

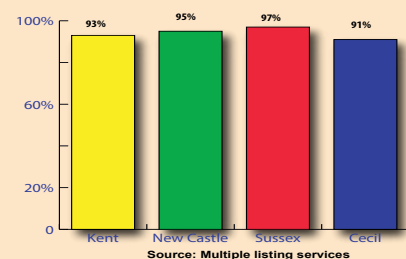
May 21, 2014



Review: Flying with Frontier Airlines from Delaware.
21

This week

Shipping company leases 50,000 SF **8**



Sussex remains strongest home sales market. **12**

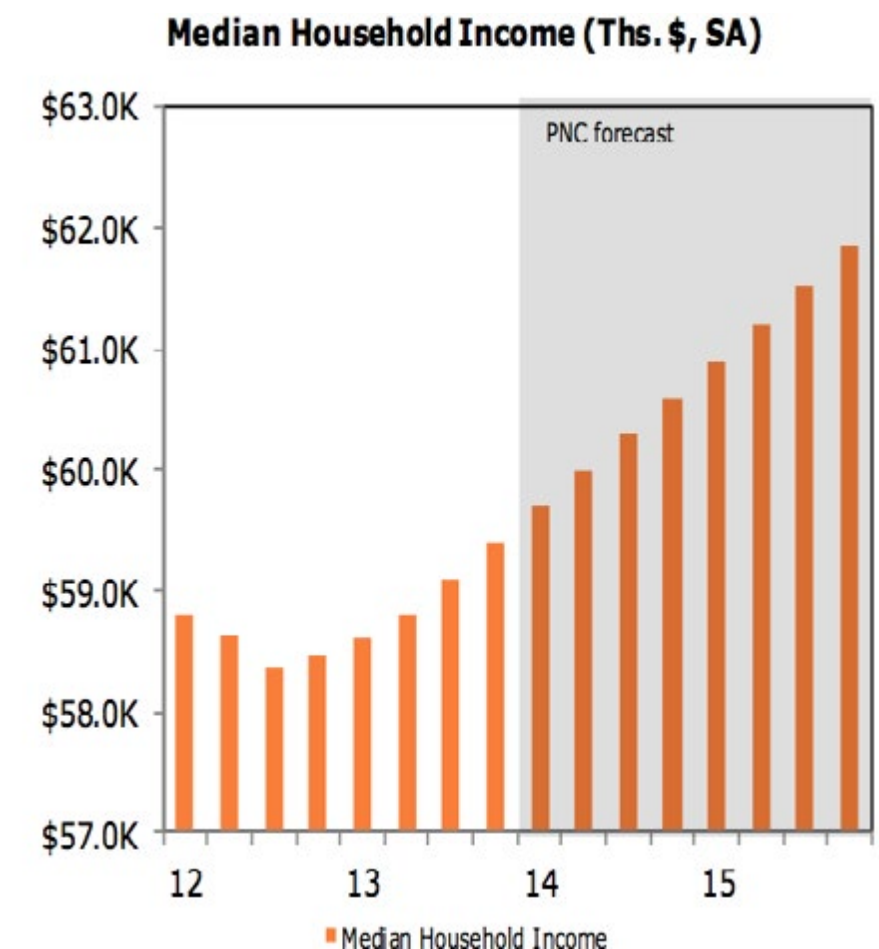
FMC expands site in Newark **15**



Reports offer glimpse into state of economy

In the past week, the Delaware Department of Labor, multiple listing firms and PNC Financial released reports that offer insights into the economy of the First State. That followed the monthly report published on these pages last week by Newark-based DECON First. The reports offer a snapshot of an economy showing signs of strength, but still struggling with the steep downturn of 2009.

Simply getting back to the pre-recession employment figures is many months away, even during this period of growth. You can check out the PNC report on Page 2, the employment report on page 4 and the real estate figures on Page 10. (Graph at right from PNC).



Days of rapid population growth over **PNC forecast for Delaware offers an upbeat outlook**

An economic forecast from PNC Financial indicates that Delaware is recovering from a tough winter that stalled job growth.

This comes after employment growth ran above the national average during most of 2013.

However, the report sees hopeful signs for manufacturing that include the purchase of the Wilmington Fisker plant by Chinese parts maker Wanxiang and a jobless rate falling below 6 percent.

Gus Faucher, senior economist for PNC, said the state has been dealing with a lower slower rate of recovery from the recession than the nation as a whole. While employment has returned to pre-recession levels in many areas, Delaware's job count is still a couple of percentage points below its pre-recession peak.

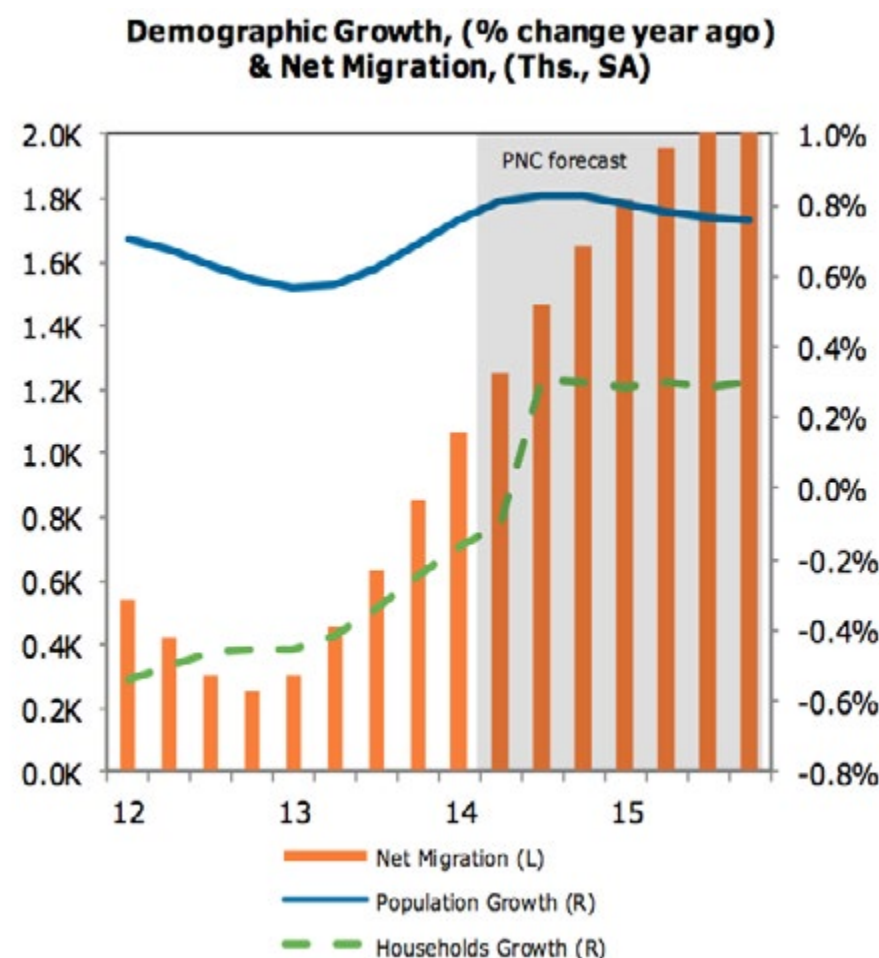
The report noted that in the near term local income growth will lag

behind the national rate given soft job growth in key industries like finance, construction and manufacturing and the state's high share of retirees.

The report indicated that disposable income suffered in early 2013 with increases in personal income and payroll taxes, weighing on consumer spending. Longer term, Delaware's concentration in well-paying finance and professional/business services will support above-average incomes and stronger consumer spending, Faucher said. In some cases, stricter regulation of the financial services industry could actually add jobs in Delaware, Faucher said.

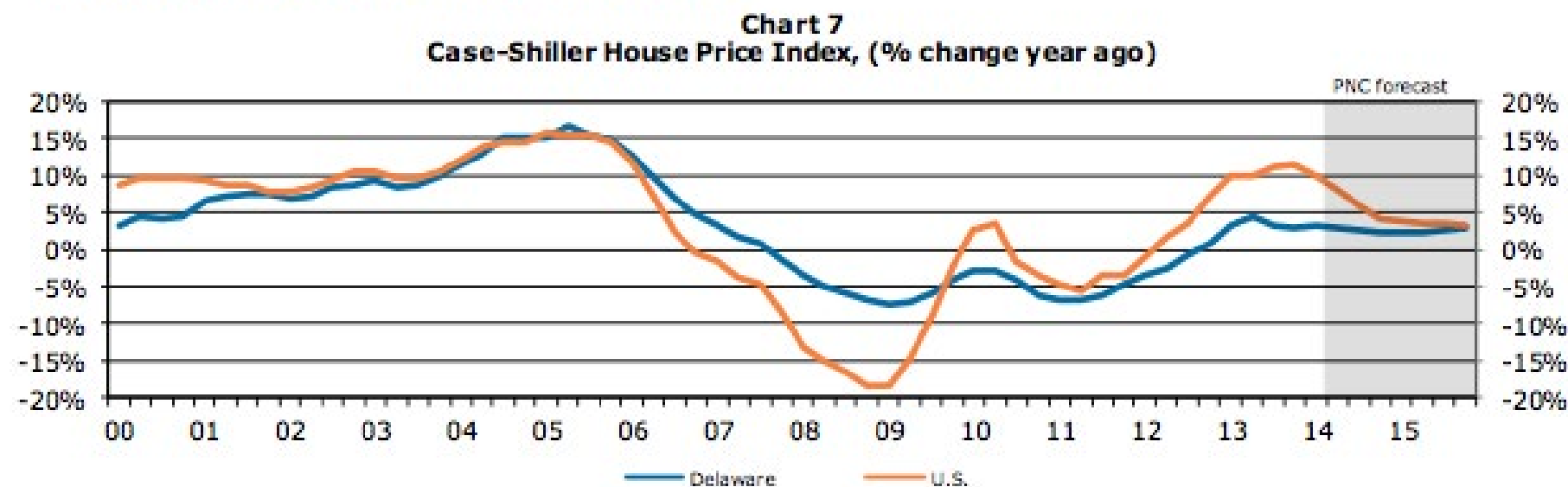
The bad weather also hit the housing market, although pent up demand, improving access to credit and affordable housing prices are expected to result in a better performance in coming months. Delaware's housing market bottomed in 2012, a year or so later than many other areas. The PNC report indicates home sale prices will increase, although activity could be slowed by higher interest rates. "Homebuilding is also improving, with double-digit

Continued on next page



Tax climate could bring more people to state

LONG-RUN HOUSE-PRICE TRENDS



From previous page

gains expected in both single-family and apartment construction in 2014. There was less overbuilding in Delaware compared to the nation as a whole, and a pickup in population growth will spur improvement in home building and construction employment,” the PNC report indicated.


Another positive sign, according to the report is a likely resumption in population growth to a rate around the national average in coming years. Delaware remains a state that is growing faster than the normal rate on the east coast, Faucher said.

“Affordable housing, lower taxes, and Delaware’s location in the middle of the populous Northeast Corridor will attract workers and retirees from Pennsylvania, New Jersey and Maryland. In turn, population gains will support home building and consumer-oriented industries, including health care. However, the dependence on retirees for population growth will limit labor force gains and income growth,” the report stated.

“Although population growth and in-migration will not return to the rates experienced during the boom years, they will pick up thanks to the state’s low taxes, affordable housing and advantageous location,” the report stated. “Upside potential to

the long-run forecast comes from construction of improved rail links with Philadelphia, which could lead to more commuters moving to Delaware to take advantage of the state’s less expensive housing and low taxes.”

While the state has a high personal income tax rate, it has no sales tax and low property taxes.



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Jobless rate declines to 5.8% as effects of recession linger

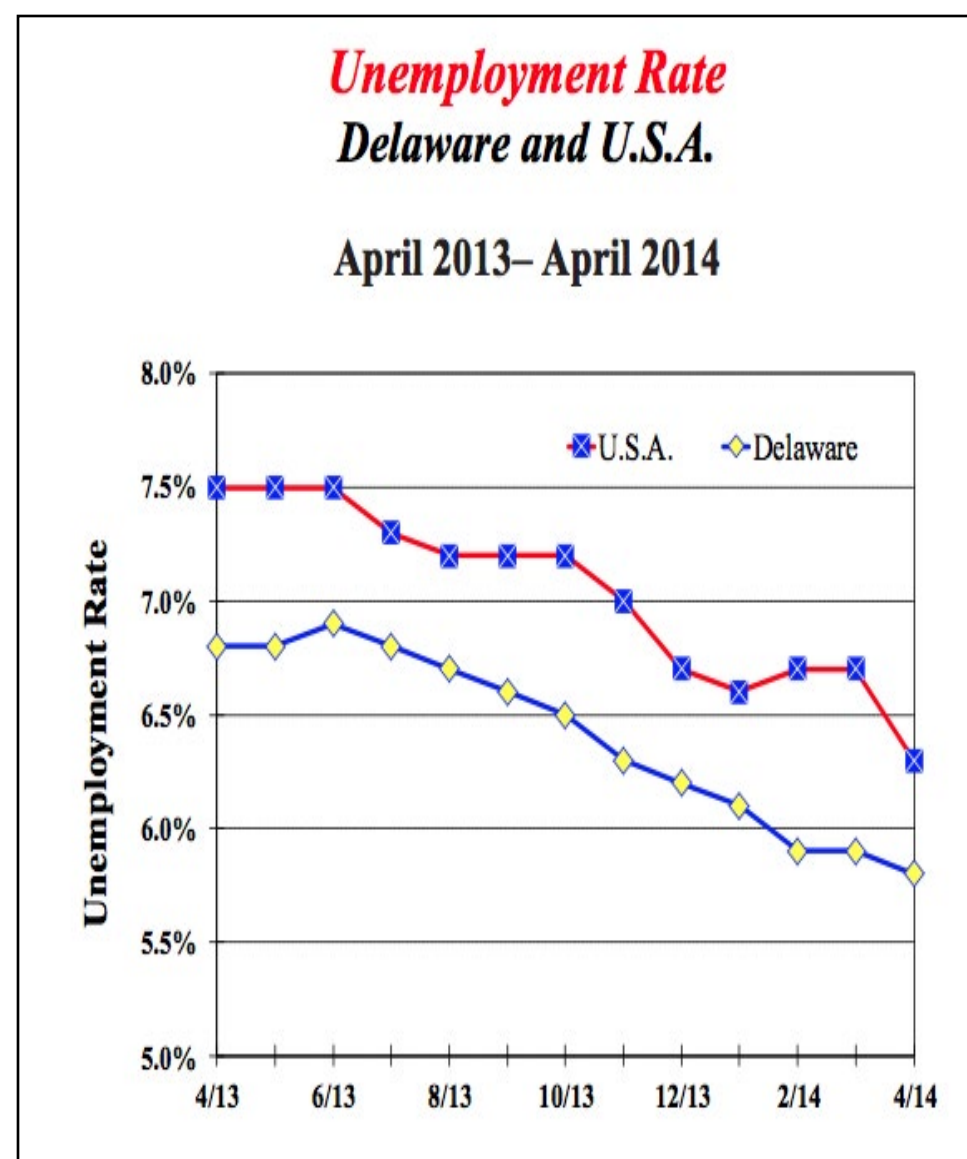
Delaware's seasonally adjusted unemployment rate in April 2014 dropped slightly from 5.8%, compared to 5.9% in March 2014. However, a deeper look into the labor figures shows the state has a ways to go before seeing pre-recession conditions.

The Delaware Department of Labor reported 25,700 unemployed Delawareans in April 2014, compared to 30,100 in April 2013.

The national unemployment rate was 6.3% in April 2014, down from 6.7% in March 2014. In April 2013, the U.S. unemployment rate was 7.5%, while Delaware's rate stood at 6.8%.

In April, seasonally adjusted non farm employment was 433,400, up from 432,200 in March 2014. Since April 2013, total non farm jobs in the state have increased by a net gain of 9,700, an increase of 2.3%. Nationally, jobs during that period increased 1.7%.

For the past year, the median duration of unemployment was 16 weeks, and 23.9% of those unemployed were out of work for more than a



year. A year ago, the median duration was 20 weeks, and 29.3% were unemployed for more than one year.

The year before that, the median was 23.7 weeks, with 30.6% unemployed for more than a year. However, the figures have nothing to do with the number of people applying for, or exhausting,

unemployment insurance benefits, the labor department reported.

Before the recession, in 2006, the annual average duration of joblessness was 9.4 weeks, with 8.9% of the unemployed remaining out of work for more than a year.

The unemployment in Delaware often ran in the 3 to 4% range during periods of strong job growth.

At current rates, Delaware should hit new all-time high job totals in about a year. It will take another year or two to return to pre-recession unemployment durations if current trends hold, the labor department release stated.

Another factor affecting the rates is slow growth in size of the labor force, due to factors ranging from people no longer looking to work to early retirements.

Virtually all employment categories showed growth in comparisons with the same period a year earlier. Even manufacturing showed a 200 job gain, with construction adding 1,200 jobs.

AstraZeneca board rejects ‘final’ Pfizer offer

The Board of AstraZeneca quickly rejected the final offer by Pfizer. The deal, according to published reports, rose from \$106 billion to \$119 billion. AstraZeneca is slated to have 2,000 employees in Delaware after a restructuring. The workforce of the company in the state is currently estimated at 2,600.

[AstraZeneca](#) has claimed the offer is driven by tax and cost cutting issues. Under the plan, U.S.-based Pfizer would put its headquarters in the United Kingdom for tax reasons. Pfizer may be betting that AstraZeneca will come back to the negotiating table if its stock slides, following its rejection of the offer.

AstraZeneca stock was down about 10% after the news. The company's stock price had been trending upward after word of an offer from Pfizer made the rounds prior to its disclosure by both companies.

Leif Johansson, chairman of AstraZeneca stated:

“Pascal Soriot, Marc Dunoyer and I had a lengthy discussion with Pfizer over the weekend about the proposal Pfizer made on Friday evening.

During this discussion, Pfizer said that it could



consider only minor improvements in the financial terms of the Friday Proposal. In response, we indicated, even assuming that other key aspects of any proposal had been satisfactory, that the price at which the Board of AstraZeneca would be prepared to provide a recommendation would have to be more than 10% above the level contained in Pfizer's Friday Proposal. The Final Proposal is a minor improvement which continues to fall short of the Board's view of value and has been rejected.”

“Pfizer's approach throughout its pursuit of AstraZeneca appears to have been fundamentally driven by the corporate financial benefits to its shareholders of cost savings and tax minimisation. From our first meeting in January to our latest discussion yesterday, and in the numerous phone calls in between, Pfizer has failed to make a compelling strategic, business or value case. The Board is firm in its conviction as to the appropriate

terms to recommend to shareholders.”

“We have rejected Pfizer's Final Proposal because it is inadequate and would present significant risks for shareholders, while also having serious consequences for the company, our employees and the life-sciences sector in the UK, Sweden and the US.” Click on the following link for the full release:

via [AstraZeneca – AstraZeneca Board rejects Pfizer's final proposal.](#) 



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Letter from Data Centers foe Roe raises ire of labor, NAACP

The President of the AFL-CIO of Delaware, New Castle County Council President Christopher Bullock, the NAACP, and the Coalition of Black Trade Unionists want the University of Delaware Newark Residents Against the Power Plant to disassociate themselves from remarks made in a letter from power plant foe Amy Roe.



Roe

Lathem, a longtime worker at Chrysler before heading the labor organization, said he was hurt by Roe's remarks and said her statements harken back to an ugly time in the state. African American Chrysler workers, for many years, suffered from the effects of segregated housing and schools.

"These are the people The Data Centers LLC will let into our community to build their power plant. These are the people who will be drinking in bars frequented by students and walking the streets. I now worry for the safety of young women who attend UD." - Amy Roe

In a letter to the University of Delaware Board of Trustees, Roe, made many claims about the environmental dangers from the proposed \$1.1 billion project.

Roe, an unsuccessful candidate for Newark mayor and her associate Jen Wallace, have often been the public face of the no power plant group.

In one paragraph, Roe claims that those working on building the Data Center at the former Chrysler plant would pose a threat to University of Delaware students, stating, "I now worry for the safety of the young women who attend UD."

"Dr. Roe's inflammatory and hyperbolic letter insults so many of the good people of Newark and Delaware, people who work with their hands, in blue-collar industries, who might or might not be supportive of the Data Center, but certainly do not deserve to be treated as some type of unequal citizen, unworthy of a seat at a public hearing or a job in their own community., Lathem said

In her letter, Roe talked about intimidation by union members at a Newark Board of Adjustment hearing and that some members smelled of alcohol. She went on to say that the construction

workers could present a menace to young women, mentioning a rape on Main Street in the 1980s and carrying pepper spray for her personal protection.

New Castle County Council President Chris Bullock calls the letter insulting.

"Dr. Roe's letter represents the absolute worst kind of class-based elitism, one that characterizes construction workers as some type of dangerous, uncivilized animal to be avoided and even separated from the educated class. Amazingly, she goes on to wonder if pepper spray will be needed to protect herself from the shadowy electrician, laborer, or boilermaker who may do, Lord knows what, to her and others like her," said Bullock. "Jim Crow laws have long passed and Dr. Roe's desire to segregate citizens based on class and occupation is not only upsetting, it is damaging and un-American."

Lathem and Bullock called on the University of Delaware and the membership of Newark Residents Against the Power Plant to officially and publicly condemn Roe's remarks. Roe did not immediately respond to an email seeking comment.



Verizon adds feature to end DVR wars at home

Verizon, after trailing Comcast and DirectTV in the battle of the DVRs, has launched FiOS Quantum TV (www.verizon.com/home/fiosquantumtv).

The service is expected to be rolled out this week in Delaware. According to Verizon, the service “provides more choices and control, including the ability to record up to 12 shows at once; pause and rewind live TV on any TV in the home; and store up to 200 hours of HD programs.”

Comcast has been upgrading its DRV options, while Verizon FiOS may have lost some residential customers who become frustrated with its system that allowed only a couple of shows to be taped at once. That also led to the TV being “hijacked” by one of the shows while recording was taking place and recorded shows taxing the storage capacity of recording systems.

With the FiOS Quantum TV’s Premium Service tier, customers can record up to 12 shows simultaneously with the ability to store up to 200 hours of HD programming.

“With FiOS Quantum TV, we’ve taken a giant leap over our competitors by redefining the total



TV-viewing experience for our customers, allowing them to enjoy their entertainment in the ways they want,” said Tim Smith, Verizon region president for consumer and mass business operations for Pennsylvania/Delaware. “FiOS Quantum TV will make you look at TV in a whole new way.”

The new service was launched recently in north Texas, Harrisburg, Pa., Pittsburgh and Tampa.

Verizon launched FiOS TV in the area in 2006, and the service is available to nearly 1.5 million households and business in southeastern Pennsylvania and Delaware. The company has, for the most part, kept its fiber-optic network at its current size in the past few years, after not striking deals with some municipalities.

In addition to the Premium Service tier, FiOS

Quantum TV features a lower priced tier of DVR service, known as Enhanced. With the Enhanced Service, customers can record up to six shows simultaneously and store up to 100 hours of HD programming with one terabyte of storage space.

According to Verizon, more than one-third of all TV viewed is recorded content, and adoption of DVR capabilities has grown roughly 60 percent over the past five years. Simultaneous-recording conflicts have also grown as a major source of frustration among viewers of all ages.

According to the latest Verizon FiOS Innovation Index survey, 78 percent of respondents nationwide want more DVR storage capacity to record and save more TV programs and movies. Responses also revealed that 63 percent want more tuners so everyone can watch and record live TV when they want; 63 percent want to watch DVR-recorded programs on every TV in the house; and 57 percent want to pause, rewind and fast forward live TV programs on every TV in the house.

FiOS Quantum TV customers will use a next-generation set-top box known as a Video Media

Continued on next page



Shipper leases 50,000 SF

AAE Global Express, a shipping company that provides express products and services between Asia and the United States, recently leased 50,000 square feet of industrial space at 70 McCullough Drive in Southgate Industrial Park in New Castle.

NAI Emory Hill agent Steve Dobraniecki represented AAE Global Express in the transaction which was valued at close to one million dollars. Established in New York in 1998, AAE provides international door to door courier services and logistic solutions

through hubs in major cities such as New York, Los Angeles, Shanghai, Shenzhen and Hong Kong, providing fast, safe, reliable and economical express delivery services between Asia and the United States.

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

Verizon rolls out advanced DVR

From previous page




TV setup.

Server, which is smaller than the existing set-top box and acts as the brains of the FiOS Quantum

While many existing customers' FiOS broadband home routers are compatible with FiOS Quantum TV, certain routers must be replaced. If needed, the required FiOS broadband home router will be supplied at no additional charge to

existing FiOS TV customers who are using a Verizon-provided router and who upgrade to FiOS Quantum TV service.

A new FiOS Quantum TV customer with five TVs who orders the Enhanced Service would pay \$10 more per month than the charge for standard FiOS TV using a traditional multi-room DVR; a new customer with five TVs who orders the Premium Service would pay \$20 more per month.

Installation can be done by the customer or a Verizon technician. 



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Bill seeks to offer smaller companies bigger piece of R&D tax credit pie

A bipartisan group of legislators and Gov. Jack Markell want to double the research and development tax credit available to small businesses.

House Bill 318, which passed the House Economic Development, Banking, Insurance, and Commerce Committee, would target the credit toward startups and small companies by directing additional support to companies with less than \$20 million in receipts. These businesses would be eligible for a research and development tax credit of up to 100 percent of the corresponding federal credit, while large companies would continue to qualify for up to 50 percent.

The legislation, sponsored by Rep. Bryon Short (D-Brandywine Hundred) and Senator Robert Venables (D-Laurel) with Republican co-sponsors in both chambers, would not cost the state additional revenue because the total amount of state funding for the tax credit would remain at \$5 million.

“To reach our state’s potential, we must ensure our entrepreneurs have the opportunity to build on our

state’s rich history of invention,” said Markell. “By refocusing Delaware’s research and development tax credit toward smaller businesses and startups, this bill incentivizes innovation and growth in emerging industries that are vital to the state’s job growth and overall economic future.”

Currently, every businesses that conducts research and development in Delaware calculates its credit in the same manner, whether the firm is a startup or a multinational. A company is given a share of the \$5 million allocated for the tax credit – up to 50 percent of the federal tax credit they receive – depending on the number of companies that apply in a given year. HB 318 will ensure that small companies receive a larger share.

“This is a great bill that illustrates the governor’s and the legislature’s commitment to making Delaware the best state in the nation to start and grow a business,” said Short. “By modernizing the R&D tax credit to better support the growth of small businesses, Delaware will be enhancing its competitiveness with other states and increasing the opportunity for job growth.



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German company breaks ground for dry mortar plant

Germany-based flooring company Uzin Utz AG broke ground on its first U.S.-based dry mortar plant in a ceremony on Tuesday.

Gov. Jack Markell, Lt. Gov. Matt Denn and Alan Levin, Director of the Delaware Economic Development Office, joined company officials at the future site of the 53,000-square-foot facility that will anchor the Garrison Oak Technical Park in Dover. The site will employ 23.

“Since coming into office five years ago, my goal has been to have Delaware compete and win on the global playing field. Today, we’re celebrating yet another win,” Gov. Jack Markell said. “Uzin Utz is the textbook definition of an anchor tenant. With more than a century of excellence, the parent company is both stable and secure. And in Philipp Utz, the company’s subsidiary is led by a fourth-generation executive who will merge Uzin Utz’s tradition of excellence with its ideas for tomorrow.”

The plant marks a small victory for an administration that has struggled with the loss of two auto plants and other cutbacks in manufacturing. Only in the past year, has manufacturing employment stabilized in the state.

Continued on next page



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Flooring equipment company chooses Dover site

From previous page

Landing the company may also ease concerns that Delaware cannot attract European companies due to its lack of right to work laws. While unions are commonplace in Europe, companies have often sought Sun Belt sites where laws that ban the mandatory collection of union dues are in place.

Founded by Georg Utz in 1911, Uzin Utz AG is a family-run company that specializes in professional installation systems for all types of floor coverings, leveling compounds, damp-proofing systems, adhesives for textile, resilient coverings and wood flooring. Uzin Utz's 53,000-square-foot plant will also house a research and development center and an application area for testing and customer training.

"We are very excited about the ground breaking today. With this manufacturing plant we demonstrate our strong commitment to U.S. customers, the State of Delaware and the City of Dover. It has taken only seven months to get to the ground breaking, which shows that Dover is a great place to set up new businesses," Philipp Utz said. "Dover is strategically located to our core customer markets, and Garrison Oak Technical Park provides an ideal location, with access to a skilled work force and modern infrastructure that will allow us to expand the plant in the future."


Uzin Utz was awarded a Delaware Strategic Fund Performance Grant and a Capital Expenditure Grant, and plans to create 23 jobs at its new facility in Dover. The company also received incentives from the City of Dover.

"Manufacturing in Delaware is growing by changing. Companies and



Gov. Markell speaks at groundbreaking in Dover.

organizations in that sector are redefining what it means to be a traditional manufacturer and training employees to use the most current technology and practices. Uzin Utz selected Delaware in large part because it recognized our commitment to fostering this growth and change," Levin said. "Uzin Utz is also one of several companies that chose Delaware because of its well-trained workforce. Nowhere is this more true than Kent County, where the company will have no problem finding a stream of prepared individuals who are ready to work."

In addition to Uzin Utz, Garrison Oak Technical Park will also soon be home to The Garrison Energy Center, Calpine Corp.'s 309-megawatt combined-cycle electric generating facility, which will enhance reliability for Delaware and the regional power market. The facility is slated to be ready for commercial use by June 2015. 

Sussex remains strongest home sales market

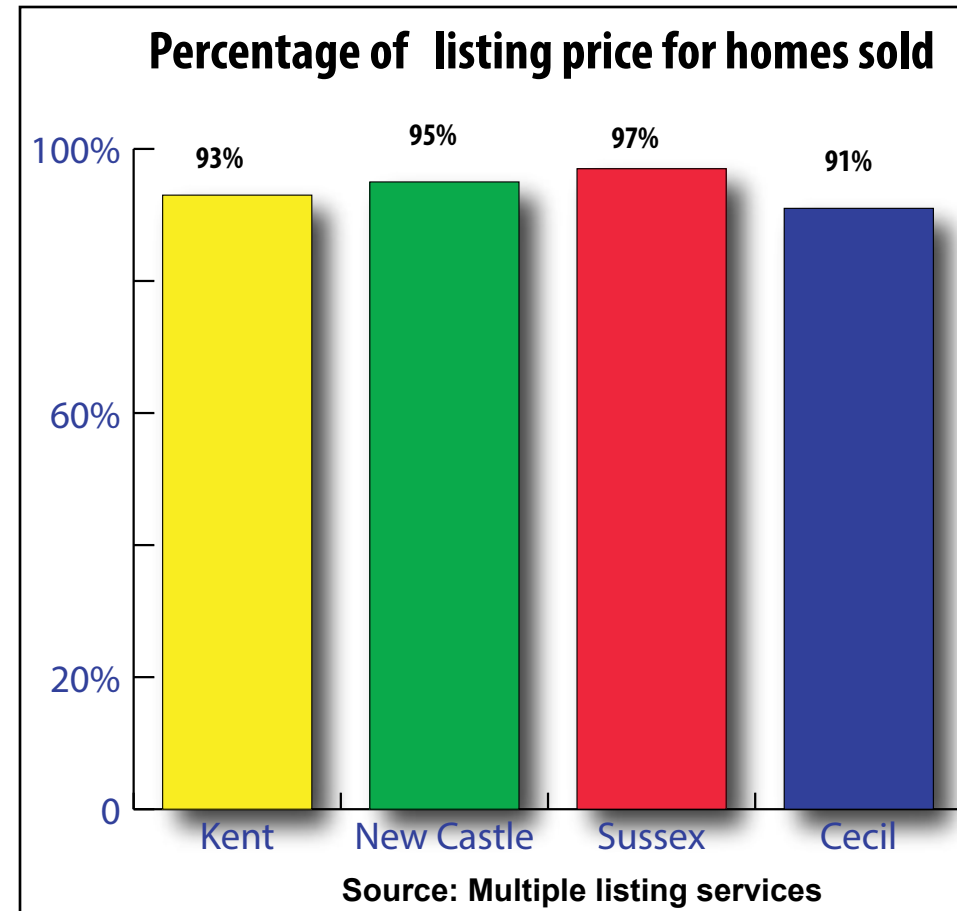
Figures from multiple listing agencies showed a mixed performance in the home sale market in the first three months of this year. New Castle County appeared to be the weakest county in the region.

Believed to be a factor in the figures was a cold winter that made efforts to market and show homes more difficult this year.

Figures for New Castle and Kent counties came from TReND, a regional multiple listing service for the Delaware, with the Cecil and Sussex figures coming from other multiple listings services.

The figures from Patterson-Schwartz Real State indicated that New Castle County saw a 12% decrease in the number of sold homes for the first quarter of 2014 compared to last year and a 6% increase in the median price of sold homes to \$190,000. The number of homes that were under contract in the first quarter of the year decreased 13% from 2013. The average number of days a home remained on the market remained just below three months, unchanged from a year ago.


Neighboring Kent County matched New Castle's



rate of decline in the number of sold homes compared to the first quarter of 2013, with an 11% increase in the median sales price from \$165,000 to \$183,900. The number of homes that went under contract in the first quarter of 2014 increased 10% from 2013. Homes remained on the market about 123 days during the three-month period, up slightly from a year ago.

Sussex County was the strongest market with a 3% increase in the number of sold homes compared

to 2013 and a 0.6% dip in the median sales price from \$236,439 to \$235,000. The number of homes that went under contract in the first quarter of 2014 decreased 4% from 2013. However, the number of days a home was on the market prior to sale was 179 days, up slightly from a year earlier.

Cecil County, Md. reported a 1% decrease in the number of sold homes compared to 2013 and an increase in the median sales price of 3%; from \$175,900 to \$180,990. The number of homes under contract in the first quarter of 2014 decreased 7% from 2013. Homes in Cecil County were on the market an average of 117 days, up slightly from a year ago. 



DuPont CEO makes case for renewable fuel standard



Kullman

In a recent keynote speech at the 11th Annual World Congress on Industrial Biotechnology, DuPont Chair and CEO Ellen Kullman called on Congress and the administration to ensure regulatory stability for the renewable fuel industry by preserving the Renewable Fuel Standard (RFS), regulations ensuring renewable fuel makers market access in the United States. Refiners have been taking aim at the standards and the regulatory machinery in place that briefly drove up prices for biofuels.

Since 2007, the RFS has encouraged hundreds of millions of dollars of private investment from companies like DuPont to create a sustainable bio-based economy. Later this year, the EPA will submit a final ruling on the volume of renewable fuel blended into the nation's gasoline supply.

“Legislative and regulatory uncertainty has a direct impact on the growth of this industry,” Kullman said. “If the EPA issues an RFS rule with increasing biofuels volumes, supporting a stable regulatory environment, our industry can thrive.”

She continued, “So let me state clearly: the Renewable Fuel Standard works and Congress and the administration need to ensure its stability. This will bring a reduced reliance on fossil fuels, increased energy security, many more rural jobs and much needed environmental benefits.”

DuPont has invested heavily in the future of renewable fuels and will

soon complete one of the world's largest commercial-scale cellulosic ethanol biorefineries, set to open in Iowa later this year. DuPont committed over \$200 million to the project, which will yield 30 million gallons of cellulosic ethanol per year, produced from corn stalks, leaves and cobs left in fields after harvest.

Kullman attended the BIO World Congress to accept the 2014 George Washington Carver Award, which each year honors one individual in the private sector, government or academia for leadership in using industrial biotechnology innovation.



A promotional graphic for the Technology Forum of Delaware. The background is dark blue with a pattern of light blue and yellow hexagons. In the center, the words 'TECHNOLOGY FORUM' are written in large, white, bold, sans-serif capital letters, with 'of Delaware' in a smaller, white, sans-serif font below it. In the top right corner, the text 'May 21, 5:30 to 7:30 p.m. DuPont Environmental Education Center, Wilmington' is written in yellow, sans-serif font. In the bottom left corner, there is a small image of a sunset over water, with the text 'Clean Water Technologies' in white, sans-serif font below it. In the bottom right corner, there is a red, 3D button with the text 'Click here' in white, sans-serif font, and below it, the text 'To register' in yellow, sans-serif font.

Business expansions reason for cautious optimism

This column started out with a look at the never-ending opposition to the proposed Data Centers project in Newark.



Doug Rainey

After reviewing this edition of the Business Bulletin and seeing the Data Center situation take an ugly turn, it was clear that issue could wait for another week. What we are seeing is an interesting time for the Delaware economy as evidenced by a number of stories in this edition and others.

Recent issues of the Bulletin have included news of businesses expanding or moving operations to the state, one example being FMC.

FMC has operated for nearly half a century at a site on the outskirts of Newark. With little fanfare, FMC announced a modest expansion to meet growing demand for one of its product lines. In Dover, Uzin Utz (no relation to the potato chip maker) broke ground on a dry mortar

plant the German company expands its flooring equipment business in the United States. Before that, CD Diagnostics moved its operations from Pennsylvania to Claymont.

While the three announcements and a few others this year, add up to a several dozen jobs, the message is clear that the state's economy is seeing a modest expansion, with manufacturing finally stabilizing. That has helped cut the unemployment rate to 5.8%, a figure that is nowhere near pre-recession rates in the 4% range, but well below the 7%-plus figures we were seeing a year ago.

None of this is a reason for unbridled optimism. Home sales remain steady, but still below a rate that would jump start the economy. One exception is Sussex County, which seems likely to continue to post strong results.

AstraZeneca remains a concern, even with Pfizer perhaps walking away from its final offer for the company. AZ plans to keep 2,000 jobs in Delaware for now and a would-be acquirer would be less prone to make any promises, especially if

the deal is driven by cost-cutting considerations. That seemed to be the case with Pfizer. In fending off suitors, AZ has to deliver on its promises to fill its pipeline with successful drugs, no sure thing.

We are also seeing the impact of lower income tax collections as legislators and the Markell Administration struggle with reduced revenue projections.

It could be a reflection of a two-tier economy that is creating more low-paying jobs and/or continued cost cutting efforts that are leading to no wage increases or even pay cuts for new workers. Another factor could be the exit of older workers who are typically replaced by younger people earning smaller paychecks.

Still, a modest recovery is better than none at all. While the surge we have seen in the past several months is slowing down, a slow recovery continues. In summary, it could be a lot worse.

FMC breaks ground on Newark facility

FMC Corporation has broken ground on a new natural colors blending facility at its Newark, Del., manufacturing site.

The company has natural colors production sites in Santiago, Chile and Burton, U.K., as well as U.S.-based technical expertise in Ewing, N.J. The additional location is expected to help meet growing demand in North America for highly stable, natural colors used in applications from baking to beverages. The total market is estimated at \$200 million.

“We are delighted to break ground on this blending facility that will support natural colors growth and better serve existing North American customers with on-the-ground capabilities for customization of colors applications and specialized production,” says Bryan Bast, business director for FMC Health and Nutrition.

Upon completion in December 2014, the 4,800 square foot building will include new equipment for customized color solutions and additional room for future expansion.

“The addition of the Delaware production site will also enable deeper collaboration with our



customers,” says Bast. “The very proximity of the operation to our technical expertise at FMC’s Ewing, N.J., Global Innovation Center will create new opportunity for partnership as well as efficiencies for our business that will ultimately have impact for our customers.”

The FMC location in Delaware is a global leader in the production of cellulose products for a variety of industries, including pharmaceuticals, nutraceuticals and food. Global sourcing and manufacturing strategies ensure reliable product availability and superlative batch-to-batch product consistency for customers. The company had earlier expanded operations at the Newark site.

In 2013, FMC had annual sales of approximately \$3.9 billion.



Workers comp recommendations presented in Dover

A long-awaited report by the Delaware’s Workers’ Compensation Task Force recommends a number of steps to get costs under control.

Premiums have skyrocketed in recent years, after a previous reform effort that had worked for a few years ran out of steam. The task force was headed by Lt. Gov. Matt Denn.

The task force was created last year by the General Assembly and governor and issued a report that year. Some recommendations were passed by the General Assembly. The group stayed together as another large increase went into effect and it became clear that reforming the system would take years.

The task force focused on medical costs for injured workers, which are running

Continued on next page

Medical costs drive sharp increases in workers comp rates

From previous page

at 60% of total spending, compared to 40% in neighboring states.

“It was not easy to get to this point in making changes to the workers compensation payment system,” stated Rich Heffron, president of the Delaware State Chamber of Commerce. “Through the dedication and hard work of my fellow Task Force members – along with Lt. Governor Denn’s leadership – today we are able to propose changes that can be expected to lower Delaware’s workers compensation rates. We still need to determine why Delaware’s cases take longer to settle, and how insurance companies calculate their reserves, but that is for a future task force to examine.”

The task force’s recommendations include:

1. Heightened Oversight of Insurance Carriers. These recommendations include consolidating the Data Collection Committee and the Health Care Advisory Panel into a single committee and a Ratepayer Advocate to be hired and overseen by the Workers’ Compensation Oversight Panel, with staff support to be provided by the Department of Labor.



Lt. Gov. Matt Denn presents findings.

2. Stricter Control on Medical Costs. These recommendations include directing the Workers’ Compensation Oversight Panel to create a new medical fee schedule, using multipliers of medical codes used by the Centers for Medicare and Medicaid Services, which results in a 33% savings from all providers (to be phased in over a three year period) and recommending that the General Assembly (through the Workers’ Compensation Oversight Panel) monitor both the rate impact of these recommendations and their impact upon providers as the recommendations are phased in, and make statutory adjustments in the fee schedule if appropriate.

3. Consideration of New Rating Organization.

The task force recommends that DOI undertake a formal assessment of whether there should be a change in the rating organization used by Delaware insurance carriers, and include members of the task force who have expressed concerns about the current situation in that formal assessment.” The rating organization is based in Philadelphia and there is some concern that it is not attuned to the situation across the line.

State Representative Ruth Briggs King (R-Georgetown), a member of the task force, said, “This bill is the result of months of work with employers, health care providers and insurers. I believe a great deal of thought and consideration went into crafting this legislation, which I believe will help reduce the uncertainty and escalating premiums for Delaware’s small businesses.”

The Delaware State Medical Society, while acknowledging the seriousness of the situation, was skeptical of plans to cap medical costs. Opposition from trial lawyers, medical community and others have been blamed in some quarters for previous reform efforts stopping short of more aggressive efforts to control medical costs.

Call center to add 100 new jobs in Milford

Sitel, a customer service provider, announced an expansion of its inbound call center in Milford, Del.



The company is hiring 100 positions to provide inbound call center support for a global retailer and specialty coffee and tea roaster via calls received and email.

Sitel is accepting applications online at Sitel's "Careers" section at their [website](#) or by visiting the site at 999 DuPont Boulevard, Monday to Friday from 9 a.m. to 4 p.m. to submit a resume and speak to a recruiter about job opportunities. Previous customer service experience and strong computer knowledge are preferred. This new round of hiring is prompted by the success of one of Sitel's major clients, which was not identified.

"Sitel's clients continue to experience success and they want to engage more of the talented team in Milford," said Site Director, Kristen Zuhr. "We're excited to hire, train and develop new professionals in the Kent and Sussex area to deliver outstanding customer care on behalf of our clients."

This growth in Milford will likely create future career opportunities for frontline coaches and operations managers, according to a release.

Sitel's has 56,000 employees. Sitel's global solutions include customer acquisition, customer care, technical support and social media programs. Support operations span from home based agents to 110-plus centers in 23 countries across North America, South America, Europe, Africa and Asia Pacific.

Sitel manages client programs on behalf of some of the best known brands in the world in 40 languages. Sitel is privately held and majority owned by Canadian diversified company, Onex Corporation.

Bon Ayre settlement

Attorney General Beau Biden announced that his office has secured a consent order requiring a Smyrna-area manufactured home community to refund monies collected after it claimed that taxes had risen.

"We're acting to ensure that residents of manufactured home communities are treated fairly and that community owners are held accountable to the promises they make and to their obligations under the law," Biden said.

The attorney for Bon Ayre told the *News Journal* the fees attacked by the AG's office were petty in nature with the refunds that were ordered sometimes running below \$1.

Earlier this year, as a result of complaints received from residents of the Bon Ayre manufactured home community in Smyrna, the Attorney General's Consumer Protection Unit opened an investigation

Continued on next page

From previous page



Biden

into supplemental fees that were being charged by the community to its tenants.

Investigators learned that Bon Ayre had previously claimed in advertising promotions that tenants

would not be responsible for the payment of real estate taxes, and information sheets provided to prospective purchasers stated that “Real Estate or Land Taxes are paid by the owner of the land, and not by the home owners.”

While Bon Ayre subsequently modified its information sheets, the investigation revealed that it continued to foster the belief that the community owner would be responsible for the payment of property taxes, not the tenants.

Contrary to the representations made in the promotional materials, Bon Ayre sent out invoices last December billing its tenants for real estate tax increases dating back to 2006. Some long-term tenants were directed to pay up to \$291.00 each.

Biden’s office concluded that the new charges billed to tenants to cover increased real estate taxes are considered “rent” under the law, and that imposing those charges violate Delaware’s Manufactured Home Owners and Community Owners Act because they are not specified in tenant leases. Biden’s office concluded that these additional increases in rent violated the same law, which limits a landlord from increasing tenant’s lot rent more than once per year and requires that 60-day written notice be provided to tenants before doing so.

Bon Ayre denied that it had violated Delaware law, but agreed to the terms of the consent order.

Biden’s office secured the final settlement with Bon Ayre recently. The agreement was approved in a legally binding court order signed by Superior Court Judge M. Jane Brady on May 13.

Job fair for Krispy Kreme

Dough Nuts for Doughnuts, the local Krispy Kreme franchise, is seeking staff for its location at 114 N. DuPont Highway in New Castle. The doughnut chain is returning to Delaware with the store opening in late June.

Interested parties can apply in person May 21st, May 22nd and May 23rd from 10 a.m. to 4 p.m. (Thursday until 6 p.m.) at the Marriott Courtyard Wilmington Newark/Christiana Mall at 48 Geoffrey Drive in Newark, off Churchman’s Road).

Krispy Kreme is seeking full- and part-time team members. Industry experience is preferred. Krispy Kreme alumni are encouraged to apply.

A job application can be found at www.krispykremede.com. Applicants can apply by bringing the filled out application to the job fair.

Dough Nuts for Doughnuts, LLC is the franchisee and area developer for Krispy Kreme for Delaware, Philadelphia and Southern New Jersey. It is owned by cousins, Keith Morgan and Brian Zaslow.

The franchisee has been gradually adding stores, a contrast to the previous expansion of the company that was accompanied by a wave of store closings here and elsewhere.

Krispy Kreme does plan to expand in the region

Continued on next page

From previous page

with the Baltimore Business Journal reporting plans for up to 50 stores in the Baltimore-Washington area. There are seven stores in operation in the Philadelphia area.

Frontier to fly into Dulles

Frontier Airlines will launch new low fare service at Washington Dulles International Airport with nonstop flights to 14 destinations.

The airline is using the same formula it employed in Wilmington (New Castle Airport) and Trenton-Mercer County, with the difference being that Dulles is a higher cost major international airport. The carrier sees a niche for its business strategy that will work to blend low fares and fees for most luggage with a friendlier approach than other “ultra low fare” carriers.

While service to Wilmington is now limited to seven non-stop destinations (six when service to Detroit ends this fall), Frontier has been filling large jets from Delaware at the rate of 92% during the first two months of this year.



Spirit flies into Baltimore-Washington Thurgood Marshall, but does not offer service from Dulles, which serves an affluent area in northern Virginia.


Beginning Aug. 19, the airline will offer nonstop flights to Atlanta, Charlotte, N.C., Orlando, Fla. Minneapolis/St. Paul, and Tampa, Fla. Service to Chicago-O’Hare, Cincinnati, Detroit, Fort Lauderdale, Fla., Las Vegas, Memphis, Tenn., Fort Myers, Fla., St. Louis, and the St. Augustine/Jacksonville, Fla. area begins Sept. 8.

“The addition of Frontier to the Dulles family represents a significant, positive development for passengers interested in additional low cost, domestic travel options to and from the National Capital region,” said Jack Potter, CEO,

Metropolitan Washington Airports Authority. With the Washington area economy growing and the Metrorail Silver Line on the way, Dulles will continue to fill the expanding air travel needs for the region and these new options from Frontier will play an important role.”

Digital legacy bill

Delawareans’ digital legacies would be treated the same as the physical assets, documents and records left for their heirs and executors to handle after their deaths according to legislation introduced by Rep. Darryl Scott and sponsored in the Senate by Sen. Bryan Townsend.

House Bill 345, the Fiduciary Access to Digital Assets and Digital Accounts Act, addresses a growing problem facing families and the legal professionals who guide them through the realm of estates, wills, trusts and probate after the death of a loved one. More and more frequently, attorneys and survivors are finding it difficult or impossible to access and manage the online accounts and assets of the deceased. Rep. Scott drafted this bill after talking with a constituent in his district, who was refused access to an email account held by her late husband. 

Teaching children to save

Delaware bankers and educators marked “Teach Children to Save Week” last month.

During the week, more than 300 banker volunteers taught an estimated 11,000 students in over 110 public, private, and parochial schools, throughout Delaware.

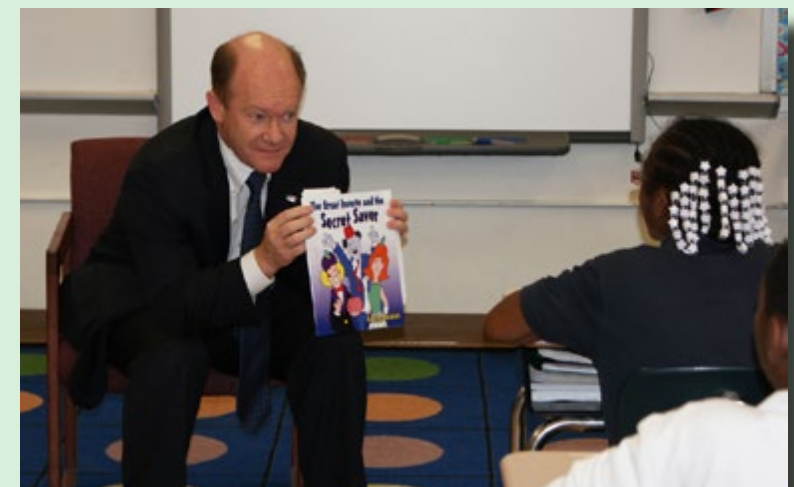
More than 90 percent of Delaware’s banks participated in the Teach Children to Save Day event, the highest participation rate in the nation.

Several bank presidents and special guests volunteered as teachers for the event, these include: Robert A. Glen, state Bank Commissioner; Jim Kelly, chief operating officer, Capital One 360; Chip Rossi, Small Business Products Executive and Delaware Market President, Bank of America; and, Randy Taylor, President,

Fulton Bank, N.A., Delaware Division. Teach Children to Save Day is a part of a national program developed by the American Bankers Association’s Education Foundation to teach children about the importance of saving.

The Delaware Bankers Association coordinates the program in partnership with the University of Delaware’s Center for Economic Education and Entrepreneurship. The center develops the lessons which meet Delaware’s state economic education standards. In addition to lesson development, the center plays a role in preparing the lesson packets for each volunteer and classroom teacher, as well as matching the bankers to the schools.

The Delaware Bankers Association is a not-for-profit, private trade association.



In top photo, Chip Rossi of Bank of America. In bottom photo, U.S. Sen. Chris Chris Coons.

Review: Flying Frontier from Wilmington

I finally made my first flight on Frontier Airlines from Wilmington (New Castle Airport). I am pleased to report that the Delaware airport is lucky to have a carrier with a promising strategy for success in a tough industry.

Boarding from Wilmington is easy. The airline's staff and TSA workers are friendly and efficient, especially when you are talking about a jet carrying nearly 170 passengers. That number pushes the terminal to its limit and airport management from the Delaware River and Bay Authority deserve credit for finding enough seating.

One blast from the past, the outdoor boarding ramps, do a good job of getting passengers on the Airbus 320 jet. Unlike an airline I won't identify, passengers enter a clean, well-maintained interior. The crew consists of mature veterans of the industry who concentrate on the important stuff, such as getting carry-on luggage on board with a minimum of problems.

Frontier is hoping the hassles of stowing carry-



ons will be reduced by its controversial decision to charge a fee for carry-on luggage. That produced scattered gripes in the boarding area, although most passengers were covered by the previous practice of allowing for one free bag.

The new luggage policy will actually charge less for checking that carry-on, rather than carrying it on board. That should reduce the time required for

boarding and should not be a big hassle for the mainly leisure travelers who take the flight.

Frontier also offers a Classic Plus fully refundable option that is basically a Southwest Airlines-style fare with a free drink and free bag.

The carrier is betting that providing a higher level of service than other deep discount carriers will provide a competitive advantage. I would say, so far, so good.

Keep in mind that a passenger making a flight should load a book on the Kindle or bring a newspaper or magazine. The carrier has no inflight magazine or that catalog with overpriced, but interesting merchandise. The magazine fell victim to a cost cutting effort in 2011 as then-owner Republic put the carrier on the sales block.

There were no takers until Frontier was purchased last year by Indigo Partners, which made a nice

Continued on next page

Review: Frontier rises to the challenge

From previous page

chunk of change when it sold its investment in another low fare carrier, Spirit Airlines. By that time, a stronger economy, cost cutting and a gradually implemented low fare strategy had Frontier eking out a profit.

The flight to Denver was full, a sign that Frontier's strategy of low fares from a low-cost airport is working well. Federal figures for the first two months of this year indicate that 92% of all seats were filled, above the 86% figure for Trenton/Mercer County, Frontier's other airport in the region.

The full plane kept flight attendants busy, but the crew had the proper blend of friendliness and firmness, while also serving \$2 a pop for pop. Water remains free. Legroom is fine for many six feet and under and one can work on a laptop as long as the passenger in the row ahead does not recline his or her seat. I would have no problem if the airline got rid of the recline feature.

The trip did not end at Denver, which remains a hub for the airline, with flights to a number of smaller western towns. The nonstop service to Denver, which, by the way, is not offered from Trenton, allows connections to a number of west coast points, including Alaska.

Those connections will not be available this summer as the carrier temporarily switches to late night "red eye" flights from

Wilmington to Denver. The connecting flight to Phoenix went smoothly and again the Airbus was well maintained.

The return trip was more difficult, thanks to a four-hour layover in Denver made longer by an hour delay due to nasty weather in Delaware. Frontier, by the way, keeps a flight crew in Wilmington, since it overnights the jet at New Castle. That adds to the economic impact of the carrier on the state's economy.

Frontier, had been looking for the right strategy after being hammered by Southwest Airlines, which chose to set up a presence in the Colorado capital after unsuccessfully battling with US Airways in Philadelphia with low fare flights to New England and Pittsburgh.

Frontier again performed well on the returning flight. Flight crews run a tight ship or jet with a strong emphasis on safety while managing to keep at least of a touch of a sense of humor.

That is important, if Frontier is to gain a competitive advantage over low-price rivals Spirit and Allegiant, it will need to keep its planes clean and its service professional, no small challenge.

I will fly Frontier again. If travel plans include one of their destinations, you should too.- *Doug Rainey*

Trending This week

The following stories generated the most page views during the past week at the [Delaware BusinessDaily](#) website.

1. [\(Photo gallery\) Cabela's opens store near Christiana Mall](#)

2. [AstraZeneca Board rejects Pfizer's final proposal](#)

3. [Plane lands on road near Sussex airport](#)

4. [N. Wilmington Dollar Tree store faces \\$143,000 workplace safety fine](#)

5. [Primo giving away hoagies on Monday](#)

6. [Sussex remains strongest home sales market](#)

7. [Christiana Mall area moves into the fast lane](#)

8. [FMC breaks ground on color blending facility Newark](#)

9. [1st painting to be sold by art museum identified](#)

10. [Business people/May 7-13, 2014](#)

Wagner promoted chief investment officer At Buccini/Pollin group

Officials of The Buccini/Pollin Group announced the promotion of **Karl J. Wagner** to co-chief investment officer as the company continues its aggressive commercial and multi-family growth plans into 2014. Karl now shares the title with the recently promoted Darren Anzelone, who handles the activity for BPG's hotel development team.



Wagner

"During Karl's fifteen years with BPG, he has facilitated acquisitions and financing for over 5 million square feet of commercial office space, and over 1,500 residential units," says Christopher Buccini, co-president of BPG, "and this includes securing financing during some of the worst economic years of our time. Karl's persistence throughout this period, focusing on aggressive asset refinancing, played a major role in BPG's emergence from the recession in a strong position

to take on new acquisitions and development projects. This promotion acknowledges the commitment and expertise that Karl has clearly exhibited and also the anticipation for the continued strategic growth of BPG's portfolio over the next few years."

Within BPG's host of platforms, the hotel and multi-family sector have been the most active, with projects signaling a secure pipeline of activity throughout 2015 and beyond. But as the commercial market shows signs of stability and opportunities for growth, Karl Wagner is now tasked with aggressively pursuing both multi-family and commercial office development and acquisitions out of their Wilmington, headquarters, particularly focusing on the Philadelphia market.

"BPG has a strong and diverse platform, based on true owner/operator experience, which will allow us to acquire and develop a wide variety of property types," says Wagner. "We will be very active in the Mid-Atlantic region for the foreseeable future, while seeking growth and opportunities beyond our region as well."

In addition to opening the Westin Wilmington hotel in April and preparing for two additional hotel openings in Newark, Del. and New York City, BPG's recent multi-family and commercial activity includes: The 4Q 2013 commencement of construction of a 116-unit luxury apartment building on Wilmington's waterfront called Harlan Flats (HarlanFlats.com); the February 2014 acquisition of the 306,000 square foot Bellevue Park Corporate Center for \$61.5 million; and the May 2014 construction start of 74 new residential units on Wilmington's historic Market Street.

DSU administrator Atkins takes Keene State Post

Keene State College, New Hampshire, announced **Kemal Atkins** will serve as its new vice president for student affairs and enrollment management.

Atkins brings 19 years of experience and leadership to his post at Keene State College. For the past four years, Atkins served as vice president for student affairs and Title IX coordinator at Delaware State University.

Continued on next page

From previous page

Atkins will begin to serve as Keene State College Vice President for Student Affairs and Enrollment Management on June 30, 2014.

In 2008 and 2009, Atkins served as vice provost for student affairs at East Carolina University, Greenville.



Atkins

Atkins led initiatives in college access, academic and student affairs with The University of North Carolina General Administration from 2001 to 2008.

Atkins earned a BA and MA in English Literature at Appalachian State University, and will complete an EdD in Educational Leadership this summer.

Epps to head quality efforts

Bayhealth announced the appointment of **Jamie Epps** to the position of director of quality and continuous improvement. Epps brings over 10 years of experience in performance improvement.

In this position, Epps will identify areas at Bayhealth that need improvement, decide which processes can be changed to improve outcomes, build a plan to make changes, and then track the results to measure and learn from the outcomes. Another component is sharing quality results with national organizations, like the Centers for Medicare & Medicaid Services, and with the local community.

“We are very pleased to have Jamie here at Bayhealth,” said Eric Gloss, Bayhealth vice president of medical affairs and medical staff services. “She has a thorough knowledge of continuous improvement techniques, and she has been able to initiate important changes at the facilities where she has worked.”

Epps comes to Bayhealth from Parkland Health and Hospital System, in Dallas, where she served as interim vice president of the “Quality Through Transformation” initiative.



Epps

Before joining Parkland, Epps served at the Johns Hopkins University Applied Physics Laboratory, in Laurel, Md.; Tanner Health System, in Carrollton, Ga.; and several other health systems throughout the United States.

“I came to Bayhealth because of the people,” Epps said. “Everyone here is on the same page when it comes to improving quality. We all believe that small communities deserve the same excellent health care that is found in large cities.”

Epps began her career in the quality improvement field at Wellmont-Holston Valley Medical Center in Kingsport, TN. She grew up in a military family and wanted to give back to that community, which prompted her career in health care quality. Epps earned her bachelor of science degree at South Carolina State University, and her master of public health degree at East Tennessee State University. She is a fellow of the American College of Healthcare Executives and a Certified Professional in Healthcare Quality.

Continued on next page

From previous page

Epps' training includes Lean Six Sigma and various health care-related topics.

Tilghman promoted at Sperry Van Ness

Rick Tilghman, senior advisor with Sperry Van Ness – Miller Commercial Real Estate, in Salisbury is expanding his focus from brokerage and leasing to property management. He has accepted the position of Director of Business Development and Property Manager, and will continue to serve general brokerage clients. Rick has been with SVN-Miller since 2007 and as a Senior Advisor has specialized in the sale and leasing of retail, medical and office properties in Maryland and Delaware.

Within his first two years in the commercial real estate business he earned the Certified Commercial Investment Member (CCIM) designation. In his role as Senior Advisor, Rick has worked directly with the Property Management division for years through assisting tenants and property owners in lease transactions. In his new role as Director of Business



Tilghman

Development, Tilghman will work to expand the focus market beyond the Delmarva Peninsula.

Small nominated as DNREC secretary

Governor Jack Markell announced he will nominate Deputy Secretary David Small to be Secretary of the Department of Natural Resources and Environmental Control (DNREC). He will succeed Collin O'Mara, who will become President and CEO of the National Wildlife Federation in July. The nomination is subject to confirmation by the Delaware State Senate.

"David's depth of knowledge and leadership on environmental issues has helped improve the quality of life for residents and visitors of our state for nearly three decades," said Markell. "His work at DNREC to make our state safer, cleaner and healthier has earned the respect of many, both in and out of State government, and his wealth of experience makes him an ideal fit to build on our efforts to address Delaware's energy and environmental challenges."

Small has spent the last 13 years as Deputy Secretary. He has served six cabinet secretaries during his DNREC career, which spans 27 years. Small

also worked as Executive Assistant to the Secretary from 1998 until 2001, having joined the department in 1987 as Chief of the Office of Information and Education.

"I am incredibly honored to be nominated by Governor Markell to serve as Secretary," said Small. "If confirmed, I look forward to working with our many partners and the DNREC team to build on the successful foundation of this administration by making Delaware more resilient to the impacts of climate change and sea level rise, protecting our air, land and water quality, providing diverse and quality recreational opportunities for our citizens and visitors and preserving our open spaces and biodiversity."

Small is a former State of Delaware Employee of the Year. He is a member of the Board of Directors of Wilmington's Riverfront Development Corporation and has represented Delaware on the Regional Greenhouse Gas Initiative. Small, 57, is a graduate of Randolph-Macon College and resides with his family in Dover.

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

Lessee/lessor

KING OF SWEETS SYSTEMS INC. 47 S WEST ST DOVER, DE 19904-3265
KRL PROPERTIES LLC 100 WARWICK DR WILMINGTON, DE 19803-2621

KUHN FAMILY MILL CREEK LLC PO BOX 1419 HOCKESSIN, DE 19707-5419

Contractor

KINGDOM BUILDERS LLC 17615 EVETTE LN LEWES, DE 19958-6246

KIWI CONSULTING LTD GENOESE, MILLER & ASSOCIATES 615 W 18TH ST WILMINGTON, DE 19802-4707

LAMBERT CONTRACTING & HANDYMAN 106 MAPLE CT NEWARK, DE 19713-6800

LANGSTAFF CARSON GREMORE M KILLER CUPCAKE INDUSTRIES 81 THORN LN NEWARK, DE 19711-4488

LARIMORE PATRICK 2504 HIGH STUMP RD HARRINGTON, DE 19952-4581

LAWN ENFORCEMENT LLC 17 GLOVER CIR WILMINGTON, DE 19804-3201

LIFE'S A CANDLE LLC COLORFUL PAINTING CREATIONS 32045 N AUTUMN CT LAUREL, DE 19956-2038

LLOYD DEMETRIUS 163 MCCORMICK BLVD 163 MCCORMICK BLVD NEWARK, DE 19702-2155

LMASILOTTI WILLIAM R CARPENTRY PLUS 14 S FORD AVE WILMINGTON, DE 19805-5210

GATERHING RENEWALS 37503 WASHINGTON ST REHOBOTH BCH, DE 19971-1187

LWB RENOVATIONS LLC LWB RENOVATIONS 44 COURTLAND CIR BEAR, DE 19701-1201

LYNN CONSTRUCTION LLC 7041 ATLANTA CIR SEAFORD, DE 19973-6836

Services

KISHEL ADAM M 6 ADAMSON ST BOSTON, MA 02134-1306

KOHR GLENN GLENN'S MAGIC 33642 E HUNTERS RUN LEWES, DE 19958-4841

LARDNER KLEIN LANDSCAPE ARCHITEC 815 N ROYAL ST STE 200 ALEXANDRIA, VA 22314-1778

LAW HENRIETA 142 SIMMENTAL MEADOWS LN MARYDEL, DE 19964-1965

LEADER'S INSIGHT, LLC 2010 N BANCROFT PKWY WILMINGTON, DE 19806-2204

LEWIS CASIE J CASIE'S CLEANING 405 MAIN SAIL LN MILTON, DE 19968-1534

LOVE SAMANTHA K6 ASSOCIATES 14 HILLSIDE AVE FREDERICA, DE 19946-4624

MACE JARROD 1401 MARYLAND AVE A-1 VILLANOVA, PA 19085

Advertising agency

KLF MUSIC FACTORY FINELINE AD PROMOS 809 MARSH HAWK CT MIDDLETOWN, DE 19709-2237

Tax consultant

KOFI LLC INSTANT TAX SERVICE 2005 N MARKET ST WILMINGTON, DE 19802-4814

LIND'S TAX SERVICES LLC CARMEN J LIND 10 W HAZELDELL AVE NEW CASTLE, DE 19720-1119

Physical therapist

KONLIAN O'NEILL & ASSOCIATES SALISBURY, MD 21801-5453

Repairperson

KUNDE JOSH 114 BROOKLYN AVE LAUREL, DE 19956-1184

Motor vehicle dealer

L & L DETAILING INC 995 S CHAPEL ST NEWARK, DE 19713-3441

LAKE MATTHEW D GOOD DEAL AUTO SALES 216 N DUPONT HWY NEW CASTLE, DE 19720-322

LOWES HOME CENTERS LLC LOWES STORE #2795 26688 CENTERVIEW DR MILLSBORO, DE 19966-3750

Retailer

LAFRANCAISE 717 N UNION ST STE 25 WILMINGTON, DE 19805-3031

LES REVES DU SOIR, LLC 503 OLYMPIC BLVD SANTA MONICA, CA 90401-3311

LIFEWORCS BY THE C LLC 1101 FAUN RD WILMINGTON, DE 19803-3314

LITTLE BOSS SHOP 803 ESSEX RD WILMINGTON, DE 19807-2931

LITTLE RENEGADES 36 MACTAVISH CT NEW CASTLE, DE 19720-6500

LUMINOUS 132 CHRISTIANA MALL SPC 5628 NEWARK, DE 19702-3202

Wholesaler

LASER SWING LLC THE 111 BELMONT DR WILMINGTON, DE 19808-4330

LWECO GROUP LLC 24832 JOHN J. WILLIAMS HWY MILLSBORO, DE 19966-4997

Law office

LAW OFFICES OF NAPOLI BERN RIPKA 300 NORTH MARKET STREET 300 N MARKET ST WILMINGTON, DE 19801-2530

Entertainment agent

LAZY GENIUS ENTERTAINMENT LLC 33 PEPPERWOOD LN BEAR, DE 19701-3030

Sales representative

LEGACY EMPIRE LLC 373 NORMAN DR NEWARK, DE 19702-2396

LENNY'S PAVING & SEAL COATING 1003 SULKY RD WILMINGTON, DE 19810-1053

Dance school

LIGHTHOUSE DANCE AND YOGA

LLC 33195 LIGHTHOUSE RD UNIT 4 SELBYVILLE, DE 19975-4071

Counselor

LINDSAY GRIFFIN LCSW 308 WRENN CT NEWARK, DE 19702-4279

Manufacturer

LINNE INDUSTRIES LLC 11 BRIDLEBROOK LN NEWARK, DE 19711-2003

LOADED GUN CUSTOMS INC 34676 HORSESHOE DR SELBYVILLE, DE 19975-4072

CPA firm

LOMBARDI JOSEPH L JOSEPH LOMBARDI CPA 11 HUMMINGBIRD LN NEWARK, DE 19711-4142

Photographer

LOST ISLAND FILMS 29 S OLD BALTIMORE PIKE NEWARK, DE 19702-1533

LOVETT ENTERPRISES

LLC GOODFELLAS PIZZA & SUBS 30506 VINES CREEK RD DAGSBORO, DE 19939-4379

Manicurist

LUU AN Q ROSE NAIL SALON MILLSBORO TOWN SQUARE 322 WILSON HWY MILLSBORO, DE 19966-1216

Engineer

M&N ENGINEERING AND DIVING SERVI 2105 LAUREL BUSH RD STE 100 BEL AIR, MD 21015-6173

Transportation equipment wholesaler

MACFARLAND JAMES JR 4606 BAY RD FREDERICA, DE 19946-2038