



Task Force reports findings. 4

This week



Data network expanding. 8

Utility president welcomes look at reliability requirements 13



Senators seek tax break for smaller brewers 18



FRIENDLY'S RETURNS

New Friendly's CEO John Maguire had not been on the job very long when he got the call about the Middletown restaurant fire.

The blaze was another piece of bad news for the ice cream maker and family restaurant chain that had seen its share of adversity.

Maguire - former chief operating officer for fast-growing bakery and restaurant chain Panera - was brought

Continued on next page

Middletown restaurant rolls out new decor, strategy

Photo courtesy of Friendly's



Nearly 100 Friendly's within 100-mile radius

From previous page

in to turn around a household name in New England and other areas of the East Coast. Founded in 1935, Friendly's and a succession of owners had struggled in a competitive business where concepts can get stale in a hurry.



Maguire

In 2011, the restaurant company and ice cream maker filed for Chapter 11 bankruptcy protection and shed about 100 stores.

The total restaurant count now stands at about 350 in an area from Maine to Florida and as far west of Ohio.

“It’s an iconic brand,” says Maguire, who has fond memories of Friendly’s while growing up and later bringing his own young family to the restaurant.

Maguire says the affection for Friendly’s became clear with the outpouring of support in Middletown for the restaurant and a quick decision by the franchisee to rebuild and find employment at other locations for the affected workers.

The fire, according to published reports, started in mulch outside the restaurant while patrons were inside. No one was injured.

The disaster did offer an opportunity for Friendly’s to showcase a repositioning of the brand that includes a new interior design and a focus on staff training aimed at giving customers a better experience.

Care was taken to emphasize the strong point of any Friendly’s – ice cream. Friendly’s Scoopologist, an employee solely responsible for serving Friendly’s frozen items, was retrained and recertified and now wears a red chef coat and blue apron.

The redesign modernized the interior, but took pains to keep a feeling for the history and memories that come with a community gathering spot.



Friendly’s marks the opening of the Middletown restaurant earlier in the month.

The menu was also upgraded to include a burger bar with a choice of toppings, as well as small portions on some items and lower calorie dining options.

The Middletown Friendly’s, one of more than a dozen operating under the new program, opened earlier this month and according to Maguire is performing well. The same can be said of all of the company’s restaurants in Delaware, the CEO said in a telephone interview.

Continued on next page

TASK FORCE SUGGESTS REFORMS IN NUMBER OF AREAS

The Delaware's Workers' Compensation Task Force – along with business and legislative leaders – made recommendations to Gov. Jack Markell and the General Assembly in an effort to deal with workers compensation rate increases that are viewed as a threat to the state's economic recovery.

The task force was established by the General Assembly and Governor to address the 34% increase in insurance that covers injured workers. The rate increases have increased costs for Delaware businesses and made businesses less competitive in getting construction and other contract work.

Lieutenant Gov. Matt Denn, who worked with

CEO says Friendly's can grow again

From previous page

While the company is best known in New England, nearly 100 Friendly's restaurants operate within a 100-mile radius of Middletown.

Friendly's customer base is largely comprised of families and seniors. According to Maguire, the new menu, décor and emphasis on guest service all aim to bring young adults, empty nesters and other groups to the restaurant.

the General Assembly in 2006 and 2007 to enact workers compensation reforms that cut rates by over 40%, chaired weekly meetings to address the issue and come up with common-sense solutions.

All meetings were open to the public, provided an opportunity for public comment,



Friendly's is also making greater use of social media, such as Facebook, to appeal to younger customers.

Can Friendly's become a bigger player in the family restaurant business. "I have not seen any reason why we cannot grow," Maguire says.



audio-recorded and posted on the Lieutenant Governor's website, along with all documents presented at meetings.

The task force's recommendations fall into four areas and some members disagreed with the findings. You can find out more in the following links posted below:

[Supplement to Task Force Report](#), [Task force comments](#), [State Chamber comment](#), [Workers comp task force report final draft](#)

Findings:

1. Place tighter controls on workers compensation medical costs. These recommendations include a two-year inflation freeze on the fee schedule for medical treatment of workers compensation recipients, a permanent reduction in the inflation rate allowed for hospital treatment of workers compensation recipients, and reductions in allowed reimbursements in a variety of medical categories.

2. Ensure that insurance carriers' requests for rate increases receive a high level of scrutiny. These recommendations include the retention of a part-time attorney to represent businesses during the

Continued on next page


From previous page

workers compensation rate-setting process, and a system to ensure that insurers are diligently enforcing the state's medical cost controls.

3. Make the state's laws encouraging injured workers to return to work more effective.

4. Improve the state's workplace safety program to both increase its usage and ensure that it accurately determines which workplaces are using appropriate safety practices.

The legislative resolution also gave the task force authority to direct the Delaware Compensation Rating Bureau, Inc. (DCRB) to submit factual information to the task force for consideration. The task force used this authority, asking for and receiving hundreds of pages of narrative information and data from the DCRB which was helpful to the task force in reaching its decisions.

The task force is also recommending that the governor and General Assembly keep it in existence, both so that it can consider some issues that it did not have time to discuss during the short time that it had to make recommendations, and so that it can monitor the impact of its recommendations and suggest stricter measures with respect to medical costs if necessary. 



Delmarva announces solar credit spot market auction

Delmarva Power and Light (DPL), announced the dates for the 2013 Solar Renewable Energy Credit (SERC) Spot Market Auction. The application process will begin on May 15th and - applications will be accepted through May 22nd.

SRECs allow generators of renewable energy to sell credits to Delmarva Power for its compliance with state standards for renewable energy development. These credits can add up automatically to solar panel owners and often can be traded and sold like stocks on the stock market.

Through the auction, DPL intends to purchase from 2,000 to 6,000 SRECs to help meet its compliance year 2012/2013 RPS obligations in Delaware. The balance of DPL's obligations will be met by existing arrangements put in place by the company. The company will be accepting bids from generators of renewable energy wanting to sell existing SRECs created based on

generation on or after June 2010.

SRECTrade, Inc. has been selected to act as procurement agent for the auction. The auction will be hosted by SRECTrade at www.SRECDelaware.com and all information regarding the auction will be posted on the site.

SRECTrade will use its leading SREC management platform and apply its market expertise in the execution of the auction. Consistent with the recently completed 2013 SREC Procurement Program, all bids will be entered online at the at www.SRECDelaware.com site.

For more information interested sellers should contact Rick Swink, Delmarva Power's manager energy transactions at 202-872-2430 or Kevin Quilliam of SRECTrade at 877-466-4606.



We've got you covered

**Mobile,
Desktop,
Tablet**

www.delawarebusinessdaily.com

Fibertech to expand network to Kent, Sussex

Fibertech Networks will expand its fiber optic network in Delaware.



enables Fibertech and its customers' unprecedented control, scalability and security of services.

"The expansion of our Delaware network ensures businesses have cost-effective alternatives for their critical bandwidth applications," added Purcell. "We believe that the presence of our network and services will also help enhance economic development initiatives in its capital city and throughout the state of Delaware."

The company currently operates a 160-mile network in the Wilmington area. In meeting new sales agreements, Fibertech will extend its current infrastructure by more than 80 miles from Wilmington, through Dover and into Georgetown.

This expansion comes after company's recent network launch in new markets of Akron, Cleveland, Cincinnati, Dayton and Toledo, Ohio.

John K. Purcell, Fibertech Chairman and CEO said, "This expansion is based on our success in signing up new customers and is another indication that our business growth continues to exceed expectations."

To date, the company has built and owns more than 9,000 route miles of metro networks in 23 markets, and provisions its connectivity solutions on that infrastructure end-to-end. This differentiator

Fibertech's service offering will encompass both dark fiber and optical broadband options to area businesses that have predominately used traditional carrier lines in the past. Fibertech offers network services to education, health care, government and financial institutions, along with and other large and medium-size businesses.

Tesla posts profit

Electric car maker [Tesla](#) posted a profit for the first time in its 10-year history. The performance stood in stark contrast to the troubles of Fisker Automotive, which planned



to build a mid-sized hybrid sedan at the former Boxwood plant west of Wilmington. Fisker has laid off most employees.

Like Tesla, Fisker used a federal loan, but plans to pay off the obligation early. Delaware also lent Fisker \$20 million.

In a letter to shareholders, CEO Elon Musk said the California company posted \$15 million in net income as vehicle production rose above 5,000.

Musk told shareholders that the company continues to work to make the electric vehicle technology more affordable with attractive financing.

"Working with US Bank and Wells Fargo, we
Continued on next page

From previous page

are able to offer many customers the ability to buy a Model S with no money down (net of reimbursement from federal & state incentives) and an effective cost as low as \$580 per month, taking into account savings from not using gasoline. When purchased for business use, the depreciation benefit reduces the effective monthly cost even further to as low as \$350," Musk wrote.

The company plans to produce another model that be even more affordable, Musk wrote.

Tesla recently received an excellent rating from Consumer Reports magazine, a sharp contrast to the magazine's report on the Fisker Karma luxury sedan.

Click on the Tesla e link below to read the full letter. [tesla](#)

Papa Grande's opening this month

SoDel Concepts will open a Latino restaurant in late May.

"[Papá Grande's](#) Coastal Taquería provides an authentic version of Latino cooking and cuisine. From quesadillas and tacos, to ceviches and mole sauces," a posting on the website noted.



"Matt Haley and Corporate Chef Doug Ruley have created a menu reflective of the traditions and home-style roots of the Latin American people, working with renowned chefs at the Texas branch of the Culinary Institute of America."

In partnership with Haley's Global Delaware Fund, SoDel Concepts has pledged that a percentage of all profits from Papá Grande's will go to a scholarship program that will benefit underprivileged Hispanic children.

The new venture will be next to SoDel's Catch 54, on Route 54 in Fenwick Island.

Employer conference on Thursday

Delaware businesses will find topical information about issues affecting their bottom line at the Delaware Department of Labor 10th Employer Conference, May 16, at Chase Center on the Riverfront.

This includes a look at "Delaware's economy: where we've been, where we are and where we're going," information about an improved process for accessing quality workers through Delaware-Job-Link, and current information on the Affordable Care Act, workers compensation, anti-discrimination and labor law.

The conference, on hiatus for about five years, will update businesses about labor law, workers compensation, anti-discrimination, the Affordable Care Act, and other issues affecting the business bottom line. DOL decided to hold the conference because of several new initiatives.

Among these is the newly designed resume builder at Delaware JobLink (www.joblink.delaware.gov), the state's web-based job search and information portal. This will make it easier and faster for employers and skilled workers to find each other.

Registration for the conference is \$125 and the form is available online at delawareworks.com/events/2013-EmployerConference/DOL%20Brochure_Electronic.pdf.

Study: Same-sex marriage will bring \$7 million boost to state

Extending marriage rights to same-sex couples in Delaware will bring an estimated \$7 million to the state and local economy, according to a study released by Angeliki Kastanis, Williams Institute public policy research fellow and M.V. Lee Badgett, Williams Institute research director and professor of economics at the University of Massachusetts, Amherst.

Following passage of the measure in the Delaware State Senate, Gov. Jack Markell immediately signed House Bill 75, making Delaware the 11th state in the union to offer marriage equality.

“Those states that have approved same-sex marriage are already seeing positive economic benefits,” said Badgett. “Other states in the region, such as Massachusetts and Rhode Island, have already legalized same-sex marriage. As Delaware becomes the 11th state to extend marriage to same-sex couples, they will begin to see the economic benefits that other states are already experiencing.”

According to the 2010 U.S. Census, 2,646 same-sex couples live in Delaware. Of those couples, 50 percent will likely marry within the first three years after the passage of marriage equality, if the pattern observed in Massachusetts and elsewhere is repeated.



After accounting for couples who have married in other states, that will translate to the issuance of 767 marriage licenses, the study indicated.

Of the couples that may marry during the first three years, 64 percent of those marriages will occur during the first year, 21 percent during the second year and 15 percent during the third year. Delaware is situated adjacent to Maryland and other New England states that previously allowed marriage for same-sex couples, and the report takes into account the Delaware couples who may have married in other states.

The state's wedding and tourism business will see spending rise by \$7 million, including \$5 million in additional wedding spending and \$2 million in

tourism expenditures made by out-of-town guests.

Although Delaware does not impose a sales tax on purchases in the state, there will be a small direct benefit boost of as much as \$210,000 from this increase in spending through the public accommodations tax.

The boost in travel spending will generate approximately 36 jobs in the state, the study indicated.

This report does not include spending estimates for out-of-state same-sex couples who might travel to Delaware to marry, spending additional funds on wedding planning and tourism during their brief stay. Businesses and individuals also pay taxes on the new earnings generated by wedding spending, providing a further boost to the state budget.

Foes of same sex marriages have claimed the law will increase health care and other benefit costs for employers. The Williams Institute calculates that the impact on taxes would be modest, but positive in terms of government collecting more revenue, according to a recent Bloomberg story.

The study can be viewed [here](#). 

Bill opens door to two additional casinos

Sponsor cites job creation as reason for legislation

In spite of a decline in gaming revenues and requests for the state to get a smaller piece of the action, a lawmaker has revived a plan to add to new casinos in the state.



Williams

Sponsored by Rep. Dennis E. Williams, House Bill 135 would create a nine-member committee comprised of three appointments each from the governor, Senate president pro tempore and House speaker to determine the locations of the casinos. No more than two of each set of appointments can be of the same political party.

“This is a jobs bill, plain and simple,” said Rep. Williams, D-Talleyville. “We have talked about creating good-paying jobs since I was first elected, and this proposal will create thousands of jobs for construction workers and those who would work in the casinos. Nothing out there could bring such

a volume of jobs as quickly as a project like this. We have an obligation as a government to remove obstacles preventing businesses from growing and creating jobs.”

Under the terms of the bill, a Lottery Economic Development Committee would be appointed within 30 days.

Project applications would be submitted 90 to 120 days after the application process begins, and the committee must make its decision on the two locations – by majority vote – within 60 days of the submission deadline. The committee would review each application and take into account the reasonableness of all estimates and the financial viability of each applicant.

The committee’s decision for each location would be based on multiple criteria that includes the impact of a new site on existing casinos and the state economy. The committee’s decision is final and cannot be appealed. The new casinos would not be required to offer horse racing.

Williams noted that Delaware’s existing three casinos have fought back previous attempts to expand gaming within the state. Recently, [Dover Downs Gaming and Entertainment](#), the only publicly traded casino company in Delaware, posted a quarterly loss. Executives have asked for the state to take a smaller piece of the action as competition intensifies with Maryland and Pennsylvania. Backers of expanded gaming have also noted that Delaware never received up-front payments from casinos when slots and later table games were authorized, nor were other operators allowed to enter the state.

“Bringing the free market into play creates competition within Delaware rather than having competition pop up across state lines. We also will be able to capture more of the market that exists outside of Delaware,” Williams said. “This will bring additional revenue to the state to pay for education, public safety and infrastructure improvements.” The bill was assigned to the House Gaming & Parimutuels Committee.

Click on the link below for a copy of the bill.

[HB 135](#) 

Sallie Mae marks 40th anniversary at headquarters

Sallie Mae marked its 40th anniversary at its headquarters near Newark with news that it is adding staff and making a donation to an effort to increase awareness of college education options for youth in the state.

The company employs 1,200 in Delaware and 7,000 nationwide. Monday was the first day for 30 new employees with 90 additional hirings expected in coming months in Delaware.

Sallie Mae officials said the hirings include new jobs, as well as vacancies that occurred when employees moved on to other positions at the student lending company. In a few cases, the company has moved outsourced jobs in-house.

Sallie Mae CEO Albert Lord praised the efforts of Gov. Jack Markell, Delaware Economic Development Office Director Alan Levin and other state officials in working with Sallie Mae.

The company came to the state during the depths of the financial crisis at the end of the decade. The company later opted to move its headquarters out of the Washington, D.C. area.



Eric Crossan photo

Shown from left: Laurent Lutz, executive vice president & general counsel, Sallie Mae; Joe DePaulo, executive vice president of banking & finance, Sallie Mae; Jack Remondi, president & COO, Sallie Mae; Al Lord, vice chairman & CEO, Sallie Mae; Joni Reich, executive vice president of administration, Sallie Mae; Gov. Jack Markell; and George Krupanski of the Boys & Girls Clubs of Delaware.

Lord said the move out of the beltway was good for Sallie Mae and allowed it to tap into a talented financial services workforce in the state and develop new financial products in a changing market.

Lord, who is stepping down as CEO of Sallie Mae, told nearly 100 guests, friends and staff who attended the event, the company experienced

evolution and near revolution in the past 40 years. The student lender started out as a federally sponsored corporation, but later became a shareholder-owned company. It survived a number of challenges that included the end of some student loan programs, Lord said.

Throughout its existence, the company learned how to adapt and managed to continue lending to students and parents during the financial crisis, a time when many lenders cut back or ceased making loans. Lord, who has been at the company throughout most of its existence, was ousted from his executive post at one point, but later returned to head the company.

In 2009, Sallie Mae began to service federal loans on behalf of the U.S. Department of Education. After the federal government ended the Federal Family Education Loan Program in 2010, Sallie Mae refocused on consumer lending and business services segments. In the transition, its private loan originations have increased.

One success story is Sallie Mae's Smart Option Student Loan. It first national private education loan product to require interest-only payments during

Continued on next page

Sallie Mae presents \$40,000 check to Boys & Girls Club

From previous page

school to reduce consumers' total borrowing costs. Later, additional payment and fixed-interest-rate options were offered.

Company executives presented a \$40,000 check to the Boys & Girls Clubs of Delaware. The

program will support college awareness education statewide. "Our partnership with Sallie Mae is enabling our youth to aspire beyond high school to prepare for success in college and throughout life," said George Krupanski, president of the Boys & Girls Clubs of Delaware. "The grant builds upon a \$250,000 commitment made by Sallie Mae in




Photo by Doug Rainey

George Krupanski speaks after the check presentation.

August 2012 to our organization and demonstrates first hand Sallie Mae's commitment to the youth of our state."

Krupanski went on to cite findings of the Hope Commission that worked to determine the causes of violence in the city of Wilmington. The findings indicated that shooting suspects and victims, often involved in drug activity, had little education or hope for the future.

The funding is aimed at educating young people on the importance of higher education. 



Group fights rezoning request near Delaware line

A group opposed to rezoning an area adjacent to new national monument land on the Delaware line has rolled out a sophisticated online and social media effort aimed at stopping the project.

Known as [Save The Valley](#), the group hopes to stop development of an area known as Beaver Valley on the Pennsylvania-Delaware line. It has also rolled out a [Facebook](#) page with 2,900 likes and a video that has gained more than 10,000 views. [Click here](#) for a link to the video.

The zoning issues has drawn little attention in Delaware, where the focus has been on the former DuPont Barley Mill property. That office property would be converted to retail and by long-time developer Stoltz.

The plan from Woodlawn Trustees, that now goes by the name of the Rockford Woodlawn Fund, is going before the Concord Township board in Pennsylvania. No vote is expected.

Woodlawn has been active in Delaware and a small sliver of Pennsylvania over the decades in efforts to develop some of its properties and setting other land aside for preservation. Its mission

comes from mill owner William Bancroft who owned the properties, but wanted to find ways to provide housing for residents. The active adult homes will have some support in the area, which has an aging population. However, the group claimed that such homes end up being single family residences.

On the other hand, Woodlawn, over the years, has acquired properties in the area that were in danger of development.

Save the Valley also claims the development will clear the way for bigger projects.

“The only thing stopping the development is the current zoning. However, these developers are trying to change the zoning so that they may bulldoze the land and build almost a thousand houses and a big box retail store,” the group claims on its website.

We are a group of concerned citizens who



understand the value of preserving Beaver Valley. We aim to put a stop to the development plans on the remaining land held by the Woodlawn Trustees and to preserve the land permanently for recreational use. We want it to be known that we will not stand for development on this land. Join us in the fight for saving this precious land before it is too late,” the group wrote.

The group is also quibbling with Woodlawn over designating a 26-acre vineyard as open space, noting that it is a commercial enterprise. It also notes that a fuel pipeline, as currently routed would pass under the store.

Save the Valley may have won a small victory already with supervisors changing the meeting site to the Garnet Valley Middle School in Concord Township. The hearing will be held tonight at 7 p.m.

The site asks those wishing to attend the meeting to arrive at 5:30 p.m. For music, tailgating, petition signing and activities. “There will be media coverage,” the site says.



Delmarva's chief welcomes PSC look at reliability costs

(Second of two parts)

Delmarva Power Region
 President Gary Stockbridge welcomes a thorough look at the company's \$42 million rate case.

Delmarva has proposed the increase as it spends heavily to improve the reliability of its system. The Delaware Public Service Commission plans to investigate whether the added investment is necessary. Stockbridge says the job of the PSC is to determine whether the investment is justified. In response to criticism that Delmarva is going to the well too often in seeking rate hikes, Stockbridge says the utility is entitled to seek rate relief to meet returns set by regulators.

In the past, Delmarva was able to avoid rate requests through growth in the number of customers. That has changed, with a tough economy resulting in slow growth, Stockbridge says.

Environmentally Responsible Meeting Renewable/Clean Energy Goals



- By law, we are required to have 25% of our energy come from clean and/or renewable sources by 2025
 - Three Wind Contracts (Maryland and Pennsylvania)
 - One Large Solar Project (10MW) in Dover
 - Two Fuel Cell Sites (30 MW) in Northern Delaware
 - Ongoing Small Scale Solar Installations

Compliance Year	AES Amenia Wind (RECs)	Gestamp - Roth Rock (RECs)	Gamesa - Chestnut Flats (RECs)	EREC Offsets (Bloom)	Dover SunPark (SRECs)	SREC Financing Pilot Program (SRECs)	SREC Offsets (Bloom)
2013/14	129,210	105,120	99,864	218,181	14,126	11,472	9,523
2014/15	129,210	105,120	99,864	353,595	17,025	11,415	12,582
2015/16	129,210	105,120	99,864	504,576	17,835	11,358	0
2016/17	129,210	105,120	99,864	504,576	18,865	11,301	0
2017/18	129,210	105,120	99,864	504,576	13,845	11,245	0
2018/19	129,210	105,120	99,864	504,576	13,776	11,188	0
2019/20	129,210	105,120	99,064	504,576	13,707	11,132	0
2020/21	129,210	105,120	99,864	504,576	13,639	11,077	0
2021/22	129,210	105,120	99,864	504,576	13,571	11,021	0
2022/23	129,210	105,120	99,864	504,576	13,503	10,966	0

Source: 2012 IRP

The Delmarva President says the company has worked hard to improve reliability since problems in the 1990s led to a public outcry over its performance. Delmarva also underwent an expansion, a name change to Conectiv, a successful effort to deregulate electric power, an acquisition by Washington, D.C.-based Pepco and the name reverting back to Delmarva.

Along the way, Delmarva has seen its customer satisfaction steadily improve “from the 50s to the 80s,” with a dip when the big rate increase went into effect.

He notes that one reason reliability is not a big issue involves the state largely avoiding the problems of its neighbors in dealing with Hurricane Sandy. That would change if a devastating storm hits the state.

The proposed rate increase has drawn criticism from both political parties, with some Democrats highlighting the impact of a rate hike on the poor, while criticizing the cost of smart meters. Stockbridge says in the long term, smart meters reduce costs by eliminating on site meter reading and offering more options for customers to monitor and control energy use.

From previous page

Delmarva likes a balance in alternative energy sources

From previous page

Some Republicans are taking aim at the state's alternative energy mandates that are not directly related to the rate request. The mandates for higher-priced energy affect the electrical supply side of your electric bill, with the latest Delmarva proposal affecting the delivery side.

Stockbridge says the energy mandate affects bills, but does not advocate dropping the requirements or increasing the 25% in the mandate. "We like a balance," he says. At the same, Stockbridge does not see an immediate need for a massive offshore wind project, like the now dormant Bluewater Wind proposal off the coast of Rehoboth Beach.

Wind and solar power does require effective management of the grid when the sun is not shining and the wind fails to blow. That task falls to PJM, the manager of the grid in the region.

"That's what we like about Bloom," Stockbridge says of perhaps the most controversial alternative energy source, the Bloom fuel cell servers that will be built at the University of Delaware STAR campus in Newark. The use of power from Bloom

servers under a deal with the State of Delaware led to a lawsuit, but Stockbridge notes that the cells offer an advantage by operating around the clock and do not require a balancing of the grid to account for the ups and downs of wind and solar.

So far, the fuel cells that are installed at Delmarva sites, have been highly reliable and operated without interruption during Superstorm Sandy.

The region is seeing a major shift in generation to natural gas as prices for that fuel decline and clean air standards lead to the closing of coal-fired plants and construction of more gas-fired sites.


The effect of the changes has been relative stability of prices as higher rates for power delivery have been offset by lower power costs.

Regional grid operator PJM estimates the equivalent of the generation needed to power homes in the state of Indiana has been retired in recent years as coal-fired plants have been shut down. The issue that remains is the cost of alternative energy versus the benefits of cleaner air.

Stockbridge says it is difficult to quantify the benefits of a healthier environment and that will lead to a continued argument over costs versus benefits.

While on the topic of natural gas, Stockbridge notes that demand for residential and small business hook-ups to natural gas is increasing. Services in many cases, are coming from those with oil-fired furnaces, Stockbridge said. Improvements in efficiency of heat pumps makes that form of heating and cooling more competitive with natural gas, he added.

Delmarva has put a proposal before the Public Service Commission that would allow more property owners near existing natural gas lines to hook up without paying large up front costs. Stockbridge says the proposal is similar to the guidelines for the state's other natural gas supplier, Chesapeake Utilities.


Chesapeake serves natural customers south of the C&D Canal, with Delmarva operating mainly north of the canal. 

ILC Dover announces particle containment



ILC Dover, the designer and manufacturer of NASA's space suits and a wide range of engineered film and fabric products, announced its NanoPac flexible containment system, which exceeds new NIOSH (National Institute for Occupational Safety) standards for nanoparticle containment.


As nanotechnology continues to expand into every industrial sector, workers may be at an increased risk of exposure to new nanomaterials.

“Our systems offer the most cost effective containment solutions available while maintaining a clean manufacturing area with reduced particulate contamination, said Alan George , new business development manager, industrial containment at ILC Dover. “We also offer customized systems, which support specific applications and adapt readily to any type of processing equipment. As the nanotechnology industry realizes its potential, ILC Dover will be there to provide the containment and control needed by this community.” 



GIVE. ADVOCATE. VOLUNTEER.

LIVE UNITED. 

 Want to make a difference? Find out how at LIVEUNITED.ORG.

Sallie Mae's success story reflects well on Delaware

The success of Sallie Mae in Delaware has been overshadowed over the years by less successful ventures such as Fisker.

The low profile is understandable. Sallie Mae has spent much of its existence in Delaware and the Washington, D.C. area dealing with changes in student lending that led to the federal government taking away a sizable piece of its business.

The company did adapt and now has 1,200 of its 7,000 employees in Delaware.

Sallie Mae moved into Delaware during a difficult period for the economy toward the end of the decade. A clear attraction was a large number of skilled collections personnel trained by the credit card industry and in some cases out of work.

There were also ties among executives to MBNA, the credit card giant that had been sold to Bank of America. Sallie Mae and Delaware proved to be a good fit as the company tapped into a well-trained

workforce with skills in a number of areas. It did not take long for the student lender to move its headquarters from the Washington, D.C. area.

The addition of Sallie Mae did not compensate for the loss of two auto plants, but it did help to stabilize a financial services industry that had shed jobs and according to some gloom and doom types would move out of what they viewed to be an expensive environment. Then a funny thing happened along the way to what some saw as a looming disaster. Other financial services companies, while shedding jobs elsewhere, actually added jobs here.

This week, Sallie Mae marked its 40th anniversary with a ceremony at its 160,000 square foot headquarters in the Christina Executive Campus. CEO Albert Lord noted that the move to Delaware helped spark the creative juices at Sallie Mae as new loan products were rolled out with consumer-friendly options.

At first glance, the success of Sallie Mae would

seem to be ample reason to ramp up efforts to bring more financial services companies to the state. The problem is that the industry has consolidated into a few major players, especially in the credit card area.

With the exception of American Express, virtually all of the big guys have a presence in the state. American Express was in the state for a time, but departed for Utah and other areas.

The good news is that if a company comes calling, Delaware has a great story to tell and Sallie Mae is only the most recent example.

A note to readers

The publication date for the Business Bulletin will switch from Tuesday to Wednesday of the week as of the 29th of May. The change is based on news flow, with a large amount of business news that is released on Mondays. With the additional day, more breaking stories can be included in this publication.

- Doug Rainey

Potter Anderson & Corroon adds three partners

Potter Anderson & Corroon LLP announced the addition of three Delaware attorneys to the firm. Robert L. Symonds, Jr. and Matthew J. O'Toole, formerly of the Delaware office of Stevens & Lee, and Thomas A. Mullen, formerly of Prickett, Jones & Elliott, P.A., have joined the firm as partners.



Symonds

amendments to the Delaware Limited Liability Company Act, the Delaware Revised Uniform Limited Partnership Act and the Delaware Revised Uniform Partnership Act.


Symonds, one of the original drafters of the Delaware Limited Liability Company Act, joins Potter Anderson from the Corporate, Finance & Capital Markets Practice of Stevens & Lee. He has spent his nearly thirty-year career serving as Delaware counsel to lenders, borrowers, investors, managers, trustees and other parties in domestic and international business transactions.

O'Toole also joins Potter Anderson from the Corporate, Finance & Capital Markets Practice of Stevens & Lee. He focuses his practice on the structure and use of Delaware business entities, including corporations, limited liability companies,



O'Toole

partnerships and statutory trusts. O'Toole frequently provides third-party legal opinions concerning Delaware's General Corporation Law, Delaware's alternative entity statutes, the Delaware UCC and other applicable law.

Mullen joins Potter Anderson from the Corporate and Business Law Counseling Practice Group of Prickett, Jones & Elliott. Mullen has over twenty years of experience advising clients on Delaware corporate and alternative entity law matters, and regularly provides third-party legal opinions in commercial transactions subject to Delaware law. He also advises directors, managers and shareholders in connection with corporate governance matters, mergers and acquisitions, and compliance with fiduciary obligations. 



Mullen

Symonds, O'Toole, and Mullen are all members of the drafting committee responsible for

Beverage notes: Tax break for smaller brewers proposed

U.S. Senators Tom Carper and Chris Coons have cosponsored legislation aimed at giving smaller brewers a tax break that could create more jobs.

The Small Brewer Reinvestment and Expanding Workforce Act, or Small BREW, would reduce the excise tax on each barrel of beer brewed by small brewers.

Brewers generally pay an \$18 excise tax on each barrel brewed. Small brewers, currently defined as those that brew fewer than 2 million barrels of beer a year, pay a reduced excise tax of \$7 per barrel for the first 60,000 barrels of beer they brew each year. The legislation would cut the excise tax applicable to brewers producing up to 6 million barrels per year to just \$3.50 on the first 60,000 barrels and \$16 on additional barrels below 2 million per year.

“From Dogfish Head and Twin Lakes to Iron Hill and Fordham, and among many more, small brewers are invigorating communities across Delaware, creating jobs and brewing unique products that are shipped across the country and enjoyed by millions of Americans,” Carper, a member of the Senate Finance Committee, said.



Small Business Administration photo. The legislation would provide a boost to smaller breweries like Dogfish Head.

“The role of government is to create a nurturing environment for job creation, and a big part of that is ensuring that small businesses have a fair tax burden that helps them grow early, hire more workers and thrive for the long haul. This bill aims to do just that.”

“Delaware’s craft breweries are not only an important part of our state’s economy, but its personality,” Coons said. “Craft breweries innately have a high potential for local growth and the Small BREW Act will help more of them fulfill that potential. Helping our small breweries grow and create more jobs in our communities in this targeted way is a smart investment.”

An economic impact study by Dr. John Friedman at Harvard University found that the bill would generate \$153 million in economic activity in the first year and almost \$865 million over five years and create nearly 4,400 jobs in just the first year.

The small brewer threshold and tax rate was established in 1976 and have never been updated, the senators noted in a release. Since then, the annual production of America’s largest brewery increased from 45 million barrels to 105 million barrels. Raising the ceiling that defines small breweries from 2 million barrels to 6 million barrels more accurately reflects the intent of the original differentiation between large and small brewers in the U.S.

The brewing industry has undergone a major consolidation as overall beer consumption has remained flat or declined.

However, craft breweries, while comprising only a small portion of total sales, have been gaining on the majors with unique products. Delaware now has nine craft breweries of various sizes, with

Continued on next page

New Mispillion craft brewery coming to Milford

From previous page

Dogfish Head in Milton and Fordham-Dominion in Dover being the largest of the group. Dogfish reports it is on track to produce [202,000 barrels](#) this year. It was listed as the nation's 13th largest craft brewer.

Craft brewery for Milford

Eric and Megan Williams have been waiting for months to officially release the news that they will be opening a craft brewery in Milford. Mispillion River Brewing will be located in the Milford business park off of Airport Road and is set to open in the early fall of 2013. Over the past seven months, the couple has been developing and presenting a business plan to several local banking institutions for funding.

Owning a small painting business in the 90s has always been Eric's desire to go back into business for himself. With approval of funding, the

Williams' will begin to implement the design and construction of the craft brewery in the new facility. Click on the link below for the full story from Milford Live.

via [Milford Brewery Set To Open | Milford LIVE! – Milford, DE.](#)

Dogfish Head CEO to work on Chicago Eataly brewery

Birreria Chicago will see the work of Sam Calagione (Dogfish Head), Teo Musso (Birra Baladin) and Leonardo DiVincenzo (Birra del Borgo). They will design the brewery, oversee the recipes, train the Eataly Chicago head brewer and participate in brews on site, according to the Dogfish Head blog.

In line with the Eatalian philosophy, all recipes

will include both American and Italian artisanal ingredients and techniques. Additionally, Birreria will feature an list of individual beers from Dogfish and other partners.

Birreria Chicago is scheduled to open before the end of the year, within Eataly Chicago, located at 43 East Ohio Street. The event will be celebrated with an exclusive beer dinner and toasted with the first onsite Birreria Brothers collaborative brew.

Eataly is the largest artisanal Italian food and wine marketplace in the world. First established in Turin, Italy, in 2007, the Eatalian concept has moved to other countries. The first U.S. Eataly opened in Manhattan, with Calagione and well known restaurant owners Mario Batali, Joe and Lidia Bastianich involved in the venture.

CLICK HERE TO SUBSCRIBE TO THE BUSINESS BULLETIN



DuPont reports progress with 'green' auto refrigerant

DuPont announced it continues to make strong progress in commercializing [Opteon](#) refrigerant and that a group of leading auto makers confirms that the product is "safe and effective."

Opteon YF is has a 99.7 percent lower global warming potential than the refrigerant it was developed to replace, and has potential to reduce emissions equivalent to using billions fewer liters of fuel every year. DuPont is making commercial shipments of Opteon YF from facilities in both Japan and China. The manufacture of Opteon has been accomplished in an unprecedented time frame, according to DuPont.

A consortium of 10 European, North American and Asian automakers has announced this week that it has carefully evaluated extensive testing. The group states that it has now updated its risk assessment and that HFO-1234yf refrigerant "is safe and effective to use in automotive applications." 



Tech Park, Analtech execs honored at world trade event

The World Trade Center Delaware presented the “Hank” Award for Innovation in Economic Development to Michael Bowman, chairman and president of the Delaware Technology Park, Newark, and the Award for Excellence in International Trade to Analtech, Inc., Newark, the only U.S.-based manufacturer of thin layer chromatography plates.

[The World Trade Center Delaware](#) Award for Excellence in International Trade gives special recognition to a Delaware company that has made significant steps in the international market in the past few years, has succeeded in spite of challenges, and has demonstrated a passion and spirit for international trade.

Steven Miles, General Manager of Analtech, Inc., said he was honored to have his company receive an award along with Michael Bowman and to be nominated with such great companies as Batta Environmental, GS-TEK, International Development & Technical Assistance LLC, and Supercritical Fluids Technologies, Inc.



David M. Parrott, Carbon43 Photography

From left: Iris Kapo, international trade specialist, U.S. Department of Commerce, Steven Miles, Analtech, and Rebecca Faber, president of the World Trade Center of

“We have worked with these companies, travelled the world with these companies, and we know the quality they represent,” said Miles. “We count ourselves fortunate to know them and be recognized with them by the World Trade Center Delaware.” Miles said the company would not be doing as much international business if it weren’t

for organizations like the World Trade Center Delaware, the U.S. Commercial Service, the Delaware Office of International Trade, the Small Business Administration, and others.

“We owe much of our international success to the men and women in these organizations for their brilliant insights, consistent support, and strong leadership,” said Miles.

The World Trade Center Delaware is dedicated to working with small and medium sized companies to help them grow in Delaware by engaging with global markets.

Analtech, Inc. has been manufacturing thin layer chromatography plates in Delaware since 1961, has been exporting those plates since 1995, and currently exports to more than 70 countries. The company started travelling outside the U.S. in 2011 and has been on trade trips to Brazil, India, China,

Continued on next page

From previous page

and United Arab Emirates with plans for Japan and South Korea later this year.

AZ, Bristol honored

AstraZeneca and Bristol-Myers Squibb received the American College of Endocrinology (ACE) Philanthropic Award at the AACE 22(nd) Annual Scientific & Clinical Congress in Phoenix, Arizona on May 4.

The ACE Philanthropic Award is presented to an industry partner who is a member of the Corporate AACE Partnership (CAP) and has made a charitable contribution to ACE in support of the betterment of endocrine care and public health.

AstraZeneca and Bristol-Myers Squibb formed the diabetes alliance and entered into a collaboration in January 2007 to enable the companies to research, develop and commercialize select investigational drugs for Type 2 Diabetes.

“The AstraZeneca/Bristol-Myers Squibb Diabetes Alliance is honored to be recognized with the ACE Philanthropic Award,” said Shoba Ravichandran, M.D., Group Director,




AstraZeneca/Bristol-Myers Squibb Diabetes Alliance. “We share the association’s mission of providing high quality care to patients and supporting clinicians, educators and scientists in their work to overcome the burdens of diabetes and other endocrine related diseases.” Bristol-Myers Squibb is a global biopharmaceutical company whose mission is to discover, develop and deliver innovative medicines that help patients prevail over serious diseases. AstraZeneca is a global, biopharmaceutical business that focuses on the discovery, development and commercialization of prescription medicines, primarily for the treatment of cardiovascular, metabolic, respiratory, inflammation, autoimmune, oncology, infection and neuroscience diseases.

Top award for literacy institute

The Institute for Financial Literacy has awarded the [Delaware Financial Literacy Institute](#) its Excellence in Financial

Literacy Education (EIFLE) Award and named DFLI its “Nonprofit Organization of the Year.”

The national EIFLE awards recognize innovation, dedication and commitment of individuals and organizations to financial literacy education worldwide. “The recent recession and continued economic uncertainty has exposed an urgent need for effective financial literacy education,” said Leslie E. Linfield, executive director and founder of the Institute for Financial Literacy. “This year’s EIFLE Award winners have distinguished themselves from their peers in working to curb financial illiteracy and facilitate a greater understanding of the important role financial awareness plays in building stronger, more financially-secure communities.”

Delaware Financial Literacy Institute (DFLI) Executive Director Ronni Cohen recently announced the award at A Green Tie Affair, a friendraiser and fundraiser for DFLI, the state’s financial literacy program funded by tax-deductible contributions and grants. 

Delaware SPCA gets Pet Smart Charities grant

The Delaware Society for the Prevention of Cruelty to Animals, announced it will offer \$20 spay/neuter surgeries for puppies and kittens under six months of age in partnership with PetSmart Charities this June. The surgeries will be available at both of its shelters in Stanton and Georgetown.

“Kittens as young as four months and puppies as young as

five can go into heat and become pregnant,” said Chris Motoyoshi, development director, Delaware SPCA. “It’s these accidental litters that end up in animal shelters with no place to call home. Access to safe and affordable spay/neuter services can help make a difference in preventing unwanted animal births.”

PetSmart Charities’ national program – named the “Did You Know? Campaign” – seeks to educate



pet owners and the public about how prevalent pregnancy is among young animals. While some pet owners may worry that their pet is too young for this procedure, spaying and neutering is safe and easy for kittens and puppies as young as 10 weeks old, according to the American Veterinary Medical Association.

“Many owners put off the procedure and wait until the puppy or kitten is six to eight months old,” says Motoyoshi. “By then, it can be too late – a litter of puppies or kittens can be born.”

This special rate is lower than Delaware SPCA’s low-cost services and is available to all residents of the State of Delaware. Pet owners who wish to take advantage of this offer must mention the “Did You Know?” promotion when they call to schedule their appointment. Space is limited. Puppies must weigh five pounds, male kittens must weigh two pounds, and female kittens must weigh three pounds.

Based on funds from the PetSmart Charities

grant, Delaware SPCA will provide 100 puppy and kitten sterilizations for \$20 during June. You can visit www.delspca.org or call 302-998-2281 in Stanton (New Castle County) or 302-856-6361 Georgetown (Sussex County) for more information or to schedule an appointment.



In Supporting the Delaware Center for Horticulture, a team of eight volunteers from WSFS Bank planted 39 containers in front of the McLaughlin Public Safety Building in downtown Wilmington to prepare for the 375th Anniversary of the New Sweden Colony. On May 11, King Carl XVI Gustaf and Queen Silvia of Sweden, and Finland’s Speaker of the Parliament Eero Heinäluoma, visited Wilmington to mark the occasion.

Bayhealth opens new sleep center in Milford

Bayhealth late last month held a ribbon cutting and open house for its newest [SleepCare Center](#).

Located at 611 South Dupont Highway in Milford, Bayhealth's SleepCare Center offers sleep disorder testing, including overnight sleep testing and daytime multiple sleep latency testing for adults and children suffering from sleep deprivation and illness resulting from sleep disorders. The center features six home-like bedrooms, including two bariatric bedrooms.

"We provide testing services for pediatric patients up through geriatric patients and can test for up to 80 different kinds of sleep disorders," said Terry Thompson, Bayhealth director of Respiratory Care & Neurodiagnostic Services.



From left: Bayhealth Sleep Lab Medical Director; Michel Samaha, administrator, Milford Memorial Hospital; Michael Ashton; vice president, ancillary and clinical services; Brad Kirkes, Persante's clinical education specialist Linda Emory; senior vice president and chief operating officer; Debbie Watson; and Terry Thompson.

In addition to the newest location in Milford, Bayhealth SleepCare Centers are also located in Wilmington, Bear, Newark, Dover, Middletown and Georgetown.



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.



Beebe names chief info officer

Beebe Medical Center announced that **Michael J. Maksymow Jr.** has been appointed to the position of Vice President/Chief Information Officer.



Maksymow

In this role, Maksymow will lead leadership for the continual development and implementation of Beebe Medical Center's information technology initiatives.

These initiatives include the secure electronic medical record system being expanded to better serve our patients with up-to-date medical information to the physicians, nurses and other clinicians providing care.

Maksymow has more than 15 years of experience in progressive information technologies. Of those, more than 10 years were in the healthcare environment where he led IT and telecommunications teams in providing services for administrative and clinical operations for acute care hospitals. He has presented information at

national healthcare industry conferences about organizational quality and patient privacy.

He joins Beebe Medical Center from Continuum Health Alliance LLC in Marlton, New Jersey where he served as Director of IT Operations. Previously, he served as the Director of Information Services & Telecommunications for Robert Wood Johnson University Hospital in Hamilton, N.J.

Keenan honored by Fund for Women

The Fund for Women in Delaware honored **Kay Keenan** with its Driving Force Award.

Leading a team of four other founders (as Fund for Women members are known), Keenan has helped streamline the Fund for Women by bringing its technology up to date, filling the gaps in the database of Founders, and restoring contact with many "lost" Founders, FFW Chair Laura Day said.



Keenan

The Fund for Women now has an endowment of nearly \$2.9 million and has launched a campaign called "The Next Million."

Gibbons DRBA maintenance chief

Delaware River and Bay Authority officials announced the selection of **Joseph J. Gibbons** to serve as the agency's new Director of Maintenance. Gibbons, who began his duties on May 6, 2013, reports to Jim Walls, Chief Operations Officer.

As the Director of Maintenance, Mr. Gibbons is responsible for planning, reviewing and directing all Authority infrastructure maintenance activities and ensuring that all Authority facilities and equipment are maintained, operational and safe for employees and the traveling public. With more than 100 employees, the Maintenance Department supports critical transportation infrastructure, including roadways, bridges, buildings, airports and marine facilities.

In 2001, Gibbons joined the Luzerne County Engineering Department as a staff engineer. Since 2007 until joining the Authority, he served as

Continued on next page

From previous page

Luzerne County's Chief Engineer. In this role, he supervised approximately 70 employees in more than ten Luzerne County departments, including all of the County's road, bridge, building, park, airport, and flood protection infrastructure. Prior to joining Luzerne County, Gibbons was the Assistant District Permit Engineer for PennDOT.

A licensed civil engineer, Gibbons earned a Bachelor of Science degree in civil engineering from Pennsylvania State University.

Kappes joins Resort Quest

ResortQuest Real Estate announced that **Michael Kappes** has joined the firm's Bethany Beach office on Coastal Highway.

A University of Delaware graduate and licensed real estate agent since 1998, Kappes specializes in the listing and sale of resort properties in both Delaware and Maryland.

"Kappes lives in the West Fenwick, Delaware area with his wife, Kim, and their son and daughter. He owns The Good Neighbor - Professional Home

Services, a full service property management and general contracting firm, and is co-owner of Beach Liquors in Bethany Beach and Beach Liquors Fenwick.

DelTech announces graduation speakers

Delaware Technical Community College announced graduation speakers at its campuses.:

They are:

Terry Campus, Dover - **Terence M. Murphy**, president and CEO of Bayhealth Medical Center. He was appointed to these positions in October 2009. Murphy is responsible for the day-to-day oversight of all operations of both Kent General and Milford Memorial Hospitals. Murphy currently serves as Chairman of the Bayhealth Medical Center Board and is a member of other affiliated boards including Bayhealth, Inc. and Bayhealth Cancer Institute. Prior to joining the staff at Bayhealth, Mr. Murphy served as Vice President of Clinical and Professional Services at Southern Maryland Hospital Center in Clinton, Md.

Owens Campus, Georgetown- **Todd F. Lawson**, Sussex County Administrator. Lawson is the manager for the County government's departments. He oversees the day-to-day

operations of a 467-employee workforce that serves more than 200,000 residents. Under his leadership, county government, with a \$121 million annual budget, provides a variety of services. Prior to taking his current post, Lawson worked for the communications and marketing firm Russ Reid Company in Washington, D.C., and served as Deputy Assistant Secretary in the U.S. Department of Housing and Urban Development.

Stanton and Wilmington Campus - **Colonel Nathaniel McQueen, Jr.**, superintendent, Delaware State Police. McQueen was named the 25th Superintendent of the Delaware State Police in December 2012. He joined the Delaware State Police ranks in 1988.

In 1991, Maj. McQueen received the Delaware State Police Valor Award. McQueen graduated with honors from Delaware Tech's Criminal Justice program, then went on to earn a Bachelor of Science in Behavioral Science from Wilmington University and a Master of Science in Social Work from Delaware State University. He is a graduate of the Federal Bureau of Investigation National Academy. He also served as Sergeant in the U.S. Marine Corps.

COUNTY CHAMBER AWARDS LUNCHEON

The New Castle County Chamber of Commerce honored award winners at its annual Awards Luncheon on May 7 at the White Clay Creek Country Club in Stanton-Christiana. The country club is part of the Delaware Park casino and racing operation.

Named Entrepreneurial Advocate of the year was Clinton Tymes, the long-time director of the Delaware Small Business and Technology Center. The center has offices in all three counties. Tymes is retiring from that post. The center is credited with assisting more than 20,000 people, resulting in 1,000 new businesses and 3,000 jobs. Tymes served in that post for two decades and prior to that time operated his own office equipment business.

Named Entrepreneur of the Year was Michael Porter of Sherm's Catering. Porter's business has operated food operations in local government buildings. Porter recently decided to focus entirely on catering with a location in Christiana Memorial Hall. He manages the banquet service and runs a full-time catering operation.

Ambassador of the Year is Brooke Grubb of Unique Impressions. Grubb is Director of Business Development for the advertising specialties company. Chamber Ambassadors work with members including those who have just joined the chamber. Ambassadors also assist at chamber functions. [Click here](#) to view the full photo gallery.



Photos from Bob Horton/ Creative Image



business licenses

Editor's note: Business licenses are issued by the State of Delaware as a revenue raising tool. These are new business licenses.

BOTTLE RECYCLING FEE

AH-INVESTMENTS-OF NEWARK-INC 1800 FOULK RD WILMINGTON, DE 19810-3706

AH-INVESTMENTS-OF-NEWARK-INC 300 CHAPMAN RD NEWARK, DE 19702 5404

AHMED INC DUNKIN DONUTS 1002 S COLLEGE AVE NEWARK, DE 19713-2306

AIR'N MONAHAN AIR'N'S ENTERPRISES INC SUITE 400 2711 CENTERVILLE RD STE 400 WILMINGTON, DE 19808-1645

AIRPORT NEWS INC 275 N DUPONT HWY NEW CASTLE, DE 19720-6454

AJAKS INC THURSTON'S PUB 32 FOX HUNT DR BEAR, DE 19701-2534

AJJ WERKS INC BRUSTER'S OLD FASHION ICE CREAM OF NEWARK 1620 CAPITOL TRL NEWARK, DE 19711-5718 2010112323

AJT INC LA CASA PASTA 130 FOUR SEASONS PKWY

NEWARK, DE 19702-

AKHILESH INC UNION WINE & SPIRITS 112 S UNION ST WILMINGTON, DE 19805-3829

AKILA LLC CLELAND HEIGHTS LIQUORS 1121 S RODNEY ST WILMINGTON, DE 19805-4575

AKZO NOBEL PAINTS LLC 177-179 N DUAL HWY PO BOX 382 DOVER, DE 19903-0382

AKZO NOBEL PAINTS LLC 516 PHILADELPHIA PIKE WILMINGTON, DE 19809-2155

AL CASAPULLAS ITALIAN DELI INC PO BOX 1327 OCEAN VIEW, DE 19970-1327

AL LOMAR INC CAPRIOTTIS 510 N UNION ST WILMINGTON, DE 19805-3028

AL LOMAR INC 708 W BASIN RD NEW CASTLE, DE 19720

ALAMEDA MARCELA 3314 OLD CAPITOL TRL APT L11 WILMINGTON, DE 19808-6267

ALAMIN PAUL HIGH ASPIRATIONS VARIETY STORE 507 W 19TH ST WILMINGTON, DE 19802-3903

ALASANDRO ARLENE ZAZZI VARIATIONS 27391 GLENWOOD DR MISSION

VIEJO, CA 92692-5004

ALDO US INC 132 CHRISTIANA MALL UNIT 1055 NEWARK, DE 19702-3202

ALEX & JEFF INC MILANOS PIZZERIA 20 N PENNSYLVANIA AVE DELMAR, DE 19940-1132

ALHAIDARI MAGED 201 CONCORD AVE WILMINGTON, DE 19802-4033

ALKAYSI ZAKARIA S. KIRKWOOD GETTY 4700 KIRKWOOD HWY WILMINGTON, DE 19808-5008

ALL ABOUT JEWELRY INC 31 WEDGEFIELD DR NEW CASTLE, DE 19720-3728

ALL ABOUT POTTERY & MORE 3225 GRACE RD BALTIMORE, MD 21219-1144

ALMUWALLAD EBRAHIM 211 WHITHERSPOON LN NEWARK, DE 19713-3809

ALMUWALLAD EBRAHIM GORDONS PIZZA 3044 NEW CASTLE AVE NEW CASTLE, DE 19720-2248

ALPIT INC SUPER SPIRITS 177 OLD CAMDEN RD STE 3 CAMDEN, DE 19934-5500

ALS COUNTRY STORE

INC 4937 HICKMAN RD GREENWOOD, DE 19950-4559
ALSHAMI ISMAIL GORDON'S PIZZA 3044 NEW CASTLE AVE NEW CASTLE, DE 19720-2248
 BOTTLE RECYCLING FEE

ALTAFFI KHALID TAFFY FOOD MARKET INC 701 E 4TH ST WILMINGTON, DE 19801-4801

ALVARADO ALBERT 5 VILLAGE DR SMYRNA, DE 19977-1853 AMANY INC

WILMINGTON MARKET 701 MARYLAND AVE WILMINGTON, DE 19805-4833
 BOTTLE RECYCLING FEE

AMBA MA INC 1202 NEWPORT GAP PIKE WILMINGTON, DE 19804-2844

AMBASSADOR LIQUORS LLC 1466 PULASKI HWY BEAR, DE

19701 AMBE INC BEAVERBROOK LIQUORS 1228 BEAVER BROOK PLZ NEW CASTLE, DE 19720-8632

AMBIKA INC 2490 FORREST AVE DOVER, DE 19904 5310

AMC GOURMET FOODS INC BES DAM SOUP 4 KELLUM ST HUNTINGTN STA, NY

AMERICAN BREAD CO LLC PANERA BREAD 138 E MAIN ST NEWARK, DE 19711-7308

AMERICAN BREAD CO LLC

PANERA BREAD MARKET SQUARE SHOPPING CENTER 5615-B CONCORD PIKE WILMINGTON, DE 19803-1428

AMERICAN BREAD CO LLC PANERA BREAD 3650 KIRKWOOD HWY WILMINGTON, DE 19808-5104
 BOTTLE RECYCLING FEE

AMERICAN CIGARETTE OUTLET INC 1401 N DUPONT HWY NEW CASTLE, DE 19720-1843

AMERICAN CIGARETTE OUTLET INC 1401 N DUPONT HWY NEW CASTLE, DE 19720-

AMERICAN COMMERCIAL INC 601 S WADE BLVD MILLVILLE, NJ 08332-3550

AMERICAN DISCOUNT LIQUORS LLC AMERICAN DISCOUNT LIQUORS 250 GATEWAY SOUTH BLVD # 370 DOVER, DE 19901-5861

AMERICAN VENDING CORP 1624 N LITTLE CREEK RD DOVER, DE 19901-4706

AMIS INC TAILGATES SPORTS BAR AND GRILL 4126 OGLETOWN STANTON RD NEWARK, DE 19713-4169

AMO SALES & SVC INC 1700 E SAINT ANDREW PL SANTA ANA, CA 92705-4933

AMORE PIZZA INC ARMORE PIZZA UNITS C & D JENMAR PLAZA 430 OLD BALTIMORE PIKE NEWARK, DE 19702-8410

ANAMI INC TOLL GATE LIQUORS 3115 LANCASTER AVE WILMINGTON, DE 19805-1460

ANDERSON GERLADYNE W MUNCH-N-CHEW 410 STONEBRIDGE BLVD NEW CASTLE, DE 19720-6718

ANDERSON JOSEPH K PRETZEL FACTORY 110 N DUPONT HWY NEW CASTLE, DE 19720-3102

ANDERSON MULTI SVC PAPAYO MARKET 114 W MARKET ST LAUREL, DE 19956-1002

ANDRADE GARCIA DALISELY MINI STORE XELA 100 SE 2ND ST MILFORD, DE 19963-1904

ANDYS PIZZA & CAFE INC 501 E MARKET ST GREENWOOD, DE 19950-9701

ANEMONI JEWELERS 103 LOUVIERS DR NEWARK, DE 19711-4163

ANG OF DEWEY BEACH INC SEASONS PIZZA 1503 COASTAL HWY DEWEY BEACH, DE 19971-

ANGELOS LUNCHEONETTE
 Continued on next page

business licenses

From previous page

1722 N SCOTT ST
 WILMINGTON, DE 19806

ANIK INC SUPER SODA CENTER 1272 S GOVERNORS AVE STE C DOVER, DE 19904-4896

ANM INC MEXICAN POST 3100 NAAMANS RD WILMINGTON, DE 19810-2100

ANN DAGMAR ROSATI PHOTOGRAPHS & ART WORKS 31406 RIVER RD MILLSBORO, DE 19966-2595

ANNIE'S BANANNIES LLC 9 1ST STREETS NEWARK, DE 19711

ANNIE'S BARGAIN SHOP 4995 MILFORD-HARRINGTON HWY MILFORD, DE 19963 BOTTLE RECYCLING FEE

ANTHONY'S COAL FRD PIZZA OF WILM LLC 5611 CONCORD PIKE WILMINGTON, DE 19803-1428

ANTHONY'S PIZZA 215 COMMERCE ST APT 2 2ND FL DOVER, DE 19901

APEX GLOBAL ENTERPRISE INC 217 N CAROLINE PL DOVER, DE 19904-7733

APPLE DUMPLINGS ETC LLC APPLE DUMPLINGS ETC 710 WYNDAMERE RD LEWISBERRY, PA 17339

APPLETON CATERING LLC 1319 NEWPORT GAP PIKE WILMINGTON, DE 19804-2845 BOTTLE RECYCLING FEE

APPLIED BANK 37012 COUNTRY CLUB RD REHOBOTH BCH, DE 19971-1099

APPLIED BANK COFFEE MONEY CAFE PO BOX 2170 WILMINGTON, DE 19899-2170

ARAMARK EDUCATIONAL SERVICES INC #2843 UNIVERSITY OF DE 222 S CHAPEL ST RM 133 NEWARK, DE 19716-4701

ARAMARK EDUCATIONAL SERVICES INC GRAHAM HALL CONCESSION (2889) UNIVERSITY OF DELAWARE 222 S CHAPEL ST RM 133 NEWARK, DE 19716-4701

ARAMARK EDUCATIONAL SERVICES INC PERKINS STUDENT CTR # 2881 NEWARK, DE 19716-6199

ARAMARK EDUCATIONAL SERVICES INC GRAHAM HALL WILM CONFERENCE UNIVERSITY OF DELAWARE 222 S CHAPEL ST RM 133 NEWARK, DE 19716-4701

ARAMARK EDUCATIONAL SERVICES INC RUSSELL DINING HALL (2885)

222 S CHAPEL ST RM 133 NEWARK, DE 19716-4701

ARAMARK EDUCATIONAL SERVICES INC UNIV OF DELA STORE #2892 5 COURTNEY ST NEWARK, DE 19716-5325 BOTTLE RECYCLING FEE

ARAMARK EDUCATIONAL SERVICES INC #2842 17 W MAIN ST NEWARK, DE 19716-3032

ARAMARK EDUCATIONAL SERVICES INC BLUE AND GOLD CLUB (2888) 222 S CHAPEL ST RM 133 NEWARK, DE 19716-4701

ARAMARK EDUCATIONAL SERVICES INC KENT DINING HALL (2887) 222 S CHAPEL ST RM 133 NEWARK, DE 19716-4701

ARAMARK EDUCATIONAL SERVICES INC UNIVERSITY OF DELAWARE 222 S CHAPEL ST RM 133 NEWARK, DE 19716-4701

ARAMARK SERVICES INC #4506 201 N WALNUT ST WILMINGTON, DE 19801-2920

ARAMARK SERVICES INC 12 READS WAY NEW CASTLE, DE 19720-1649

ARAMARK SERVICES INC

ARAMARK SERVICES STORE 6181 PO BOX 105541 ATLANTA, GA 30348-5541

ARAMARK SERVICES INC #0145 200 WHITE CLAY CENTER DR NEWARK, DE 19711-5466

ARAMARK SERVICES INC #0690 1 PENNS WAY NEW CASTLE, DE 19721-2300

ARAMARK SERVICES INC 4008 N DUPONT HWY NEW CASTLE, DE 19720-6314

ARAMARK SERVICES INC #0499 J P MORGAN SERVICES 500 STANTON CHRISTIANA RD NEWARK, DE 19713-2105

ARAMARK SERVICES INC #4071 4500 NEW LINDEN HILL RD WILMINGTON, DE 19808-2922

ARAMARK SERVICES INC DELMARVA OFFICE CTR 300 N WAKEFIELD DR NEWARK, DE 19702-5419

ARANDA NICOLAS FLORENCIO PRODUCTOS MEXICANOS SANTA 692 N GUERNSEY RD WEST GROVE, PA 19390-9217

ARCIS ASSOCIATES LLC DUNKIN DONUTS 1142 ELKTON RD NEWARK, DE 19711-3509

ARCIS ASSOCIATES LLC **DUNKIN DONUTS** 1126 KIRKWOOD HWYSTE D NEWARK, DE 19711

AREAS USA DD LLC SWAROVSKI 1131 N DUPONT HWY DOVER, DE 19901-2008

ARENA'S LLC ARENA'S CAFE 20312 COASTAL HWY REHOBOTH BCH, DE 19971-8015

ARGMAR INC 3 STARS PIZZA 1700 KIRKWOOD HWY WILMINGTON, DE 19805-4919

ARGO TRADING, LLC STE 120 PMB 6974 2711 CENTERVILLE RD WILMINGTON, DE 19808-1676

ARMCO AQUATICS LLC 15 RIDON DR HOCKESSIN, DE 19707-1035

ARMSTRONG DANIEL 13900 COUNTY ROAD 455 UNIT 107 CLERMONT, FL 34711-9029

ARNOLD REBECCA S 2105 N VAN BUREN ST WILMINGTON, DE 19802-3907

ARUANNO FOODS LLC PRIMO HOAGIES SALAD EXPRESS 223 E MAIN ST NEWARK, DE 19711-7314

ASAHI KASEI SPANDEX AMERICA INC 1566 BUSHY PARK RD GOOSE CREEK, SC 29445-6336

ASHIL INC BRIDGVILLE DISCOUNT LIQUORS 9577 BRIDGEVILLE CTR UNIT 5 BRIDGEVILLE, DE 19933-4674

ASHLEY JENKS JENKS CONCESSIONS INC 549 BERT YARBRO RD VALE, NC 28168-9226 BOTTLE RECYCLING

ATKINSON LOVELESS KATHLEEN BEST SNACKS VENDING LLC 330 MOSS ST CHESAPEAKE CY, MD 21915-1021

ATLANTIC APOTHECARY 100 S MAIN ST STE 104 SMYRNA, DE 19977-1478

ATLANTIC BLUE LLC BLUE 122A REHOBOTH AVE REHOBOTH BCH, DE 19971-2136

ATLANTIC LIQUORS INC 19108 COASTAL HWY UNIT 1 REHOBOTH BCH, DE 19971-6111

ATLANTIC SEAFOOD COMPANY 101 N BOARDWALK REHOBOTH BCH, DE 19971-2160

ATMIYA I INC COUNTRY FARM 3505 MILLER RD WILMINGTON, DE 19802-2521 2010110642

Police blotter: HVAC fraud scheme alleged

The state Attorney General's office has secured a 101-count criminal indictment charging several Sussex County residents, including a father and son, with being part of a heating and air-conditioning scam that dated back to 2009.



Walsh

Special Investigators arrested Walsh on February 25 on a fugitive warrant from Pennsylvania and brought him in for questioning. The next day it was alleged that Walsh was back out in the community soliciting payments from homeowners for work he promised to complete.

In response, Walsh was arrested again – his third arrest this year – on March 4 and was charged him with home improvement fraud and theft. As a condition of his release he was prohibited from engaging in any contractual work. The indictment charges Walsh and his associates with more than two dozen separate frauds against Sussex County homeowners. Walsh was charged with 101 offenses.

Walsh's company is no longer in operation. Since his latest arrest in March investigators learned that the company liquidated its equipment.

Individuals who may have been affected by these defendants, are asked to call the police or contact the Attorney General's Consumer Protection Unit at 800-220-5424. To read a full story on the case, [CLICK HERE:](#)

The indictment, handed down Monday by the Sussex County Grand Jury following three-month investigation by the Attorney General's Fraud and Consumer Protection Division and Delaware State Police.

According to a statement from the Attorney General's Office, The indictment charges seven men who were associated with John Walsh, 51. The group included his son. Walsh has operated heating and air conditioning services companies from the Millsboro area under various names for the past 10 years, including MidAtlantic Heating and Air, Eastern Shore Heating and Air, and AOC/Mid Atlantic Heating and Air. The indictment charges the defendants associated with these companies with a pattern of theft and fraud over a four-year period beginning in July, 2009.

Knifing suspect arrested

A man from the Newark area has been arrested in connection with the stabbing a University of Delaware quarterback, thanks, in part, surveillance cameras in the city.

On Monday, Newark Police obtained an arrest warrant for Michael J. Creed, 25, of Dixie Line Road. No bail information is available.

At 1:20 a.m. on May 12, officers were called the City of Newark Parking Lot #1, at 54 East Delaware Avenue (behind Grotto Pizza) for a report of a stabbing. With the use of surveillance cameras in the area, detectives were able to obtain information on a vehicle linked to the suspect.

The News Journal, citing sources close to the football team, identified the victim as University of Delaware quarterback Trevor Sasek of Limerick, Pa. He is in stable condition. University officials, citing policy, did not identify the victim. Victims in such cases are not identified by police.

