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*Environmental activists bypass project*

**CECIL'S WILDCAT POINT POWER PLANT HAS STRONG SUPPORT**

**W**hile the controversy over a power plant for proposed Data Centers project in Newark sputters on, the much larger Old Dominion Electric Cooperative Wildcat Point power plant is getting a warm reception in neighboring Cecil County.

No one spoke against the project in a public hearing last month, the Cecil Whig newspaper-website reported.

The natural gas-fired power plant is nearly four times larger than the full build-out of the Data Centers generation site that is part of a project that could carry a \$1.1 billion price tag. Unlike



the Newark project, Wildcat Point is in a rural area between Rising Sun and Port Deposit in western Cecil County. Old Dominion also moved

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# Gas-powered plant an alternative to proposed coal project in Virginia

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aggressively on the public relations/education front, [offering an informational website](#), with email sign-ups for a regular newsletter.

The Times Dispatch in Richmond, Va. reported the total cost of the plant at upwards of \$700 million.

The plant will provide a major boost to the economy of Cecil County, Md., which has seen a sluggish economic recovery.

While much of the skilled labor for the construction phase will come from outside the county, property taxes and other benefits will boost the economy and government coffers for decades to come.

Demands on the county's infrastructure will be few as major road and other improvements will not be needed. Electric generating plants operate with small staffs, with the Wildcat head count at 30.

An agreement with Cecil County will generate \$124.2 million in revenue through 2051.

Data Centers officials have noted that smaller, tax revenue gains amounting to millions of dollars will go to New Castle County and the City of Newark with the project.

To the south of Newark, a 273 megawatt gas-fired power plant is being constructed by Calpine in Dover. The plant has room to add capacity should demand arise. That plant has received only scattered opposition from neighbors.

The Wildcat site already houses a peak power natural gas-fired plant that operates during periods of heavy demand. Wildcat will operate as a base load plant.

Old Dominion Electric Cooperative supplies member cooperatives, including Delaware Electric in Greenwood.

As environmental restrictions increase and supplies of natural gas dramatically rise in neighboring Pennsylvania, Old Dominion dropped plans to build a coal-fired plant and opted for the Wildcat project.

**Continued on next page**



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# Combined cycle power Plant remains on track

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While the power plant faces a state environmental approval process, orders have already been placed for equipment. Construction is slated to begin in 2015 for the plant that would provide electricity to the equivalent of 390,000 homes.

The plant will operate with a combined cycle process that makes steam from exhaust gases during the generation process to power a turbine. The Baltimore Sun did not state that the plant would take water from the reservoir behind Conowingo Dam on the Susquehanna River.

One of the objections to the Newark power plant has been plumes of steam that opponents claim will come from the plant, although backers say the combined cycle process could also be used, or steam could be used at the University of Delaware.

Developers of the project, Data Centers Inc., say the plant is needed to ensure 100% percent reliability. Under zoning restrictions, the Newark Data Centers plant could sell a maximum of 30 percent of its total output on the open market.



# Kroger enters Delaware market with acquisition of Harris Teeter

The nation's largest supermarket operator is getting three stores in Delaware with the merger with [Harris Teeter](#) Supermarkets, Inc.

Under the terms of the merger agreement Kroger will pay Harris Teeter shareholders \$49.38 per share of Harris Teeter common stock.

Harris Teeter has stores in Bethany Beach, Millsboro and Selbyville as an extension of its presence in the Washington, D.C. area. At one point, the chain had looked into opening a store in Newark, but later abandoned that idea. Shoprite later opened a large supermarket south of Newark at the site of a former Pathmark.

Harris Teeter has 227 stores and posted \$4.7 billion in annual sales.

“We are pleased that our merger is complete and look forward to bringing together the best of Kroger and Harris Teeter to benefit our customers, associates and shareholders,” said W. Rodney McMullen, CEO of Kroger. “This merger brings the exceptional Harris Teeter brand and a complementary base of stores in attractive markets to the Kroger family.” Kroger will keep the Harris

Teeter name, a practice it has followed in previous acquisitions.

Kroger has avoided some of the problems of other supermarket chains, such as Safeway, thanks to an ability to add profitable companies and hold its own with Walmart.

Safeway, by contrast, stumbled badly in the Philadelphia area with the purchase of Genuardi's, a family owned chain. Operating and format changes irritated customers and Safeway closed or sold stores. Genuardi's stores in Delaware were converted to the Safeway name.



# Dover Downs breaks even for year as competition takes its toll

**D**over Downs Gaming & Entertainment, Inc. reported a narrower loss in the fourth quarter and essentially broke even for the year as competition from adjacent states took its toll.

Dover Downs' revenues were \$46,592,000 for the fourth quarter of 2013 compared with \$48,559,000 for the fourth quarter of 2012.

Gaming revenues of \$40,775,000 were down 5.7% compared to the fourth quarter of last year.

Other operating revenues improved to \$5,817,000 from \$5,310,000 due to higher cash rooms and food and beverage revenue. Occupancy levels in the Dover Downs Hotel were approximately 81% for the fourth quarter of 2013 and 2012.

The net loss was \$418,000 compared with a net loss of \$528,000 for the fourth quarter of 2012.

Net earnings for the year were \$13,000 compared with \$4,807,000 for 2012.

Gaming operations consist of approximately 2,500 slots and a complement of table games including poker in Dover.



The hotel is Delaware's largest with 500 rooms and suites, as well as a concert hall and 41,500 square feet of multi-use event space. The site also offers harness racing.

Dover and other racinos in Delaware have been looking for ways to reduce its share of casino winnings as gaming continues to expand in Maryland, a key market for Dover and Harrington Raceway, Kent County's other racino. The third racino in the state is Delaware Park.

A commission has been appointed to study the situation and has a number of recommendations.

The financial status of Harrington and Delaware Park has not been disclosed as those entities are privately owned.

Separately, Dover Motorsports, the operator of the NASCAR track at the Dover Downs site, wrote down the value of a closed track in Nashville as a non-cash charge, but remained profitable.

Net earnings for Dover Motorstports were \$2,024,000. The non-cash pre-tax impairment charge was \$4,329,000. On an adjusted basis, net earnings were \$4,838,000 for 2013 compared to \$4,571,000 for 2012.

Dover Motorsports and Dover Downs are separate publicly traded companies, but share some management. 



# Minimum wage increases to \$8.25 an hour with two-step bill signed by Gov. Markell

**G**ov. Jack Markell signed into law [Senate Bill 6](#), which will raise the minimum wage in Delaware to \$8.25 per hour.



**Gov. Markell quickly signed the minimum wage increase bill last week after it passed both houses.**

The legislation that cleared both the Senate and House on Thursday, calls for the minimum wage will go up 50 cents an hour to \$7.75 on June 1, 2014. On June 1, 2015, it will go up another 50 cents to \$8.25 per hour, \$1 higher than the current federal minimum wage.

President Barack Obama has proposed a \$10.10 federal minimum wage and a coalition of fast food workers has called for a \$15 floor.

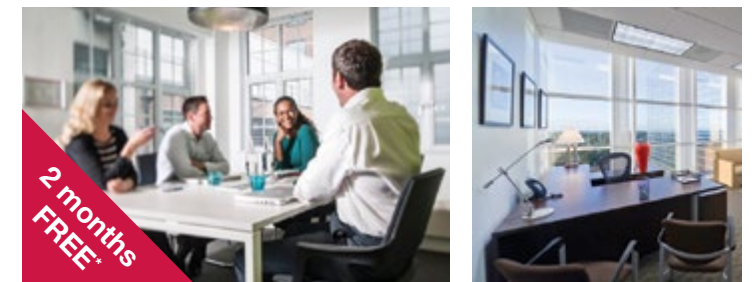
“Even as we have made progress in creating more jobs and getting our state’s economy on track, we have much more to do to give opportunity to those earning minimum wage,” said Markell. “I am proud to sign this bill and wanted to do so on the same day it passed to reflect the commitment that I and many members of the General Assembly share: we cannot wait any longer to get this done. Raising the minimum wage represents one of the fastest ways we can act to give a boost to many struggling working families.”

Delaware last increased its minimum wage in 2009, when the federal government increased the national minimum wage to its current level. Once the full increase is implemented, Delaware will be on par with New Jersey, where the current minimum wage is \$8.25. The minimum wage in Maryland, Virginia and Pennsylvania is \$7.25.

“Will this help people who are struggling to get by? Yes. Is it enough? No, but it’s a step in the right direction”

**Continued on next page**

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# Minimum wage to increase this year

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said Sen. Robert Marshall, D-Wilmington West, the bill's prime Senate sponsor. "We've needed to do this for a long time. This will help people, who really need our help, put groceries on the table."

According to the Delaware Department of Labor, as many as 40,000 people, nearly 10% of Delaware's workers, could be affected, either directly or indirectly, by the increase.

Critics of the bill say the increase will lead to fewer jobs being created and bumps up wages of higher paid workers. Opponents also noted that minimum wage increases are typically done during periods of prosperity.


Delaware State Rep. Ruth Briggs King, R-Georgetown, said that many studies have shown that increasing the minimum wage disproportionately hurts inexperienced and less educated citizens. "It's not that this will result in a job loss," she said on the House floor "It's that this will kill jobs from being created."

Economists remain divided on the impact

of the minimum wage, with some claiming the added money would boost the economy, since those with lower incomes quickly spend money on necessities.

In areas, such as fast food, economists have suggested that higher wages would spur more automation and perhaps lead to more productive and motivated workers. The sprawl of Delaware and lack of mass transit in some areas may play a role as the costs of traveling to work from some areas may wipe out much of the day's wage.

Other see a higher minimum wage as putting upward pressure on all wages and leaving those with few skills being unable to find work. There are also arguments that minimum wage workers earn extra money in the form of tips, although in the case of wait staff, hourly pay is below the minimum wage.

There have been calls for studies and perhaps test zones where the effects of a higher or lower minimum wage could be studied. [Click here](#) for look at viewpoints from a Wall Street Journal blog. 

## Fisker bidder signs deal for battery technology

**T**he company bidding to acquire the remains of Fisker Automotive has signed an agreement to investigate use of lithium batteries.



**Fisker Atlantic prototype**

The agreement is between Hybrid Tech Operating Corp. and Boston-Power, Inc.

The agreement is one part of Hybrid's bid to purchase the assets of Fisker, which manufactures the Karma and the proposed Atlantic plug-in hybrid. The rival bidder for Fisker, Wanxiang America bought Fisker's former battery supplier out of bankruptcy proceedings.

The bidding battle that will be played out in U.S.  
**Continued on next page**

# Battery contract signed with Fisker bidder

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Bankruptcy Court in Wilmington has led both Chinese companies to pledge that they will try to build the Atlantic at the former GM Boxwood plant near Wilmington.

Fisker was slated to build the car at the plant before falling victim to various problems that included batteries.

Auto industry observers still rate the chances of building a vehicle in Delaware as slim.


“This non-exclusive partnership with Boston-Power is a key element of Hybrid’s ongoing review of alternative leading-edge battery suppliers that will support its Karma restart program and deliver a best in class battery solution,” said Megan Grant, spokeswoman for Hybrid.

“Hybrid has been engaged in a thorough review of all of Fisker’s supplier relationships, with the goal of ensuring

that customer demands for a high-quality and high-performance luxury EV are met,” she said.

Founded in 2005 and headquartered in Massachusetts, Boston-Power is a provider of next-generation lithium-ion battery cells, blocks, modules and systems.

“Boston-Power is excited to enter into this agreement with Hybrid,” said Boston-Power chief technology officer Richard Chamberlain. “Like our new partners, we believe Fisker has a bright and continued future in the US. We feel strongly that together with Hybrid, our Swing products will help ensure the future success of Fisker, of the Karma and forthcoming Atlantic vehicles.”

The auction is scheduled for Feb. 12 in connection with Fisker’s ongoing bankruptcy process. Hybrid, according to a release announcing the battery deal, is “committed to manufacturing in the United States and is seeking opportunities to use the existing Delaware facility.” 

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# Industry giant SolarCity setting up shop in Seaford

**S**olarCity, one of the industry's biggest players, is setting up shop in Sussex County.

The California company this week opens 9,600-square-foot operations site in Seaford. A spokesman for [SolarCity](#) said 10 people have been hired, with another dozen openings.

The expansion follows the opening in December of a similar site in southern New Jersey. [Solar City](#) is believed to be the largest residential solar installer in the nation.

The move could change the competitive landscape in southern Delaware, which has been served by smaller companies.

The center will provide an economic boost to a community that has suffered from a long-running loss of jobs at the former DuPont nylon plant now operated by Invista.

“Solar works for homeowners and businesses



all across the region,” said Leon Keshishian, SolarCity’s regional vice president on the east coast. “We provide Delaware residents and businesses the option to reduce their utility bills, lock in their solar energy costs and do something positive for the environment at the same time.”

SolarCity is expanding to Delaware in large part due to the efforts of the state, including its strong support of fair net metering policies and a cost-effective renewable portfolio standard, a release stated.

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SolarCity installs solar panels in homes and businesses with no up-front cost, with the company maintaining the systems in a lease-style arrangement. The approach is expected to spur growth in installations.


Delaware has mandates calling for solar to be used as part of the state's alternative energy mix. That has led to large installations of panels in the state's three counties.

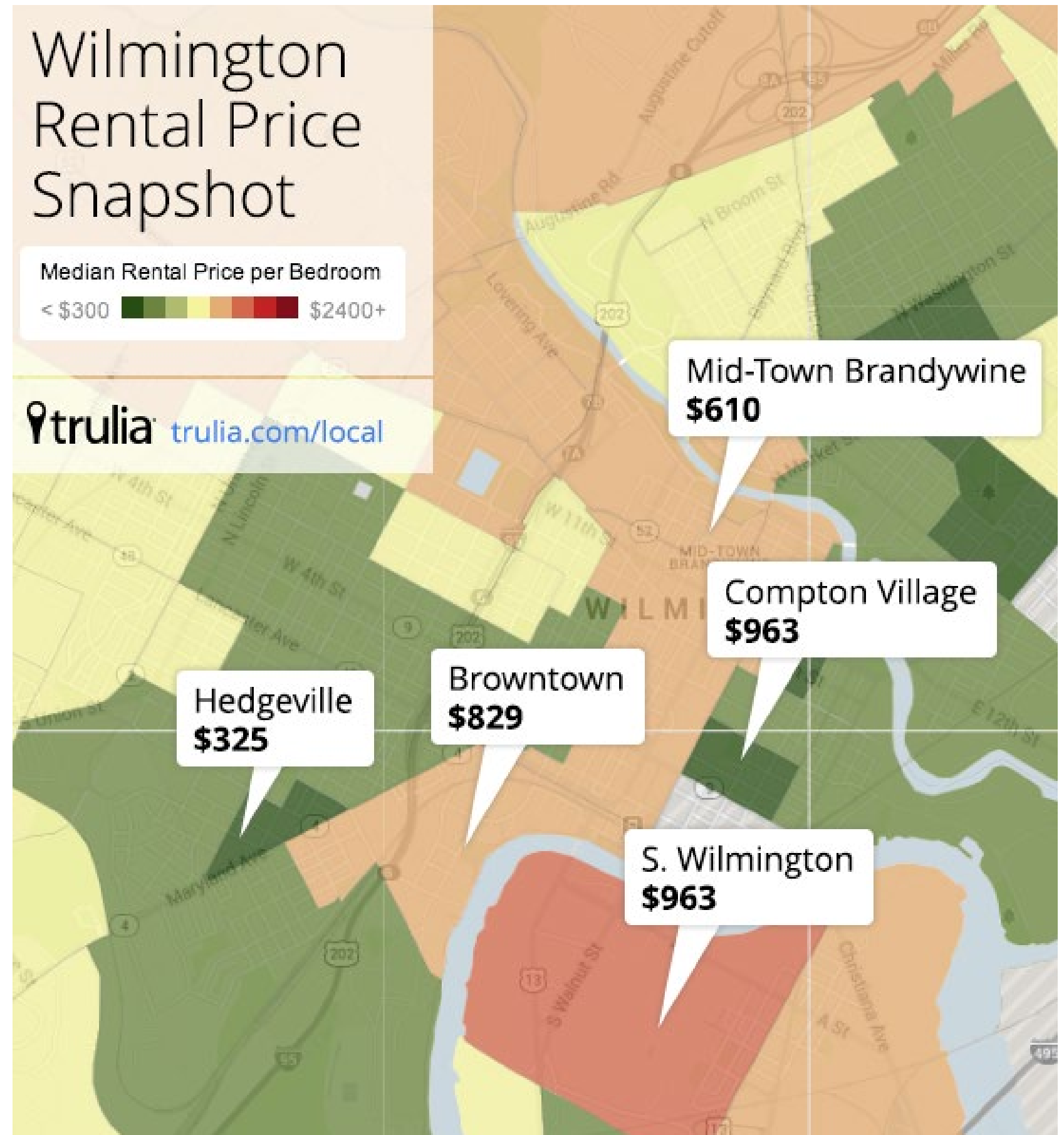
Solar has its critics who believe current mandates in Delaware have held back the economy through higher electricity costs at a time when energy prices remain low. At the same time, the cost of producing solar power has dropped over the years, softening some of that opposition.

Last year, SolarCity did its first large installation in Delaware when it put panels in a park in Delaware City in New Castle County.

In New Castle County, large industrial installations have taken place at brownfield clean-up sites in Wilmington and Newport that could not be put to any other use.

New Castle County is also home to Motech Americas, a part of a solar panel producer headquartered in Taiwan. Motech has produced a large number of solar panels for commercial installation in the region at its site in Glasgow, south of Newark.

Publicly traded SolarCity was founded on a concept put forth by Elon Musk, a California entrepreneur who is best known for his work in commercial space transportation and as the founder of electric car maker Tesla. 



Graphic courtesy of Trulia.com

# BELLEVUE SOLD FOR \$61.5 MILLION

[Metzler Real Estate](#) sold the three-building, 305,000-square-foot Bellevue Park Corporate Center to The Buccini/Pollin Group for \$61.5 million.

Buccini/Pollin is a major developer and landlord in the region, with properties ranging from office buildings to hotels. It has major holdings on the Wilmington riverfront and in downtown Wilmington.


Metzler sold the property on behalf of its sponsored fund, Metzler US Real Estate Fund, which represents German institutional investors.

The Class A office campus features three mid-rise buildings that have attracted a roster of financial services businesses. The location enjoys convenient interstate access from the Philadelphia area and is near Bellevue State Park. It also has blue chip tenants that include Blackrock, Bank of New York Mellon, Cigna and MasterCard.

“Our team’s disciplined approach to investment and asset management led to the successful sale of this asset,” said [Don Wise](#), CEO of Metzler Real Estate. “By securing long-term leases with credit-worthy national tenants, we stabilized project occupancy at 98 percent in a competitive market



**Bellevue Park Corporate Center** characterized by 88 percent occupancy.” Cassidy Turley, a commercial real estate services provider, served as the listing broker and represented Metzler in the sale of the property.

Metzler Real Estate provides independent advice and tailored investment services to private and institutional clients investing in key North American real estate markets. It is an affiliate of the Frankfurt-based private investment bank B. Metzler seel. Sohn & Co. KGaA, which was established in 1674. Further information is available at [www.metzlerna.com](http://www.metzlerna.com) 

## *RLS client sells Vasont Systems to N.Y. company*

Business broker [RLS Associates](#), Wilmington, announced that its client, The Magnus Group of Emigsville, Pa., has sold its Vasont Systems Division to TransPerfect Translations International, Inc. of New York City.

Vasont Systems is a provider of component content management software (CCMS) for enterprise applications, with customers among the leading multinational corporations.

TransPerfect Translations is the leader in global language and business solutions.

It is a family of companies providing a wide range of services including professional translation, interpretation, website translation, subtitling, voice overs, multicultural marketing, diversity and inclusion consulting, and litigation support to multinational companies.



# MARKELL UNVEILS PROPOSED \$3.8 BILLION BUDGET

*Budget up 3 percent as governor seeks increase in LLC fee, 1 percent raise for state workers*

**G**ov. Jack Markell proposed a \$3.8 billion state budget that represents a 3 percent increase in spending from a year ago.

State employees would get a one percent pay increase. The budget did include some proposed new programs in education, including \$1 million for hands on learning and \$3 million for a cyber security partnership to meet demands in the fast growing field.

“As our world continues to change and more transactions take place online, one of the most promising areas for research is cyber security,” said Governor Markell. “There is a significant need for trained cyber security professionals with hundreds of unfilled jobs existing in Delaware today. With support from the University of Delaware, Delaware State University, Delaware Tech and the private sector, we can train Delawareans to fill those jobs, and we can create more, Markell said.



**Markell giving a budget presentation.**

Markell’s recommended capital budget proposes a \$7 million investment to promote rehabilitation and construction in designated downtown development districts. This initiative will strengthen and enhance downtown areas by incentivizing rehabilitation and construction up to 20 percent of the total project cost.

The budget includes \$18.9 million for 220 new teachers in schools, \$9.2 million for step increases for school employees and \$1.2 million to continue to advance a new pay plan for paraprofessionals. The recommended capital budget calls for \$92.6 million for construction projects in school districts throughout the state.

Markell proposed an increase in two annual incorporation taxes for alternative entities, such as LLCs, and corporations that would pay the minimum tax level. The proposal would increase the annual tax on Limited Liability Companies, Limited Partnerships and General Partnerships from \$250 to \$300, and increase the minimum annual Corporation Franchise Tax from \$75 to \$175.

Republican legislators said they were disappointed the governor did not make any attempt to build a consensus prior to the release of his tax and spending plans.

They also saw a lack of emphasis on business growth, taking note of states that are seeing a sudden increase in tax revenues.

“Unfortunately, I don’t think we’ve seen anything pro-business,” Senate Minority Leader Gary Simpson, R-Milford, said. “We’ve talked about eliminating prevailing wage and implementing right-to-work zones to help grow our economy, but none of these initiatives are being addressed. You can only go so far with increasing taxes on  
**Continued on next page**

# Proposed budget would transport money out of transportation fund

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businesses before you really have to examine ways to bring business into Delaware. And I haven't seen it with this budget.”

On Wednesday, the governor unveiled a proposed \$500 million five-year increase in the transportation budget aimed at dealing with a Transportation Trust Fund that is in poor condition.

The proposed budget, according to published reports, would take \$40 million out of the Trust Fund to plug a budget gap, with the proposed gas tax increase plugging the gap in the fund.

Delaware has solid Democratic majorities in both the House and Senate, but Republican legislators were speculating that the budget might not generate much enthusiasm. The budget goes before the Joint Finance Committee, which will hear presentations from state agencies during the next month and will work on reaching consensus on the budget.



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# Getting real numbers on alternative energy costs, benefits

**W**e have again been greeted by the legally required notice on the Bloom Energy surcharge.

Based on those figures, customers will pay more than \$5 a month extra this spring for power coming for Bloom Energy fuel cell servers that are humming along at Delmarva Power substations in northern Delaware. [HERE IS a link](#) to the information on the monthly filing with the Delaware Public Service Commission. Below is another filing posted on the [Delmarva Power website](#). We did learn, shortly before publication, that Bloom now employs more than 100, according to an email sent to the *News Journal*.

The eye-popping figure, for some reason, is included to give customers an idea of the amount of money they are paying for the power. It is leading to concerns that Delawareans are paying too much for clean energy at a time when the economy continues to move along at an uneven pace.

The reason for using the term “for some reason” is the fact that the Bloom calculation is often

reported with little explanation and a lack of context. The figure is troubling, but is only part of the universe of alternative energy. Moreover, the calculation is based on gas and electric market prices for electricity. Residential customers, who use Delmarva as a supplier, pay a rate based on the utility buying only a portion of its electricity each year. The time line is shorter for commercial customers.

The staggered purchases soften possible price spikes But the price we now pay may not necessarily reflect current market rates.

The Bloom calculation alone does not fully reflect mandates that require utilities to acquire an increasing percentage of their electric power from alternative sources. Much of this energy comes from Pennsylvania wind farms that do nothing to aid the Delaware economy. Solar is another story, with increasing evidence that the state’s efforts are beginning to pay off in jobs. The latest evidence comes with the opening of the SolarCity operations center in Seaford that seems destined to employ at least a couple of dozen people.

This is in addition to many solar installers already in place and the Motech America’s site in Glasgow.

SolarCity’s strategy is to offer lease-style deals that eliminate up-front costs. Savings from using solar are spread out over a longer period, but the approach could move many small businesses and homeowners into the world of solar, which has seen a sharp decline in costs.

In an era of big data, it is time to crunch the numbers and offer the public high-quality information on the cost of alternative energy, with calculations for economic impact. With clear figures in place, the public and the General Assembly can have a real debate about the state’s energy strategy.

This could be done under the auspices of a reconstituted Public Service Commission that continues to operate under an outdated mandate of expensive, drawn out rate cases and little information that can be easily understood by business or the general public. - *Doug Rainey*

# Securis awards franchise location in Delaware

**S**ecuris Franchising, Inc., a leader in electronics recycling and data destruction services, announced that it has awarded a franchise location in Delaware.

Securis' franchising strategy is part of the company's national expansion to serve the growing demand for electronics recycling and data destruction services, a market that is estimated at between \$6 billion to over \$9 billion globally, according to reports by IDC and Transparent Research.

Delaware Franchise Owner Gregg Haslinsky will bring his 25 years of business experience as an executive in the logistic, transportation and recycling industry in Delaware. Securis is a provider of information technology asset disposal (ITAD), including ultra-secure electronics recycling, auditing, hard drive shredding and other data destruction services for PCs, laptops, mobile phones, servers, monitors, copiers, printers and other data storage devices and electronics waste.

Securis is 100% compliant with all U.S. federal,



state, and local data security and environmental regulations, covering all business sectors, including financial services, healthcare, government contractors and government agencies.

Securis' clients, include the federal government, financial services, healthcare and government contracting sectors.

Haslinsky took note of a 2011 study by the Massachusetts Institute of Technology that reports "sustainability is now a permanent part of corporate agendas. Most companies consider green practices to be vital to remaining competitive and many

affirm that these practices are contributing to profits"

More information can be found at [www.securis.com](http://www.securis.com) or by contacting Haslinsky @ 302-262-9905.

## Beebe takes precautions on patient records

Beebe Healthcare announced that an investigation into a temporary contractor contained no evidence that patient records had been removed. However, precautions have been taken.

According to a statement, on December 27, Beebe learned that a temporary contractor had previously been arrested for incidents related to identity theft in Pennsylvania four years ago.

The contractor had worked at three of Beebe's physician offices in the Beebe Physician Network since August 2013. Upon learning about the arrests, Beebe immediately terminated the contractor

**Continued on next page**

# Beebe Healthcare takes patient record precautions

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and began an investigation that included hiring a national forensic firm



The investigation determined that during her assigned job duties, the contractor had access to patient medical records, which included patient names, dates of birth, Social Security numbers, health insurance information and clinical information. Beebe has not found evidence that any patient information was removed from Beebe Physician Network or has been used inappropriately in any way. Although the staffing agency with whom Beebe contracted performs background checks on all applicants, the report did not reflect any potential criminal activity for this individual, according to the statement.

This incident affects approximately 1,900 patients, seen at three of Beebe's Physician practices: Beebe Internal Medicine in Lewes, Beebe

Family Practice in Millville and Beebe Pulmonary Associates. As a precaution, Beebe began sending letters to inform affected patients on January 31, and is providing credit protection services for them.

Beebe has established a call center that will be available Monday through Friday, beginning February 3rd from 9 a.m. until 7 p.m. EST., to answer any questions. More information can also be found online at [www.beebehealthcare.org](http://www.beebehealthcare.org).

Beebe is now performing its own background checks of all staffing agency employees and no longer relying on the staffing agency to do so. Beebe offers health care services. Its hospital is in Lewes.

## Strong earnings for WSFS

WSFS Financial Corp., Wilmington, parent company of WSFS Bank, continued its strong performance, reporting net income of \$12.1 million, for the fourth quarter of 2013 compared to \$14.2 million for the third quarter of 2013, and

\$7.6 million for the fourth quarter of 2012.



Net income for the full year of 2013 was \$46.9 million, up 50% from \$31.3 million for the full year of 2012. Return on assets reached 1.09% and return on tangible common equity was 14.5%. Total net loans grew \$93.9 million from the third quarter level. All loan categories increased during the fourth quarter.

Major credit quality statistics showed continued improvement during the quarter, including non performing assets, classified and criticized loan ratios, delinquency, and net charge offs.

Mark A. Turner, President and CEO, said, "We finished 2013 with another strong quarter, with momentum accelerating in key operating areas as we ended the year. Earnings per share improved 56% over full year 2012 and 71% from fourth

**Continued on next page**

# AstraZeneca completes purchase of diabetes business

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quarter 2012 levels. Our ROA was 1.07% for the full year and 1.09% in the fourth quarter. Further, 2013 represents our best year for both net income and ROA since 2007.”

Turner went on to say, “This success was driven by fundamental growth in almost every aspect of our franchise, including improvement in net interest income and fee income, improvement in credit costs, careful expense management, as well as the benefits from prudent acquisitions of businesses and special assets.”

Turner noted that the fourth quarter of 2013 marks the first full quarter of results that include contributions of nearby Pennsylvania- based Array and Arrow to the revenues from mortgage banking business as well a full quarter’s benefit from the consolidation of the reverse mortgage loans.

The bank also announced an agreement to combine with the First National Bank of Wyoming a deal that should give WSFS the No. 2 ranking in

Kent County. “We look forward to continuing our growth and improvement in performance in 2014,” Turner concluded.

## Fire destroys landmark diner in Dover

Fire destroyed the Kirby and Holloway Family Restaurant, 656 N. DuPont Highway, Dover early Sunday morning.

Published reports indicate damage ran about \$1 million. Reports indicate that the restaurant will be rebuilt.

Dover Fire (Robbins Hose Co.) and other area departments were dispatched to the scene around 1 a.m. according to a report from the city. A passerby spotted the fire, which started in the kitchen. The City of Dover Fire. Marshal’s Office stated that the fire early was accidental in nature and originated in the electrical wiring in the kitchen.


The restaurant, a Dover landmark, was known

for its large 1960s-style sign and offerings that included scrapple and all day breakfasts. TripAdvisor reviewers ranked the restaurant 18th out of more than 170 restaurants in the area.


## Bristol interest purchased by AZ

[AstraZeneca](#) announced that it completed, the

**Continued on next page**



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# AZ completes Bristol deal: Farmers markets flourish

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acquisition of the entirety of Bristol-Myers Squibb's interests in the companies' diabetes alliance.

As previously announced, the acquisition gives AstraZeneca ownership of the intellectual property and global rights for the development, manufacture and commercialisation of the diabetes business.

Upon completion of the acquisition, AstraZeneca paid Bristol-Myers Squibb \$2.7 billion of initial consideration.

AstraZeneca has also agreed to pay up to \$1.4 billion in regulatory, launch and sales payments, and various sales-related royalty payments up until 2025, \$600 million of which relates to the approval of Farxiga in the US.

In addition, AstraZeneca may make payments of up to \$225 million when certain assets are subsequently transferred.

## Record year for farmers' markets

Delaware's community farmers' markets set a new sales record in 2013, with shoppers buying more than \$2.1 million in fresh produce and other goods, the state Department of Agriculture reported.

Sales for 2013, which featured 26 markets in all three counties, passed \$2.1 million, up \$200,000 over 2012. Four years ago, the 2010 season had 14 market sites and \$1.3 million in sales.

Produce made up 62 percent of the total sales, with the remainder coming from value-added products such as meats, cheeses, jellies, breads, salsa, eggs or honey. Delaware's farmers' markets are all run at the local level, by municipalities, business groups, farmers or market associations, with the Delaware Department of Agriculture providing support and marketing assistance.

Use of the Electronic Benefits Transfer (EBT)

card system is growing steadily, allowing families to purchase local produce and food items as part of the Supplemental Nutrition Assistance Program.

Six markets offered transactions during 2013, for \$2,300 in sales. The Wilmington Farmers Market at Cool Spring Park also had more than \$9,000 in sales through its community-supported agriculture program made through the EBT network. Several other markets are planning to expand into the program in 2014.

The 2014 farmers' market season will begin in April with the opening of the Milton market. Most markets start their operations in May, June and July. A full schedule will be released later this spring.

Farmers and others interested in becoming a vendor, or community groups interested in starting a local market, can contact Department of Agriculture marketing specialist David Smith at (302) 698-4522 or [davidm.smith@state.de.us](mailto:davidm.smith@state.de.us).

# Frontier expands in Trenton; Southwest heads to Caribbean

**F**rontier Airlines announced it will expand its service at Trenton-Mercer Airport in Ewing, N.J., with the addition of nonstop service to Northeast Florida Regional Airport in St. Augustine, Fla. beginning May 2.

Frontier is the only airline providing scheduled service out of Trenton-Mercer Airport. Service from Trenton-Mercer and New Castle Airport in Delaware is part of a strategy to offer an alternative to Philadelphia International Airport, primarily for leisure travelers. Flights are typically offered two or three days a week.

St. Augustine, dubbed the nation's oldest city, is located 41 miles from Jacksonville. Frontier will be the only airline to provide service to the St. Augustine airport with Trenton as the only destination. The addition of St. Augustine-Jacksonville area brings Frontier's total nonstop destinations served from Trenton-Mercer Airport to 14. New Castle serves five destinations, with




Detroit and Atlanta to be added this spring. New Castle Airport serves Frontier's hub in Denver, while Trenton-Mercer does not offer service to that area.

In the meantime, signs are positive on travel out of the New Castle Airport. Some travelers have been parking in the most distant lot, meaning that the other two lots have been filled at times. Parking remains free, but could see a small charge if traffic continues to build out of the airport. The airport does not regularly release passenger traffic figures.

## Southwest not cutting back at BWI

While Southwest Airlines has cut back operations in Philadelphia by dropping routes to New England Pittsburgh and other destinations, the airline is expanding at the three airports in the Washington-Baltimore area. The carrier is poised to pick up dozens of slots at Reagan International Airport in the nation's capital it acquired after a settlement related to the merger of US Airways and American Airlines. Southwest already flies out of Dulles in northern Virginia.

That led to fears that it might cut back service from Baltimore/Washington International Thurgood Marshall Airport, a popular option for Delaware business and leisure travelers. Not so, says the airline, which offers more than 200 flights out of BWI. On tap from BWI is daily service to Aruba, the Bahamas and Jamaica as Southwest becomes an international carrier and takes over Airtran routes. 

# Mid-Atlantic Services offers liquid monitoring system for agribusiness

**E**lkton, Md.-based [Mid-Atlantic Services](#) announced the addition of the CDS-John Blue Electronic Liquid Blockage Monitoring System (LBMS) to its product line.

This new monitoring system alerts the operator to no-flow and low-flow problems in the tractor without having to turn around to inspect gauges.

This allows for immediate correction which saves money, before yields are diminished. A flow monitor in the cab delivers both a visual cue as well as an audible alarm. A flashing LED light points out the row where the problem exists.


Mid-Atlantic President Mike Boyle believes the device is valuable to farmers. “By identifying the problem as it happens, farmers can make the correction right away during liquid application. The CDS-John Blue monitoring system can be used with cloudy or dark liquids. This is a huge improvement that will have a significant impact for our customers when placing liquid fertilizer while planting or sidedressing.”

The LBMS can be shown on a standard wired



display in the cab. A free app for the iPad is also available from the Apple App Store.

Established in 1986, Mid-Atlantic Services designs, manufactures and supports an array of liquid handling products for the agriculture, lawn care, golf course, and highway maintenance industries. The company also offers a pump repair facility with skilled service technicians and fast turn around. The company serves clients along the Eastern seaboard, from Florida to Canada.

For more information, visit [www.masspray.com](http://www.masspray.com) or call 800-637-0050, or send an e-mail to [info@masspray.com](mailto:info@masspray.com). 



## Trending

Most read stories in past week on [DelawareBusinessDaily.com](http://DelawareBusinessDaily.com)

1. [Foes appeal clean-up ruling that could clear way for \\$100M poultry plant](#)
2. [Markell proposes 10-cent-a-gallon gas tax hike to revive trust fund](#)
3. [Viewpoint: The case for investing in the transportation system](#)
4. [Updated: Snow begins to fall as schools, government offices close](#)
5. [De Ja Vu Vintage store celebrates third anniversary](#)
6. [3 killed in mall shooting in Columbia, Md.](#)
7. [George to retire as Delaware Tech president](#)
8. [Bayard Plaza opens at site of historic Dover hotel \(photo gallery\)](#)
9. [Delaware jobless rate drops to 6.2%](#)
10. [New Castle County announces minority business forum](#)

# Bob's Discount Furniture bringing store to Delaware

**A** fast-growing furniture retailer, well known to former Connecticut residents, is opening a store in the Brandywine Town Center in north Wilmington.

[Bob's Discount Furniture](#) is also adding stores in King of Prussia and Cherry Hill, N.J. Opening of the store is slated for Feb. 13.

The Town Center store is in an atrium at the center that is beginning to fill up long-vacant space. It was built after a bruising battle with nearby residents and did not lure the upscale retailers that had been targeted. Its anchors include a Regal Cinema, Target, Lowes and Bed Bath and Beyond.

The store is located in a hotbed for furniture sales that draws shoppers from Pennsylvania, which, unlike Delaware, has a sales tax.

The 45,000-square-foot Delaware store at 5200 Brandywine Parkway will be managed by Lisa Libretti, former manager of Bob's Carle Place, N.Y., store.

With the three new locations, Bob's has opened seven stores in the past 12 months, including two in the Washington, D.C., area last February, and two in the New York City area in May.



Bob's Discount Furniture now has 50 stores in 11 states (Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island and Virginia).

“We’re thrilled to extend our operations into the Philadelphia area,” said Bob Kaufman, Bob’s president emeritus and co-founder. “We’re proud to be 50-stores strong with the addition of these three locations near the City of Brotherly Love – with no gimmicks and the same low prices every day.”

Kaufman, who founded the chain in Connecticut, will attend the Wilmington store’s ribbon cutting. Kaufman became well known serving as the face of the company in heavy television advertising in that state.


Bob’s will make donations in the community to

mark the store’s opening through the company and [Bob’s Outreach](#) program, which supports schools and non-profit groups in the communities where it operates.

One of the recipients will be the East Side Charter School, which will receive a \$5,000 donation recommended by Wilmington Mayor Dennis Williams.

The following Wilmington-area schools also will receive \$2,350 checks: Brandywine High School, Forwood Elementary School, P.S. duPont Middle School, Carrcroft Elementary School and Alexis I. duPont High School.

Bob’s has donated money to hundreds of schools over the past 20 years through programs and contests like the annual Celebrate the Arts contest, which awarded nine winning schools a total of \$45,000 last year to support their visual, creative and performing arts programs. Previous recipients have used the donations to purchase new art and classroom supplies, fund student activity groups and go on field trips.

Bob’s has grown into the 16<sup>th</sup> largest furniture chain. Lead investor is Bain Capital, which also has a stake in SevOne, a Wilmington-area technology company. 

# Newark manufacturer comes up with insulation solution

**W**hen Merit Mechanical gained the opportunity to renovate the heating and air conditioning system for the nine-story Community Education Building in Wilmington, it turned to its Newark neighbor, Polymer Technologies, for one key element of the project - antimicrobial-coated insulation. The building will house schools at a former Bank of America/MBNA office site in downtown Wilmington.

The insulation Merit is utilizing is Polydamp Melamine Foam (PMF), engineered by Polymer Technologies. With an antimicrobial coating, PMF delivers the required environmental and health benefits sought after by the Delaware education facility. The lightweight insulation material also exhibits exceptional resistance to heat, low flame propagation and smoke, as well as

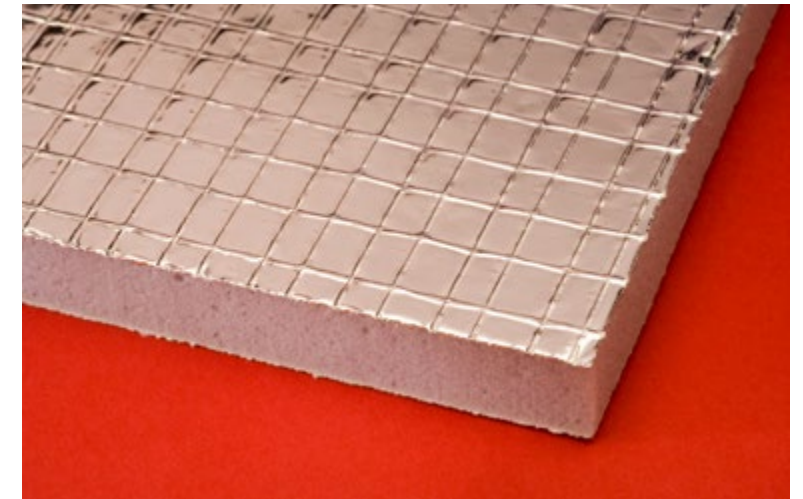
excellent acoustical insulation properties resilient to vibration and compression.

“Antimicrobial-coated insulation is becoming more and more prevalent in construction requirements due to the environmental benefits it delivers,” reports Robert Prybutok, CEO of Polymer Technologies. At this time, the global antimicrobial coatings market is worth approximately \$1.5 billion and is estimated to reach \$2.9 billion by 2018.

“Polymer Technologies is proud to deliver antimicrobial-coated products and materials to diverse construction and renovation projects throughout Delaware and beyond,” Prybutok said. “Polymer Technologies believes in helping to create clean, healthy environments that are just as environmentally sound as they are acoustically sound and structurally strong.”

Antimicrobial coatings offer proven protection from microbial attachment by controlling growth of unwanted microbes, including bacteria, mold and fungi. Treated coatings, such as Polymer’s PMF, enhance and protect clean environments when used in healthcare institutions, catering facilities, academic environments and other environments with high traffic.

Polymer Technologies, Inc. is a Glasgow-based manufacturing company in the acoustical and thermal composites industry. For more information, visit [www.polytechinc.com](http://www.polytechinc.com) or call (800) 850-9001. 



**Antimicrobial-coated insulation**

**Coming on Feb. 19**

**TECHNOLOGY FORUM**  
of Delaware

Idea Challenge 2014  
**Click here to register**

# First State co-owner wins top manufacturing award

**C**o-owner of First State Manufacturing, Sher Valenzuela, will be recognized at the STEP Awards dinner and ceremony sponsored by The Manufacturing Institute (National Manufacturing Association) in February in Washington, D.C.



**Valenzuela**

Valenzuela is the only woman manufacturer in Delaware to be recognized at the event. The STEP Awards honor women in manufacturing who have demonstrated excellence and leadership in their careers.

In addition to her role at FSM, Valenzuela serves on the board of the Delaware Manufacturing Association (DMA) as well as a lead team member for the ACCESS Manufacturing Accelerator, an initiative to equip, connect and train manufacturers

and the businesses that support them to grow their businesses. “Manufacturing is alive and well in Delaware, FSM is living proof and we anticipate 2014 to not disappoint. January earnings already exceed numbers for last January.” stated Dave Hitchens, president, First State Manufacturing. The company reported that 2013 was its biggest year.

To learn more about First State Manufacturing, visit their website at [www.firststatemfg.com](http://www.firststatemfg.com).


## **Christiana CIO named to 100 list**

*Becker's Hospital Review* has named Randall Gaboriault, vice president and chief information officer at [Christiana Care](http://Christiana Care), as one of the 100 Hospital and Health System CIOs to Know.

The publication bases its selection on leaders' abilities to leverage existing and new technology to further the mission of their organizations while elevating the level of patient care: “These CIOs have spent their careers seeing the opportunity

in challenges and innovating new solutions in a constantly changing field, making themselves invaluable figures in their hospital or health systems' executive teams.”

Since Gaboriault joined Christiana Care in 2010, the Information Technology Department has received national recognition for several innovations to improve clinical excellence and the delivery of care.

In 2012 Christiana Care received a \$10 million grant from the Center for Medicare and Medicaid Innovation to design a new care model harnessing an information-technology data hub and predictive analytics for patients with ischemic heart disease. Last year, Computerworld named Gaboriault a Premier 100 IT Leader honoree for his leadership in the development of innovative and effective IT strategies. 



**Gaboriault**

# Waste Masters to handle recycling at Dover Downs

**D**over International Speedway and Dover Downs Hotel & Casino announced that Waste Masters Solutions, based in New Castle, will serve as its new waste solution partner.

Dover International Speedway and Dover Downs Hotel & Casino selected Waste Masters Solutions based on the company's experience providing solutions to managing, and reducing, the amount of solid waste generated by large commercial and industrial companies.

The central focus of this multi-year partnership is recycling opportunities and collection on the Dover International Speedway and Dover Downs property. Beginning this year, recycling bins will be placed in more locations for hotel guests, casino patrons, concert customers, premier events and Friday Night Fight attendees, along with race fans who come to the track for the two NASCAR weekends.


“We want to increase recycling on the property in a dynamic way,” said Steve Masterson, CEO of Waste Masters Solutions. “We want to make recycling easily accessible, encourage people to do the right thing and provide more opportunities for them to do so.”

Waste Masters will develop and conduct regular waste origin analyses on the property and offer recommendations for cost-effective, eco-friendly waste stream reduction alternatives.

“We are proud to bring on Waste Master Solutions to manage our like-minded goal of protecting and preserving the environment by reducing



our environmental impact and keeping otherwise recyclable material out of landfills,” said Ed Sutor, CEO of Dover Downs Hotel & Casino. “Waste Masters was able to develop and present a specialized plan tailored to our company with an eye toward becoming more cost efficient while increasing our recycling and waste reduction practices company-wide.”

“The fact that we are service-oriented with personalized service makes us hugely appreciated,” Masterson said. “And as a local company, it’s exciting to see two major organizations like Dover Downs and the Speedway come together with a focus on increasing recycling.” For more information on Waste Masters Solutions, visit [www.WasteMasters.com](http://www.WasteMasters.com). 

## *Haley wins James Beard humanitarian award*

**T**he James Beard Foundation announced that Matt Haley, a southern-Delaware-based chef, restaurateur, world traveler consultant and philanthropist, has been named the recipient of the 2014 James Beard Foundation Humanitarian of the Year Award.

The award is given to an individual or organization whose work in the realm of food has improved the lives of others and benefited society at large, the organization stated. Haley will be honored at this year's James Beard Awards in May.

"I am incredibly grateful to the James Beard Foundation for this award. It is an honor and a privilege," Haley said. "On behalf of the state of Delaware, the [Matt Haley Companies](#) and all of our community members both in and out of the food and beverage business, we say thank you."

Haley's business story is well known in Delaware; his philanthropic journey less so. Recovering in a rehabilitation facility in his early 30s from drug and alcohol abuse, Haley learned to cook as a vocational skill. When released, he worked his way up through several restaurants and eventually land

a management position at a friend's business in Rehoboth Beach

He opened his own eatery, Bluecoast Seafood Grill, in 2001. Over the next decade, Haley opened six more restaurants in Delaware resort towns – Fish On, Lupo di Mare, Matt's Fish Camp, Northeast Seafood Kitchen, Catch 54, and Papa Grande's. The restaurants have prospered in a sometimes difficult market with seasonal ups and downs.

Haley's charitable inspiration began while serving as a guest chef at a fund raiser in Atlanta, Georgia for disadvantaged Nepali youth. After hearing the story of a Nepali child in need of an education, Haley decided to fund schooling for the child and her sister on the spot.


Maintaining the relationship with the children over the years, he also expanded his work within the Nepal community to include building schools,



providing education for orphans, and aiding efforts to develop economic stimulus programs in the region, such as the creation of a coffee farm to encourage sustainability.

Additionally, Haley has privately funded disabled women in the country to attend culinary school. In 2011, Haley founded the Global Delaware Fund to provide goods and services to at-risk children and children in challenging circumstances, both in Delaware and globally.

Haley has partnered with local government leaders including Gov. Jack Markell's committee for early learning initiatives, as well as Delaware Secretary of Agriculture Ed Kee to bring agriculture and nutrition to Delaware's cities through urban gardens, markets and education programs.

He is currently working with the Delaware Restaurant Association and Delaware Department of Corrections Commissioner Robert Coupe to develop a program that teaches culinary skills to those in prison. In addition to dedicating his time to various philanthropic organizations, Haley has tied his businesses to charitable efforts. 



# Plunge raises \$750,000; Doherty fund-raiser nets \$35K

**T**he 2014 Lewes Polar Bear Plunge to benefit Special Olympics Delaware drew 3,252 participants early Sunday afternoon.

The annual event presented by Wawa raised more than \$725,000, a record. The event took place at a relatively balmy temperature of 50 degrees. However, the water temperature was 34.

The event boosts the economy of Coastal Sussex County at the slower post-holiday period.

## Doherty has successful event for Ronald McDonald House

**D**oherty & Associates announced the results of the first annual fund-raiser for Ronald McDonald House of Delaware. The event raised \$35,000 to help provide affordable lodging for families who travel from afar to stay with their child as they receive treatment and recuperate at the Nemours/Alfred I. duPont Hospital for Children.



**Debbie Doherty, CEO of Doherty & Associates presents a check to Pam Cornforth, executive director of the Ronald McDonald House of Delaware. At right, the Doherty & Associates staff.**

“It is very heartwarming to offer support to families that are experiencing one of the most traumatic events in their lives. I am very proud of the Doherty & Associates’ staff and all others who gave of themselves to make this event successful. It was truly a team effort” said Debria Doherty, Doherty & Associates CEO.

Contributors enjoyed a Celebrate Vegas-Style – Casino Fun Night that included a silent auction and door prizes.



Sponsors included:

**Gold Sponsors** – Agents and Corporations, Inc., Bachetti Bros. Catering, Comfort Keepers, Deerfield Wines, Delaware Chiropractic, Delaware Real Estate Investors Association/ Mike Ferris, Equity Builder Home Improvements, Inc., Food for Thought Catering, Frank Ingraham, Hammerheads, Hockessin Athletic Club, Joe Lumi LLC, Lassen Marine & Webster Insurance, Mike & Nick’s Italian Grill & Sports Bar, Minster’s Jewelers, N & G Enterprises, Inc.,

**Continued on next page**

# Freeman Foundation offers grants for small nonprofits

## From previous page

Pat & Annie DelleCave, Poured Foundations, Premier Planning Group, Inc./Mike Polin, Rick Sexton, Skyline Grill, and Tony's Café

**Silver Sponsors** - Cacciatori Pizza & Pasta, Inc., CR Travel 1, EBHI Investments, LLC, G-Force, Hobbies, In A Pinch, New Balance, Perry Anthony Salon, Raylon, Staples/ Chris Tjaden, Starboard, and Wooden Wheels.

**Bronze Sponsors** - Posh Salon, 31 Bags, Anthony's Coal Fired Pizza, Bertuccis, Bethany Blues, Blaise & Tina Muscara, Bob Evans in Lewis,, Cannon's Bakery, Cheese Chalet, Currie Hair Salon, Delaware Distilling Company, Diane's Magic Scissors, Eclipse Tanning, Elegant Nails, Frazzberry Frozen Yogurt, How Do You Brew, Iron Hill Brewery, Lynn McCloskey, Maryanne Mance, Maureen's Hair Salon Outback Steak in Dover, , Pamela's Gourmet, Panera Bread, Serpes Bakery, Sweet & Sassy Cupcakes, Inc., Sylvia Mandio, Women's Sports Specialties, and Woody's.

Doherty acknowledged individual contributors who donated their time and money to this worthwhile cause.

Founded in 2001 by the CEO & President, Debbie Doherty, the firm offers into a tax and financial services.

## Freeman Foundation seeks applications

**T**he Carl M. Freeman Foundation announced the opening of grant opportunities for nonprofit organizations located in and serving Sussex County.

Funding is available through the FACES (Freeman Assists Communities with Extra Support) Grants Program, which targets small organizations with operating budgets of \$500,000 or less.

The grant cycle will open on February 19th, and applications are due by March 19th at 5 p.m. Grant guidelines and applications can be found at [www.carlfreemanfoundation.org](http://www.carlfreemanfoundation.org). A Meet the Funder Workshop will take place on February 27th from 4-5 p.m. at the Georgetown Public Library.

This workshop will focus on an overview of the FACES grant process as well as the E-Grant system, which is used during the FACES grant application process. Those with questions about the application process may contact Melissa Rizer, Carl M. Freeman Foundations Grant Manager at 302-436-6310 or [melissa@freemanfoundation.com](mailto:melissa@freemanfoundation.com). The winners will be announced in May.

“This is our 14th year of giving FACES grants in Sussex County,” said Patti Grimes, executive director of the Carl M. Freeman Foundation. “We’re so proud, particularly in such a difficult economic time, to be able to serve the most vulnerable organizations serving our community. We are committed to doing everything we can to help support and continue the vital work they do.”

Organizations that received a FACES grant in 2013 include: Cancer Support Community Delaware, Clothing Our Kids, CASA – Friends of Sussex, Girls on the Run of Delaware, Inc., Howard T. Ennis School, New Hope Recreation and Development Center, Inc., Rehoboth Beach Boys & Girls Club, Student Mentoring at John M. Clayton Elementary School, Sussex Tech Family Literacy Program, VSA Delaware, and West Side New Beginnings, Inc.

The Carl M. Freeman Foundation has been involved in the Sussex County community since the Freeman Companies began developing Sea Colony in the 1960s. In 2008, the Foundation began supporting The Freeman Stage Series at Bayside, an open air performing arts venue located near Fenwick Island. 


# Authors breakfast announced by Wilm. Women in Business

**W**ilmington Women in Business will hold a local authors breakfast.

Featured will be four local women authors who will offer tips and information. Authors to appear at the event are Michele Chynoweth, Jacki Kelly, Lynn Kellan and Cara Marsi

The event will be held at 7:30 a.m. On Feb. 12 at the Ed Oliver Golf Course, 800 N. DuPont Rd, Wilmington. Price for members is \$35. For more information on mailing payment, contact [pamwwb@gmail.com](mailto:pamwwb@gmail.com).

Wilmington Women in Business was formed in 1980, when a group of professionals developed the idea for a membership group where women could come together for education, to share ideas, to network and to support each other in their career development.

WWB members have started businesses, managed non-profit organizations, risen through corporate ranks and have shared their knowledge to develop, mentor and support others. 

## BNI referral group to hold special meeting

The BNI Christiana II chapter announced that their chapter will be hosting a special Visitors Day Networking Meeting at Cavaliers Country Club, 100 Addison Drive, Newark, on February 19, at 11:30 a.m.

“This special meeting is geared toward helping local business people gain insight on how BNI works,” says Bob Sbraccia, chief marketing consultant and director of medical & affairs of Brandywine Marketing and Media, the chapter’s online marketing consultant. How to build a successful referral based business through a structured word-of-mouth marketing program will be the focus of this meeting.

David Kauffman, the BNI managing director and senior director consultant for BNI Delaware Valley Regions, will offer his insights on building a successful referral based business through a structured “word of mouth” marketing program.


BNI is the world’s largest business and professional referral organization. The group was founded in 1985 by Dr. Ivan R. Misner, and currently has over 5,000 chapters throughout the United States, and numerous countries.

BNI chapters follow a meeting agenda that

keep the meetings focused on their primary purpose of generating new business. They have sound policies, proven procedures, and a strong code of ethics. Also, they allow only one person per profession to join a chapter. Once you have been accepted, none of your competitors can participate.

BNI chapters in the Delaware Valley Region have each averaged well over \$2 million in new business referrals for their members each year. They also enjoy the added benefit of repeat business and spin-off business from these referrals.

“Networking contributes exponentially to the business referrals that any business receives. A good networker can get most of their business, their best business - or both - through referrals,” says Sbraccia. “We are a “Givers Gain” Organization. We believe that by helping each other we will all do far more business together as a result of that mutual cooperation. Our goal is to build upon this type of referral business in the BNI Christiana II Chapter area.”

For information about getting involved, or to get directions to this event please visit the “Calendar of Events” section of “<http://www.BNIDVR.Com>” or call Bob Sbraccia at (302) 559-7900. 

*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](#)*

### **Horne joins Dover Downs board**

Dover Downs Gaming & Entertainment, Inc. announced that the board of directors of the company, at its regularly scheduled quarterly meeting, appointed its Senior Vice President - Finance, Treasurer and Chief Financial Officer,

**Timothy R. Horne**, as a director of the Company, filling an

existing vacancy on the Board of Directors. Horne will serve as a Class II Director with a term expiring in 2016.

Dover Downs Gaming & Entertainment, Inc. Chairman, Henry B. Tippie stated, "Tim Horne has served as our Chief Financial Officer since we became a publicly traded company in 2002. We are pleased to welcome Tim to the Board and are secure



**Horne**

in the knowledge that we are adding a seasoned professional with first-hand knowledge of all facets of our organization."

### **DeSalva named DuPont corporate communications head**

DuPont named **AnnaMaria DeSalva** as Vice President of Corporate Communications. In the newly established role, DeSalva, 45, will be responsible for leading, developing and executing the company's strategic communications and brand management around the world.

"AnnaMaria's demonstrated experience in science and technology and leadership in communications is an ideal fit for DuPont's market-driven science," said DuPont Senior Vice President James C. Collins, Jr. "Her expertise in working inclusively with stakeholders makes her ideally suited to lead DuPont's communications and branding efforts.

AnnaMaria will play a significant role in



**DeSalva**

advancing DuPont's positioning as the company continues to create sustainable solutions that help solve the pressing challenges facing the world."

Possessing a diverse technology-based background, DeSalva has more than 20 years of experience in science-related communications and branding, including a variety of progressive leadership positions with Pfizer, Hill & Knowlton, GCI Group and Bristol-Myers Squibb. Most recently, DeSalva has served as vice president, Corporate Affairs - Biopharma Innovation & Outcomes, at Pfizer where she has been responsible for leading science, medicine, portfolio and strategy corporate affairs.

### **River & Bay names marketing director**

Delaware River and Bay Authority officials announced the selection of **Rhona M. Bronson** of Ventnor, N.J. as the agency's new Director of Marketing.



**Bronson**

**Continued on next page**

#### From previous page

Bronson officially began her duties on January 21. Functioning as the chief marketing officer for the agency, Bronson will be responsible for establishing and implementing the authority's overall marketing strategy, facilitating sales growth and overseeing all agency marketing activities, especially at the Cape May Lewes Ferry.

"I appreciate and value executive management's faith in my ability to handle the many responsibilities as its Director of Marketing," Bronson said. "Throughout my career, I've been fortunate to gain valuable experience in branding, market research, digital media, program development and integrated marketing campaigns. Working together with the entire DRBA team, we plan to create business opportunities that promote tourism and travel on both sides of the Delaware River and Bay."

Bronson added, "Years ago, I was married on the Binghamton Ferry in Edgewater, N.J. so I have a special connection to Ferries. It's exciting to join a dynamic organization providing efficient

ferry, bridge and air transportation services that create unique, enjoyable and memorable travel experiences."

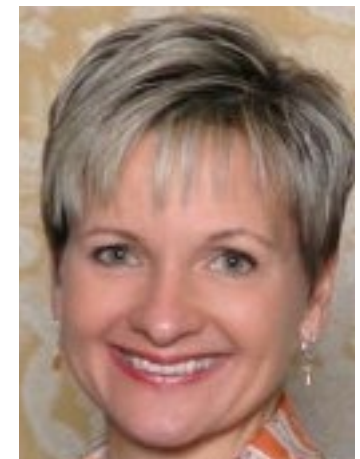
Prior to joining the Authority, Bronson served as the Director of Marketing for the past three years at the Press of Atlantic City Media Group in Pleasantville, N.J. In this role, she was a key member of the senior leadership team responsible for developing strategic initiatives including new digital, advertising and audience growth initiatives.

In the mid-2000s, Bronson worked as the Senior Vice President of Marketing for the NAPL Network then based in Paramus, N.J. While at the national non-profit trade association, she was responsible for all marketing efforts, including trade shows, board presentations, webinars, social media management, consulting and marketing communications. Previously, Bronson was the Marketing Director for the North Jersey Media Group, publishers of The Record and Herald News.

#### Rossi heading back to AAA


Gov. Jack Markell announced that his director

of communications, **Catherine L. Rossi**, is leaving his administration to return to the private sector to assume the role of vice-president of public and government affairs at AAA Mid-Atlantic. Rossi worked for the organization from 2004-2010 before joining the Governor's staff.



**Rossi**

Since joining the administration in February of 2010, Rossi has served as the governor's spokesperson and communications advisor, managing communications and relations with the news media.

Before joining the Governor's staff, Rossi worked for six years in public and government affairs at AAA Mid-Atlantic and prior to that, served for seven years as Director of Communications for the Catholic Archdiocese of Philadelphia. She spent a long career in radio and television news, including at Fox News in Philadelphia and at First State News/Channel-2 in Delaware, where many people knew her as "Cathy Matusiak." 

Editor's note: Business licenses are issued by the State of Delaware as a revenue raising tool. These are licences for new businesses, dating from November 1, 2013.

#### Employment agent

**BJAYSET INCORPORATED EXPRESS EMPLOYMENT PROFESSIONALS** 665 S CARTER RD UNIT 3 SMYRNA, DE 19977-7728

#### Contractor

**JEMAR CONTRACTING LLC** 3738 RIDGEVIEW RD HUNTINGDON VY, PA 19006-3318

**JKT CONSTRUCTION** 10286 GREENTOP RD LINCOLN, DE 19960

**K C CUSTOM PAINTS** 8 SOUTH CHURCH STREET GREENWOOD, DE 19950

**KELLNER STAIRWORKS LLC** 1418 OLD BALTIMORE PIKE NEWARK, DE 19702-2007

**K\S RENEWAL SYSTEMS LLC KITCHEN SAVER** 542 INDUSTRIAL DR LEWISBERRY, PA 17339-9534

**L & C CONTRACTING LLC** 701 KIRKWOOD HWY NEWARK, DE 19711-3913

#### Services

**JENNEL L WILLIAMS INC SENIOR LIFT AT HOME** 1201 N ORANGE ST STE 7007372 WILMINGTON, DE 19801-1155

**JETTER ELIZABETH JETTER**

**CONSULTING** 5 CLINTON ST DELHI, NY 13753-1101

**JUGDAR IT SERVICES, INC** 26 LOTUS CIR N BEAR, DE 19701-6320

**K & K CLEANING AND ASSISTANT SVC** 14 WARFEL DR DELAWARE CITY, DE 19706-8738

**KLEEN-COMP** 32 EDGEBROOKE WAY NEWARK, DE 19702-1642

**LEAD YOUR WAY TECHNOLOGIES LLC** 38846 BAYBERRY CT OCEANVIEW, DE 19970-2722

#### Photographer

**JFS PHOTOGRAPHY DESIGN** 216 JASMINE LN NEWARK, DE 19702-3930

**JILLIAN WILSON PHOTOGRAPHY** 13 ANDERSON RD NEWARK, DE 19713

**KRISNISKI CARLY A** 13 HOGAN CIR MIDDLETOWN, DE 19709-9367

**KT MARKETING, INC.** 56 W MAIN ST NEWARK, DE 19702-1505

**KUCK MEGAN K MODERNCITY AND MAIN** 1139 12TH AVE WILMINGTON, DE 19808-4972

**KWA HOSPITALITY CONSULTING LLC** 4 COBBLESTONE XING NEWARK, DE 19702-1150

**LC CLEANING INC** 68 COURT DR WILMINGTON, DE 19805-5524

#### Health club/spa

**JIU JIU SPA SALON INC** 430 OLD BALTIMORE PIKE NEWARK, DE 19702-8410

#### Repairperson

**JMS TOTAL SERVICES LLC** 320 YORKLYN RD OXFORD, PA 19363-2422

#### Advertising agency

**JOHN PETERSEN** 3011 OGLETOWN RD NEWARK, DE 19713-1935

#### Retailer

**JOHN THE GREEK ACCESSORY GROUP**, 501 N BI STATE BLVD STE 3 DELMAR, DE 19940-1106

**JONES ANTHONY E PHOTOGRAPHY BY AE JONES** 3107 N MADISON ST WILMINGTON, DE 19802-3007

**JUST LOVE BECAUSE** 2 CHADD RD NEWARK, DE 19711-7629

**KARA VILLANELLI LA BELLA CUCINA** 4303 VERONA DR WILMINGTON, DE 19808-5619

**KIDDIT, LLC** 3422 OLD CAPITOL TRL STE 76 WILMINGTON, DE 19808

**LEVERAGE DIGITAL MARKETING LLC** 340 S LEMON AVE # 1255 WALNUT, CA 91789-2706

#### Beautician

**JOHNSON SAMANTHA L ROCK PAPER SCISSORS** 17252 N VILLAGE MAIN BLVD LEWES, DE 19958-6292

#### Catalog

**JONES ANTHONY E II BLEU CHEESE FACTORY** 2325 SCONSET RD APT 1 WILMINGTON, DE 19810-4252

**JOYS ADULT TOYS** 102 BEACHFIELD RD REHOBOTH BCH, DE 19971

#### Restaurant

**JOYFUL GARDEN** 829 N TATNALL ST WILMINGTON, DE 19801-1717

**KALESIS PANAGIOTI US 13 GRILL** 1115 S GOVERNORS AVE DOVER, DE 19904-6903

#### Hotel

**JSK HOSPITALITY LLC DAYS INN & SUITES HARRINGTON** 1259 CORN CRIB RD HARRINGTON, DE 19952-2266

#### Wholesaler transportation equipment

**JTC TOWING JTC AUTO** 443 OLD AIRPORT RD NEW CASTLE, DE 19720-1001

#### Car wash

**JUDGE ROBERT JUDGE MOBILE WASH** 821 E WASHINGTON ST WEST CHESTER, PA 19380-4541

**JUST LOVE BECAUSE** 2 CHADD RD NEWARK, DE 19711-7629

#### Wholesaler

**K&S CONSULTING INC** 9900 SHELBURNE TER APT 411 GAITHERSBURG, MD 20878-5304

**KNIGHTS AUTO PARTS INC** 10925WOOD ST CHICAGO, IL 60643

#### Mover

**KARPOV TRANSPORT LLC** 25 WENARK DR APT 11 NEWARK, DE 19713-1426

**Retailing alcoholic bevereaages** KATERING BY KIM 141 SUGARBERRY DR NEW CASTLE, DE 19720-7628

#### Dance school

**KIDS YOGA ADVENTURES LLC** 11752 BUCKINGHAM DR DELMAR, DE 19940-3581

#### Legal office

**KLEINER & KLEINER LLC** 501 SILVERSIDE RD STE 46 WILMINGTON, DE 19809-1388

#### Veterinarian

**KMV EQUINE SERVICES LLC** 47 MARBLE HOUSE DR BEAR, DE 19701-4025

#### Sales representative

**KRYPTIQ CORPORATION** 1920 NW AMBERGLEN PKWY STE 200 BEAVERTON, OR 97006-6981

#### FINANCE OR SMALL LOAN AGENCY

**LAN-CHESTER FINANCIALS** 4843 SUMMIT BRIDGE RD MIDDLETOWN, DE 19709-8817

#### Dance school

**LEAHY AMY M JAZZERCISE** 201 HORSESHOE DR MIDDLETOWN, DE 19709-1365

#### Collection agency

**LEGACY CUSTOMER MANAGEMENT GROUP** 7901 BAYMEADOWS WAY STE 31 JACKSONVILLE, FL 32256-8535

#### Counselor

**LEWIS MIA P LIVING WELL COOKING** 43 SUSANNAH DR MAGNOLIA, DE 19962

