to Newark](#)

2. [\(Update\) Legendary DiFonzo Bakery stays busy](#)

3. [Update: Sporting goods giant Cabela's not seeking government help in Delaware](#)

4. [Tower Hill headmaster resigns after AG's office search of home, office](#)

5. [Woman at Newark area massage parlor charged with prostitution](#)

6. [News Journal cuts 28 jobs; Spark and Signature Brandywine shuttered](#)

7. [Business Bites: Shoprite gets aggressive in Glasgow; Governor in Switzerland](#)

8. [Management shake-up at AstraZeneca](#)

9. [Cinemark to open 17-screen theater at Christiana Mall](#)

10. [Newark doctor charged in connection with 'Silk Road' web drug case](#)

11. [Updated\) Movie theater boom hits County](#)

12. [ILC Dover acquisition to bring 115](#)

[manufacturing jobs to Seaford area](#)

13. [Glasgow Park farmers market opens](#)

14. [50 employers sign up for Newark job fair](#)

15. [2013 Firefly Music fest expected to boost central Delaware economy](#)

16. [Bayard Plaza opens at site of historic Dover hotel \(photo gallery\)](#)

17. [Axalta invests \\$5 million in pilot plant near Wilmington](#)

18. [Hyatt Hotel coming to Dewey Beach](#)

19. [Delaware State University to lease Dover Sheraton](#)

20. [Precautions urged in fighting stomach virus](#)

21. [For second time in a year, State Chamber is looking for president](#)

22. [CVS to open store in Bear on Sunday](#)

23. [\(Video\) Former Delaware Sierra Club officer](#)

[makes case for data center](#)

24. [DuPont weighs sale, other options for segment that operates Edgemoor plant](#)

25. [Former MidCoast CEO pleads guilty to bank fraud charges](#)

26. [Updated with gallery: Frontier shows off jet ahead of July 1st launch; adds service to Ft. Myers](#)

27. [2012 Release: Cinemark to build new theater at Christiana Mall](#)

28. [2nd and Charles opens in former Border's location](#)

29. [Businessman John W. Rollins, Jr., 71](#)

30. [Christiana's retail metropolis expanding with Colonnade: WDDE 91.1](#)

31. [Noodles & Co. opens at Christiana Mall](#)

32. [Wilmington Police investigate double homicide](#)

33. [Power center near Christiana Mall sells for \\$75 million: Citybizlist](#)

34. [3 arrested after robbery of Newark store](#)

35. [Data center employing 300 may be coming to UD STAR campus](#)

36. [Fire Marshal's office releases photos of person near scene of Fairway Inn topless bar fire](#)

37. [More details offered on proposed data center-power plant project](#)

38. [Cyber attack update: Passwords reset; Phishers show up; multimillion cost estimates emerge](#)

39. [Wilmington area in top 25 for tech start-up growth](#)

40. [TD to locate credit card operation in Hercules Plaza](#)

41. [Foxfire Printing plans job fair this month](#)

42. [Incyte completes lease deal for Wanamaker building](#)

43. [Delaware ranks No.1 in tax-friendliness report](#)

44. [Former Robino executive pleads guilty to raiding 401K fund](#)

45. [Updated: Axalta moves headquarters out of Delaware; R&D to remain](#)

46. [Calpine, Dover prepare for new power plant](#)

47. [Police: N.Y. cigarette smuggling with possible ties to Hamas ring stored goods in Selbyville](#)

48. [Calpine moving ahead with gas-fired power plant in Dover](#)

49. [Former Tower Hill headmaster held in lieu of \\$1.5 million bail](#)

50. [Calpine moves ahead with gas fired plant.](#)

Newark radio station gets FCC OK

Newark is a step closer to a low-power FM community radio station, with the Federal Communications Commission okaying a license, pending a 30-day period for public comment.

Steve Worden, who has a background in radio and information technology, launched the effort to get a nonprofit station on the air under the name of Newark Community Radio.

He made a bid for the 99.9 frequency in a rare auction by the FCC. He was the only applicant for Newark and saw the application approved on a day when 465 submissions were denied.


In 2011, Worden launched [Radio Newark](#), which streams science programming from a wide range of sources, including the Voice of America. A science enthusiast, Worden's station has gained a worldwide audience. Worden said the approval for the FCC license came far more quickly than an earlier 501 (c) (3) nonprofit status request from the government.

Once the comment period expires and barring any challenges, Worden will go to work to raise the \$30,000 or so needed to put the station on the air. The station would be based at Worden's Newark home, but would have to meet FCC requirements such as



back-up power. “We already have a track record of broadcasting, so the likelihood of getting on the air is pretty high,” he said of the FCC approval.


While having a firm grasp of the technical issues – Worden also hired an engineer in making the application – the next job is to come up with programming. Worden says he will be looking for high production values that capture the “textures of Newark,” rather than simply turning over the microphone to whoever wants to be on the air. Sports and news programming are possibilities, including broadcasts of events and games. Technology has advanced to the point that major expenditures are no longer needed for such equipment.

Preliminary engineering work indicates the station's signal will cover the city and could go much further, although Worden cautions that more work will be needed to determine the true reach of the signal. 

Philly Fed publication to track Del. economy

The Federal Reserve Bank of Philadelphia has launched Tri-State Tracking, a new monthly publication series that provides statewide summaries of economic conditions for Delaware, New Jersey and Pennsylvania.

The release of Tri-State Tracking includes monthly data through October and quarterly data through the second or third quarter, depending on the actual data release date. Future releases will be released on the first Friday of each month, starting with a November 2013 report available on January 3, 2014.

“Tri-State Tracking offers a current snapshot of the most recent monthly and quarterly data on employment conditions, housing conditions, and personal income for each state,” said Paul Flora, research & policy support manager. “We think Tri-State Tracking will enable the businesses and the public to readily monitor economic conditions in their home state.” 

Christiana Care Pennsylvania site scheduled to open on Jan. 6

Senior leaders, board members, trustees and dignitaries toured the two-story outpatient center in the Concordville-Chadds Ford area. The site will open on January 6.

The building on Concord Pike (Route 202), one mile north of the Delaware state line, offers “a way for us to get closer to those we serve and to serve more of our neighbors,” said Gary Ferguson, chief operating officer of Christiana Care. [Click here](#) for an earlier story.

“We are not new to the Keystone State,” he said, noting that nearly 10 percent of Christiana Care’s patients live in the area, and Wilmington Hospital, which is finishing a \$210 million renovation, is just a few miles south.

“At Christiana Care, we serve our neighbors, and we consider this part of our neighborhood,” Ferguson said. “Our philosophy is to be expert, caring partners, to help those who are sick regain their health and to help those who are well to stay well.”

Doctors, nurses and staff who will serve patients

at Concord Health Center cut a ceremonial ribbon and showed guests how the new facility brings together outpatient services and programs coordinated in one convenient location.

For the large population living near the Delaware-Pennsylvania border, Concord Health Center offers “one-stop shopping,” said Colleen P. Morrone, a member of the Delaware County (Pa.) Council. It’s easy to get to, and “you come into one facility and get what you need,” she said.

Services include primary care physicians who are board certified in internal medicine and pediatric care; OB-GYN physicians; specialists in cardiology, radiation oncology, GYN oncology, dermatology and endocrinology; outpatient cancer care through Christiana Care’s Helen F. Graham Cancer Center & Research Institute; rehabilitation services and advanced cardiovascular testing; and diagnostic imaging and walk-in laboratory testing.

For more about Christiana Care’s Concord Health Center, see www.christianacare.org/concord 



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

Brandywine opening executive center downtown

Brandywine Executive Center is opening its doors next month at 300 Delaware Avenue in downtown Wilmington.

Brandywine Executive Center will mark the grand opening of the 300 Delaware Avenue location on January 9th with a ribbon cutting, conducted by the New Castle County Chamber of Commerce in the morning, and at an open house luncheon from 11:30 to 1:30 p.m. Prior to that time, tours are available by appointment only.

Brandywine Executive Center will occupy nearly 10,000 square feet on the second floor of the building.

The center is within walking distance of the Hotel DuPont, and several other area hotels. Area shopping and entertainment options include Concord Mall, Christiana Mall and the Riverfront area.

Brandywine Executive Center features an executive board room with a 30-foot retractable glass wall that allows a business lounge and reception area, providing 1,000 square feet of functional space.

The center offers two 10-person conference rooms, day offices, a business lounge, and a five-office mini suite for out-of-town law firms that need war room space. The downtown location is Brandywine Executive Center's third



executive office location. Brandywine Executive Center operates another Delaware center on Concord Pike in north Wilmington. In March, a site was added on Warm Springs Road in Henderson, Nevada. Plans call for adding at least three more locations in 2014.

“As more small businesses look for an alternative approach to traditional office space, many are finding that serviced office providers offer a fast, simple, and economical solution. Brandywine Executive Center provides professional offices with an exceptional technology infrastructure. It's a perfect solution for our clients' ever-changing business needs,” said Chuck Boyce, president of Brandywine Executive Center. “We're pleased to continue to meet this standard with our newest center at 300 Delaware Avenue.”

Founded in 2004, Brandywine Executive Center currently serves over 100 member companies throughout the US. Brandywine Executive Center provides an array of services from full-time offices to virtual office programs to professional on-site staff, and technology support for independent professionals and growing businesses.

For additional information on Brandywine Executive Center, visit www.bwecenter.com.



Gillis Gilkerson marks its 30th anniversary

Gillis Gilkerson, Salisbury, Md. announced the completion of several projects in Delaware and elsewhere on the Eastern Shore during the second half of 2013 and its 30th anniversary year.

“This has been a tremendously exciting and satisfying year for [Gillis Gilkerson](#),” said Dwight Miller, president of the firm. “We have had the opportunity to complete work for a diverse group of clients, several of which are repeat customers. It has been a terrific way to mark our 30th anniversary and we are looking forward to the continuation of the economic recovery in 2014.”

Some of the more than a dozen projects completed this year include the:

- LEED Platinum renovation of Perdue Farms’ headquarters building in Salisbury, MD
- Expansion of the Sussex County Emergency Operations Center in Georgetown.
- Development of the Delmarva Health Pavilion in Millsboro.
- Renovation of Dunbarton III Apartments, Georgetown.



A Gillis Gilkerson convenience store project in Easton., Md.

- Repositioning of a one story retail center into offices for US Parole & Probation in Dover.
- Development of the Fire Training Burn Building in Melfa, VA
- Interior renovations for Trinity United Methodist Church in Salisbury, Md.
- Construction of the 67th Street Town Center Retail Facility in Ocean City, Md.

The company has many projects currently underway, including the major expansion of Jubilant Cadista’s manufacturing and R&D facility in Salisbury and a new Marriott Fairfield Inn in Rehoboth Beach.



Beebe to open HealthyBack

[Beebe Healthcare](#) announced the formation of Beebe HealthyBack, a treatment solution for patients who suffer from chronic back and neck pain. Beebe HealthyBack was formed through a joint venture with [Pure HealthyBack](#), Orlando, Fla. Beebe HealthyBack will be located in the College Park Medical Pavilion in Georgetown. Opening is planned for spring

Chronic back and neck pain costs the U.S. health care system over \$100 billion every year,” said Beebe Healthcare CEO Jeffrey Fried, “These costs trickle down to the local level as well; we would like to get these costs under control. For this reason and because this program has proven results with patients, we believe that offering this to the community will provide great value. It also supports our vision in helping to make Sussex County one of the healthiest counties in the nation.”



Hudson makes another stab at direct wine shipping

Greenville lawmaker, Rep. Deborah Hudson, is continuing an effort to allow direct shipments of wine.

More than 90 percent of the nation's wine consumers can have bottles sent to their homes via FedEx and other carriers, but Delaware has been bucking the trend on this issue, with wholesalers and the Teamsters Union opposing the measure on fears of lower sales.

Delaware has far fewer wineries than neighboring Pennsylvania and Maryland that can make their views known, although the number of vintners has grown to four in Kent and Sussex County.

In 1998, there were 17 states that allowed a winery to ship directly to an adult consumer. There are now 40 states that allow the practice.

“The bottom line is that ... winery-to-consumer direct shipping is really the norm at this point,” said Jeremy Benson, executive director of Free the Grapes! -- a coalition of consumers, wineries and retailers supporting direct wine shipment.

Benson said there are approximately 8,000 wineries in the nation. “The vast majority of them are family-run vineyards that do not have national distribution and they rely, quite heavily, on direct-to-consumer sales.”


Hudson, R-Fairthorne, has repeatedly introduced legislation to authorize the shipments.

Under Hudson's House Substitute 1 for House Bill 60, wineries wishing to ship their products to Delaware would need to obtain a state license. Carrier



companies handling the product, like UPS and Federal Express, would also be licensed. All wine shipments would need to be prominently marked and require that someone least 21 years of age sign for the delivery. All state taxes and fees applicable to retail wine sales would also apply to direct shipment. “We're not re-inventing the wheel here,” Hudson said. “These provisions are the hallmarks of how this law works everywhere else.”

Hudson's bill requires an analysis on the law's impact after going into effect and a four-year life span. “If we see this isn't working, it dies of its own accord,” she said.

Delaware's ban on direct shipping doesn't just impact out-of-state wineries. The four wineries listed on the [Delaware Wine and Ale Trail](#) are also prohibited from shipping wine to Delaware customers. The House Economic Development/Banking/Insurance and Commerce Committee is expected to consider Hudson's bill next month. 


Central Delaware Chamber to hold showcase event at Schwartz Center for Arts

The Central Delaware Chamber of Commerce will hold a showcase on January 14 from 5-7 p.m. at the Schwartz Center for the Arts.

The event will show a new chamber advertisement. If a member brings a guest and the guest joins the chamber, the member will receive \$50 off membership dues.

The event features tables around the room that illustrate the different benefits the CDCC offers including The Sunset Business Mixers; The Member to Member Expos; The 55+ Expo, Power Networking; The Club Card Member Savings Program; The Leadership Central Delaware Program; and Kent County is Open for Business (a free monthly business development program).

The CDCC staff, Marketing Committee and members of the CDCC Board of Directors will be on hand to answer of your questions.

Registration is free. Those interested can call the CDCC office at 302-734-7513 for reservations. 

Add us to your business tool kit



Opportunities are now available for advertisements and sponsorships at Delaware's only business news website, DelawareBusinessDaily.com and the state's electronic business journal, [The Business Bulletin](#). For more information, call Doug Rainey at 302-753-0691. (e-mail drainey@DelawareBusinessDaily.com)

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Royal Farms opens 'green' store, station in Bear

Royal Farms marked the opening of a new store in Bear with the announcement of a program that will use oil from one of its popular menu items.

At a ribbon cutting ceremony, Royal Farms and its vendor-partner, Greenlight Biofuels, presented representatives from the State of Delaware and New Castle County with a gallon of diesel fuel which was made from fryer oil used to cook Royal Farms chicken.

“Biodiesel contributes to local economic development, a cleaner environment, and energy independence, and we’re thrilled to play a part in Royal Farms green initiative across the board” said Greenlight Biofuels president Jim Kingdon. Greenlight has been collecting waste oil for the production of clean burning biofuel since 2007. The company has partnered with Royal Farms since 2010.

Like Royal Farms’ other Delaware locations,

Continued on next page



At top left: Ribbon cutting at the newest Royal Farms in Bear which is seeking LEED certification. In bottom left photo, Greenlight BioFuels’ John Keefe looks on as Royal Farms President John Kemp pours the new diesel fuel converted from chicken fryer oil. At top right photo, from left: Dave Gilley, and Bob Liberato with Emory Hill & Company; John Kemp, president of Royal Farms; and Janet Milkman with Delaware Valley Green Building Council.


Royal Farms takes lead in LEED efforts

From previous page

the Bear store uses “green” practices and is seeking LEED certification for its building.

“Royal Farms is leading the leaders (in LEED efforts),” said Delaware Valley Green Building Council Executive Director Janet Milkman. “You all should be proud of what Royal Farms is accomplishing in the state of Delaware.”

Emory Hill & Company, New Castle, was the general contractor on the Bear store as well as others in Glasgow, Georgetown and Dover which were also built to LEED standards and/or certification. Emory Hill recently awarded a contract to build the next store to be built in Ocean View. “Emory Hill is committed to helping Delaware companies achieve their LEED goals and we are proud to work with Royal Farms in these endeavors,” said Bob Liberato, director of construction.

Dignitaries at the Bear store at 1551 Pulaski Highway included Delaware Senator Bryan Townsend and New Castle County Councilman David Tackett. Representatives of ten local charities were presented with \$500 checks in honor of the store opening. The store was the 24th in Delaware to be built by Royal Farms, which was founded in 1959 and currently owns and operates 155 convenience stores in Delaware, Maryland, Pennsylvania, and Virginia. 

Store site at Route 1 and 202

Wegman's in Concordville area down to one approval hurdle

ChaddsFordLive.com reports that the proposed Wegman's supermarket has cleared another hurdle and now has one more to go.

Last month, the Chadds Ford Zoning Hearing Board voted 3-0 to grant variances for the project near Routes 1 and 202.

The final hurdle is approval from the Chadds Ford Board of Supervisors, which meets on Jan. 6. If approval is granted, work is expected to begin in January and be finished in 18 to 20 months.

Wegman's has been expanding in the region, with a stores in the Delaware Valley and Baltimore areas. North Wilmington has been mentioned for a site, but the lack of available land and land use hurdles have



been cited in real estate circles as reasons for not coming into the state. Upscale grocer, Whole Foods has a store to the south of the Wegman's site and reportedly took a look at a Delaware location several years ago.

Wegman's, based in upstate New York, is a highly regarded 85-store grocer that is often ranked as one of the top food store chains in the nation. The

company operates large stores with a varied selection that attract shoppers traveling from long distances.

Click on the link below for a story from [ChaddsFordLive](http://ChaddsFordLive.com). *(Photo from Wegman's)*

[Chadds Ford zoning board OKs Wegman's](#)

eShowings back in business; Rehoboth attorney suspended

The eShowings real estate showings firm is back in business.

The Newark company's website is back up and the Wilmington (N.C.)



Regional Association of Realtors reported late last week the company is now handling appointments for home showings from that state after shutting down.

The status of the company's headquarters in Newark remained unclear, with DelawareOnLine.com reporting that employees still have not been paid and that the new president of eShowings stating that the company had been the victim of theft of payroll checks.

"While we are glad that their business is restored, we continue to build a contingency

plan to protect our members. Please understand that there are contractual agreements that your association is a part of, but not able to share as they are truly confidential and could open doors to a lawsuit against the association as well as its board of directors," said Jody Wainio, president of the North Carolina real estate group. Wainio's statement also said the association and legal counsel continue to monitor the situation.

eShowings closed abruptly earlier this month after company founder Charles Smith, of Bear, reported to serve a prison term after being convicted of using employees' payroll taxes for personal use.

Inman News Service had reported that the company lost clients including Berkshire Hathaway Home Services Fox and Roach.

Attorney Carr suspended

The Delaware Supreme Court suspended the law practice of Michael D. Carr, earlier this month.

In a decision, dated, December 19 Carr, whose practice is Rehoboth Beach, was immediately suspended.

The court concluded Carr, a solo practitioner, engaged in professional misconduct which demonstrates "he poses a significant threat of substantial harm to the public and to the orderly administration of justice"

Cited was a failure to maintain his firm's books and records in compliance, misrepresentations on his Annual Registration Statements and Certificates of Compliance and failure to timely pay state and federal tax obligations according to the Delaware Office of Disciplinary Counsel. Brian F. Dolan, (302) 856-3561 was appointed receiver of Carr's law practice.

Atlantic City casino to shut down

A federal judge approved a plan allowing two

Continued on next page

Artesian completes water line improvements

From previous page

casino operators to shutter and take equipment from Atlantic Club Casino Hotel despite protest from an opposing bidder that would have kept the property open as a hotel. The hotel operated for many years as a Hilton hotel.

Under the plan approved in U.S. Bankruptcy Court in Camden, Tropicana Entertainment Inc. and Caesars Entertainment Corp. will pay a combined \$23.4 million for the property in a deal that will strip the casino of its gambling equipment and leave more than 1,600 people out of work Jan. 13.

Atlantic City has been suffering from a continuing decline in gaming business and growing competition throughout the Mid-Atlantic Region. That competition is only expected to grow with Maryland awarding a gaming license to MGM for a proposed casino at National Harbor, near Washington, D.C. The Atlantic Club

also suffered from an isolated location on the boardwalk and a lack of investment.

[Click here](#) for the link to a story from the Press of Atlantic City:

Artesian completes water line improvements

Artesian Water Company, a subsidiary of Artesian Resources Corp., completed nine projects in New Castle County and Sussex County totaling \$5 million. The projects resulted in the installation of 35,000 feet, or nearly 7 miles, of water main and were as follows:

- Townsend to Old State Road.
- Duross Heights.
- Klair Estates.
- Swanwyck.
- Meadow Road
- Harmony Road.

- Centreville Road.

Limestone Road.

- Old Milltown Road.

“We strive to replace aging main within a time frame that allows us to avoid the disruptions to service that arise from main breaks that occur once the main has reached the end of its useful life. The completion of these current projects, where the average age of main was over 55 years old, is but one example of our commitment to our customers to always provide them with a safe and reliable water supply,” said Dian C. Taylor, CEO of Artesian Resources Corporation. Artesian’s year to date investment in infrastructure for 2013 totals \$13.9 million.

Artesian Resources Corporation operates as the holding company of wholly-owned subsidiaries offering water, wastewater services and related services on the Delmarva Peninsula.

Continued on next page

New businesses in Milford; 100th Capriotti's opens

From previous page

Artesian Water Company has been providing water service since 1905.

Businesses open in Milford

The historic Tharp-Jewell house on the corner of NW Front Street and Church Street in downtown Milford has new commercial residents as Gary Manlove and John Murray have opened two complimentary businesses, Manlove's Choice Antiques and It's About Time.

Gary, collector of antiques by master craftsmen, and John, specializing in clock repair and restoration are open Fridays through Sundays at 131 NW Front Street.

Click on the link below for a story from Milford Live:

via [Two Businesses Open In Downtown Milford | Milford LIVE! – Milford, DE.](#)

]

Capriotti's opens 100th shop

Capriotti's Sandwich Shop has opened its 100th restaurant in Laughlin, Nev. at the Edgewater Casino.

While the company has its largest group of stores in the Las Vegas area, it is the first store in the gaming town at the southern tip of the state.

The company has seen recent openings in Washington D.C., Texas, Massachusetts and southern California. The Massachusetts location is in New Bedford. The other location is Foxboro.

Known for its speciality sandwiches and cheese steaks, Capriotti's was founded on Union Street in Wilmington. [Click here](#) for the story from RestaurantNews.com.




Job fair coming to Kent County.

The Delaware congressional delegation will hold the first job fair of the year in Kent County.

The fair will take place on Jan. 23 from 10 a.m. to 2 p.m. at the Delaware Technical Community College on the Terry Campus at the Education Technology Building Conference Center.

Interested companies seeking to fill positions can contact Coons' office at 302-573-6345 or via e-mail at workshop@coons.senate.gov. Businesses will be on hand at the fair to interview potential new employees.

“Putting Delawareans back to work is my top priority. Too many qualified Delaware workers are having trouble finding the jobs they need to support themselves and their families,” said Cong. John. Carney. “Just as we have the last few years, Sen. Carper, Sen. Coons, and I are organizing job fairs to connect Delawareans with employers ready to hire. I hope that all those looking for their next job opportunity can make it to Dover next month.” 

Kent office for Community; Video message on food campaign

The Delaware Community Foundation opened a new Kent County office last month on West Lookerman Street in Dover, formalizing work to increase the foundation's presence and outreach in central Delaware. With the addition of the Dover office, the DCF now has locations in each Delaware county. The Community Fund headquarters is in downtown Wilmington, and the Sussex County office is on The Circle in Georgetown.

The DCF is opening the new Kent County office in partnership with the CenDel Foundation, a DCF fund that focuses on developing lasting charitable funds to benefit Central Delaware. The office will be staffed by a new DCF senior vice president for central Delaware, and a part-time administrative assistant funded by CenDel.

Even before establishing the new office, the DCF has been active in Kent County, receiving guidance from the Kent County Advisory Committee, engaging high school students in philanthropy through the Kent County Youth Philanthropy



Board, and working with dozens of fund holders and important nonprofit organizations throughout the county, a release stated.

“The new office will enable us to develop a more thorough understanding of the needs that exist in Kent County,” DCF CEO Fred Sears said. “The better we understand those needs, the better we will be at identifying resources to meet those needs.” With more than 1,200 funds, \$220 million in assets and annual grants of about \$13 million, the foundation provides a lasting source of charitable

funding to benefit Delawareans now and into the future.

Video highlights response to SNAP cuts

Delaware, Department of Health and Social Services Secretary Rita Landgraf highlighted a winter-long anti-hunger campaign underway in Delaware in the weekly video from the Governor's Office. [Click here](#) or click on the image above to view the video

“In my agency, the Department of Health and Social Services, we serve 156,000 Delawareans who receive Supplemental Nutritional Assistance Program (SNAP) benefits,” said Landgraf. “In November, cuts by Congress reduced our SNAP budget by \$16 million. Working with partners like the Food Bank, we are determined to close that gap and make sure that no one goes hungry.”

Girl Scouts to honor Kelly; UD economist honored

Girl Scouts of the Chesapeake Bay will honor Terri Kelly, President and CEO of [W.L. Gore & Associates](#) as the 2014 Woman of Distinction. The celebration, as part of the 15th annual Women of Distinction program, will be held March 11, 2014 at the Hotel du Pont in Wilmington.



Terri Kelly

Kelly is a Girl Scout alumna. Each of the program's honorees have made significant contributions to their organizations and the community as well as paved the way for future female leaders. Previous honorees have included Brigadier General Carol Timmons from the

Delaware Air National Guard, Delaware First Lady Carla Markell and DuPont CEO Ellen Kullman.

The Women of Distinction program features about 75 teen Girl Scouts in significant leadership roles -- as Mistress of Ceremonies, greeters, vocalists and in performing a flag ceremony. A pre-dinner program with the honoree and other panelists offers girls time to ask questions about careers and the professional world. This year, the topic will be on careers in STEM. For information about the dinner, visit the Girl Scouts of the Chesapeake Bay website at www.gscb.org.


UD economist in top 30

Adrienne Lucas, assistant professor of economics in the University of Delaware's Alfred Lerner College of Business and Economics, has achieved the 27th position among the top 100 young economists globally active since 2009, RePEc (Research Papers in Economics) recently announced. RePEc is an international index of



Adrienne Lucas (UD Photo)

research in the field of economics and ranks young economists active in publishing for five years, 10 years and 20 years or less through an analysis of research productivity as measured through number of works, citations, number of published pages and abstract views.

Lucas' research is in the field of development economics, specifically education and disease, primarily in sub-Saharan Africa. Her work has appeared in top journals, including the American Economic Review (AER). In her most recent working paper, Lucas estimates the effect of a primary school literacy intervention in Kenya and Uganda on student achievement and attrition. 

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

Elson named to board

The University of Delaware's **Charles Elson** has been appointed to the Public Company Accounting Oversight Board's Standing Advisory Group.



Elson

Elson, the Edgar S. Woolard Jr., chair of Corporate Governance and director of the John L. Weinberg Center for Corporate Governance in the Alfred Lerner College of Business and Economics, will serve a three-year term beginning in January 2014.

The Public Company Accounting Oversight Board (PCAOB) is a nonprofit corporation established by Congress to oversee the audits of

public companies in order to protect the interests of investors and further the public interest in the preparation of informative, accurate and independent audit reports. The PCAOB also oversees the audits of broker-dealers, including compliance reports filed pursuant to federal securities laws, to promote investor protection.

The 42-member Standing Advisory Board (SAG) advises PCAOB on the development of auditing and related professional practice standards. It includes experts in the fields of accounting, auditing, financial reporting, corporate finance and corporate governance, as well as experts in investing in public companies.

Elson was one of 17 new SAG members announced this month.

Before joining the UD faculty, Elson served as a professor of law at Stetson University College of Law in St. Petersburg, Fla., from 1990 until 2001. His fields of expertise include corporations, securities regulation and corporate governance. He

holds a bachelor's degree from Harvard College and a law degree from the University of Virginia Law School.

Elson has written extensively on the subject of boards of directors and is a frequent contributor on corporate governance issues to various scholarly and popular publications. He was recently named among the 100 most influential directors and governance professionals in the 2013 National Association of Corporate Directors' Directorship 100.

Six agents honored

ResortQuest Real Estate, Bethany Beach has announced that six of its agents are recipients of Five Star Professional and Delaware Today's Five Star awards. The annual Five Star awards go to real estate agents rated highest in overall satisfaction by clients, peers and industry experts.

Fewer than seven percent of the 4,000 Delaware area residents holding real estate licenses were selected for the honor this year.

Continued on next page

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This year's winners include **Tammy Hadder**, **Anna Meiklejohn** and **Colleen Windrow**, each from the firm's Marketplace at Sea Colony office; **Bob Jennings** from the Bethany Beach office; **Pat Eggers** from the West Fenwick location and **Steve Alexander** from the Edgewater/Sea Colony location. Hadder, Meiklejohn, Jennings, Windrow and Eggers have each won the award in previous years.

"We are very much honored to have six of our agents selected for this award," said Brigit Taylor, managing broker of ResortQuest. "They consistently strive for excellence in customer service and aim to make the listing and selling process as stress-free as possible for our customers and clients."

Kmiec named research director

Eric B. Kmiec, professor and chair of the Department of Chemistry within the College of Mathematics, Natural Sciences and Technology at Delaware State University, has been named the director of research for the Delaware INBRE

program, a statewide biomedical research initiative.

The purpose of the Delaware IDeA Network of Biomedical Research Excellence (INBRE) is to create an inter-institutional biomedical research capability, by developing a statewide pipeline of capable and competitive biomedical research personnel who can successfully compete for biomedical research grants, funded by NIH and other agencies.

Kmiec, who currently serves as the principal investigator of the Delaware State University INBRE grant, assumed the post immediately. He will be the first director of research for Delaware INBRE at an institution outside of the University of Delaware.

Widely-recognized as a pioneer of gene editing - a technique in which synthetic DNA molecules are used to patch or repair mutations in human chromosomes - Kmiec is head of the Laboratory of




Kmiec

Chemical Genomics at Delaware State University. Prior to his arrival at DSU in 2011, Kmiec served as the founding director and scholar of the Marshall Institute for Interdisciplinary Research at Marshall University.

Gatehouse names Delaware publisher

The *Dover Post* reported **Keven Todd** was named publisher of GateHouse Media Delaware, owner of six weekly newspapers in the state. Todd will succeed Clarissa Williams, who has been named publisher of the *State Journal Register*, a GateHouse paper in Springfield, Ill., and the nearby *Lincoln Courier*.

GateHouse Media Delaware owns the *Dover Post*, *Hockessin Community News*, *Middletown Transcript*, *Milford Beacon*, *Smyrna/Clayton Sun-Times* and *Sussex Countian*, as well as the *Express*, a shopper that serves the Delmarva Peninsula.

Todd comes to Delaware after serving as publisher of the Los Alamos, N.M., *Monitor* since 2009. 

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19956-3631

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DOVER, DE 19904-5679

ACH VIRTUAL SOLUTIONS LLC
1909 WEXFORD MEADOWS LN APT N
CHARLOTTE, NC 28262-0677

ADAPTIVE PROFESSIONAL SOLUTIONS 8 TUSCAN RD
LIVINGSTON, NJ 07039-2919

ADMINISTRATIVE RESOURCES 94
STARDUST DR NEWARK, DE 19702-
4771

AGELESS ARTIFICE LLC 11968
GREYWING CT RESTON, VA 20191-
1828

ALISSA BONEBRAKE 43 W
WORTHINGTON BLVD SMYRNA, DE
19977-4526

ALLTECH INC 600 PEGASUS CT STE
200 WINCHESTER, VA 22602-5509

ALWAN PROPERTY MANAGEMENT
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19802-3218

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CORSICA AVE BEAR, DE 19701-

AMRESTORE INC 796 CROMWELL
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7560

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WILMINGTON, DE 19802-4521

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BALTIMORE PIKE, SUITE 30 GLEN
MILLS, PA 19342

ASHLEY TROY J ASHLEY CONSULTATION 342 BALDWIN DR
SMYRNA, DE 19977-1502

Mover

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

AUTO PARTS OF GREENWOOD LLC PO BOX 630 GREENWOOD, DE
19950-0630

Beautician

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

Restaurant

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

Contractor

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

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

ALL STATE ELECTRICAL SERVICES
IN 220 TRACER DR CLAYTON, DE
19938-3850

AMERICAN STAIRWAYS & RAILING
644 LINN ST STE 1100 CINCINNATI,
OH 45203-1742

ATLANTIC CUSTOM HOMES LLC
20684 JOHN J WILLIAMS HWY
LEWES, DE 19958-4393

ATLANTIC SPRINKLER CORPORATION 474 BELLA VISTA
RD BRICK, NJ 08724-4510

B & B CONSTRUCTION MIGUEL DE
LOS SANTOS SOTO 32129 DUPONT
BLVD DAGSBORO, DE 19939-
4443

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HOCKESSIN, DE 19707-9217

ACME PAPER AND SUPPLY CO INC
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20763

ANIYA RAYES BOUTIQUE 161
BELFRY DR FELTON, DE 19943-7407

R EXPORTS INC 601 CORNELL DR

UNIT G7 WILMINGTON, DE 19801-
5789

AR EXPORTS INC 601 CORNELL DR
UNIT G7 WILMINGTON, DE 19801-
5789

Security business

AFFORDABLE ADVANCED AUTO REPAIR 208 S MARYLAND AVE
WILMINGTON, DE 19804-1344

Retailer

AFRIKA BELLE 20433 SCIOTO TER
ASHBURN, VA 20147-7009

AM RETAIL GROUP INC BASS
35000 MIDWAY DRIVE, SUITE #213
REHOBOTH BCH, DE 19971

B. LANE, INC. FASHION TO FIGURE
1365 N DUPONT HWY STE 1030A
DOVER, DE 19901-2279

Commercial lessor

ALBE PARTNERS LLC 50 ALBE DR
NEWARK, DE 19702-1322

Manufacturer

ALOFT CANVAS LLC 124 CLINTON
ST DELAWARE CITY, DE 19706-
7706 MANUFACTURER-VARIOUS
PRODUCTS

Taxicab/bus operator

AMARCH LLC AM LIMO SERVICE
11 CAPANO DR APT D5 NEWARK, DE
19702-1848

Electric use tax

AMBIT NORTHEAST LLC AMBIT ENERGY 1801 N LAMAR ST STE 200
DALLAS, TX 75202-1726

ANDERSON BRANDI TODAY'S

TOMORROW'S CHILDCARE 523
CORSICA AVE BEAR, DE 19701

Nursing facility quality assessment fee

ANDRE POW LLC 3644 HARPER AVE
BRONX, NY 10466-5907

Furniture retailer

ANTIQUE MASTERS LLC 44
CANVASBACK CIR BRIDGEVILLE, DE
19933

Collection agency

ANTOINE & ASSOCIATES 3500
VIRGINIA BEACH BLVD STE 4
VIRGINIA BCH, VA 23452-4445

Direct care worker

ANTONIA AKINS 709 WOOLFORD ST
SEAFORD, DE 19973-2862

AUGUSTIN ANDIEULA 24396
BEAVER DAM DR SEAFORD, DE
19973-7729

Employment agent

AQUARIUS PROFESSIONALSTAFFING 11800
CONREY RD STE 100 CINCINNATI,
OH 45249-1082

Physical therapist

ATLANTIC PHYSICAL THERAPY 111
ATLANTIC AVE STE 1 OCEAN VIEW,
DE 19970-91664

Motor vehicle dealer

AUTOTREND LLC 1057 VANCE
NECK RD MIDDLETOWN, DE 19709-
9139