

## This week

Airline service  
returning to New  
Castle. **4**



Delaware and  
Fisker. It just  
wasn't to be?  
**9-11**

Vodka with a  
touch of the  
bay. **20**



## BREWING UP GOOD NEWS

*Beer industry  
contributes jobs,  
tax revenue*

**T**he beer industry has grown into an economic force in Delaware. According to a report from the Beer Institute and the National Beer Wholesalers Association, brewing accounts for 200 jobs in the state. The state's beer wholesalers employ 330, while retail accounts for nearly 2,300 jobs. Credit for the increase in brewing jobs

**Continued on next page**

# Beer generates jobs in state

## From previous page

comes from the growth of the craft brewing industry, led in Delaware by Dogfish Head in Milton and the Old Dominion-Fordham free-standing breweries. Dogfish Head has undertaken an expansion program.

To see the report, [click here](#).

Craft breweries have been taking sales away from mass production brewers with distinctive offerings.

Distributors have responded by taking on more niche beer business, with the major brewers also operating craft beer-style breweries. One example is Leinenkugel, a small Wisconsin brewer that is owned by InBev Anheuser-Busch.

Delaware has nine breweries, with Victory Brewing expanding to a site in Parkesburg, Pa., 21 miles northwest of Newark.

The bulk of employment in the state remains at the distributor and retailing level. Based on the figures, the average brewery job pays \$40,000, according to the figures, compared to \$24,000 for retailers. However, the highest paid area came in wholesaling, which is unionized and has an average

income figure of \$74,000.

The total economic impact of the beer industry in the state totals \$465 million, with the total number of jobs estimated at 4,700.

The industry is not shy about reporting its economic impact, due to the tendency of legislators to levy “sin taxes” on consumption. In Delaware, state and federal consumption tax revenues total \$16.5 million.

On a related note, two University of Delaware economists published an economic impact report for the wholesale side of the industry.

America’s Beer Distributors: Fueling Jobs, Generating Economic Growth & Delivering Value to Local Communities was produced by Bill Latham and Dr. Ken Lewis of the Center for Applied Business & Economic Research at the University of Delaware.

The study looks at beer distributors’ economic contributions by taking into account how beer distributor activities are intertwined with many parts of the economy, especially the personal services sector.



# AstraZeneca unit buys early stage company

**A**straZeneca announced that [MedImmune](#), its global biologics research and development arm, has acquired Michigan-based AlphaCore Pharma, an early stage biotechnology company in the early stages of developing an enzyme that can take bad cholesterol out of the body.

Terms were not disclosed.



Medimmune has become a key part of AstraZeneca’s strategy of developing new drugs. Over the next two years, the AstraZeneca site in north Wilmington will lose 1,200 jobs, with some of those positions going to Medimmune’s campus in Gaithersburg, Md., outside Washington, D.C.

AstraZeneca paid \$15 billion to buy Medimmune as a way to boost its drug development pipeline. However, the purchase has not lived up to earlier hopes. The company is now making Medimmune one of three research and development centers.

LCAT, an enzyme in the bloodstream, is a key component in the reverse cholesterol transport system, which is thought to play a major role in driving the removal of cholesterol from the body. The enzyme could also play a role in a rare, hereditary

**Continued on next page**

# Deadline approaches for SBA drought loans

**T**he U.S. Small Business Administration is reminding small businesses, small agricultural cooperatives, small businesses engaged in aquaculture and most private non-profit organizations of all sizes that April 29 is the filing deadline for federal economic injury disaster loans available in Kent, New Castle and Sussex counties in Delaware as a result of the drought and excessive heat.



“These counties are eligible because they are contiguous to one or more primary counties in Maryland. The Small Business Administration recognizes that disasters do not usually stop at county or state lines. For that reason, counties adjacent to primary counties named in the declaration are included,” said Frank Skaggs, director of SBA’s Field Operations Center East in Atlanta.

Under this declaration, the SBA’s Economic Injury Disaster Loan program is available to eligible farm-related and nonfarm-related entities that suffered

financial losses as a direct result of this disaster. With the exception of aquaculture enterprises, SBA cannot provide disaster loans to agricultural producers, farmers, or ranchers. Nurseries are eligible to apply for economic injury disaster loans for losses caused by drought conditions.

The working capital loan amount can be up to \$2 million with interest rates as low as 4 percent for eligible small businesses and 3 percent for non-profit organizations with terms up to 30 years.

Applicants may apply online using the Electronic Loan Application (ELA) via SBA’s secure website at <https://disasterloan.sba.gov/ela>.

Disaster loan information and application forms may also be obtained by calling the SBA’s Customer Service Center at 800-659-2955 (800-877-8339 for the deaf and hard-of-hearing) or by sending an email to [disastercustomerservice@sba.gov](mailto:disastercustomerservice@sba.gov). Loan applications can be downloaded from the SBA’s website at [www.sba.gov](http://www.sba.gov). Completed applications should be mailed to: U.S. Small Business Administration, Processing and Disbursement Center, 14925 Kingsport Road, Fort Worth, TX 76155.

“Cardiovascular disease is projected to remain the

## Phase one trial shows promise

### From previous page

disorder. “As the science in this area continues to evolve, we are committed to exploring unique pathways that could lead to new combination or standalone therapies for patients living with chronic and acute cardiovascular diseases,” said Dr. Bahija Jallal, executive vice president, MedImmune.

single leading cause of death worldwide over the next decade and beyond. Through novel approaches like LCAT, we hope to shift the treatment paradigms in this area to help prevent and treat these conditions.”

In 2012, a phase one clinical trial of the company’s work showed promising results.

# Airline service returning to Delaware

**A**irline service is poised to return to Delaware. [The Delaware River and Bay Authority](#) scheduled a news conference at 11 a.m., Tuesday, to announce a “major airline” coming to the New Castle Airport.

The identity of the airline had not been formally released by the DRBA. However, multiple reports identified the airline is [Frontier](#), a smaller carrier that just [launched service to Trenton, N.J.](#) Frontier will expand coverage of the region from New Castle. Service here is expected to begin in early July.

Expected to be on hand for the announcement are Gov. Jack Markell, U.S. Rep. John Carney and Scott Green, executive director of the River and Bay Authority. Executives of the airline were also to be in attendance.

The airport has seen sporadic attempts at service from airlines over the years, with Skybus being the last airline to serve the airport. An affiliate of Delta Airlines also offered service. The airport is a half-hour drive from the Philadelphia International Airport for many New Castle County residents and is immediately adjacent to I-95.

To the south, fast-growing Allegiant Air came to Salisbury, Md. but made a quick exit when passenger traffic did not materialize. Green did not rule out the possibility of an airline coming to the New Castle airport in an interview earlier this year. He added that the authority would not make an all-out pitch for airline service, an economic development strategy used by many



communities. Green said a new airline terminal is still a possibility.

Reports indicate Frontier will serve Chicago-Midway, Denver, Tampa, Houston, Orlando from the airport with service a few times each week. That's a departure from the usual strategy of connecting with a hub airport on a daily basis. Frontier has embarked on a similar strategy in Trenton, but has a few different destinations.

The Delaware River and Bay Authority manages corporate and aviation properties through its economic development powers - two airports in New Jersey (Millville Airport and Cape May Airport) and three in Delaware (New Castle Airport and the Civil Air Terminal and Delaware Airpark near Dover).

# Grand Opera House lays off staff, seeks help from patrons

**T**he Grand Opera House is asking patrons for contributions and volunteer help as it faces financial challenges in a difficult environment for the arts.

Published reports indicate The Grand laid off a quarter of its staff in an effort to deal with its finances.


“The last six years at The Grand have been marked with many successes. But these are tough economic times for the arts. Like many other similar organizations, The Grand has experienced ongoing financial stress as our traditional sources of funding no longer sustain current programming levels,” Director Steve Bailey and Board Chairman Skip Pinella wrote in the letter to supporters and ticket-buyers.



“The last six years at The Grand have been marked with many, many successes. But these are tough economic times for the arts. Like many other similar organizations, The Grand has experienced ongoing financial stress as our traditional sources of funding no longer sustain current programming levels,” Bailey and Pinella wrote.

The letter stated said The Grand is “carefully considering the suspension of financially unsustainable programs which includes a number of staff reductions.”

“We are optimistic about the future, and believe that when the economy improves and funding becomes more available, we will be able to reinstate more of these programs that enrich our community,” the letter stated.

They went on to suggest contributions to the organization, since tickets alone only partially support The Grand, which offers subsidies to keep concerts affordable. Contributing to the problems of The Grand was the decision by the Delaware Symphony to perform elsewhere, due to the costs of operating at the theater. The symphony has also faced financial problems and laid off staff. 

**CLICK HERE TO SUBSCRIBE TO THE BUSINESS BULLETIN**




# Cecil Bank sells Aberdeen branch

**H**oward Bancorp, Inc. and [Cecil Bancorp, Inc.](#), Elkton, Md. announced that Howard Bank will purchase the Cecil Bank branch in Aberdeen, Md.

[Howard Bank](#), based in suburban Baltimore, will acquire a minimum of \$38 million in loans and \$37.9 million in deposits from Cecil Bank.

Mary Ann Scully, Howard Bank's President and CEO, said of the transaction, "Harford County presents many exciting opportunities and we are presently searching for an additional location in the Bel Air marketplace. We look forward to working with Cecil Bank to welcome these customers to Howard Bank and to continuing their strong commitment to community and tradition of customer service."

Mary Halsey, Cecil Bank's CEO, stated, "We are looking forward to seamlessly transition our Aberdeen customer base into their organization. This transaction, which will involve approximately 10% of our deposits, is part of our ongoing strategy to strengthen our capital position as we concentrate on our core markets." Cecil Bancorp, Inc. has 14 locations in Harford and Cecil Counties, Maryland. As of Dec. 31, 2012, Cecil Bancorp, Inc. had consolidated assets of \$440.0 million. 



# Speakman, nylon and the closing of Main St. Sliders



**S**peakman Co., the New Castle plumbing equipment manufacturer, is moving to the cutting edge in design with a new line of shower heads.

In fact, the new line is known as The Edge Collection. “Walk the tightrope of modern fashion with the cutting-edge flair of The Edge Collection,” Speakman suggested in announcing the collection,

That does not mean Speakman has dropped its venerable line of shower heads. The shower heads last a long time and the company offers spare parts when the assembly wears out.

Students of Delaware industrial history know that the company, based for many years in Wilmington, helped popularize the shower at a time when most people took tub baths.

**Doug Rainey**  
*Editor of the Business Bulletin.*



## Nylon and fashion

**H**agley is taking a look back at nylon and the sensation its introduction caused in the late 1930s. The exhibit is included an admission ticket to the [museum and library](#) near Wilmington.

As noted in a release on the exhibit, on Oct. 27, 1938, DuPont Vice-President Charles A. Stine announced nylon hosiery to 3,000 women’s club members attending the New York Herald Tribune Eighth Annual Forum on Current Problems. The audience burst into applause. Both 1939 World’s Fairs in New York and San Francisco had DuPont exhibits showing the wonders of the new nylon hosiery. By the time of the first public sale on October 24, 1939, in Wilmington, women were more than eager to own nylon stockings. The sale was so successful that within the first 3 hours of

the sale, 4,000 pairs were sold.

On February 10, 1942, all production of nylon was allocated to the war effort. In the accompanying photo, worn out nylon stockings are collected for use as parachute material during World War II.



When hosiery became available once again in 1945, so many people came out to buy them on the first day of sales that it was called the “nylon riots” in the press. Nylon hosiery was in such demand that it was available in vending machines in places such as airports and bus stations.

DuPont has moved beyond nylon, selling the business to Koch Industries, which operates it under the [Invista](#) name. The company has office operations in Wilmington and a plant in Seaford.

**Continued on next page**


## Sliders spot closing

From previous page

### Sliders closing

**A** unique eating place in downtown Newark is closing at the end of the week. Jason Voit, the owner of [Main Street Sliders](#), made the following post on the establishment's Facebook page.

*It is with a heavy heart and great sadness that Main Street Sliders will be closing permanently on April 13, 2013 after proudly serving the students and local community over the past 3 years. The decision to leave Newark was not an easy one and one that I am not taking lightly. But many circumstances and factors played into this difficult situation. That being said, we hope that you, our valued patrons, guests, and friends, can help us go out with a bang and make our last days ones to remember! Thank you all for your patronage and support.*

The closing reflects a dilemma that comes with the success of Main Street. With more players moving in, there may simply be more dining options than patrons. For now, however, franchises are still looking for a piece of the action downtown. 

# Goodwill opens Bridgeville Job Center

**T**he newly established Bridgeville Job Resource Center, which provides a broad range of services to Sussex County residents, formally opened to the public in March.

In addition to helping local residents search job leads, create resumes and develop online job search strategies, the Bridgeville site also houses the \$tand By Me initiative. This program is a partnership between Goodwill and the United Way of Delaware, and provides state residents with a personal financial coach and a toolkit to navigate the challenges leading to personal financial security.

The Bridgeville site will also offer the Beyond Jobs program, which provides an integration of career guidance and family strengthening services to help single mothers find employment. Cutting the ribbon at the facility in Bridgeville, from left to right are: Rev. John G. Moore, vice president of Resource Development and Strategic Partnership, United Way



of Delaware; Goodwill CEO Colleen Morrone; John Rodriguez, Goodwill's JRC coordinator; Zanthea Nichols and Alison David from Goodwill; and Mary Dupont of the \$tand by Me financial coaching initiative.

For 90 years, Goodwill of Delaware and Delaware County's mission has been to improve the quality of life for individuals with barriers to self-sufficiency .





## Fisker lays off bulk of staff; Perdue expands in Milford

**H**ybrid automaker Fisker Automotive laid off 80 percent of its staff in California, according to published reports.



“We have been closely monitoring the company’s situation and are disheartened

to learn that Fisker intends to lay off most of its remaining workforce. This does not bode well for a company that, at one point, had the potential to produce a cutting-edge clean technology vehicle in Delaware,” said Cathy Rossi, spokesperson for the governor. “But without a battery supplier and without access to hundreds of millions in capital from the U.S. Department of Energy, Fisker is in a difficult position. Our goal is to put auto workers back on the job at Boxwood Road, and the state will continue to work with Fisker’s investors and remaining management to make the best of this situation.”

The news follows reports that Fisker has hired a law firm to advise it on bankruptcy options. It owes a loan repayment to the Department of Energy this month, and has been cutting costs and furloughed its employees last month. The company hasn’t made a car since the summer of 2012, when its battery supplier went into bankruptcy proceedings.

Fisker had been slated to build a mid-sized automobile at the former GM Boxwood plant. Work on that site was halted and employees were laid off last year when a federal loan was suspended. Fisker used a \$20 million-plus financial package to start work on the plant. A bankruptcy filing would put the state in line with other creditors in getting back the loan proceeds.

### Perdue expands in Milford

**M**ilfordLive.com reports the The Perdue location recently began a 10,800 square foot expansion in order to process organic poultry. The Milford location is the first facility to produce organic poultry on the Eastern

Shore, and processing actually got under way in December 2012. “We added 71 additional positions for the new process in December, and expect construction to be complete in June,” said Dean Walston, director of operations at the Milford plant. “In June, we expect to add an additional 30 positions that will include supervisors, maintenance personnel and line workers.” Click on the link below for the full story:

[Perdue Expands Milford Location | Milford LIVE! – Milford, DE.](#)

### O.A. Newton gets China order

**D**elaware 105.9 FM is reporting that China-based Shandong Noric Sealant & Adhesive Co awarded a contract to TKC Technologies, a unit of Bridgeville, Del. Based O.A. Newton.

The system is used for carbon black and another material used in the making of adhesives. O.A. Newton, one of Delaware’s oldest manufacturers, serves agricultural and industrial customers with material handling and other products since 1916.

# LET THE FISKER EXAM BEGIN

## viewpoint

**T**he pre-mortum is under way as Fisker Automotive seems to be on a collision course with bankruptcy.

More bad news came last week when the California company laid off nearly four-fifths of an already diminished staff. Operations of the company had been shut down in Delaware long ago, after the federal government suspended a loan to be used to roll out a hybrid mid-sized vehicle at the former GM Boxwood plant.

Recently, founder Henrik Fisker departed, stopping off to buy a Fisker Karma, a luxury hybrid that has not been built in month.

The State of Delaware contributed more than \$20 million to the financial package and would become one of Fisker's many creditors should the company head to Chapter 11.

The news of Fisker's woes was met with  
**CONTINUED ON NEXT PAGE**

# Fisker coming up short in alt car sweepstakes

## From previous page

near glee in some circles.. You might remember that the company was seen as an example of the government picking winners and losers in the presidential campaign.

The reality is more complex. Congress passed legislation calling for funding of vehicles using alternative technologies under the Bush administration. Fisker built the Karma luxury coupe in Finland in preparation for using the proceeds of the federal loan to build a mid-sized car at Boxwood. That too drew plenty of heat. A long and insightful article in the [Car Connection](#) website outlines the story of an underfunded car company aided by some influential friends and a loose interpretation of the alt car legislation.

In the aftermath of the near collapse of the financial system in 2008 and the closing of the state's two auto plants, the administration of new Gov. Jack Markell responded quickly when Fisker emerged as a possible savior for the Boxwood plant.

Only later would we learn that buyers did not beat a path to the door of Fisker for a combination-electric-gas vehicle that was sexy, but heavy, thanks

to the array of batteries. While it had green credentials, the Karma was not a pure play in alternative energy, with its gasoline engine and mileage that was not all that impressive on long trips. The vehicle runs on electric only during short commutes.

It was also beset by problems ranging from batteries and fires to simple bad luck when a shipment was destroyed on the Jersey docks by Hurricane Sandy. And let's not forget troubled pop star Justin Bieber, who had his Fisker chromed and got into a couple of scrapes with the law.

By contrast, another California company, [Tesla](#), sailed through the process, aided by the resources of its billionaire owner., Elon Musk. Tesla builds an all electric car that Bieber did not lust after. Sales have not sizzled, but the company is reportedly on the verge of a profit. By the way, the Delaware travel oasis on I-95 has an electric charging station for Teslas. Musk seems to have a deft touch in business as witnessed by his ownership of a private company that shuttles payloads to the manned space station.

Fisker and Tesla are battling other auto makers that are squeezing more miles per gallon out of

existing engines and gas prices that have not quite crossed the \$4 mark. And when the government funded alternative vehicle programs, it was likely companies would lose out in the marketplace. One of those losers is likely to be Fisker. The lesson for Delaware is that some deals are simply too risky, although simply letting the industry die without a fight was not going to happen. Critics were few when the Fisker deal was announced. We should also remember that Markell administration has pursued a number of deals that are far more promising.

The Delaware City Refinery investment is a success and Bloom Energy reportedly has a backlog of orders as its plant near Newark heads toward completion. Bloom remains a mystery in some ways, but unlike Fisker has a strong record when it comes to the reliability of its fuel cells. A host of other deals have also been done involving both small and large businesses. The most recent could bring a new poultry processing plant in Sussex County that will employ 700.

In the end, it would have been better if Fisker had not been an option. But it was a risk that at the time was worth taking. - *Doug Rainey*



# PNC report: Small, mid-sized firms delay hiring

**S**mall and mid-sized business owners plan to delay hiring new employees or seek new loans amid cautious optimism about the economy, according to the latest findings of the PNC Economic Outlook survey. [PNC](#) is one of the largest full-service banks in Delaware and offers other financial services to businesses and individuals.

To access a video discussion of the report, [CLICK HERE](#).

The findings of PNC's twice-yearly survey, which began in 2003, reveals about one in four are bullish about their own company's prospects during the next six months, up from 23 percent last fall. Nearly half expect sales to increase during the next six months – on par with the previous 46 percent.

Their outlook has brightened about the U.S. economy during the next six months as 58 percent are optimistic and 41 percent are pessimistic in a turnaround from fall's 42 percent and 57 percent, respectively. Regarding their local economies, 71 percent are optimistic and 28 percent are pessimistic – improved from 59 percent and 39 percent last fall.

“The powerful engine of the U.S. economy is




not firing on all cylinders, but there are sparks of optimism related to sales, profits and housing prices,” said Stuart Hoffman, chief economist at PNC. “These findings support our baseline forecast that the moderate U.S. economic and jobs expansion will persist in 2013.”

Hoffman added that three factors are holding back the economy: Continued uncertainty about federal spending, tax and deficit actions; hiring freezes and ongoing layoffs, particularly at the federal level; and continued limits on U.S. exports to Europe.

Three out of four small and mid-sized businesses expect their staffing to remain unchanged for the

next six months. Asked for reasons, nearly one out of three say they will choose to do more work with fewer employees. Only 41 percent think the federal government could take actions that would positively influence their hiring plans, notably fewer business regulations.

Other findings about the next six months include:

- Little Demand for New Loans: Only 18 percent will probably/definitely take out a new loan or line of credit compared to 15 percent one year ago. More than half (58 percent) plan to spend on capital investments, the same in the fall but down from 70 percent a year ago.
- Housing Rebound to Continue: Building on the dramatic turnaround first seen in PNC's fall survey, 48 percent expect home prices in their local markets will rise over the coming year compared to 26 percent one year ago.
- Consumer Spending Supports Price Hikes: One-third plan to raise their selling prices and only five percent intend to cut their prices, signaling potential pricing pressures. 

## Mixed results for AZ drug in Phase 3 trial

**A**straZeneca saw mixed results in a final trial for a drug used to treat rheumatoid arthritis. The study showed improvement in one area, but not in another area of treatment when fostamatinib was used. Side-effects were similar to those reported in a previous study.

Briggs W. Morrison, M.D., executive vice president of Global Medicines Development and chief medical officer, said: “We will await the results of the remaining Phase III studies, OSKIRA-2 and OSKIRA-3, to further evaluate and characterize the profile of fostamatinib as a potential treatment for rheumatoid arthritis.”

The next study results are expected later in the second quarter of 2013. In February 2010, AstraZeneca and Rigel Pharmaceuticals announced a worldwide license agreement that would allow AstraZeneca to develop and commercialize the drug. AstraZeneca has been working to build a drug development pipeline to replace pharmaceuticals going off patent. It recently announced plans to cut 1,200 jobs at its north Wilmington site in an effort to improve the performance of its research efforts.



## Delaware Bio announces six award winners

**D**elaware Biotechnology Association will honor several individuals for their work in the biotech community at the annual dinner next month.

Recipients are as follows:

### Company of the Year

- Benjamin Chien, Ph.D. Chairman, President and CEO QPS Holdings, LLC

### Government Official

-U.S. Sen. Chris Coons.

### Service

- Robert J. Laskowski, M.D., CEO Christiana Care Health System

### Innovation

- Hui-Yin (Harry) Li, Ph.D. president, Wilmington PharmaTech



**Chien**



**Coons**



**Li**



**Klick**



**Balke**



**Rigby**

### Academic Research

- Kristi L. Kiick, deputy dean of the College of Engineering at the University of Delaware

### Educator of the Year (higher education)

- Virginia Balke, Ph.D. Biology and Chemistry Professor, Delaware Technical Community College  
Educator of the Year (K-12)

- Reese Rigby High School Science Teacher  
Calloway School of the Arts

The evening event at the DuPont Country Club is slated for May 22, from 5:30 p.m. to 10 p.m.

Early registration, which ends April 12 is \$170 for members and \$260 for nonmembers.

For more information please call or email Brittana Benson at (302) 294-2208 or [brittana.benson@delawarebio.org](mailto:brittana.benson@delawarebio.org)

## Dover Downs shines a light on autism awareness

**D**over Downs Hotel & Casino is shining a light on autism by illuminating its hotel façade in blue during April. The Light It Up Blue initiative begins April 2 each year, known as World Autism Awareness Day, to raise awareness about autism.



More than 7,000 landmarks in 90 countries have joined the Light It Up Blue initiative, including the Empire State Building and George Washington Bridge in New York, Sydney Opera House in Australia, Christ the Redeemer statue in Brazil, Table Mountain in South Africa, and Palace of The Parliament in Romania. Delaware participants in the campaign include Delaware's Legislative Hall, The Circle in Georgetown, and numerous private households. A list of additional landmarks participating and other ideas to get involved in can be found at [LightItUpBlue.org](http://LightItUpBlue.org).

communication, social interactions and repetitive behaviors. Additionally, some individuals with autism may have issues with sensory processing and/or obsessive interests. These behaviors can range in impact from mild to severe. Scientists are not certain what causes autism, but it is likely that both genetics and environment play a role.

Autism typically appears during the first three years of life. Increasingly, researchers are able to diagnose it at younger ages. The latest data from a survey conducted by the Centers of Disease Control

suggests one in 50 school-age children has some form of ASD. School-aged boys were four times more likely to have an ASD than girls. These latest statistics continue to show a dramatic increase in the rate of autism.

According to the Autism Delaware website, it is estimated that there are about 1,500 individuals with autism in Delaware – a conservative figure based on public reporting from state agencies. In 2012, the Delaware Department of Education (DOE)

Autism is the most common condition in a group of developmental disorders known as autism spectrum disorders (ASDs). Autism is characterized by impairments in verbal and non-verbal

**Continued on next page**

## Easter Seals to hold conference for caregivers

### From previous page

reported 1,208 public school students who have an educational classification of autism. This represents a 695% increase from DOE's reported 152 public school students with autism in 1991.

To learn more about autism, visit [www.autismspeaks.org](http://www.autismspeaks.org) and [www.autismdelaware.org](http://www.autismdelaware.org).

### Caregiving conference

**E**aster Seals Delaware and Maryland's Eastern Shore, in partnership with the Division of Services for Aging and Adults with Physical Disabilities and Delaware MS Society, will be hosting the "Rise Above the Challenges of Caregiving" conference on Friday, April 26 from 8:30 am to 4 p.m. at the Easter Seals Conference Center in New Castle.

This year, the conference will be broadcast live in the Easter Seals Georgetown facility. The keynote speaker is John Schall, CEO of the Caregiver Action

Network, a national family caregiver organization providing education, peer support, and resources to family caregivers.

The cost to attend is \$15, which includes admission for one attendee and a family member, continental breakfast, lunch and resource materials. The event is limited to 90 attendees in New Castle and 30 in Georgetown). To register online, visit: [www.de.easterseals.com](http://www.de.easterseals.com) and click on "events". For more information, call Erin Warren at 302-221-2087.

The conference is designed to address the needs of a family caregiver. Along with the keynote speaker, there will be interactive presentations on topics such as: emergency preparedness for caregivers, how to avoid common scams, benefits of home modifications, and how to put yourself first as a caregiver. Additionally, the conference will offer valuable information and resources to help caregivers understand what respite is and how to utilize respite effectively to get the break that is so often needed. Professionals and others who

support caregivers are also welcome to attend. The Caregiver Action Network is the nation's leading family caregiver organization working to improve the quality of life for the more than 65 million Americans To learn more, visit [www.caregiveraction.org](http://www.caregiveraction.org).

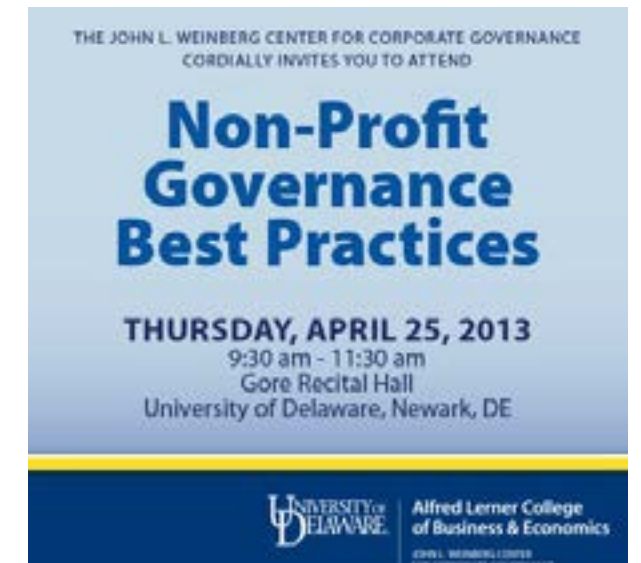
### Non-profit panel at UD

**T**he John L. Weinberg Center for Corporate

Governance at the University of Delaware will host a panel titled "Non-Profit Governance Best Practices" from 9:30-11:30 a.m. On April 25, in Gore

Recital Hall on UD's Newark Campus. The panel

**Continued on next page**





# not for profit

## From previous page

will review non-profit governance with particular emphasis on increasing transparency through better public disclosure.

The panel will examine a model of disclosure created by Sheffield Hale, former chief counsel of the American Cancer Society, as well as general best practice governance standards applicable to non-profits. Panelists include:

- Harvey P. Dale, university professor of philanthropy and the law, and director, National Center on Philanthropy and the Law, New York University School of Law;
- Henry B. duPont, IV, president of the Board of Trustees, Hagley Museum and Library;
- Amy L. Goodman, partner, Gibson Dunn & Crutcher LLP;
- F. Sheffield Hale, president and CEO, Atlanta History Center;
- Leo I. Higdon Jr., president,

- Connecticut College;
- Jack Jacobs, justice, Delaware Supreme Court;
- David B. H. Martin, partner, Covington & Burling LLP;
- Raymond J. McGuire, head, Global Banking, Citigroup, Inc.;
- Michael W. Peregrine, partner, McDermott Will & Emery LLP; and
- David P. Roselle, director, Winterthur Museum, Garden & Library, and president emeritus, University of Delaware.
- Charles M. Elson, Edgar S. Woolard Jr. Chair in Corporate Governance and director of the Weinberg Center, will moderate the panel.

A complimentary buffet lunch will follow the program.

There is no charge for the program, but space is limited; anyone who plans to attend should no later than Wednesday, April 17. [Click here](#) to register.



**I CAN'T MISS WORK  
BECAUSE OF THE FLU.**

For more information, visit  
<http://www.cdc.gov/flu>

Every year, I get my flu vaccine to protect myself, my coworkers, and my family from getting sick from the flu.

Even healthy people can get the flu, and it can be serious. This season, protect yourself and those around you by getting a flu vaccine.



U.S. Department of Health and Human Services  
Centers for Disease Control and Prevention

# SBA, AARP holding two information sessions for older entrepreneurs

The US Small Business Administration and AARP have two additional Encore Entrepreneur Mentor Day events in Delaware this month. The events are targeted to prospective and current second career-small business owner and provide information on technical assistance and financing resources.



Presenters are SBA, AARP, SCORE Delaware, YWCA-Delaware Center for Women's Entrepreneurship and the Small Business Technology and Development Center. The first event was held Friday in Dover.

Information on the two events is as follows:


New Castle County Chamber of Commerce, 12 Penns Way, New Castle, Friday, April 12, 8:30 a.m., noon; Friday, April 19, 9:30 a.m. – 1 p.m., Sussex County Association of Realtors, 23407 Park Avenue, Georgetown. Pre-registration is preferred, but not required;

seating is limited. To register, e-mail Jennifer.pilcher@sba.gov.

National Encore Entrepreneur Mentor Day is part of a larger effort by SBA and AARP to promote entrepreneurship among individuals ages 50 and older.

With one in four individuals ages 44 to 70 interested in becoming entrepreneurs, and 63 percent of Americans planning to work during retirement, small business ownership is being seen as an option.

Small business owners with long-term counselors reporter greater sales, hire more workers and reporter a longer lifespan for their enterprise.

SBA and AARP will provide the training and mentoring services older entrepreneurs need to successfully start and grow businesses and create jobs, according to a release. 

# State Police offer crime tip app

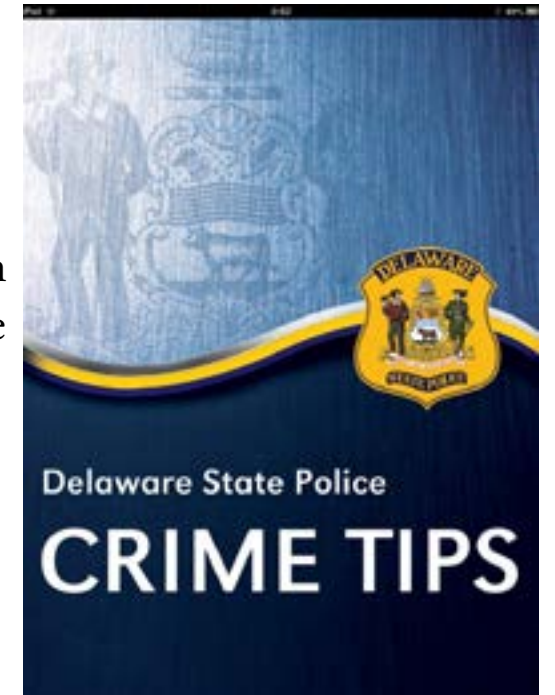
The Delaware State Police in conjunction with Delaware Interactive, LLC have just launched a new mobile Tip Line application on both Android and Apple iOS platforms.

Troopers receive crime tips from email, a toll-free hotline, and an online submission through its website. The new Mobile Tip Line provides an additional method that allows anyone anyone to submit a crime tip straight from their mobile device.

The app is free to both Android and iOS users and available for download at <http://www.delaware.gov/apps/>

The DSP Tip Line application provides a mobile solution for accepting crime tips allowing users to

**Continued on next page**




# Crime tip app released

## From previous page

report information such as location, activity description, subject description, vehicle description, and even a photograph. The user also has the option to submit anonymously. All crime tips are passed directly to the DSP team via an email to preapproved recipients.

Apart from the mobile application, anyone who wishes to submit a tip may do so by calling the toll-free number 800-TIP-3333, emailing the DSP directly at [crimestoppers@state.de.us](mailto:crimestoppers@state.de.us) or by submitting an online form located at <https://www.tipsubmit.com/WebTips.aspx?AgencyID=346>

“The Delaware State Police continue to utilize technology as a force multiplier to combat and solve crime,” said Sergeant Paul G. Shavack, director of public information for the Delaware State Police. “By the use of smart phone technology, we want to make it as easy and convenient as possible to provide anonymous tips on crimes and criminal activity. When the public becomes involved and provides crime tips, it helps keep their communities safe.”

This mobile application responds to the administration’s eGovernment directive for enhanced citizen access. “We’re committed to creating new and convenient eGovernment tools for Delaware,” said Greg Hughes, Director of the Delaware Government Information Center (GIC), which leads eGovernment efforts in the First State. 

# National Pump opens in New Castle

**N**ational Pump & Compressor is leasing 12,880 square feet in the Creekwood Corporate Center at 900 W. Basin Road in New Castle.

after additional offices open in this region, this location will serve as the NPC regional office,” said Otto Steffers, northeast regional manager.

The office is in a complex near the News Journal building. It is the first for the company in Delaware, which provided equipment that helped pump out water in New York City after Hurricane Sandy tore through the region.




National Pump & Compressor is a Beaumont, Texas based company that provides pumps, compressors, dryers and related equipment to businesses and municipalities. Further information on the company is [available here](#).

The new facility will assist in the company’s disaster relief initiative, as well as serve industrial, construction, and municipal industries in the Greater Philadelphia area. National Pump and Compressor will employ 15 persons at this location. NPC has 33 locations throughout the United States with four additional locations in Canada. The company has been in existence since 2007.

“Our location at 900 West Basin Road in New Castle marks the beginning of our expansion into the northeast. Eventually,

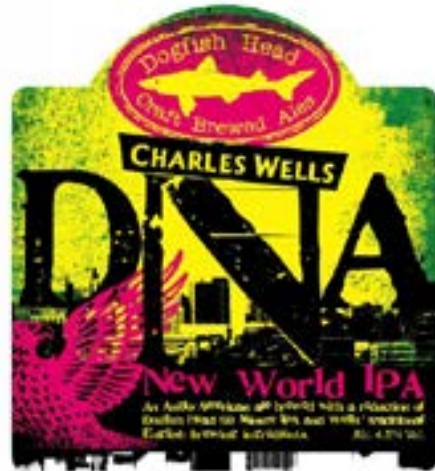
“We are thrilled to welcome National Pump to Delaware, as they bring value-adding products, jobs, and services to the local economy,” said E. Thomas Harvey, president of Harvey Hanna.

Harvey, Hanna & Associates, Inc. (HHA) is a full service commercial real estate redevelopment company offering 3 million square feet of commercial, retail, and industrial real estate in Delaware. 

## British Dogfish Head; Vodka with Chesapeake touch

**D**ogfish Head Craft Brewery is teaming up with a British company on two brews.

The Milton company and Charles Wells will collaborate on DNA New World IPA, an India pale ale and DNA UK. New World will be brewed in England.



DNA New World became available in England on cask on April 1 and will be bottled and put in kegs later this year.

On the other side of the Atlantic, Dogfish Head will brew a cask IPA using a yeast strain from Charles Wells. DNA UK will debut at Philadelphia Beer Week in June. A team from both breweries will be on hand to celebrate the release, according to the Dogfish Blog. DNA will be sold overseas.

“We have a mutual respect for Charles Wells,” says Dogfish President Sam Calagione. “It’s been great to work on this project together. We have a flair for originality and doing things a bit differently, and it’s been terrific to explore a new addition to our craft beer range through such an exciting brewing initiative.”

### Vodka with a Chesapeake touch

**A**ndrew Auwerda, Maryland resident, University of Maryland alumnus, and proprietor of Philadelphia Distilling, announced the release of his company’s newest offering, The Bay Seasoned Vodka. Auwerda resides in Warwick, Md, near



Middletown, Del. The Bay features a proprietary blend of traditional spices and sea salt. It is a four-times distilled vodka highlighted by a blend of classic seafood seasonings familiar to lovers of the U.S. Eastern Seaboard for nearly 80 years, according to a release. The words Old Bay come to mind.

“It doesn’t matter if you’re from the region or a visitor,” said Auwerda. “If you spend time on the Chesapeake Bay, these flavors become part of your life. That’s what happened to me when I went to college in Maryland. It’s about time spent with friends on the water – cocktails, mounds of fresh blue crabs – it’s the good life made easy.”

The Bay Seasoned Vodka retails for \$26, for a one liter bottle and is now being distributed on the East Coast. Philadelphia Distilling was founded in March of 2005 as the first craft distillery to open in Pennsylvania since Prohibition.

**From previous page**

# Pickled Pig holds Delaware Beer Week

From previous page

Founders are Auwerda, Timothy Yarnall and Master Distiller Robert Cassel. Beginning with Bluecoat, American Dry Gin in 2006, Philadelphia Distilling added Penn 1681 Rye Vodka in 2008, Vieux Carre Absinthe Superieure in 2009, the XXX Shine whiskey range in 2011.

## Delaware brews only on tap

The popular Pickled Pig gasbtopub on Coastal Highway in Rehoboth Beach is having a Delaware Beer Week this week.

According to a posting from the Cape Gazette, only Delaware brews will occupy the taps at the establishment. The price will be \$3.02. Get it?



# Maryland Live taking bite out of casino revenues


**M**aryland Live continues to take a bite out of Delaware casinos and Hollywood Casino west of the Delaware line.

Maryland Lottery officials reported Hollywood Casino Perryville generated nearly \$9.5 million from both slot machines and table games in March. Gross gaming revenue per unit per day was: \$225.37 for slot machines and nearly \$4 million for table games. Hollywood Casino, near the Baltimore-Washington International Airport, saw revenues drop with the opening of Maryland Live. It also struggles with tolls across the Susquehanna River.

The Baltimore-Washington area is also a key market for Delaware casinos, which don't release monthly figures, but have seen revenues drop. The drawing power of Maryland Live also extends to Atlantic City, N.J., which has also struggled with casino revenues.

Hollywood Casino's March 2013 revenue decreased by \$4.3 million or 34.57% from March 2012. Hollywood Casino Perryville operates 1,148 machines and 20 table games. Table games opened in early March.

The Casino at Ocean Downs, in the Ocean City, Md. area generated nearly \$4 million in revenue in March. The gross gaming revenue per machine per day was \$159.22. The Casino at Ocean Downs' March 2013 revenue decreased by \$130,622 or 3.2% from March 2012. The casino operates 800 machines.

By contrast, Maryland Live Casino generated \$44.6 million in March. Gaming revenue for each machine per day was \$348.55. Maryland Live operates 4,129 machines. In a year-to-year comparison, minus Maryland Live, which opened in June 2012. March 2013 casino revenue decreased from March 2012 by \$4.4 million or 26.7 percent.. 

**Click here to get the Business Bulletin  
delivered weekly to your email In box.**



# Documentary highlights Delaware agriculture

## History, present-day farming explored

**D**elaware agriculture is highlighted in a new documentary sponsored by the state Department of Agriculture and Delaware Humanities Forum.

The 30 minute film, “Delaware Agriculture: Farming in the First State,” introduces viewers to the history of the state’s agricultural industry and modern-day farming.

It features decades of historic photographs and new interviews with six Delaware farmers and footage of their apple orchards, grain farms, poultry operations and more.

“Farming in Delaware has a long and proud history, matched only by the strength and success of our farmers today,” said Secretary of Agriculture Ed Kee, an agricultural historian who narrates the film. “This documentary will help introduce Delaware residents to their farmers and neighbors next door,



building awareness about the contributions and challenges of agriculture today.”

The film was created and produced by Wilmington-based Teleduction and its nonprofit initiative, Hearts and Minds Film.

The Delaware Farm Bureau and MidAtlantic Farm Credit also provided support.

The film features farmers Stanley C. West of Milford, a lima bean grower; Jim and Janet Mitchell of Woodside Farm Creamery, Hockessin; Curt Fifer of Fifer Orchards, Camden-Wyoming; Charlie

Smith of T.S. Smith & Sons, Bridgeville; Mark Collins of DMC Farms, Laurel, a watermelon grower; Charles Postles of Milford, a poultry farmer; Larry and Mike Jester of Jester Farms, grain farmers from Middletown; and Brandon and Ashley Bonk of Wheel of Fortune Farm, Leipsic.

It also highlights historic images from the Delaware Public Archives and footage from Historic Lewes Farmers Market, Delaware State Fair and the Delaware Agricultural Museum and Village.

Initial funding for the film was provided by the Delaware Humanities Forum, a nonprofit educational grant-making organization that is the state affiliate of the National Endowment for the Humanities.

The film will be featured on WHYY-TV later this spring and shown at an upcoming series of public events through the Delaware Humanities Forum. The trailer is currently online at [Content Delaware](#).



# Perdue denies allegations in animal rights lawsuit

[Perdue Farms](#) has responded to a lawsuit filed by the Humane Society of the United States over its poultry-raising practices.

“This is HSUS’s third attempt to discredit our Poultry Welfare program after their earlier efforts were dismissed. The judge gave them an

opportunity to come back with a more specific complaint, which is what they have now done. Perdue stands by our USDA Process Verified Program Humanely Raised claim and we plan to vigorously defend ourselves,” according to a statement from the company that has operations in Delaware and Delmarva.

Perdue, a family-owned company, is based in Salisbury, Md.

The statement reported that the lawsuit against Perdue Farms is in reference to our Humanely Raised Process Verified Program. The statement went on to describe the society as a “radical, pro-vegan animal-rights group opposed to raising animals for food production and is in no way associated with the local humane societies that run animal shelters. They take exception to all forms of modern animal agriculture and it is obvious that is the reason for this lawsuit.”



## Charley's Steaks opens in Dover

Charley's Philly Steaks has opened in Dover Mall.

In addition to offering grilled Philly cheese steaks, sandwiches and subs, its menu includes chicken fingers, salads, French fries, soft drinks, ice cream and other desserts.

The food court addition is also expected to offer breakfast fare.

The eatery opened last month.



# CrossFit opens on riverfront


**W**ilmington Mayor Dennis P. Williams visited CrossFit Riverfront, the area's largest CrossFit and performance facility, as the business hosted the grand opening of its new gym at 512 South Justison Street.



The new 12,000 square foot facility offers a variety of health and fitness options. Equipment includes kettle bells, medicine balls, barbells, gymnastics rings, yokes, atlas stones, tractor tires, sleds, prowlers, slam balls, plyometric boxes, axel barbells, rowing machines, reverse hyper machines, rogue pull-up rigs and Olympic lifting stations.

CrossFit Riverfront trains all members to become as fit as possible, using tested means of general physical preparedness, according to a release.

“CrossFit Riverfront is a very popular fitness facility and we need to celebrate their success and growth,” said Williams. “We always want to encourage entrepreneurship and small businesses in Wilmington.”


For information visit their [website](#). 

# Gordon orders halt to sewer project

**N**ew Castle County Executive Tom Gordon ordered a halt the construction of the Governor Printz Interceptors Project. New Castle County will begin to work with contractors and the Department of Transportation to reopen Governor Printz Boulevard just south of the Stockdale curve.

Since taking office in November, Gordon has received complaints about the rerouting of traffic from Governor Printz Boulevard resulting from this project. Working in conjunction with Councilman John Cartier and members of the senior staff of New Castle County Special Services, Gordon decided to make the change.

Gordon ordered that the road be reopened as soon as possible. “The people of this area have been inconvenienced long enough” Gordon said. “Our Special Services team has worked tirelessly to try to resolve the issues with this project, but we all agree it is best to go back to the drawing board.”

The Governor Printz Interceptors Project got under way 2010 as part of an effort to improve the sewer system in the area near Wilmington. The portion of Governor Printz Boulevard at issue is near several sensitive utility lines. Construction has been halted several times due to excessive soil movement. 



## DRBA names chief engineer

Delaware River and Bay Authority officials announced that **Shoukry Elnahal**, was selected to be the agency's new Chief Engineer.



**Elnahal**

Elnahal is responsible for Authority-wide infrastructure engineering and construction activities, including developing and directing strategic planning of construction and renovations at all DRBA facilities. The chief engineer is also a key player in the development of the agency's capital improvement program.

Prior to joining the authority, Elnahal served as the Director of the Accelerated Bridge Program for the past four years at the Massachusetts Department of Transportation Highway Division in Boston. Fifteen months after joining MassDOT, Shoukry gained additional responsibilities and was promoted to the position of Deputy Chief Engineer.

For three decades, Shoukry worked for the Federal Highway Administration (FHWA) in a number of capacities, each with an increasing level of responsibility.

A licensed engineer for almost 40 years, Elnahal began his professional career at the Virginia Department of Transportation (VDOT) in 1970.

## NASA chief to speak at DSU graduation

Delaware State University will feature **Charles Frank Bolden, Jr.**, the first African American to serve as the Administrator of the National Aeronautics and Space Administration (NASA) as **Bolden** the keynote speaker of its 2013 Commencement Ceremony on May 19.



Nominated by President Barack Obama and confirmed by the U.S. Senate, retired Marine Corps Maj. Gen. Charles Frank Bolden, Jr., began his duties as the 12th Administrator of the NASA on July 17, 2009. In that top post, he leads the NASA

team and manages its resources to advance the agency's missions and goals.

Bolden's confirmation marked the beginning of his second stint with the nation's space agency. His 34-year career with the Marine Corps included 14 years as a member of NASA's Astronaut Office. After joining the office in 1980, he traveled to orbit four times aboard the space shuttle between 1986 and 1994, commanding two of the missions. His flights included deployment of the Hubble Space Telescope and the first joint U.S.-Russian shuttle mission.

Prior to Bolden's nomination for the NASA Administrator's job, he was employed as the CEO of JACKandPANTHER LLC, a small business providing leadership, military and aerospace consulting, and motivational speaking.

Bolden earned a bachelor of science degree in electrical science in 1968 and was commissioned as a second lieutenant in the Marine Corps. After completing flight training in 1970, he became a

**Continued on next page**

## From previous page

naval aviator. Bolden flew more than 100 combat missions in North and South Vietnam, Laos, and Cambodia, while stationed in Namphong, Thailand, from 1972-1973.

After returning to the U.S., Bolden served in a variety of positions in the Marine Corps and NASA, including serving as a general and later major general before retiring in 2003. He was inducted into the U.S. Astronaut Hall of Fame in May 2006.

## Farmer speaking at UD commencement

**Dr. Paul Farmer**, a medical anthropologist and physician who has dedicated his life to improving health care for the world's poorest people, will speak at the University of Delaware's Spring Commencement, scheduled at 9 a.m., Saturday, May 25, in Delaware Stadium on the Newark campus.

Commencement is an outdoor ceremony, held rain or shine, and is open to the public. Farmer is a

founding director of Partners in Health (PIH), an international nonprofit organization that, since 1987, has provided direct health care services and undertaken research and advocacy activities on behalf of those who are sick and living in poverty.



**Farmer**

Farmer's work in Haiti and elsewhere has been chronicled in Tracy Kidder's best-selling book, *Mountains Beyond Mountains: The Quest of Dr. Paul Farmer, A Man Who Would Cure the World*, and he also plays a key role in Kidder's subsequent book *Strength in What Remains*, which was UD's 2010 First Year Common Reader.

In 1983, while he was still a student, Farmer began a lifelong commitment to Haiti, working with dispossessed farmers in Haiti's Central Plateau. Starting with a one-building clinic in the village of Cange, Partners in Health's project in Haiti has grown to a multi-service health complex that includes a primary school, an infirmary, a surgery wing, a training program for health outreach

workers, a 104-bed hospital, a women's clinic and a pediatric care facility.

Over the past 20 years, PIH has expanded operations to 12 sites throughout Haiti and 12 additional countries around the world. The work has become a model for health care for poor communities worldwide. He has written extensively on health, human rights and the consequences of social inequality.

## Top LinkedIn profile

The Middletown Area Chamber of Commerce Board of Directors (MACC) announced that their organization's Executive Director, **Roxane Ferguson** was honored recently by social media platform LinkedIn as one of their top 1% viewed LinkedIn profiles for 2012.

[LinkedIn](#) officially obtained 200 million members and congratulated Ms. Ferguson on her efforts in assisting the organization in reaching that milestone. The MACC utilizes social media platforms facebook, LinkedIn and Twitter as part of

**Continued on next page**

## From previous page

their marketing initiatives. MACC President Tony Martina said, “Social media is an integral part of our Chamber for keeping members and the community apprised of news and events. Having a media maven like Roxane on staff is key to our success in remaining in the forefront of the technology revolution.”

## McCormick promoted at TD

TD Bank promoted **Heather S. McCormick** to Vice President, Senior Treasury Management Officer in Treasury Management Services in Philadelphia and South Jersey. She will continue to be responsible for growing and managing Treasury Management relationships in the tri-state area by offering solutions to business customers and creating strong and productive partnerships.

McCormick manages commercial, non-profit and government relationships in Philadelphia and Atlantic/ Cape May, N.J., and also serves as Treasury Management relationship officer for commercial real estate clients in New Jersey, Pennsylvania and Delaware.

McCormick joined TD Bank in 2000 and has more than 12 years of experience in finance and banking. 



**McCormick**

# 600 without gas after contractor cuts line

**W**ork is under way to restore gas service to 600 customers after a contractor struck a line.

The gas line was in the Washington Park section in the city of New Castle. Delmarva Power immediately dispatched emergency repair crews to the scene, turned off natural gas service to the area and began repairing the system.

Delmarva Power estimates that more than 600 customers, including the subdivisions of Washington Park, Castle Ridge, and Deemer's between 14th Street and the railroad crossing on Washington Avenue, will be without natural gas service into today.


The company is utilizing all of its resources to minimize the duration



**Know what's below.  
Call before you dig.**

of the outage, mitigate the incident and work with local officials and partners to keep the public safe, according to a release.

The gas line cut came as Delmrva undertakes its annual campaign that asks consumers and contractors to check first before digging.

Delmarva Power provides gas service in New Castle County and electrical service in all three counties in Delaware and the Upper and Eastern Shore of Maryland. 

*Editor's note: Business licenses are issued as a revenue source by the State of Delaware.*

**A DUIE PYLE INC**  
**A REGISTERED AGENT INC**  
 PROFESSIONAL SERVICES-  
 INCORPORATOR 1521  
 CONCORD PIKE STE 303  
 WILMINGTON DE 19803-3644

**A ROLL ABOVE INC**  
 CONTRACTOR-RESIDENT  
 138 DUTTON CT NEW CASTLE  
 DE 19720-5415

**A S A P INSULATION INC**  
 CONTRACTOR-RESIDENT  
 3019 MCDANIEL LN  
 NEWARK DE 19702-4506

**A S CONTRACTING LLC**  
 CONTRACTOR-NON-  
 RESIDENT 2300 W 4TH ST STE  
 E102 CHESTER PA 19013-2552

**A S ENTERPRISES INC**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED  
 1/1/13 12/31/13  
 206 W MONROE AVE NEW  
 CASTLE DE 19720-2520

**A S JACONO LLC**  
 CONTRACTOR-RESIDENT  
 865 VANCE NECK RD  
 MIDDLETOWN DE 19709-9135

**A S P ENTERPRISES INC**  
 ASP ENTERPRISES, INC.  
 PROFESSIONAL AND/OR  
 PERSONAL SERVICES 8982  
 MORNING GLORY FARMS RD

LAUREL DE 19956-3981

**A S SALES INC**  
 CONTRACTOR-NON-  
 RESIDENT 458 S PICKETT ST  
 ALEXANDRIA VA 22304-4706

**A SCHULMAN INC**  
 WHOLESALER-ANY PRODUCTS  
 3550 W MARKET ST FAIRLAWN  
 OHIO 44333-2699

**A SHORE PROPERTY**  
 PROFESSIONAL AND/OR  
 PERSONAL SERVICES 36883  
 JAHNIGEN DR FRANKFORD  
 DE 19945-4591

**A SOURCE TRANSPORTATION**  
 INC TAXICAB/BUS OPERATOR  
 178B N DUPONT HWY  
 DOVER DE 19901-4264

**A STICH IN TIME; BY JUDY**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 1400  
 PHILADELPHIA PIKE STE A1  
 WILMINGTON DE 19809-1863

**A STITCH IN TIME INC**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 101  
 HARRISON AVE NEW CASTLE  
 DE 19720-2526

**A STREET PROPERTIES LLC**  
 COMMERCIAL LESSOR  
 1/1/13 12/31/13

330,332,338 NEW CASTLE AVE  
 WILMINGTON DE 19801

**A T & T CORP**  
 PROFESSIONAL AND/OR  
 PERSONAL SERVICES

1/1/13 1010 N SAINT MARYS ST  
 RM 9-S50 SAN ANTONIO TX  
 78215-2109

**A T BUILDERS INC**  
 CONTRACTOR-NON-  
 RESIDENT 2271 GARRETT RD  
 DREXEL HILL PA 19026-1101

**A T CHADWICK CO INC**  
 CONTRACTOR-NON-  
 RESIDENT 100 DUNK'S FERRY  
 RD 100 DUNKSFERRY RD  
 BENSALEM PA 19020-6597

**A TASTE OF HEAVEN LLC**  
 RETAILER-FOOD (EXCEPT  
 RESTAURANT) 4867 N DUPONT  
 HWY STE A DOVER DE  
 19901-2348

**A TEAM CONSTRUCTION LLC**  
 CONTRACTOR-RESIDENT  
 17899 WINDWARD DR  
 LEWES DE 19958-4140

**A TEAM SOLUTIONS**  
 PROFESSIONAL AND/OR  
 PERSONAL SERVICES 12507  
 MARLOW RD FULTON MD  
 20759-9779

**A THOUSAND GRACES INC**  
 PROFESSIONAL AND/OR  
 PRSL SRVCS-UNCLASSIFIED  
 308 MARKET ST LEWES DE  
 19958-1306

**A TO Z BOOKKEEPING**  
 PROFESSIONAL AND/OR  
 PERSONAL SERVICES 115  
 ROUND HILL RD KENNETT  
 SQ PA 19348-2607

**A TO Z CYCLES INC** RETAILER-  
 VARIOUS PRODUCTS 13  
 BARONS CT DOVER DE  
 19901-6135

**A TO Z HANDYMAN**  
**SERVICES** CONTRACTOR-  
 NON-RESIDENT 35 N  
 PENDLETON CT FREDERICK  
 MD 21703-6140

**A TO Z IN HOME TUTORING**  
**LLC** PROFESSIONAL AND/OR  
 PRSL SRVCS-UNCLASSIFIED  
 64 E BROADWAY BLVD  
 TUCSON AZ 85701-1720

**A TO Z INCOME TAX**  
**SERVICE** PROFESSIONAL SERVICES-  
 INCOME TAX CONSULTANT  
 1803 W 4TH ST WILMINGTON  
 DE 19805-3419

**A TO Z INCOME TAX SERVICE**  
**LLC** PROFESSIONAL SERVICES-  
 INCOME TAX CONSULTANT  
 1447 S GOVERNORS AVE  
 DOVER DE 19904-7017

**A TO Z INSURANCE LLC**  
 PROFESSIONAL SERVICES-  
 INCOME TAX CONSULTANT  
 117 W NORTH ST  
 GEORGETOWN DE 19947-2134

**A TO Z LANDSCAPING**  
**SERVICES INC** PROFESSIONAL  
 AND/OR PRSL SRVCS  
 UNCLASSIFIED 11 LEWIS CIR  
 WILMINGTON DE 19804-1618

**A TOUCH OF AMBIANCE,**  
**LLC** PROFESSIONAL AND/

OR PRSL SRVCS-UNCLASSIFIED  
 114 ROSEMARY CT BEAR DE  
 19701-6015

**A TOUCH OF CLASS,**  
**LLC** PERSONAL SERVICES-  
 MANICURIST 1 LIBERTY PLZ  
 LOWR NEWARK DE 19711-5589

**A TOUCH OF ELEGANCE**  
 LIMO SVC INC TAXICAB/BUS  
 OPERATOR 53 COLLINGSDALE  
 AVE NEW CASTLE DE  
 19720-1571

**A TOUCH OF GLASS, LLC**  
 RETAILER-VARIOUS PRODUCTS  
 880 HAZLETTVILLE RD  
 DOVER DE 19904-5543

**A TOUCH OF GRASS LLC**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 27 S  
 SYCAMORE ST  
 WILMINGTON DE 19805-3740

**A UNIQUE EXPERIENCE**  
 BOTTLE RECYCLING FEE 807 N  
 SHIPLEY ST FL 1 WILMINGTON  
 DE 19801-1713

**A V A CONSTRUCTION INC**  
 CONTRACTOR-RESIDENT  
 22 DELAWARE STREET 122  
 DELAWARE ST NEW CASTLE  
 DE 19720-4814

**A VISIBLE DIFFERENCE,**  
**INC.** CONTRACTOR-NON-  
 RESIDENT 407 IRENE WAY  
 STEVENSVILLE MD 21666-2617

**A W INDUSTRIES INC**  
 WHOLESALER-FURNITURE

& FIXTURES 8415 ARDWICK  
 ARDMORE RD LANDOVER  
 MD 20785-2302

**A W LARRIMORE CRANE &**  
**CONTRACTOR-RESIDENT**  
 BACKHOE SERV 27147  
 WOODLAND RD SEAFORD  
 DE 19973-6961

**A W LAYMAN MACHINE CO**  
 PERSONAL SERVICES-GENERAL  
 REPAIRPERSON 327 7TH AVE  
 WILMINGTON DE 19805-4763

**A W LOOKUP CORPORATION**  
 PROFESSIONAL SERVICES-  
 ENGINEER 500 FAYETTE ST STE  
 100 CONSHOHOCKEN PA  
 19428-1795

**A WALK IN THE PARK**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 2412  
 DORVAL RD WILMINGTON  
 DE 19810-3529

**A WALK THRU TIME INC**  
 RETAILER-VARIOUS PRODUCTS  
 305 BEHRINGER AVE MILTON  
 DE 19968-1225

**A WAY OF LIFE INC**  
 WHOLESALER-ANY PRODUCTS  
 1904 COASTAL HWY STE C7  
 DEWEY BEACH DE 19971-2353

**A WHIMSICAL TOUCH LLC**  
 PROFESSIONAL AND/OR  
 PRSL SRVCS-UNCLASSIFIED  
 305 W CLEARVIEW AVE  
 WILMINGTON DE 19809-1739

**Continued on next page**

## From previous page

**A WILS DELIVERY SVC LLC**  
 DRAYPERSON/MOVER 2404 W  
 6TH ST WILMINGTON DE  
 19805-2925

**A WORLD OF TRAVEL  
 ENTERPRISES TRAVEL**  
 AGENCY 118 EMERALD RIDGE  
 DR BEAR DE 19701-2281

**A YERGER INC CONTRACTOR-**  
 NON-RESIDENT 4 RALEIGH CT  
 POTTSTOWN PA 19464-7206

**A,I, & J INVESTMENTS LLC**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 200  
 SOUTHERN BLVD WYOMING  
 DE 19934-1028

**A-1 AIR CONDITIONING  
 HEATING & CONTRACTOR-**  
 RESIDENT 3 GREGG AVE  
 NEWPORT DE 19804-3203

**A-1 AUTO GLASS INC**  
 PERSONAL SERVICE-MOTOR  
 VEHICLE SERVICE 409 NE  
 FRONT ST MILFORD DE 19963-  
 1435

**A-1 AUTO PARTS & SALES  
 INC PERSONAL SERVICES-**  
 SALAVAGE YARD OPERATOR  
 MOTOR VEHICLE DEALER  
 410 GARASCHE LN  
 WILMINGTON DE 19801-5523

A-1 AUTO SALES  
 (DELAWARE)  
 WHOLESALER-TRANSPORTATION

EQUIPMENT MOTOR VEHICLE  
 DEALER 13 PIKE PL NEWARK DE  
 19702-2741

**A-1 CLEANERS LLC**  
 PERSONAL SERVICES-SELF SVC  
 LAUNDRY/DRY CLEAN 1660 S  
 GOVERNORS AVE DOVER DE  
 19904-7004

**A1 CONSTRUCTION & HOME  
 CONTRACTOR-RESIDENT**  
 IMPROVEMENT LLC 112 CEDAR  
 AVE NEWARK DE 19711-4716

**A1 DASH INC LLC**  
 RETAILER-PETROLEUM  
 PRODUCTS TOBACCO  
 PRODUCTS RETAILER  
 BOTTLE RECYCLING FEE  
 380 E CHESTNUT HILL RD  
 NEWARK DE 19713-2759

**A1 FINANCIAL SOLUTIONS  
 LLC PROFESSIONAL AND/OR**  
 PRSL SRVCS-UNCLASSIFIED 3017  
 STODDARD PL WILMINGTON  
 DE 19802-3226

**A-1 KEVINS LANDSCAPING INC**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 620 W  
 SOUTH ST SMYRNA DE 19977-  
 1204

**A-1 SANITATION SERVICE  
 INC LESSOR OF TANGIBLE**  
 PERSONAL PROPERTY  
 PROFESSIONAL AND PRSL  
 SRVCS-UNCLASSIFIED  
 COMMERCIAL LESSOR 1009  
 RIVER RD NEW CASTLE DE  
 19720-5103

**A-1 TILE LLC CONTRACTOR-**  
 NON-RESIDENT 2110 MAYS  
 LANDING RD TRLR 215  
 MILLVILLE NJ 08332-1161

**A1 WASTE SVCS INC**  
 DRAYPERSON/MOVERN 836  
 POSTLES CORNER RD LITTLE  
 CREEK DE 19961

**A-1 WIRELESS LLC RETAILER-**  
 ELECTRICAL GOODS 1379 W  
 CHESTNUT HILL RD STE 1  
 NEWARK DE 19713-1119

**A1A CONTRACTING LLC**  
 CONTRACTOR-RESIDENT 15257  
 ROBINSON DR MILTON DE  
 19968-3785

**A2J GROUP LLC**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 5450  
 DORAL DR WILMINGTON  
 DE 19808-2625

**A2Z ENVIRONMENTAL GROUP  
 LLC CONTRACTOR-NON-**  
 RESIDENT 250 S KRESSON ST  
 BALTIMORE MD 21224-2615

**A2Z PROPERTY MANAGEMENT  
 LLC PROFESSIONAL AND/OR**  
 PRSL SRVCS-UNCLASSIFIED  
 PO BOX 1376 HOCKESSIN DE  
 19707-5376

**A3C HOSPITALITY, LLC BULLS**  
 EYE SALOON & RESTAURANT  
 RETAILER-RESTAURANT  
 3734 KIRKWOOD HWY  
 WILMINGTON DE 19808-5106

**A4 INCORPORATED OF  
 DELAWARE INC RETAILER-**  
 MACHINERY EQUIPMENT &  
 SUPPLIES 11 MARKHAM CT  
 HOCKESSIN DE 19707-1202

**AA & A CONTRACTING INC**  
 CONTRACTOR-RESIDENT  
 606 RED TIMBER LN SMYRNA  
 DE 19977-2544

**AA ELECTRIC CONTRACTOR-**  
 RESIDENT 100 N HUNTER  
 FORGE RD NEWARK DE 19713-  
 1111

**A&A FARM INC**  
 MANUFACTURER-VARIOUS  
 PRODUCTS 22288 COVERDALE  
 RD SEAFORD DE 19973-7036

**AA NEWSSTAND INC**  
 BOTTLE RECYCLING FEE  
 2811 PHILADELPHIA PIKE  
 CLAYMONT DE 19703-2506

**AA PARK PLACE SOLUTIONS**  
 PROFESSIONAL AND/OR  
 PERSONAL SERVICES 1 RITA ST  
 NEW PALTZ NY 12561-2117

**AA RELAXATION INC**  
 PROFESSIONAL AND/OR  
 PERSONAL SERVICES 33  
 CHESTNUT HILL PLZ  
 NEWARK DE 19713-2701

**A&A TILE AND COPING,  
 INC CONTRACTOR-NON-**  
 RESIDENT 4307 DILLON RD  
 DOYLESTOWN PA 18902-9632

**AAA & ABC ANIMAL SERVICE**

OF DE PROFESSIONAL AND/OR  
 PRSL SRVCS-UNCLASSIFIED 504  
 N LINCOLN ST WILMINGTON  
 DE 19805-3012

**AAA AFFORDABLE DRILLING  
 & SAWING CONTRACTOR-**  
 NON-RESIDENT PO BOX 187  
 HAINESPORT NJ 08036-0187

**AAA BROKERS GROUP  
 INC WHOLESALER-**  
 TRANSPORTATION  
 EQUIPMENT 601 CORNELL DR  
 UNIT G7 WILMINGTON DE  
 19801-5789

**AAA CASH4U LOANS INC**  
 FINANCE OR SMALL LOAN  
 AGENCY 18675 COASTAL HWY  
 UNIT 2 REHOBOTH BCH DE  
 19971-6146

**AAA COMMUNICATIONS INC**  
 CONTRACTOR-RESIDENT 107  
 WINFRED DR FELTON DE 19943-  
 5569

**AAA DRY FOAM PROF  
 CLEANING INC**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 906  
 PROVIDENCE AVE CLAYMONT  
 DE 19703-1863

**AAA FAST CASH INC** 2860  
 OGLETOWN RD BLDG 6-2  
 NEWARK DE 19713-1820

**AAA FOLEY APPRAISALS LLC**  
 PROFESSIONAL AND/OR  
 PERSONAL SERVICES 36 FOLEY  
 RD WARWICK MD 21912-1007

**AAA HOLDINGS LLC**  
 FIRST AMERICA CREDIT  
 PROFESSIONAL SERVICES-  
 PUBLIC ACCOUNTANT 2655  
 FURY CT RENO NV 89521-  
 6230

**AAA LINERS & COVERS**  
 EXPERTS CORP CONTRACTOR-  
 NON-RESIDENT 16 SOUTH AVE  
 W OFC 118 CRANFORD NJ  
 07016-2695

**AAA MAINTENANCE SVCS LLC**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 432 E  
 MARKET ST GEORGETOWN  
 DE 19947-2266

**AAA MID-ATLANTIC AUTO  
 GLASS LLC RETAILER-VARIOUS**  
 PRODUCTS 200 COMMERCE DR  
 NEWARK DE 19713-6804

**AAA MID-ATLANTIC INC**  
 TRAVEL AGENCY 1201 NEW  
 CHURCHMAN'S RD NEWARK  
 DE 19702

**AAA MID-ATLANTIC INC**  
 PROFESSIONAL AND/OR  
 PRSL SRVCS-UNCLASSIFIED  
 RETAILER-VARIOUS PRODUCTS  
 TRAVEL AGENCY 55  
 GREENTREE DR DOVER DE  
 19904-2685

**AAA MID-ATLANTIC INC**  
 PROFESSIONAL AND/OR PRSL  
 SRVCS-UNCLASSIFIED 1 RIVER  
 PL WILMINGTON DE 19801-  
 5125 