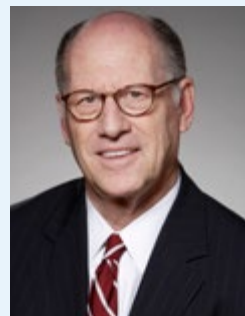


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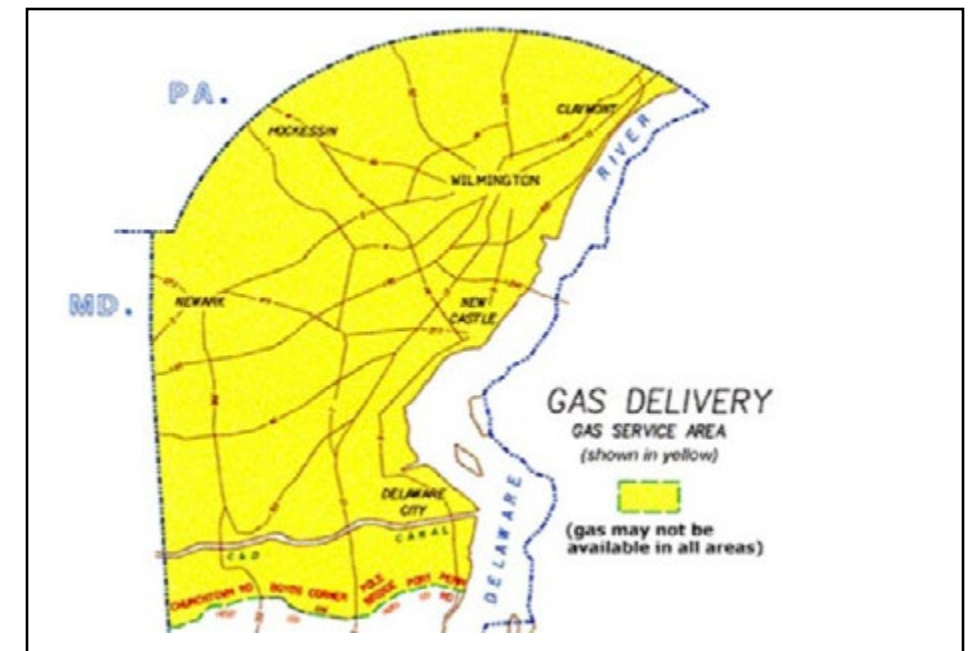


**DELMARVA POWER RAMPING UP NATURAL GAS SIGN-UP PLANS**

**D**elmarva Power is gearing up to make customers aware of changes aimed at allowing an expansion of natural gas service to more small business and residential customers in New Castle County.

“We have seen an uptick in inquiries,” says Bridget Shelton, Delmarva customer advocate, who is heading up the marketing effort for the utility based near Newark. Shelton and Delmarva Power President Gary Stockbridge say it comes after an expensive winter for customers using all types of fuels.

Requests for service have been driven by lower prices and abundant supplies of natural gas



from Marcellus Shale deposits in Pennsylvania. That has led large gas users, like DuPont, to seek natural gas service for the Experimental Station

**Continued on next page**

# PSC loosens gas restrictions

## From previous page

near Wilmington, with residential and small commercial users are also taking another look at the fuel.

Delmarva's request to the Delaware Public Service Commission to make changes to the previous system was approved by the Public Service. In the past, PSC regulations - aimed at making sure that existing customers did not have to foot the bill for new customers - left many unable to obtain service.

With the easing of some of the restrictions and more stable prices reducing shorter payback times for installation of lines and furnaces, natural gas could prove to be an attractive option, utility officials say.

Shelton says 7,500 homes are already in neighborhoods with gas lines running by properties.

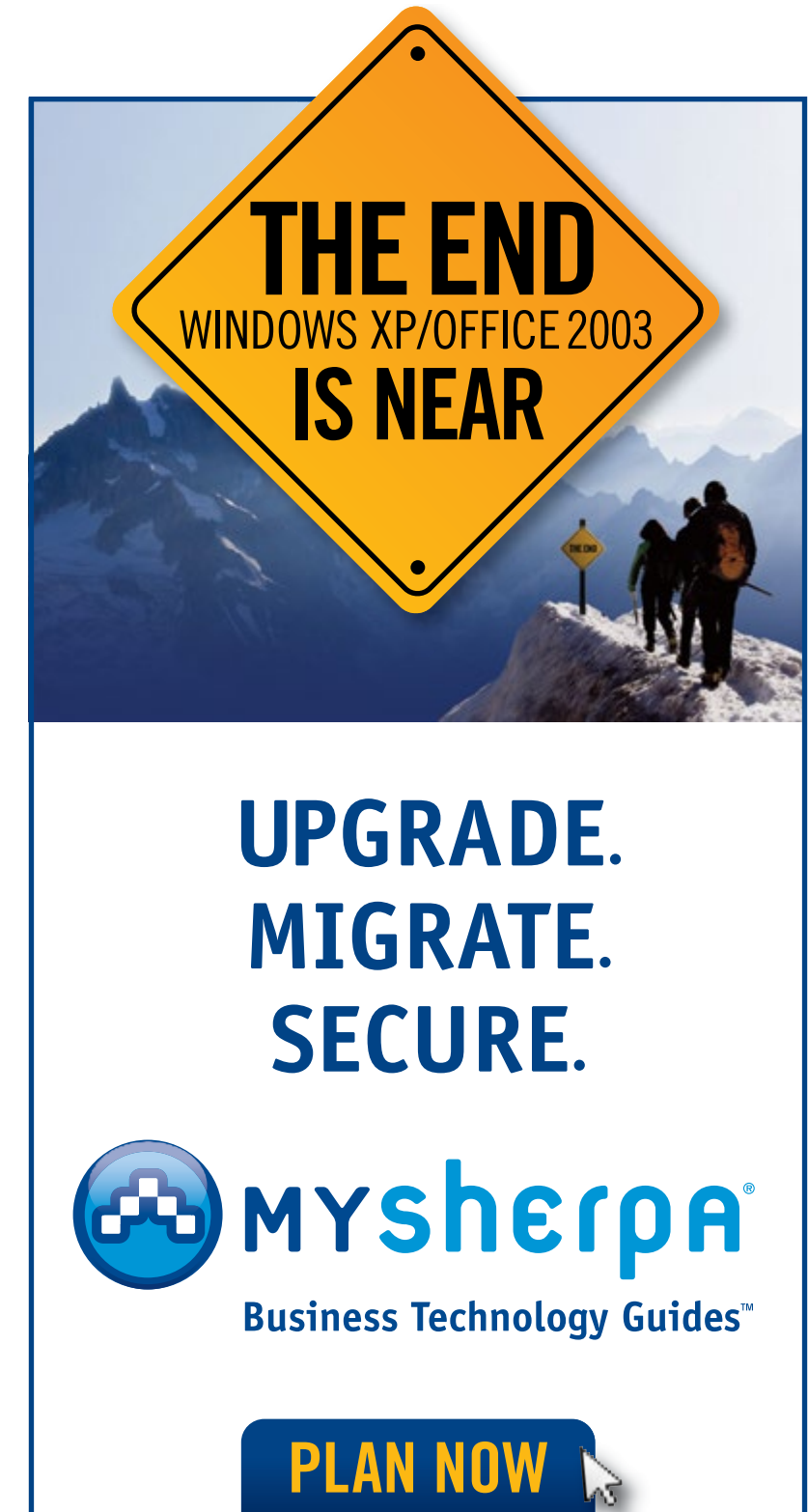
Work is also under way to identify lower income households that might qualify for programs that could use natural gas and related equipment to cut heating bills.

Neighborhoods can petition for natural gas service under a process that determines whether it is economically feasible to provide that service without affecting rates of other customers.

Properties that might benefit typically use fuel oil or propane. Both fuels saw price spikes over the winter. Many newer subdivisions in the county use heat pumps. Gains in heat pump efficiency have made utility bills in those communities more competitive with those of natural gas.


Proponents of natural gas point to the added comfort of natural gas during times when heat pumps struggle to deal with low temperatures and growing demand among amateur cooks for gas ranges.

Delmarva has about 124,000 business and residential gas customers in New Castle County. Potentially, another 50,000 customers could be added. The remainder of the state is served by Chesapeake Utilities, Dover, which is expanding its system into new areas. Shelton says a number of customers seek gas service from Delmarva, but do not realize that another utility provides natural gas service in their area.



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# *Governmental affairs chief elected to top post* Heffron to take on challenges facing State Chamber

**W**hen the top job at the Delaware State Chamber of Commerce became vacant A. Richard “Rich” Heffron would take on the post of interim president.

Each time, he would decline the opportunity to put his hat in the ring.

But after a turbulent period for the state’s largest business organization, Heffron decided it was time to close out his career at the helm of the group.

A week, ago, the board of the State Chamber unanimously voted for Heffron to take on the challenging position.

Heffron agreed to take serve in the post for two years prior to his retirement.

Heffron, a long-time chamber executive and its leading lobbyist, had been serving as interim president, a role he has taken on other occasions. Heffron will serve two years in the post prior to retirement.

Chamber Chairman Mark Stellini said he had been talking with Heffron about taking on the

post at the State Chamber, after the abrupt departure of Joan Verplanck after less than a year at the post. This time around, Heffron decided the time was right, Stellini added.

Stellini said the two-year window will allow Heffron and the State Chamber to find a successor for Heffron’s previous job as government affairs director and chief lobbyist.

Stellini noted that his two-year term as State Chamber chairman would roughly coincide with Heffron’s time as president.

“I am honored that the board would select me to be the next president,” Heffron said. “Having served with the Chamber for 22 years, I have a certain familiarity and affinity for this organization, and I believe firmly in what the Chamber stands for. I look forward to working with the board and the staff as we move forward.

“These are challenging times for all businesses and



**Rich Heffron**

non-profits in Delaware,” Heffron said. “Trying economic conditions over the last few years have forced the Chamber, as well as many other organizations, to make necessary changes in the way we function,” he stated.

Heffron listed stabilization within the chamber and the pursuit of new revenue streams as early goals of his presidency. He said he intends to re-engage the business community in tackling issues, while working with Delaware policy-makers to make improvements to the state’s business climate.

He takes over after a rocky period that came with the appointment and departure of Verplanck, the former head of the News Jersey State Chamber.

Explanations for the departure ranged from her non-nonsense management style to not consulting with the board on major decisions. Verplanck also made it clear she was not impressed with how business is done in the state.

Verplanck had talked about a State

**Continued on next page**



# Heffron caps long Chamber career with election to post of president

## From previous page

Chamber that would deal heavily with public policy issues and not focus as much on recruiting small business members, adding that the needs of small business members could be better served by local chambers of commerce.

The Delaware State Chamber differs from some state chambers, since it does seek out memberships from employers of all sizes.

That often puts the State Chamber in competition with the New Castle County Chamber of Commerce in terms of programs and services. About a decade ago, that led to calls for a merger of the two organizations.

Heffron is well known in Legislative Hall and in the business community and observers said his selection would seem to suggest that the chamber will take a middle of the road course in its lobbying efforts on behalf of the business community.

That has produced grumbling among some State Chamber members, who felt the group should take a harder line on issues like health care reform,


environmental issues, such as cap and trade, and taxes.

Verplanck, by contrast, seemed to be more prepared to take on a General Assembly and an executive branch that is dominated by Democrats.

The General Assembly last year focused on social legislation, such as same sex marriage. Critics claimed that it did little in efforts to improve a Delaware economy that has not bounced back from the recession as rapidly as in the past.

Signs of ongoing troubles surfaced this week with an update on estimated state revenues that showed a \$40 million shortfall.

Heffron joined the Chamber staff in 1992 as senior vice president for government affairs, after serving on Mayor Daniel Frawley's administration in the city of Wilmington.







Heffron is a 1970 graduate of Temple University, and in 1979 he graduated from Widener Law School. He has three grown children, and lives with his wife Colleen in Hockessin. 



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# Newark Post sold to company linked to billionaire

By Doug Rainey

**T**he Newark Post and the neighboring *Cecil Whig* in Elkton, Md. have a new owner reputed to have deep pockets.

Adams Publishing Group LLC purchased three newspaper divisions from American Consolidated Media, including ACM Chesapeake, publisher of the Newark Post. Terms of the transaction were not disclosed.

The announcement came with assurances that the sale would not affect operations of the newspapers. The Post and Whig have been subject to frequent rumors about their future.

“It’s business as usual for us. From our standpoint, we’re glad to return to family ownership and join a company that has indicated a desire to invest in our operation for long-term growth,” said Josh Shannon, Post editor. “For readers and advertisers, they shouldn’t notice any changes due to the new ownership.”

According to stories in ACM newspapers, including the Post, the sale included the Chesapeake

group and ACM divisions in Ohio and Minnesota. The divisions have nearly three-dozen print publications.

“Timing was the key to our divestiture,” said Scott Wright, CEO of ACM. “We knew there were interested, qualified buyers and Adams Publishing Group was a pleasure to do business with. I feel comfortable knowing the publications were sold to a group dedicated to excellence.”

Adams is described as a family owned company that has holdings in radio broadcasting, magazines, outdoor advertising, consumer and trades shows, commercial printing and production and other areas. No further information was released on Adams, which is based on Minneapolis, Minn.

*Business North*, a publication in Duluth, Minn.



said the company is linked to Stephen Adams, who built a fortune in a variety of industries that include services for recreational vehicles and banks.

Listed in some quarters as a billionaire, Adams made news in the late 1990s with a \$100 million donation to the Yale Music School and by buying and later selling vineyards in France. His holdings also include wineries and vineyards in California. Adams appears to be joining a handful of the ultra-wealthy who have purchased newspapers, the most notable being Jeff Bezos of Amazon who purchased the Washington, Post, and Warren Buffett, who bought dozens of daily newspapers. The newspapers and related websites have been purchased at a fraction of the sale prices of a decade ago.

The sale would leave ACM at a fraction of its current size with operations in Texas, Oklahoma, Kansas and Texas, where it operates a number of daily and weekly papers, along with associated websites. ACM is headquartered in Irving Texas, outside Dallas.

The acquisition includes the *Star-Democrat*, a daily paper in Easton, Md., as well as a number

**Continued on next page**



# Debt load hobbled former Newark Post owner ACM

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of Eastern Shore Maryland weeklies. The Post is published weekly, with the Whig printed three times a week.

ACM has struggled with a heavy debt load, brought on by the acquisition of the Chesapeake and Midwest newspaper groups at the end of the economic cycle in 2007. The company has seen at least three CEOs since that time, the latest change coming last fall.

Driving that acquisition was the belief that newspapers in smaller markets would not be as affected by the digital onslaught that even at that time was being felt by major newspapers. That did not prove to be the case.

Ownership of the company, controlled by Macquarie Media Group of Australia (now Southern Cross), a leading radio station operator on that continent, was later turned over to a group of banks after loan terms were not met.

“We are thrilled to be joining Adams Publishing Group and to be moving back to a family owned

company,” said David Fike, president and publisher of the Chesapeake group. The Post is based at the Cecil Whig office after earlier closing its Newark office. The newspaper did add an editorial staffer to cover the community.

Its print circulation is mainly confined to bulk distribution on Main Street and other locations, rather than home delivery. Its website ranks among the top 100,000 in the nation in terms of traffic according to [Alexa.com](#).

The ranking compares favorably with [WDEL](#), a news and talk station that is believed to have the second highest web traffic among local news outlets, with the News Journal’s [DelawareOnline.com](#) ranking first.


The Post and other Chesapeake papers have beefed up their digital presence in recent years as readership habits changed and advertising losses continued in various categories, even after the recession of 2009 ended.

“We’re committed to providing the in-depth, local community journalism that Newark needs and in the past year or so, we’ve taken quite a few steps to further improve our coverage,” Shannon said. “We’re currently putting the finishing touches on a

mobile app for the Post, similar to ones that have proven quite popular at some of our sister papers. We’re also bringing back the popular Newark Favorites special section that lets readers vote for their favorite Newark businesses.”

Since the acquisition of Chesapeake by ACM, the printing plant at the Whig has been closed, with printing moved to Easton. The publication schedule of the Whig was cut from five days to three.

The *Business Ledger*, which was founded in 1994, was shut down by ACM Chesapeake in 2010. DelawareOnLine reported a deal is in the works to sell the Whig building in Elkton with a small portion to be used by the staff of the paper that is now believed to number less than a dozen, compared to 100 or so a decade ago. The building has been on the market since 2012, leading to long-running rumors about the future of the Whig.

Chesapeake has also seen digital competition in its Mid-Shore Maryland stronghold, with the [Chestertown Spy](#) and the Talbot Spy hyper local websites carrying a hefty amount of local news and advertising without the added printing costs. 

# Christiana Mall area development moves into fast lane

By Eileen Dallabrida

**W**ith the completion of a long, painful highway construction project, the intersection of Interstate 95 and Route 1 at Christiana is poised to become a more formidable regional crossroads of retail.

At [Christiana Mall](#), Cabela's, the popular destination for the outdoor set, is in the final phases of construction. The grand opening is scheduled for May 1. Work also has begun on a multi-screen movie theater.

A short hike away, construction is bustling at a 647,000-square-foot lifestyle plaza. After briefly being known as the Colonnade at Christiana, the site has reverted to its former name, the Christiana Fashion Center.

"We never really warmed up to new name so we decided to go back to the original," says Jim Oeste, vice president of [Allied Retail Properties](#) in north Wilmington.

Allied owns and operates more than 6 million square feet of space in Delaware, Maryland and Pennsylvania, including Christiana Town Center, Concord Mall, Concord Gallery and



**An aerial view of the Christiana Mall area from owner General Growth Properties. Growth is accelerating in and around the mall itself.**

Merchants Square. So far, the only tenant Allied has announced is Nordstrom Rack, the off-price division of the luxury retailer.

Nordstrom often sites its Rack concept a high-heel toss from its full-service stores. In South Jersey, the retailer opened a Rack store at the Garden State Park development, a few furlongs from its Cherry Hill Mall anchor.

Originally, a multiplex theater was on Allied's wish list. But Cinemark Holdings opted to build to a 12-screen, all-digital theater that will feature the company's new Cinemark NextGendesign

concept at Christiana Mall at a site adjacent to a bus stop and park-and-ride lot. A fall premier is planned.

That doesn't mean the Fashion Center is no longer entertaining the possibility of a recreational venue, Oeste notes. He won't discuss specifics, but Dave & Buster's, a restaurant, sports bar and arcade game venue, has been mentioned as a prospective tenant.

A site plan on Allied's website lists such retail headliners as The Container Store, Saks Off 5th, Ulta and a PGA Tour super store. The center also will include several restaurants. Upscale grocers, Wegmans and Whole Foods are not listed, but continue to be on wish lists of shoppers.

Oeste declined to speculate on any additions to the roster while negotiations are in process. But he expects Allied will be making announcements soon.

"Every day, we push these deals a little closer to the finish line," he says.

At Christiana Mall, Cabela's is currently in the process of hiring 250 people to staff the  
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110,000-square-foot big box store. The mall also expects to expand, revamp or replace at least 11 stores in its lineup of 130-plus stores.

The mall is in the enviable position of having 100 percent occupancy and won't be renewing the leases of under-performing retailers in order to make room for more popular newcomers, says Steve Chambliss, senior general manager. He won't say which merchants will be making an exit. Among those joining the fold is Wilson's Leather, which closed its mall stores in 2008 and is making a comeback with a concept that focuses on accessories, such as briefcases and travel gear.

There are no super luxury brands among the announced additions, but there is a bit of bling. Invicta, a specialty retailer in expansion mode, will sell trendy watches, fine writing instruments, art and eyeglasses in a 543-square-foot jolt of a boutique.

There's also an emphasis on the next generation of shoppers. Victoria's Secret PINK, the little princess offspring of the undies queen, will open a 4,310-square-foot store selling relaxed loungewear and pajamas, in addition to foundation garments. A fall opening is planned.

Victoria's Secret has moved the mother ship into a temporary location near Macy's while the main store is under construction.

Other additions for young, active shoppers include:

Kids Foot Locker, the pint-sized seller of big-label athletic footwear, apparel and accessories for children will open in November in time for holiday shopping, strategically located next to the Disney Store.

House of Hoops scores with the latest designs from Jordan, Nike, adidas, Under Armour and others. The store opens in September.

Vans sells skateboarding shoes, as well as footwear and apparel for the active set. The action starts in November. Zumiez is a mecca for the set who likes to skate, snowboard and surf. Starting in September, enthusiasts can buy gear and apparel there.

Gap also will relocate and babyGap and GapKids will join the roster. Express will revamp its apparel and accessories store, as well LoveSac, a seller of contemporary modular furniture. Other additions will be familiar to mall shoppers: Sprint's mobile phone store and Zales jewelers.



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# Company with ties to Chinese investors buys DoubleTree

## *New hotel management company also announced*

**A** company representing Chinese investors has purchased the DoubleTree by Hilton Downtown Wilmington – Legal District. ASAP International Holdings acquired the hotel on King Street. *The News Journal* reported the price was nearly \$20 million. Reports on the sale had been making the rounds for a month.

[Crestline Hotels & Resorts](#) LLC will manage the 217 room full-service hotel. According to a release announcing the sale and management group, the hotel recently completed an extensive renovation. Crestline is based in Fairfax, Va., just outside of Washington, D.C.

“Once again, we are delighted to select Crestline Hotels & Resorts as our management company for this property. Crestline manages three other hotels in our portfolio including the Hilton Atlanta Northeast, the Atlanta Marriott Norcross, and the Detroit Southfield Marriott. In each case Crestline is exhibiting excellent leadership and working to drive significant RevPAR increases for these assets

while improving guest service,” Frank Yuan, CEO of ASAP International Holdings, stated in a release.

“Crestline is honored by its strong working partnership with ASAP International Holdings and to be selected as the management company for the DoubleTree by Hilton Downtown -- Legal District,” stated James Carroll, CEO of Crestline Hotels & Resorts. “This is an excellent property with distinctive amenities and services. We look forward to enhancing the hotel’s reputation for impeccable service and excellent guest experiences,” Carroll added.

“Hotels are good investments and recent growth in revenues prove this. Wilmington market has strong corporate and legal base of business, so I would expect this to be a good investment, even with the new Westin due soon at the Riverfront,” said William A. Sullivan, managing director of the Courtyard Newark at the University of Delaware. “Wilmington has a very limited number of rooms, so mid week occupancies are always strong”



The hotel is near the New Castle County Courthouse and has worked to attract legal teams handling cases in Chancery and other courts in Delaware. It faces growing competition, with a new Westin hotel slated to open this spring on the Wilmington riverfront.

Hotel amenities include high-speed Internet access and upgraded rooms. The hotel also has more than 20,000 square feet of meeting space and until the opening of the Chase Center on the Riverfront, was

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# Queen Anne's County to host Delmarva Chicken Festival

**T**he Delmarva Chicken Festival will return to Queen Anne's County, Md. for its 65th annual run on June 20-21. The festival, a tradition on the Delmarva Peninsula since 1948, will take place at the Queen Anne's County 4-H Park near Centreville, Md. The park is located on Maryland Route 18, a short distance from major highways 301 and 50.

Faith Elliott Rossing, the Queen Anne's County Director of Economic Development, Tourism, IT, QACTV7, and enterprise funds, will chair the

## Hotel can host larger events

### From previous page

the only place to host the largest banquets.

The 9,306 square foot Grand Ballroom can accommodate up to 1,000 guests and the hotel has several other rooms and boardrooms for smaller meetings. The hotel also has a restaurant and lounge.

The hotel has undergone a number of franchise

65th celebration of Delmarva's chicken industry. Elliott Rossing holds a Doctorate of Business Administration and a Master's degree in Public Administration from Wilmington University and a Bachelor's degree in Textile Technology from Clemson University. Elliott Rossing has been employed by Queen Anne's County since 1993.

The festival features a 10-foot giant fry pan, other food concessions, an arts and crafts show, business and agricultural expo, live entertainment, and carnival rides and games. There will also be educational poultry-related displays, the popular

and ownership changes over the years, also operating under the Wyndham and Radisson flags.

Crestline Hotels & Resorts LLC manages 44 hotels, resorts, and conference centers with more than 7,700 rooms in 12 states and the District of Columbia. ASAP is a publicly traded holding company that operates real estate, investment banking and consulting for Chinese companies.

baby chick exhibit, children's activities, a classic car show, and an a Chickin' Pickin' competition sponsored by Mountaire Farms.

In announcing plans for the June festival, Elliott Rossing commented that "We are excited to have the Delmarva Chicken Festival return to Queen Anne's County. A number of farm families in the county depend upon poultry as a source of income while even more farm families that produce corn and soybeans depend upon the poultry industry as a market for their products."

The Delmarva Chicken Festival is sponsored by Delmarva Poultry Industry, Inc., Georgetown, Del. (DPI), the regional association working for the well-being of the area's chicken industry. For more information on the Delmarva Chicken Festival, contact Delmarva Poultry Industry, Inc. at 800-878-2449 ([dpi@dpichicken.com](mailto:dpi@dpichicken.com)).



## Correction

A story in last week's Bulletin on a meeting of an information meeting for Newark-area Rotary clubs failed to mention date and location of the event. The Bulletin regrets the omission.



## *Sponsored Content*

# Is Your Business Ready to Take to the Cloud?

**By Kevin Conmy**

*Regional Vice President, Comcast Business*

Many small and midsize business owners are intrigued by the promise of cloud technology and software-as-a-service (SaaS), but haven't jumped aboard the bandwagon yet due to understandable concerns about cost, security and ease of use.

While the cloud delivers a plethora of cost-effective IT services to the small business's front door, it is not something to rush into blindly. Mainly, it is imperative to pick the right partners, adopt the right technology and have good support. Since the cloud is quickly becoming a necessity for most any business, it's a good time to use the technology to your advantage – before the competition does.

The beauty of the cloud is that it allows businesses of all sizes to buy applications and services on demand, as they need it. Instead of spending valuable money on IT support for a server that can crash all too often, everything is housed in an industrial data center with strong security and software that is regularly patched. Plus, when buying software from the cloud,

businesses can purchase on a per-user basis, adding or taking off users as the company changes size.

Other benefits of cloud technology include:

**Ease of use** – Access your network from anywhere with an Internet connection – at work, at home, or while traveling – to keep an eye on your business whenever you want, from wherever you are. Most importantly, you don't have to be an information technology expert to own and use these tools.

**Safer, more secure storage** – With data stored in the cloud, owners don't have to worry about losing all of their information due to a crashed file server or technical issue, or even from theft or damage from a fire or flood. The information is not on the premises, but is instead stored in multiple secure data centers, which helps protect you in the event of a disaster.



**Conmy**

**Best practices** – Many cloud-based software packages are designed by industry experts who have years of experience in operating and managing businesses similar to yours. Their products are designed to make businesses run as fast and efficiently as possible, giving you the benefit of industry expertise and best practices.

Before making the leap to the cloud, key considerations include:

**Access** – It is important to note that the key to all these cloud-based systems is fast, reliable access to the Internet. Businesses that move to the cloud will need to ensure they have reliable access that allows them to get to these online, cloud-based systems quickly.

Make the time to discuss your plans with your service provider before implementing any changes to be sure the network is ready. Using a provider like Comcast over a traditional T1 line is ideal since speeds are up to 64 times faster and bandwidth can be scaled up or down quickly and easily. Scalability is critical so organizations

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*Sponsored content*

# Finding the Right Cloud Provider Essential to Successful Outcome

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aren't paying for bandwidth they don't need or getting stuck with slow connectivity just when business starts to take off.

**Choose carefully** – Before buying, make sure you're working with a trusted name. It's surprisingly easy to start a cloud company, but much more difficult to run one well. Using vetted providers such as those found on Comcast's Upware Marketplace ([www.upware.comcast.com](http://www.upware.comcast.com)) is an easy way to be sure that valuable business information is being put in the right hands.

**Bundle services** – Buying through one source, like the Upware Marketplace, also provides the benefit of a universal log-in and support for all cloud applications, making it much easier to manage your applications and troubleshoot when necessary.

The question for business owners should no

longer be whether to move to the cloud, but how and when to make the switch. Taking the time upfront to invest in your network infrastructure and conduct due diligence into providers will save you time and money when it's needed most. For more information about Comcast Business see [www.business.comcast.com](http://www.business.comcast.com) or call 866-429-3085.



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## *March Delaware Economic Prospects*

# Job growth remains healthy, but pace will slow in 2014

*Courtesy of Decon First*

**D**ata through January, 2014 for Delaware employment and the labor market has just been released and the state's economy continues to look good. The year over year gain in jobs exceeded 8,000, registering a healthy annual growth rate of 2%.

The resident unemployment rate moved down from 6.2% in December to 6.1%, well below the 7% rate registered in January of 2013. From the recession peak, the total number of Delawareans unemployed has dropped by 9,500. Inflation in the region is rising yet only registering around 1%.

In absolute terms, using 12 month moving averages, the gains in jobs came from professional and business services (2,300), retail trade (1,600 with revised benchmarked data), financial services (1,400) and healthcare (1,000) and leisure and hospitality (700). Modest losses continued in construction, manufacturing and government.

Delaware professional and business services continue to be anchored by a steadily advancing legal services industry and gains in computer

programming and systems design. Employment growth in Delaware legal services has out-paced legal services across the nation by 45% over the past two decades. Most of this growth comes from national and international firms setting up offices in Delaware to be in closer contact with the Delaware Chancery Court.

As noted previously by DECON First, the net annual gains in Delaware's health care industry have been declining since 2010 and DECON First expects the health care job gain to fall to below 1,000 during 2014. Construction jobs have been hit by a recent drop off in residential permits and the harsh winter weather. With strong existing home sales in March, DECON First expects residential permits to revive with the onset of spring.

In 2014 the total number of jobs created by Delaware businesses will continue to rise, but at a slower rate than during 2013. Based upon more than 20 years of data, the current Delaware job growth rate occurs less than 5% of the time. And the impact of the job growth is muted by the number of new positions that go to out of state

residents who commute into New Castle County to work. Delaware's labor force is still 3,000 persons below the pre-recession peak and employment of residents is 12,000 below. This restrains the growth in the wages component of Delaware personal income and sustains the demand for transfer payments.

For businesses in New Castle County that are faced with an annual loss of \$2.7 billion in wage earnings from out-of-state commuters, DECON First recommend these business take the following steps to tap into this market:

- Target these shoppers with "Tax Free" shopping promotions.
- Strategic partnerships with the state's largest employers.
- Lunch time and happy hour promotions
- Loyalty & Referral Programs

DECON First Expects positive but slower job growth in 2014 with a return to pre-recession employment by early 2016. The large gains from

**Continued on next page**

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## INDICATORS:

Of the more than 60 indicators followed by DECON First the most notable changes have occurred in the following: Inflation is increasing driven primarily by higher food prices

Mortgage interest rates are falling modestly and banks began, once again, issuing adjustable rate mortgages The proportion of non-accrual home equity loans held by banks in Delaware is on the rise

Sales of existing housing were disappointing during first months of year - bad weather played a role Delaware's labor force participation rate continues to fall

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

Direct questions to [info@deconfirst.com](mailto:info@deconfirst.com) the stock market together with growing transfer payments will ensure the continuation of a two-tiered consumer base.



# County Chamber Dinner

**H**undreds were on hand for the Annual Dinner of the New Castle County Chamber of Commerce on Tuesday night at the Bob Carpenter Center on the University of Delaware campus.

The dinner featured a new format this year, with attendees having the choice of attending a networking mixer, or sitting down to a buffet dinner. Guests got together for three TED-style speech presentations on innovation, education and journalism.

Also shown were videos that were part of the Swim With the Sharks Video Pitch competition.



*Photos by Doug Rainey*





# State approves extension for children's health care sign-ups

The Delaware Division of Medicaid and Medical Assistance (DMMA) is extending the deadline for families who want to change their managed care organization. Cited as the reason for the extension was a contract



negotiations impasse between United Healthcare Community Plan and Nemours Health Systems.

Medicaid Director Steve Groff said the state will extend the special enrollment period from the previous deadline of March 14 to April 25. Families can request a transfer from United Healthcare to Delaware Physicians Care, Inc. – the state's other managed care organization – in order to preserve their children's

providers at Nemours' A.I. duPont Hospital for Children.

Groff said that transfer requests made after March 21 won't take effect until May 1. Through Delaware's Medicaid and Children's Health Insurance Program (CHIP), more than 33,000 children had been served by United Healthcare. As of March 12, Groff said 3,183 families, representing 5,744 children and 1,022 adults, had made the change to DPCI.

Groff said the state wants to ensure that all families have the opportunity to fully consider their options in order to make a choice that best suits the needs of their children. After the special enrollment ends, Groff said requests from families with children who are receiving care from Nemours providers may be approved by state if "good cause" can be demonstrated.



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# Dover Downs offers online poker with virtual chips

**D**over Downs Hotel & Casino, has launched a casino sponsored social poker experience. The game powered by Playsino on Facebook allows players to play poker against other players and win virtual chips 24/7.

Players can enjoy playing poker against their friends and also receive offers from Dover Downs Hotel & Casino.

“This unique social poker experience gives us an opportunity to reach new adult players for our online and land based property and provide a fun and rewarding time,” said Ed Sutor, president and CEO of Dover Downs Hotel & Casino. “We are leveraging Playsino’s social gaming platform that lets us extend live poker games to homes across all states through their existing Facebook accounts. While this is not a game where you can win money, we have the opportunity to reward players with room nights, event tickets, discounts and much more.”

Dover Downs Hotel & Casino Playsino Poker offers sit-and-go games and tournament play in 16 different languages. A player can play at up to four tables at one time.

## Fresh Faced Skin Care to hold info session

[Fresh Faced Skin Care](#) will hold an information session on acne.

The event will be held at the Brandywine Country Club, 2822 Shipley Rd. Wilmington on April 10, from 6 p.m. to 8 p.m.

Speaker will be Erica Suppa, owner of Fresh Faced Skin Care, an advanced skin care clinic with locations in North Wilmington and in Historic New Castle.

Erica has more than a decade of experience in

the health care industry as an esthetician, skin care expert and research scientist. [Click here to register.](#) Admission is \$10 and includes complementary wine and hors d’ oeuvres.

## Amish Mill store owner charged

The owner of the Amish Mill store in the Prices Corner area was arrested Last week on charges of

**Continued on next page**



**Suppa**





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filing a false report. Michael Wharton, 50, whose address is listed as the store on Greenbank Road, west of Wilmington, On March 12, Michael Wharton was arrested by New Castle County on two counts of falsely reporting an incident to police. He was arraigned and issued \$1,000.00 unsecured bail, and committed to the Howard Young Correctional Institution for violating his probation.



**Wharton**

According to County Police, Wharton reported several persons were walking on his property and he was in fear for his safety. The officers learned Wharton had ongoing disputes with those picketing in front of his business, the Amish Mill, for the past year. County officers have gone to Wharton's residence on multiple occasions during the month of March for reports of subjects trespassing on his property. All were found to be unfounded.

Wharton was arrested earlier on an offensive touching charge after he allegedly spit on an individual.

Wharton was earlier fined \$23,000 in a civil matter involving consumer fraud. He was charged with not delivering previously ordered furniture and even adding fees to those who complained or even asked about the status of the orders.

**Highmark reports on sign-ups**

Highmark Inc. reported individuals continue to choose the health care insurer for their coverage both on and off the federal marketplace in Pennsylvania, West Virginia and Delaware.

Highmark is one of two large health insurers in Delaware.

Enrollments are as follows:

- Pennsylvania: 108,390 total with 74,006 on-exchange and 34,384 off-exchange
- West Virginia: 14,980 total with 10,970 on-exchange and 4,010 off-exchange
- Delaware: 9,244 total with 6,521 on-exchange

and 2,723 off-exchange Highmark reported seeing a "significant" percentage of new members, who were previously uninsured or had insurance with a competitor.

- Pennsylvania: 53 percent new members
- West Virginia: 66 percent new members
- Delaware: 70 percent new members

**SCORE announces workshop**

SCORE Delaware is taking registrations for the Growing Your Business Workshop. The workshop series starts on March 25th and includes six nights of sessions on marketing, sales, operations, financials and other areas.

Location for the sessions is the Newark Senior Center at 200 Whitechapel Drive. The workshops are taught by experienced and successful business owners, according to SCORE. Cost of the series is \$250 for as many members as the registrants wants to bring along. SCORE is the nation's largest volunteer business counseling service,. SCORE is a resource partner of the U.S. Small Business Administration.. [Click here](#) to register.

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## Wet weather dampens earnings

Artesian Resources Corporation, Newark, reported lower revenue and income, thanks to a wet 2013 and legal costs. Revenue was \$69.1 million, down 2.1% from \$70.6 million in 2012. Net income declined 15.7% to \$8.3 million, compared to \$9.8 million from last year.

Lower water sales revenue as a result of a wet spring and summer drove the decline in revenues. Increased legal costs of \$500,000 associated with the litigation against the Chester Water Authority also contributed to the decline in net income and earnings per share.

“Although the very wet weather pattern this past spring and summer reduced our revenues, we remained focused on providing superior service to our customers,” said Dian C. Taylor, CEO. “We invested \$21.2 million in 2013 for infrastructure and other improvements to replace aging water mains, enhance existing treatment facilities, rehabilitate pumping equipment and upgrade our

computer software system to ensure continued top quality service for our customers.”

Water sales revenues declined 2.8%, to \$61.8 million in 2013 from \$63.6 million in 2012. The decrease in water sales resulted from the wet weather through the spring and summer, which included a record rainfall of 12.5 inches in June that broke a 118 year old state record and the fifth wettest summer since records began in 1895.

The decrease in water sales revenue was partially offset by approximately \$1.1 million in revenue from the Distribution System Improvement Charge (DSIC) in effect in 2013. Taylor noted that “the Distribution System Improvement Charge is a critical mechanism that has allowed Artesian to make significant investments in water distribution system infrastructure that ensure continued reliable service to its customers.”

Non-utility revenue was \$4 million, up from \$3.8 million in 2012, a 4.9% increase. The increase was the result of the growth in revenues generated by Artesian’s water and wastewater Service Line Protection Plans, which continue to be popular with customers.



## *100% recycling for Peninsula*

**Propane, oil, plumbing, and HVAC company Peninsula, Seaford, is moving toward 100 percent recycling. The move comes in response to a statewide effort to increase recycling to 50 percent of the waste stream by 2015, up 10 percentage points from the current 40 percent.**

**Peninsula president John Willey II said he is excited about the switch to 100 percent recycling. “At Peninsula, we’re always striving to find ways to better serve our customers and our community. We all know how important recycling is for the environment, and doing so is just one more way we can give back to our neighbors who have already given us so much,” Willey said. The company recently added Delaware trash and recycling pickup to their list of services.**



# Governor honors three for financial education efforts

**G**ov. Jack Markell recognized three individuals for their commitment to financial education at the recent Got \$avings? Awards.

Honorees included: Kamysha Martin of Theatrical Fusion, whose team created a series of videos focused on common financial pitfalls and the importance of saving; Bonnie Meszaros of the Center for Economic Education & Entrepreneurship and co-founder of the Bank At School program; and Connie Montaña of Bank of America, a longtime community advocate and Money Club leader.

The Got \$avings? Awards, held at Junior Achievement of Delaware and emceed by Delaware Bank Commissioner Robert Glen, were part of the slate of free classes and programs offered during First State Saves Week last month. Highlights included classes on maximizing investments and Social Security, understanding your credit report and lightening up your energy bill.



**At top photo, Bank Commissioner Robert Glen with Bonnie Meszaros. In bottom photo, Glen and Gov. Markell with attendees.**

The Money School, a program of the Delaware Financial Literacy Institute, offers more than 700 classes each year, free of charge to students of all ages throughout the state. For a listing of current

classes, visit [www.dfli.org](http://www.dfli.org). Founded as The Money School in 1999 by then- State Treasurer Jack Markell, DFLI incorporated in 2001 and opened its office in 2002. Since then, DFLI has provided more than 5,000 free classes, events and programs statewide.

A not-for-profit 501(c)(3) organization, DFLI's mission is to equip individuals — especially those of low- to moderate-income — with the tools to get their financial lives in order so that they can become self-sufficient and enjoy financial well being over time.

## Highmark grant goes to Catholic Charities

Highmark Blue Cross Blue Shield Delaware (Highmark Delaware) has awarded Catholic Charities a \$249,838 BluePrints for the Community grant to support the mental health services and transportation assistance that Catholic Charities provides to the uninsured and under-

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insured as well as training programs for mental health professionals.

This BluePrints for the Community grant is the third one awarded to Catholic Charities to support its mental health programs. In addition to funding mental health services for about 200 people, the grant also allows Catholic Charities to provide transportation assistance to its clients. These transportation services ensure that patients can access the care they need even if they can't access reliable transportation.

“There are individuals of all ages across the state of Delaware who need mental health services, but are either uninsured or under-insured,” said Tim Constantine, president Highmark Delaware. “Catholic Charities plays a critical role in providing vital care to individuals who otherwise may not have access to it.”

With this grant, Catholic Charities is also expanding its professional development opportunities. The organization offers a 48-credit hour, 16-week Certified Alcohol and Drug

Counselor (CADC) training program, designed to prepare students for the written exam required for CADC certification.

“We are now able to award up to 33 scholarships for our CADC preparatory courses,” said Shamla McLaurin, program manager of behavioral health services at Catholic Charities. “These courses give students a broad foundation in addiction treatment as well as an opportunity to network with other professionals.”

The courses that Catholic Charities offers are certified by the Delaware Certification board, and can be put toward the 270 credit hours of education required for CADC certification. “Thanks to this BluePrints for the Community grant, we are able to address mental health issues from different angles,” McLaurin said. “We can get our clients to their counselors, provide them with the mental health services they need and also increase the capacity of mental health professionals in the state.”

### 60th anniversary for Camp Fairlee

Easter Seals Camp Fairlee announced a year-

long celebration of 60 years of offering children and adults with disabilities an accessible camp experience. Among other activities throughout the year, Camp Fairlee will host a “Come Home to Camp Fairlee” homecoming event on September 6, for past and present supporters of camp, including counselors, campers, Rotarians and the public.

“We are proud to announce Camp Fairlee’s 60th year of service to people with disabilities,” Ken Sklenar, CEO of Easter Seals Delaware & Maryland’s Eastern Shore, said. “Camp Fairlee has impacted the lives of thousands of campers and their families and the counselors who have come from around the world to serve at Camp. This anniversary year is a celebration for everyone.”

Easter Seals is inviting the public to help in gathering pictures and memorable stories from any year they have been a part of Camp Fairlee in the past 60 years. If you would like to share your photos or submit stories, please send them to Ford Waggoner at [FairleeReunion@esdel.org](mailto:FairleeReunion@esdel.org).

In addition to the event in September, the 60th

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Anniversary celebration will include Rotary Work Days in April, when District 7630 Rotarian volunteers complete maintenance and clean-up projects at camp; Camp Fairlee Night at an Orioles game on June 9th; ‘Happy Anniversary Camp Fairlee’ activities during the summer camp season and a tribute to Camp Fairlee at the Easter Seals Annual Dinner in October.

Easter Seal’s Camp Fairlee outside of Chestertown, Md., is the only camp in the region that provides a typical residential camp experience for children and adults with disabilities year-round. Fairlee offers week-long camp sessions throughout the summer, travel trips throughout the year, and weekend respite/retreat programs from August through May.

### Final Taste of the Nation

Twenty-six years ago, Xavier Teixido and Chef David Leo Banks held the first Taste of the Nation event to benefit Share Our Strength, a national organization that fights childhood hunger. Over the next two decades, the fund-raiser became one of a mainstay culinary event in the tri-state region.

But this year’s event, scheduled for April 10 at Harry’s Savoy Grill and Ballroom, will be the final one for Harry’s Hospitality Group, which recruits chefs from both inside and outside the state to prepare a five-course meal. Cited as reasons were challenges such as fewer food wholesalers willing to make donations and the strain on staff of Harry’s.

“We are very proud of what we’ve been able to accomplish in these past 25-plus years,” said Teixido, owner of Harry’s Savoy Grill and the adjacent Harry’s Ballroom on Naamans Road in north Wilmington. “Our goal with this event is to raise a total of \$1 million for childhood hunger relief in our community.” That will mean the April dinner needs to bring in just over \$65,000 to hit the total of \$1 million. “I’m confident our customers and supporters can make this happen,” Teixido said.

This year, local beneficiaries for the Delaware event go to the Food Bank of Delaware, Claymont Community Center and the Ministry of Caring.

In addition to Banks, executive chef for Harry’s Hospitality Group, and Chef Patrick D’Amico of Harry’s Savoy, the lineup includes Nathan Rich

of Twin Farms in Barnard, Vt.; Aaron Burgau from Restaurant Patois in New Orleans; Chris Coombs of Deuxave in Boston; Robert Bennett of Classic Cake in Cherry Hill, N.J.; and Delaware’s Bryan Sikora, a James Beard Award nominee, of La Fia in Wilmington, and Doug Ruley, executive chef of SoDel Concepts, part of the Matt Haley Companies, which owns six coastal restaurants.

Guests who purchase sponsorships—which start at \$500 for two tickets—may also attend the Champagne reception that starts at 6 p.m., where they can meet and greet the chefs.

Certain sponsor levels will also be able to attend a dinner the night before, at which they can dine with the chefs in an intimate environment.

In addition to the dinner, the event offers a silent auction and a wine “bodega,” where you can buy rare wines at retail prices. “We are determined to hit the \$1 million mark,” Teixido said. “It’s not only part of our legacy, but it’s also part of our commitment to help hungry children in Delaware.” For information, Call 302-475-3000.

## Milford franchisee wins top award from AmeriSpec

**A**s the daughter of a real estate broker, Cheryl Myers learned the business at an early age. Now, she says her ability to build strong relationships with real estate agents in Delaware and the Maryland Eastern Shore has allowed her to rise to the top levels of the home inspection business.

Myers and her business partner, Lisa Roddis, were honored at the [AmeriSpec](#) national conference in Austin, Texas on Feb. 8, the only franchisees in the country to earn “Million Dollar Club” status in recognition of their operation’s revenue growth in 2013.

Myers and Roddis acquired the Delaware AmeriSpec franchise in 2005 and have steadily grown their client base and revenues, recording double-digit growth each of the last three years as the housing market has picked up in the area.

Based in Milford, their team of six home

inspectors serves the entire state of Delaware, as well as the Eastern Shore of Maryland. Myers said the key to growth has been focusing on the fundamentals. “It’s all about building relationships with the agents, doing a good job with the inspections, and good customer service,” she said.

Kathy Thiessen, vice president and general manager of AmeriSpec, praised Myers and Roddis for succeeding in what has traditionally been a male-dominated profession.

“It was an honor to present these hardworking and innovative owners with well-deserved recognition in front of their peers,” said Thiessen. “Their success as business owners reflects their commitment to providing customers with the highest-quality home inspections, customer



**Myers**

service and attention to detail. We are proud of their accomplishments and look forward to the knowledge and successes they will share with the home inspection industry, home inspectors and customers.”

AmeriSpec has 187 independently owned and operated franchises and licensees located throughout the United States and Canada. The Memphis-based company has been in operation since 1987 and has performed more than 1.5 million quality home inspections. AmeriSpec is a business unit of The ServiceMaster Company, LLC, one of the world’s largest residential and commercial service networks.

### **Christiana Care honored**

The RFID in Healthcare Consortium and IntelligentHospital.org recognized Christiana Care with an award for Most Innovative Use of Business Intelligence during the Intelligent Hospital Awards program at the Healthcare Information

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and Management Systems Society conference and exhibition, Feb. 24, in Orlando, Fla.

The award was given to Leslie Mulshenock, director for Christiana Care’s Heart and Vascular Interventional Services, and Matthew P. Esham, business relationship manager for Heart and Vascular Services, who works for Christiana Care’s Information Technology Department.

Mulshenock and Esham led a team that harnessed real-time location services technology to enhance communication with patients and their families as well as optimize lab work.

Upon check-in, patients are tagged with an RTLS tag that provides updates on their location to clinicians and family members as they move through phases of care. Families of patients who enter the heart and vascular interventional labs are provided with an ID number so they can receive real-time updates on a monitor in the patient waiting area that informs them when their loved one enters the procedure lab, when the procedure begins and ends and when they arrive in the recovery room.

The team’s work helped increase the already-high patient satisfaction scores and operational efficiency at the Center for Heart & Vascular Health.




**Beebe Foundation marks anniversary**

Beebe Medical Foundation, the fund-raising arm for Beebe Healthcare, kicked off a year of festivities in celebration of its 25th anniversary. Board members of the foundation and of Beebe Healthcare joined Judy Aliquo, CEO of the Foundation, and Jeffrey M. Fried, CEO of Beebe Healthcare, and members of the foundation’s Board of Ambassadors to mark the official beginning of the anniversary.

“Beebe is fortunate to be a part of this generous and supportive community that has allowed it to grow and thrive so that now it is well positioned for the future,” Fried said. “We are just two years away from celebrating our 100th anniversary. What is so special about Beebe is that it started as a family business and the culture of caring, compassion, and respect that existed then continues today. At the same time, our dedicated team members and doctors have brought the latest technologies and treatment modalities to our community which would make Drs. James and Richard Beebe very proud of what their original two-room hospital has become.”

Anna Beebe Moore, 94, daughter of Beebe co-founder Richard C. Beebe, MD, (see photo) attended the event with her son Alex Moore and grandson Chase Moore. In 1916, her father Dr. Richard C. Beebe founded the first private community hospital in Sussex County with his brother James Beebe, MD.

At the time, the hospital had two patient rooms and an operating room and was attached to the brothers’ Lewes office. Today, Beebe Healthcare has a presence in six other Sussex County communities, as well as a hospital in Lewes. 

## Young Engineer of the Year

**Joe Jakubowski** of Duffield Associates, Wilmington, was named 2014 Young Engineer of the Year by the Delaware Engineering Society.



He holds a bachelors from the University and a masters from the University of Massachusetts.

Joe was initially employed as a Duffield Associates intern **Jakubowski** from the summer of 2000 until the fall of 2001.

After earning his masters, he returned to Duffield Associates in fall of 2004 as a geotechnical and construction review project engineer, working with the relocation of homes in the flood-prone Glenville area near Stanton and for a large pavement rehabilitation project performed at night at the Christiana Retail Center.

He was promoted to the position of project manager in 2009 and has served as the Geotechnical Section Manager since 2012.

In addition to staying active with miscellaneous alumni events, Joe has served as the classroom and distance-formatted review geotechnical instructor for the university's Civil Engineering Professional Engineering course since 2009.

Community service efforts include volunteering with the ACE Mentor Program at Hodgson Vocational Technical High School and with the Delaware Contractors Association Young Executive Committee during activities for St. Patrick's Center, Adopt-A-Highway, Brandywine School District, and Food Bank of Delaware.

## Lucier takes UD enrollment VP post

**Christopher H. Lucier**, who has led undergraduate admissions and enrollment strategy at the University of Vermont and the University of Michigan, has been selected as the founding vice president for enrollment management at the University of Delaware, Provost



**Lucier**

Domenico Grasso announced. In this new position of vice president for enrollment management, Lucier will be responsible for identifying, attracting, yielding, funding and ensuring the success of UD's undergraduate students. He will have direct oversight of the offices of Admissions, the Registrar, Student Financial Services and the University Tutoring Center. His appointment is effective July 1.

"Chris has the demonstrated experience, expertise and vision we need for this vital post," said Bruce Weber, dean of UD's Lerner College of Business and Economics and chair of the search committee.

Since 2007, Lucier has served as a member of the president's senior leadership team, helping shape and manage overall university strategy at the University of Vermont. Reporting to the provost, he has been responsible for developing enrollment management strategy and implementing and assessing operational programs to recruit, admit, retain and graduate undergraduate students consistent with the university's traditions, values,

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mission and vision. Before going to UVM, Lucier was director of recruitment and operations in the Office of Undergraduate Admissions at the University of Michigan in Ann Arbor, where he earlier served as senior associate director of recruitment and marketing. He served in the U.S. Army for 21 years prior to his academic career.

**Pennoni honors Sweeney**

Pennoni announced the recipient of the 2014 Ellipse Award is **Gerard H. Sweeney**, CEO and Trustee of Brandywine Realty Trust. The Ellipse Award is given annually by Pennoni to a member of the community who has improved the quality of life of those around him or her through continued improvements to or investment in infrastructure.



**Sweeney**

Pennoni is based in Philadelphia and has an office in Wilmington. Sweeney was presented with

the award by Pennoni Chairman C.R. “Chuck” Pennoni and former Pennsylvania Gov. Ed Rendell at the annual Ellipse Gala.

Sweeney has served as CEO of Brandywine since 1994 and as president since 1988.. Sweeney has overseen the growth of Brandywine from four properties and a total market capitalization of less than \$5 million to over 33 million square feet and a total market capitalization of approximately \$4.6 billion.

**Emergency services chief named**

Bayhealth announced the appointment of **Sandee Gelven**, to the position of director of emergency and trauma services. Gelven brings over 15 years of experience in emergency medical care.



**Gelven**

“Sandee Gelven will be instrumental in moving our emergency and trauma services to the next level as we continue to focus on excellence in patient care for the community,” said

Bonnie Perratto, Bayhealth senior vice president and chief nurse executive.

Gelven joins Bayhealth from William W. Backus Hospital, Norwich, Conn., where she served as clinical director of the emergency department for three years.

She supervised a 41-bed emergency department in the hospital as well as a 12-bed freestanding emergency care center.

Before joining William W. Backus Hospital, Gelven served in various roles at Greenwich Hospital, in Greenwich, Conn., for 19 years.

She worked in the home care department and emergency department, becoming the Emergency Department nurse manager.

“I came to Bayhealth to be part of a team that is committed to excellence in patient care, delivered in an environment that treats each individual holistically,” Gelven said.

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## Delaware Hospice announces staff additions

Delaware Hospice announced the addition of the following individuals to its staff.

**Rachael Cartwright**, RN, of Laurel, as a registered nurse. Cartwright earned her Diploma of Nursing from Beebe School of Nursing and has experience in emergency as well as cardiac or critical care.

**Carol Dobson, M.S.W.**, of Lewes, as a bereavement counselor. Dobson earned her Master of Social Work from University of North Carolina - Chapel Hill. Dobson is a native of Milford and has served Delaware Hospice previously for several years as a counselor in both New Castle and Sussex Counties.

**Kayla Fitzwater**, of Dover, as an admissions nurse. Fitzwater earned her degree in Nursing from Delaware State University.

**Oji Gibson**, BSN, RN, of New Castle County, as

an admissions nurse. Gibson has 11 years of clinical experience.

**Valerie Graham**, MSN, RN, of Camden, as a registered nurse. Graham earned her Master of Science in Nursing from Grantham University, Bachelor of Science in Nursing from Salisbury University and has extensive public health experience.

**Nicole Hunter**, MSN, of Middletown, as a family nurse practitioner. Hunter earned her Master of Science in Nursing from Wilmington University and has seven years of experience with a Delaware hospital.

**Jamie Johnson**, RN, of Middletown, as a registered nurse. Johnson earned her Diploma of Nursing from the Beebe School of Nursing.

**Brenda Layton** of Laurel, as a certified nursing assistant at the Delaware Hospice Center in Milford.

**Dawn McHugh** of Dover, as a development assistant. McHugh has prior experience with

MBNA America, Sterling Trust and Delaware Children's Museum.

**Samuel Medon** of Wilmington, as a certified nursing assistant. Medon earned his certification as a Certified Nursing Assistant from Delaware Technical Community College and has served previously as a home health C.N.A.

**Judith Pantalino**, MS, NCC, of New Castle, DE, as a bereavement counselor. Pantalino earned her Master of Science in Community Counseling from Wilmington University and has 38 years of experience in a Delaware hospital.

**Daniell Sanchez**, RN, BSN, CWCA, of Sussex County, as a registered nurse. Sanchez earned her Bachelor of Science from Delaware Technical Community College.

*Send your business news items and photos to [drainey@delawarebusinessdaily.com](mailto:drainey@delawarebusinessdaily.com). Larger photos are welcome for use in the online [DelawareBusinessDaily.com](http://DelawareBusinessDaily.com).*



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

#### Lessor

**100 SOUTH WEST STREET ASSOC L LC** 300 WATER ST WILMINGTON, DE 19801-5037

**ABG PROPERTY HOLDING LLC** 17 PENNWOOD DR DOVER, DE 19901-5848

#### Nursing home

**100 ST. CLAIRE DRIVE OPERATIONS**, 101 E STATE ST KENNETT SQ, PA 19348-3109

#### Restaurant

**1481 DUPONT HWY LLC SONIC DRIVE-IN** 1481 N DUPONT HWY DOVER, DE 19901-2212

#### Bail bondsman

**1ST BAIL** 94A SUITE #2 QUIGLEY BLVD. NEW CASTLE, DE 19720

#### Contractor

**3 D BUILDERS INC** 111 NEPTUNE DR NEWARK, DE 19711-3011

**3 GUYS & A HAMMER LLC RESIDENTIAL CONSTRUCTION** 3082 1/2 NEW CASTLE AVE NEW CASTLE, DE 19720-2247

**AMP ELECTRIC LLC** 302 EARLEE AVE BRIDGEVILLE, DE 19933-1304

**ACME PROFESSIONAL INC** 6649 LONG BEACH CT NEW MARKET, MD 21774-6684

**ADVANCED CONCRETE SYSTEMS INC** 55 ADVANCED LN MIDDLEBURG, PA 17842-8757

**A ALLEN A MILLER** 1747 YODER DR HARTLY, DE 19953-2454

**ANAHI SERVICE LLC** 9 WINDSWEPT DR BERLIN, MD 21811-2718

**ANDREW CARR** 312 CLOUDVIEW DR AUSTIN, TX 78745-5617

**ANDREWS ROBERT W RNP SERVICES** 4 MARYLAND AVENUE TUXEDO PARK WILMINGTON, DE 19804

**A & G PAINTING & REMODELING LLC** ALBERTO ESPINOZA 20842 SPRING LAKE DR APT 524 REHOBOTH BCH, DE 19971-1761

**A&G FLOORING INC** 17 CARRIE DR HOWELL, NJ 07731-9072

**ARTISANS GRANITE AND MARBLE** 80 ALEPH DR NEWARK, DE 19702-1319

#### Services

**A T KEARNEY PUBLIC SECTOR AND D** 1300 WILSON BLVD STE 1050 ARLINGTON, VA 22209-2331

**A.E.T. CONSULTING INC** 225 ASHVALE DR SMYRNA, DE 19977-4029

**ACCSENSE** 968 YORKLYN RD HOCKESSIN, DE 19707-8500

**ADAMS DEBORAH DEBORAH**

**INCOME TAX SERVICES** 408 BENNINGTON RD WILMINGTON, DE 19804-3013

**ADVANCED OUTDOOR SOLUTIONS, LLC ADVANCED OUTDOOR SOLUTIONS** 119 3RD ST BETHANY BEACH, DE 19930-7723

**ADVANCED TECHNOLOGY GROUP USA** 1607 E BIG BEAVER RD STE 203 TROY, MI 48083-2067

**AEQUUS LLC AEQUUS ADVISORS** 321 ARTHUR COURT SUITE 100 PITTSBURGH, PA 15213

**ALL CREATURES VET SERVICES INC** 6902 MILFORD HARRINGTON HWY HARRINGTON, DE 19952-2346

**ALL FOR FUN INC. ALL FOR FUN** 695 CHURCHMANS RD NEWARK, DE 19702-1918

**ALTERNATIVE STRATEGIES CONSULTING** 37524 GOLDEN EAGLE BLVD LEWES, DE 19958-7043

**AMERICAN BUSINESS ENTERPRISE** 1620 N 52ND ST PHILADELPHIA, PA 19131-3637

**ANSWERED PRAYER** LOCKSMITHING LLC 32 HORSESHOE LN NOTTINGHAM, PA 19362-9020

**ARDENT LION CORP** 74 ETHAN ALLEN CT NEWARK, DE 19711-3228

**ART GUILD OF PHILADELPHIA INC** 300 WOLF DR WEST DEPTFORD, NJ 08086-2240

**ASPEN PROPERTY CARE LLC ASPEN ECO GREEN** 18766 JOHN J WILLIAMS HWY UNIT

4 REHOBOTH BCH, DE 19971-4417

#### Motor vehicle dealer

**A&J ELITE AUTO SALES** 43 PIKE CREEK RD NEWARK, DE 19711-6879

#### Retailer

**ABBOTT JAMES III FINISH LINE PERFORMANCE** 7630 STEPHANIE CT MILFORD, DE 19963-4166

**ANALOGIC CORPORATION** 8 CENTENNIAL DR PEABODY, MA 01960-7902

#### Public accountant

**ACCURATE TAX SERVICE LLC** 115 SYCAMORE LN TOWNSEND, DE 19734-9787

#### Wholesaler

**ACE MEDICAL SUPPLY INC** 6155 STONEY CREEK DR FORT WAYNE, IN 46825-4409

**ADVANCED EQUIPMENT CO INC** 236 W HAMPTON AVE CAPITOL HGTS MD 20743-3595

**ADVANCED LOGISTICS USA, LLC** 1848 CHOPTANK RD MIDDLETOWN, DE 19709-9648

**ADVANCED RECYCLING TECHNIQUES** 304 WATERS EDGE DR NEWARK, DE 19702-6328

**ALMA LASERS INC** 85 E HALF DAY RD STE 100 BUFFALO GROVE, IL 60089-8806

**AREWA COSMETICS LLC** 930 MATHER DR BEAR, DE 19701-4942

**ASHER ENERGY LLC** 3249 PURPLE LEAF LN LAUREL, MD 20724-6132

#### Income tax consultant

**AKSIM EDWARD WOODSIDE TAX SERVICE** 55 WOODSIDE DR WILMINGTON, DE 19807-1245

**DBA LOS TAXES ELIZABETH SHOPPING MALL** 1902B MARYLAND AVE WILMINGTON, DE 19805-4605

#### Retailer

**ALLIANCE MARKETING ASSOCIATES HOT STUFF TRADING CO** 6100 KEATING RD PENSACOLA, FL 32504-7464

#### Medical office

**AMNA MEDICAL CENTER, LLC** 1095 S BRADFORD ST DOVER, DE 19904-4141

**ANALOGIC CORPORATION** 8 CENTENNIAL DR PEABODY, MA 01960-7902

#### Mover

**3 SISTERS TRANSPORTATION LLC** 511 DANIELS CT BEAR, DE 19701-1178

**APEX HOME DELIVERY INC** 16192 COASTAL HWY LEWES, DE 19958-3608

#### Auto race operator

**APEX KARTING, LLC** 4606 SIMON RD WILMINGTON, DE 19803-3928

#### Architect

**ARCHOLOGY, LLC** 107 S WASHINGTON ST MILFORD, DE 19963-1924