



Delaware has lowest business tax burden. 3

This week



ATK Elkton rocket motor plays key role in missile defense test. 6

Big cigarette smuggling ring stored goods in state. 28



The Bulletin moves to a Wed. publication date, beginning May 29.



JOBLESS RATE STABLE

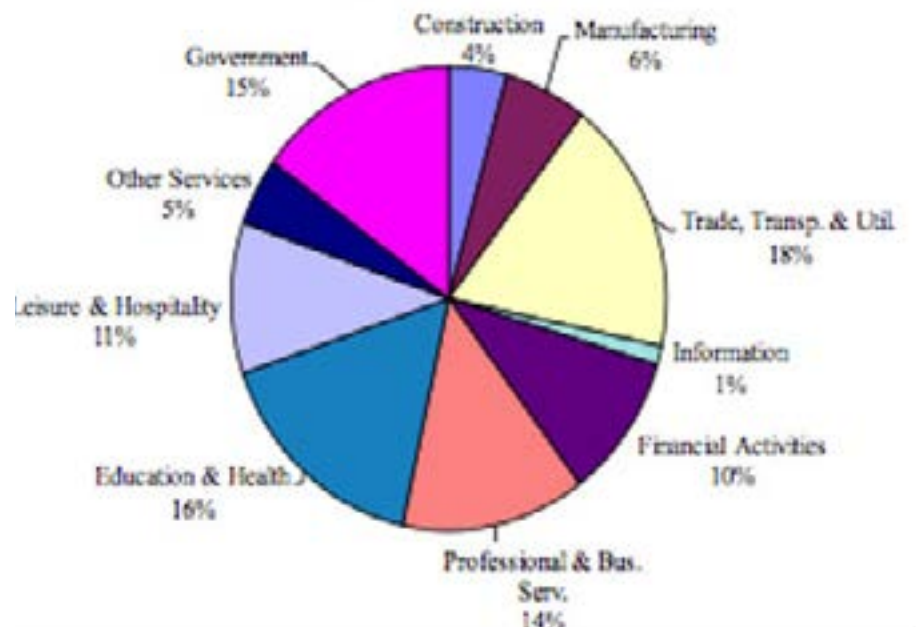
Delaware's unemployment rate remained steady at 7.2% in April.

According to figures from the Delaware Department of Labor, the 7.2 was unchanged from the March rate. Adjustments to the March rate led to a downward revision from the original 7.3 percent figure. Click on the link that follows for the full report: [2013-04 MLR](#)

George Sharply, of the Delaware Department of Labor, said the jobless rate has been affected by as little as the movement of 100 jobs. For example, the April jobless rate was actually close to 7.1 percent.

The report showed that the number of unemployed in the state was 31,900 in April, compared to 31,100 in April 2012. The nation's

Nonfarm Employment—April 2013



unemployment rate was 7.5% in April 2013, down from 7.6% in March 2013. In April 2012, the national jobless rate was 8.1%.

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Employment growth continues

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Since April 2012, Delaware's total non farm job total has increased by 7,600. That represents a gain of 1.8%. Nationally, jobs during that period rose 1.6%.

However, the state labor department said rate of increase would be difficult to maintain throughout the year. Sharply said the federal sequester spending cuts and other questions about the economy and spending are likely to hold down hiring.

A decline of 300 jobs in Delaware was reported between and April , but only after the March jobs total was revised upward by 1,000 from last month's preliminary report.

The revisions were spread across a number of industries, with the largest upward adjustment in financial services.

Although the number of employed residents rose by 300 in April, and the number unemployed fell by 400, April's unemployment rate remained at 7.2%, since the gains were not quite big enough to lower the jobless rate by one-tenth of

one percent.

While few dispute that the state's economy is adding jobs, the situation mirrors the anemic performance nationally, with the jobless rate failing to fall below the 7 percent figure. That rate of growth also means the state has a long road ahead in making up for the loss of 20,000 jobs in 2009 as the state lost its automotive industry and other companies cut back.

Nationally, the situation has led to economists and others worrying about a long-term unemployment rate in the 7 percent range that would include higher numbers for younger workers, especially those without degrees.

The situation also puts Delaware closer to the national economic performance after decades out pacing the nation. The state traditionally had a jobless rate a percentage point or more below the national figure, but is now within a few tenths of a percent of that rate.



Wholesale job count drops

Last week's unemployment report contained one surprising finding.

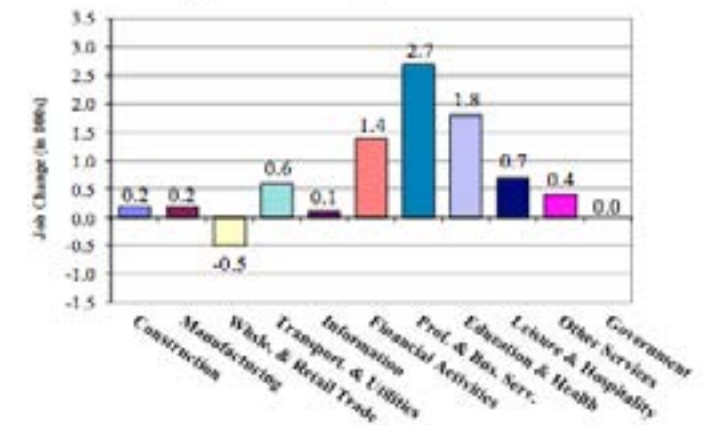
The one sector that has seen a decline in employment over the past year is the retail-wholesale area.

The decline came mainly in the wholesale side. Given the status of Delaware as the home of tax-free shopping, some growth might have been expected on the retail side, however.

All other sectors - including two of the most troubled, construction and manufacturing - saw marginal gains over the past year, as the economic recovery continued at a modest pace.

George Sharply, of the Delaware Department of Labor, cautioned against reading too much into the numbers, but noted that more detailed data has also showed a decline in employment in the sector. Reasons for the decline, in the absence of reports of major layoffs, may center on automation, lean staffing at stores and continued caution by employers.

Delaware Over-The-Year Job Change
April 2012—April 2013



REPORT: DEL. HAS LOWEST BUSINESS TAX BURDEN

A report from Michigan-based Anderson Economic Group ranks Delaware the lowest in the nation, when it comes to business taxes. Maryland, a frequent target for critics of its business climate ranked, 7th.

The lack of a sales tax and low property taxes figured into the calculations. However, Anderson said the much criticized gross receipts tax levied in Delaware was also taken into account. The gross receipts tax amounts to a sales tax paid by a business.

Still, in an environment filled with chain retailers with standardized prices, it is often difficult for smaller merchants to pass that tax along to the consumer. The smallest businesses are exempt from the tax.

The report put the state's business tax rate at about 5 percent. Alaska had the highest tax rate, due to its levies on natural resources, including oil. The same was true for North Dakota and Wyoming.

The study is likely to become a key marketing tool for the state. Other recent reports have put the state further down in the rankings when it comes to business climate and economy.

In one report from [Chief Executive](#) magazine, Delaware slipped to 27 from 14 in its business

Business tax burden

Lowest based on % of operating margin

Delaware	5.1%
Oregon	5.7%
Utah	6.2%
Louisiana	7.3%
Georgia	7.8%
South Dakota	7.8%
Maryland	8.0%
U.S. average	10.2%

Highest based on % of operating margin

Alaska	25.2%
North Dakota	16.8%
Wyoming	15.7%
Vermont	14.6%
West Virginia	14.2%
Maine	13.5%
Florida	13.4%

(Source) Anderson Economic Group)

ranking. According to the report, taxes and the regulatory environment were factors in the the ranking. In some business circles, utility costs and the state's renewable energy standards have been cited as a drag on efforts to attract and retain companies.

[The Tax Foundation](#) ranks Delaware No. 14 in business taxes. One potential drawback for business owners is the state's personal income tax, which ranks [17th in the nation](#), according to another Tax Foundation report.

Gov. Jack Markell issued the following statement following the release of the report: "A robust business environment contributes to a strong state economy and more jobs. Every day we work to attract, retain and grow businesses that want to make Delaware their home. We want to make Delaware globally competitive as a place to do business and will continue to nurture innovation and foster a business climate that attracts entrepreneurs and companies of all sizes." Click on link below for the Anderson report.

[AEG Tax Burden Study 4th Edition - 2013](#) 

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ATK Elkton rocket motor key part of successful test

ATK's Elkton, Md. site, provided critical components for the recent successful test flight of a missile system aimed at protecting the United States and allies.

Flight Test Mission-19 was launched from a U.S. Navy Aegis Cruiser off the coast of Kauai, Hawaii. This test and others have been successful in intercepting and destroying missiles.

ATK supplies the third stage rocket motor to Raytheon Company, the prime contractor for the missile.

The test, code-named Stellar Hecate after a Greek goddess of magic, marks the 23rd successful intercept for the program.

Raytheon officials said the test was designed to test the ability of the missile technology to better identify the target.

The latest test involved a short-range missile and the ability of the system to determine the target to strike when the separation is taking place between stages of the missile.



The SM-3 missile in action. (Raytheon photo).

“What we learned from this mission gives me great confidence in the missile’s production readiness,” said Mitch Stevison, Raytheon program director. The Defense Department is nearing a decision on launching full-scale production of the missiles.

Production of the third stage motor takes place at ATK Defense Group’s location outside Elkton.

The motor, according to ATK, has a unique combination of capabilities that permits the guided missile to deal with “a broad range of threats as it intercepts and destroys the threat.”

The development of the systems is taking on greater importance as North Korea develops a nuclear program and missile system.

“The Aegis Ballistic Missile Defense System continues to demonstrate its effectiveness against threat-representative targets,” said Cary Ralston, vice president and general manager of ATK’s Missile Products division. “ATK is a proud member of the SM-3 guided missile team, and this test provides additional validation of the Block IB missile’s production readiness.”

ATK is an aerospace, defense, and commercial products company with operations in 21 states, Puerto Rico, and internationally. The company is based in Arlington, Va.



Food Lion's strategy; Grotto Pizza opens in Dover

Food Lion announced has rolled out lower prices and investments in 178 stores in five states, including Delaware, Maryland, Pennsylvania, Virginia and West Virginia.

The company has been adding stores in recent years in more heavily populated New Castle County as it closes stores in other parts of the country.

[Food Lion](#) says the company offers customers lower prices on 6,000 items throughout the store and access to store brand products at new lower prices, including the company's My Essentials house brands. The company also says it improved its produce as part of its "Fresh From the Field" initiative.

Food Lion held grand re-opening festivities at the 178 stores. The company also plans to kick off a week of giving by donating fresh produce and store brand products to local charities, including \$5,000 to the Food Bank of Delaware in Milford. By the end of 2013, Food Lion is on track to donate more than 245,000 pounds of food in the region.



With the latest announcement, more than 800 Food Lion locations have received these investments, representing nearly 80 percent of its store base. The company launched 167 stores in the Raleigh and Fayetteville, N.C., markets in May 2011, 268 stores in March 2012 in Virginia, West Virginia and the outer banks of North Carolina, and 269 stores in its hometown markets of Salisbury, N.C, and Charlotte, N.C., in July 2012.

Based in Salisbury, N.C., Food Lion has grown to more than 1,100 stores in 10 states. Food Lion is a company of Delhaize America, the U.S. division of Brussels-based Delhaize Group. The company operates more than 1,100 supermarkets in 10

southeastern and Mid-Atlantic states, and employs approximately 57,000 associates.

Grotto opens in Dover

Grotto Pizza opened its 22nd restaurant in Dover on Wednesday. The restaurant opened in the location of a former bookstore in the capital city.

The company also has locations in northeast Pennsylvania. The new location is 1159 North DuPont Highway.

[Grotto](#) got its start in 1960 in Rehoboth Beach and still has its largest concentration of stores in coastal Sussex County. The company also has a location in Ocean City, Md.



Continued on next page

Elder law Q&A; Museum Trail Passport program

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Elder law Q&A

Delaware Hospice offers “Off the Clock” Elder Law Q&A Sessions on Wednesday, May 29th in Milford.

In collaboration with Procino Wells LLC, Attorneys at Law, Delaware Hospice is offering “Off the Clock” complimentary Elder Law Q&A Sessions on May 29th from 5:30-7:00 p.m. at the Delaware Hospice Center, 100 Patriots Way, Milford.

Patients and family members face many challenges at the end-of-life, including legal questions. What is a power of attorney vs. what is a guardianship? What responsibility does a durable medical power of attorney have? What steps can one take to safely protect assets?

“Off the Clock” presenters will be Michele Procino-Wells, Esq., and Amber B. Woodland, Esq., from Procino Wells LLC. Participants will hear a brief presentation and will be encouraged to ask questions about the legalities of end-of-



p.m.

Museum, garden discount card

The Brandywine Museums & Gardens Alliance is entering year five of its annual Treasure Trail Passport Program, offering admission discounts to eleven Brandywine Valley attractions. The promotion is valid from Saturday, May 25, 2013 (the beginning of Memorial Day weekend) through Monday, September 2, 2013 (Labor Day). For \$35 per adult, or \$75 for a family of two adults and up to three children, visitors receive a Brandywine Treasure Trail Map and a passport good for one-time admission at each of these eleven Brandywine Valley Museums and Gardens: the Brandywine River Museum, Delaware Art Museum, Delaware Center for the

life planning. Additional sessions of “Off the Clock” are scheduled on June 17th at 3:00 p.m. and July 12th at 3

Contemporary Arts, Delaware Historical Society & Read House, Delaware Museum of Natural History, Hagley Museum and Library, Longwood Gardens, Mt. Cuba Center, Nemours Mansion & Gardens, Rockwood Park & Museum, and Winterthur Museum, Garden & Library. The sites are all within a ten-mile radius centered near Wilmington.

“We’re are pleased that we were able to keep the Passport price the same as in 2012, saving families up to \$380, and individuals up to \$94,” says Sara Teixido, Alliance chair.

Blackout dates and other restrictions apply. Those interested are encouraged to visit this [website](#) or call specific attractions for details.

Passports are available now at www.brandywinetreasures.org and will be available May 25, 2013 at all eleven member sites and at the Greater Wilmington Convention & Visitors Bureau.



Possibility of Walmart dooms road sponsorship plan

The New Castle County Council narrowly rejected a plan to sponsor a \$1.8 million state grant for a road to a proposed development that could include a Walmart store.

The resolution called for the council to act as sponsor for the construction of a road adjacent to the New Castle Town Center. The town center has seen little opposition over the years, as the land was the site of a gravel pit. However, Walmart now seems to be a lightning rod, given its reputation in labor circles.

Scott Green, executive director of the Delaware River and Bay Authority, said the decision by the council is not expected to have any immediate impact on development of the nearby New Castle Airport. The authority operates the airport.

The airport is seeing growth at existing employers, as well as the possibility of other companies coming to the site, according to Green and state officials.

A release from County Executive Tom Gordon's office indicated that he was concerned with the

property becoming the site of a Super Walmart and affecting "mom and pop stores" throughout the county.

The property is owned by Stoltz USA, which is now battling the county over the Barley Mill development north of the New Castle property. The council previously approved a plan the Barley Mill but the Gordon administration has gone to court over the issue.

According to a release, New Castle County Chief Administrative Officer David Grimaldi told council members before the vote that the Gordon administration was recently approached to be the municipal sponsor for this application for a Delaware New Jobs Infrastructure Grant with the Delaware Economic Development Office, but learned that plans were in the works to bring a Walmart to the site.



Thomas Gordon

Alan Levin, director of the Delaware Economic Development Office, said he had no comment on the council decision.

The funding in question ties road construction to projects that create jobs. A Walmart Supercenter would create a large number of construction jobs and expand retail employment, an area that has seen a decline in the past year.

While not formally confirmed, plans by the world's largest retailer to add a store at the site and close a smaller store a short distance away were widely known in real estate circles.

"This is something that we can't support," Grimaldi stated. From everything we've heard Walmart would in fact be the tenant. That's one of the reasons we're not supporting it."

According to the county release, David Dunphy, a lobbyist with United Food and Commercial Workers Local 27 – which represents employees at Pathmark, Acme and others – said he did not know if Walmart was coming to the site in

Continued on next page

Walmart has long been mentioned as candidate for site

From previous page

question. “But we still have concerns over who might be coming,” Dunphy said. “I don’t want to go through a long talk on Walmart and our feelings on their record. But who that tenant is does matter. All jobs are not created equal; there are better jobs – with health care, jobs with sustaining wages.”

Both Acme and Pathmark have been trimming their unionized workforces and closing stores as union and nonunion competitors expand. Walmart has been responding with TV ads claiming it provides good jobs with upward mobility.

According to the release, Greggo & Ferrara Inc., a New Castle road builder and developer, had successfully applied to DEDO for grant funds with support from the prior Clark administration and the Delaware River and Bay Authority on behalf of the nearby New Castle County Municipal Airport.

The grant was to be used to construct a new road at the New Castle Town Center that would connect Old and New Churchman’s Roads, upgrade Old Churchman’s Road from U.S. Route 13 to the new road, widen and add turn lanes along a quarter

mile of Churchman’s Road and install a traffic light at the intersection of Churchman’s Road and the new road, according to the release.

But the application process started over once the land was transferred from Greggo & Ferrara to Stoltz. When Gordon declined to support the new application, Councilman George Smiley (D-New Castle) attempted to have County Council act as the sponsor.

Smiley mentioned in committee and at the regular meeting in council chambers that he did not know who the tenant of New Castle Town Center would be, the release stated.

Grimaldi noted in the release that the “unclean hands” argument affected this property since this was a gravel pit site and the law was changed to include gravel pits within the definition of “redevelopment” along with all of the perks and benefits associated with it. That likely increased the value of this property, he added.


Smiley sponsored legislation to give away 2.15 acres of county land adjacent to the property in

question as surplus land, Grimaldi said. Now, Stoltz was applying for nearly \$2 million of state money to build a new road on our former property.

“So, our land was given away to DelDOT for free so that we could build a road right next to this Stoltz property,” he said. We think this deal still has quite a few questions and we’d like to get answers before we sign on as any kind of a sponsor.”

No mention was made of the possibility that the road could open up the area to further non-retail development around the airport, although it appears those plans are not in the immediate future.

Grimaldi said giving away county land for free rather than making Stoltz build the road on its own land was “fiscally irresponsible.”

The council voted 6-5, with two abstentions, to oppose the resolution. Weiner refrained from voting while Councilman William Bell (D-Middletown) recused himself due to the fact that he was an employee at the Delaware River & Bay Authority. 

New Amtrak locomotives roll off assembly line

The first of 70 new electric locomotives from Siemens are rolling off the assembly line in Sacramento, Calif.. The first units of the \$466 million order will be field tested this summer for entry into service in the fall.

“The new [Amtrak](#) locomotives will help power the economic future of the Northeast region, provide more reliable and efficient service for passengers and support the rebirth of rail manufacturing in America,” said Amtrak CEO Joseph Boardman. “Built on the West Coast for service in the Northeast with suppliers from many states, businesses and workers from across the country are helping to modernize the locomotive fleet of America’s railroad.”

The Amtrak Cities Sprinter (ACS- 64) locomotives are being assembled in Siemens’ Sacramento, rail manufacturing plant powered by renewable energy, with parts built from its plants in Norwood, Ohio, Alpharetta, Ga., and Richland, Miss. Nearly 70 suppliers, representing more than 60 cities and 23 states are also represented.

The new locomotives will operate on Northeast Regional trains at speeds up to 125 mph on the Northeast Corridor that passes through Wilmington and on Keystone Service trains at speeds up to 110 mph from Philadelphia to Harrisburg, Pa. Amtrak



Joe Boardman, Amtrak president & CEO and Michael Cahill, president of Siemens Rail Systems division in the U.S. stand with one of the new Amtrak Cities Sprinter locomotives. (Photo courtesy of Amtrak).

employs more than 1,000 in Delaware.

In addition, all long-distance trains operating on the corridor will be powered by the new locomotives. The new locomotives are designed for

easier maintenance, will improve energy efficiency by using a regenerative braking system that will feed energy back into the power grid.

The first three locomotives will undergo a comprehensive testing program this summer, including two at a U.S. Department of Transportation facility in Pueblo, Colo., and one on the NEC. Once they are commissioned, production of the remaining units will ramp up for monthly delivery through 2016.

The new locomotives are part of a plan to modernize and expand equipment. The new units will replace electric locomotives with between 25 and 35 years of service and average mileage of more than 3.5 million miles with some approaching 4.5 million miles.

The first of 70 new electric locomotives from Siemens are rolling off the assembly line in Sacramento, Calif..

The first units of the \$466 million order will be field tested this summer for entry into service in the fall.



Gore technology helps cellphone take a good soaking

Fujitsu smartphones can take a good soaking thanks to W.L. Gore and Associates.

The Fujitsu Arrows X F-02E and Raku-Raku phones use the [GAW325 acoustic adhesive vents](#) made by a Gore business based in the Elkton, Md.

area. Gore is headquartered in Newark.

The vents are mounted on the interior of the device housing to provide a liquid and particle barrier for the phones' sound openings.

Gore's 300 Series Acoustic Vents are made from an ePTFE material and have been tested to

allow for improved performance with excellent sound quality and protection from liquids, dust and other contaminants, according to a release.

According to Gore, the mobile phone can normally function after being sprayed with water for three minute or after being immersed in room-temperature tap water for 30 minutes.

For more information on its water resistance, visit <http://www.gore.com/portableelectronics>.



New day for The Bulletin

Beginning with next week's issue, The Business Bulletin will be emailed to your In Box on Wednesday, rather than on Tuesday. The change should allow more late-breaking news in the weekly electronic business journal.

High stakes casino bids in Md. not good news here

Across the line in Maryland, Penn National Gaming, Inc. is moving and grooving in hopes of a big payoff. The high-stakes battle in Maryland is not good news for Delaware's struggling racino industry.



Doug Rainey

to operate more than one casino in the state.

Penn National last year came out on the losing end of a referendum that allowed table games, but in return authorized a casino in Prince Georges. Also on the way is a casino in Baltimore from industry giant Caesars.

A Prince Georges casino did not sit well with Penn National, which has a big casino complex in Charles Town, W. Va., a 90-minute drive from much of the D.C. area.

Penn National pivoted and proposed the Rosecroft project while quickly adding table games in Perryville, which took a big revenue hit after the opening of [Maryland Live](#) near Baltimore. Compounding the misery for Perryville are \$6 tolls to the other side of the Susquehanna.

The big barrier to building the \$700 million Hollywood casino is MGM Resorts, which has a competing bid to build a Las Vegas-style casino in Prince Georges at [National Harbor](#).

Published reports indicate that Las Vegas-based MGM pulled out all stops in submitting its bid to Maryland gaming authorities. The owner of

the Parx gaming complex in Philadelphia has also submitted a bid as it sees more competition for dollars from the once sizable Maryland market.

As for Delaware, prospects are dim when it comes to more casinos. That became clear as the expansion bill from, Rep. Dennis Williams, D-north Wilmington, quickly became stalled in committee. After all, Dover Downs, the only company that publicly reports its casino results, has swung to the loss column. To the north, Delaware Park is cutting back on its racing schedule as purses and gaming revenues decline.

Dover Downs' performance bears watching, since it has also made big investments in a conference and hotel complex to make the complex more of a destination. Dover Downs has become a go-to conference spot for bigger downstate get-togethers. That adds more overall employment.

Should the losses continue, Dover Downs and the state's other two casinos will have a strong case for lowering the state's share of casino revenue. That percentage was increased during a past state budget crisis.

Trellist Marketing hosts ‘Battle of the Brains’

Trellist Marketing and Technology, Wilmington, hosted “Technically Challenged — A Battle of the Brains” during Philly Tech Week to demonstrate how rapid creative thinking and technical knowledge come together to solve real business challenges.

Technologists, designers, entrepreneurs and strategists were grouped together to see which team could develop the most innovative solution. A new video released by Trellist captures the spirit of the event and features interviews with event participants and judges, while also spotlighting the winners.

The video recap of Technically Challenged is now [available here](#).

The winners of Technically Challenged integrated social media, a mobile application, and a virtual concierge service with the objective of increasing online sales for a fictitious Philadelphia specialty retailer. The winning team included Michael Carvin from New Jersey, Jessica Samph from Pennsylvania, John Cerami from Washington, D.C., and Constantin Bigu from Eastern Europe.



“All six teams developed surprising and unique solutions this evening. They really showed what can happen when a diverse group of analytical thinkers attacks a business problem together,” said Chris Wallace, one of the event organizers from Trellist. “This is definitely in keeping with the spirit of Philly Tech Week.”

Technically Challenged was hosted at the offices of First Round Capital on 4040 Locust Street, Philadelphia.

It included six teams and more than 70 total attendees. The winning team received a basket of technology gadgets valued at more than \$800 that included a Kindle Fire HD, Jawbone JAMBOX speakers, Bose headphones and Apple gift card.



Judges for the competition included a number of leaders from the Philadelphia-area marketing and technology community: Sarah Caputo, director of marketing communications, Comcast Cable; Kjell Hegstad, managing director for Mobile and Emerging Technologies, Capital One; Steve Kirton, president, Circa Healthcare; and Corinne Warnshuis, event coordinator, Technical.ly.

Founded in 1995, Trellist Marketing and Technology is a mid-size professional services firm with practice areas in Business Strategy, Marketing & Branding, IT & Application Development and Education & eLearning.



Growlers coming soon to some liquor stores

Flanked by liquor store and Delaware craft brewery owners at Fordham & Old Dominion Brewing companies in Dover, Governor Jack Markell last week signed into law [House Bill 31](#).

The measure allows Delaware liquor stores to fill and sell growlers of draught beer on site. A growler is a glass or ceramic jug filled with draught beer, typically sold in a half gallon size. Until now, craft breweries were limited to selling growlers at their breweries or brewpubs. Neighboring states Pennsylvania and New Jersey already allow liquor stores to sell growlers Maryland's law is on county-by-county basis.

The signing came during American Craft Beer Week.

Breweries often produce draught beer varieties that are only available at their brewery or brewpub, which limits craft beer drinkers' ability to purchase certain varieties. By allowing liquor stores to sell growlers, bill sponsor, Rep. Debra Heffernan said that Delaware's small craft breweries will be able to expand their market and reach more customers, while liquor stores will be able to compete with their



Photos courtesy of The Governor's Office
counterparts in neighboring states.

According to the [Brewers Association](#), craft brewers and brewpubs provide nearly 110,000 jobs in the

U.S. Delaware ranks 10th in the nation in the ratio of breweries to population, with nine operations in all three counties.

The [Delaware Brewers Guild](#) estimates that state craft brewers produced about 250,000 barrels of beer last year. Much of that production came from Dogfish Head and Fordham & Dominion Brewing.

“We are excited that the growlers will allow us to share draft-only beers, that had been previously only available to bars, with many of our loyal drinkers,” said Jim Lutz, CEO of Fordham & Dominion Brewing. “We appreciate the community that comes along with these. Not only do they connect us to beer history, they provide us a means of commemorating special occasions.”

Under House Bill 31, liquor stores will be able to purchase a growler filler permit for \$150 every two years, allowing them to fill, cap and sell growlers to go.

Delaware is expected to issue growler filling permits in late May or early June.



Roth IRAS proposed for state workers

The state represented in Congress by the late William V. Roth Jr. for 34 years could one day offer its employees a retirement plan option that bears his name.

Rep. Trey Paradee, D-west Dover, introduced legislation that would add a Roth option to state-sponsored 403(b) and 457(b) savings plans that currently are offered to eligible teachers and state employees.


House Bill 148 would not require the state to contribute any funds into those retirement plans, and plan participants could still choose to make traditional, non-Roth contributions. The Roth option is named after Rep. and later Sen. Roth, who was instrumental in developing the Roth IRA in 1997.

“The Roth option is an extremely tax-friendly way to save for retirement because it allows participants to enjoy tax-free growth on their investments while they are still employed and to make tax-free withdrawals during retirement,” said Paradee, a financial planner. “The fact that the state that sent Bill Roth to the U.S. Senate for 30 years doesn’t offer a Roth option for its workers is surprising. Many surrounding states, including

Maryland, Pennsylvania and New Jersey, began adding the Roth option over two years ago when it was authorized by Congress. It would be only fitting that Delaware adds the Roth 457(b) and 403(b) option for state workers and teachers.”

In a traditional, non-Roth account, contributions are considered tax-deferred and are deducted from a participant’s taxable income, which creates an initial tax savings. In addition, any growth that occurs in the account over time accrues on a tax-deferred basis. But when an individual retires and begins withdrawing funds from the account, the withdrawals are considered taxable income.

By contrast, a Roth account allows participants to contribute after-tax income so it does not create an initial tax savings.

Gains, over time, accumulate on a tax-free basis, and when withdrawals are made during retirement, the distributions are tax-free. There also are additional estate-planning benefits to a Roth account that allow individuals to pass on their accounts to family and loved ones on a more tax-friendly basis, according to a release. 



Morris James launches health care blog

Morris James, Wilmington, is now sharing its attorneys' experience with its own health care client base and other industry professionals. The firm has launched a blog at www.delawarehealthcareindustryblog.com. Blog updates also go out to the firm's Twitter followers [@MorrisJamesLLP](https://twitter.com/MorrisJamesLLP).

The firm provides legal services hospitals, doctors, drug companies, device makers and other major players in the Delaware health care market. The health care blog's authors will provide updates on breaking developments, news and other commentary considered essential to those individuals and organizations in the Delaware healthcare industry.

Kerr named partner

MacElree Harvey, Ltd. announced that Felice Glennon Kerr, an attorney in their Centreville, Del. office, has been named equity partner in the firm.



Kerr

Felice concentrates her practice on family law including divorce, property division, child support, alimony, custody, prenuptial agreements, settlement agreements, domestic violence and probate litigation. Felice is a trained mediator and handles disputes involving property divisions, alimony, custody, visitation and support.

She is also a trained parenting coordinator. A member of the Delaware State Bar Association and a founding member of the Delaware Parenting Coordination Council, Felice received her law degree from Suffolk University Law School in 1989 and her undergraduate degree from Villanova University in 1986.

MacElree Harvey is a full service law firm located in Kennett Square, Pa. Centreville and West Chester, Pa.

To learn more about the firm, visit www.macelree.com.



Rocanelli

Rocanelli nominated for Superior Court post

Gov. Jack Markell announced his nomination of Judge Andrea L. Rocanelli for appointment to the Superior Court. Rocanelli will be nominated to fill the vacancy created by the retirement of Judge Jerome O. Herlihy.

"Judge Rocanelli is recognized for her outstanding contributions to the bench, bar and public," said Markell. "If confirmed, she will be an excellent addition to the Superior Court of Delaware."

Since 2009, Rocanelli has served as a judge on the Court of Common Pleas. In addition to adjudicating criminal and civil matters, Rocanelli is responsible for the Court's Drug Diversion Program in New Castle County. With respect to civil litigation, Judge Rocanelli has focused on the Court's consumer debt collection actions.

AB&C WINS 28 AWARDS

Ab+c, a full-service marketing communications agency, won a total of 28 awards between two prominent healthcare competitions. At the 30th annual Healthcare Marketing Report Health Advertising Awards, the agency received 19 awards. Also, the agency hoisted nine awards at the 2013 Aster Awards, judged by Marketing Healthcare Today.

“The healthcare marketing industry is just as competitive as healthcare itself,” says ab+c president and CEO John Hawkins. “Our team is tremendous. We start with top healthcare clients and add laser-focused strategy and engaging creative. It’s a recipe for sustained success.”

The Healthcare Advertising Awards are evaluated by a national panel of judges. More than 4,000 entries from 268 agencies were judged on creativity,

quality, message effectiveness, consumer appeal, graphic design and overall impact. The agency won awards with 14 different clients. Along with 11 gold, two silver, one bronze and four merit awards, ab+c received a Best in Show for its physicians video mailer for MedStar Union Memorial Hospital, one of only 17 to earn this high designation.

The Aster Awards are produced by Marketing Healthcare Today, a health care publication.

This competition recognizes the nation’s most talented health care marketing professionals. The agency won three gold, four silver and two bronze awards.

To view these entries online, [click here](#). The agency is based in Wilmington.



State Chamber teams up with internship marketplace

The [Delaware State Chamber of Commerce](#) and [Internships.com](#) have launched a strategic partnership to provide a platform to connect local students with businesses across the state of Delaware. Internships.com and the Chamber will work together to help inform members about the benefits of experiential education, facilitate internship connections within the community and provide cutting-edge tools and resources to optimize the process of hiring interns, a release stated.

“Partnering with Internships.com is an exciting prospect for the Delaware State Chamber of Commerce,” said President and CEO Joan Verplanck. “We like to provide our interns with valuable experiences, and this partnership will lead to even more value for the next generation of business leaders.”

To support the partnership, Internships.com developed a dedicated microsite accessible to employers and students so they can directly search for and connect with each other for free.

“We’re thrilled to partner with the Delaware State Chamber on this initiative,” said Robin D. Richards, CEO of Internships.com. “Internships have become a vital way for employers to recruit talent into their organizations, and this platform is an ideal way to help the chamber facilitate that connection.”



800 acres of Kent bay-area land protected with grant

More than 800 acres of coastal lands in the Delaware Bayshore, will be conserved and protected thanks to a federal grant awarded to DNREC's Division of Fish and Wildlife.

The U.S. Fish and Wildlife Service's North American Wetlands Conservation Act award of \$1 million will be used, along with matching funds from the state Open Space Program, conservation partners and private contributors, to acquire property along the Bayshore in Kent County. Ten conservation partners have pledged matching funds that helped to make the grant award possible.

"Our appreciation to the U.S. Fish and Wildlife Service, our Congressional Delegation and our partners for their tireless efforts in protecting our precious Bayshore lands and providing access to




premier Bayshore habitat," said Gov. Jack Markell. "By conserving this land, we can offer world-class outdoor experiences supporting ecotourism and helping to ensure a diverse natural legacy for future generations."

The grant and support from critical partners will conserve lands that will fill a gap in a network

of more than 4,000 acres of protected wetlands and uplands in the St. Jones River watershed. The conservation of these lands is a key priority of the Delaware Bayshore Initiative that protects coastal wetlands and globally significant wildlife habitat and expands public access and low-impact recreational opportunities.

The conserved lands will provide opportunities for hunting, fishing, birding and other wildlife watching, photography and nature study activities.

"We are extremely grateful for the generous financial support of Mt. Cuba Center and the hard work of DNREC's team in securing this important grant that will help preserve critical lands along the Delaware Bayshore," said Richie Jones, state director of The Nature Conservancy's Delaware Chapter. *(File photo from DNREC).* 

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Newark holding environmental workshop tonight

Newark will hold a Workshop on Environmental Quality and Natural Resources on Tuesday, May 21, from 7 p.m. in the Council Chamber of the Newark Municipal Building at 220 South Main Street. The event will include exhibits and presentations from the city's departments of Planning & Development, Public Works & Water Resources, and Parks and Recreation. After the presentations, the public will be invited to discuss Newark's needs and policy preferences for environmental quality, open space, and natural resources with Planning Commissioners and public officials.

The 18-month planning process effort began at Newark Day this past June. It includes a series of public workshops and meetings sponsored by the Newark Planning Commission. Public feedback from these meetings assists the Planning Commission in developing a recommendation to City Council for their adoption.



Chase staffers fill backpacks in hunger-fighting effort

Five hundred employees from JPMorgan Chase spent Friday night packing 30,000 meals for children and seniors as part of Chase's work in alleviating hunger in the First State.

The volunteer event took place as part of the Wilmington Grand Prix weekend festivities. While 200 cyclists competed in the event, Chase volunteers packed more than 4,000 bags of food for the [Food Bank of Delaware's](#) children's Backpack Program and more than 20,000 meals for seniors at risk of hunger.

The Backpacks will be distributed to area schools, while the senior meal boxes will be distributed to at-risk seniors through the Wilmington Senior Center and Ministry of Caring.

The packing event took more than three hours to complete.

"I am amazed by the number of meals packed by this great group of volunteers from Chase," said Food Bank of Delaware President and CEO Patricia



Beebe. "It really took teamwork to make sure all of the meals were completed in time. Chase's commitment demonstrates that it takes an entire community to serve the one in four Delawareans who depend on our network of hunger-relief services."

"In Delaware and across the country, Chase employees are passionate about helping their fellow community members and I'm proud to work beside them each and every day," said Tom Horne, general manager at Chase Card Services

"This great event gave AARP an opportunity to increase awareness of the threat of hunger among older Delawareans," said Lucretia Young, AARP state director. "We enjoyed the opportunity to collaborate with the Food Bank of Delaware and Chase to reach so many dedicated volunteers and others who want to help."

Chase will organize a second meal packing event as part of the Dover race weekend festivities. On Sunday, June 2, race fans will pack 1,000 senior meal boxes inside the fan zone at Dover International Speedway.

ATK hosts students

The [ATK Missile Products](#) division in Elkton, Md. and the Delaware section of the American Institute of Aeronautics and Astronautics (AIAA) hosted an event for local school children in support of National Engineers Week (EWeek).

The purpose of EWeek is to celebrate the accomplishments of all engineers and to

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ATK Elkton marks Engineering Week

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recognize the importance of the ongoing development of the next generation of engineers in the areas of science, technology, engineering, and math (STEM).

The theme for EWeek this year was “Celebrating Awesome.” Throughout the week, competitions were geared to challenge the participant’s creative design skills and even included a Star Wars themed target competition.

As part of national “Introduce a Girl to Engineering Day (IGED),” eighth grade girls at the top of their class in math and science at Bohemia Manor Middle School in Chesapeake City, Md., were invited to meet with female engineers in various functional positions at ATK, including design, drafting, analysis and management. They designed and launched their own straw rockets, and witnessed two static rocket motor firings.

EWeek concluded with a Lunch and Learn presentation entitled “Your most AWESOME project,” which provided four senior ATK engineers with the opportunity to present the most awesome projects they had worked on at ATK and the audience determined the winner.

Honor for Easter Seals

Easter Seals Delaware and Maryland’s Eastern Shore is a recipient of a 2013 Inglis Award for Continuing Excellence.

The Inglis awards program honors the outstanding performance of not-for-profit organizations in the Greater Philadelphia region that enhance the quality of life for people with physical disabilities.

[Easter Seals of Delaware and Maryland’s Eastern Shore](#) was one of five organizations winning a \$10,000 award. Award winners were honored at a ceremony in Philadelphia.

“Easter Seals Delaware & Maryland’s Eastern Shore is honored to be recognized for our work increasing independence and opportunities for people with disabilities,” said Easter Seals Board Chair, Cynthia Morgan. “We have been unwavering in our commitment to the mission to fully integrate people in their communities for over 60 years.”

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Opportunities are now available for advertisements and sponsorships at Delaware’s only business news website, DelawareBusinessDaily.com and the state’s electronic business journal, [The Business Bulletin](http://TheBusinessBulletin.com). For more information, call 302-753-0691. (email drainey@delawarebusinessdaily.com)



Editor's note: Send your personnel items to draineyt@delawarebusinessdaily.com Higher resolution photos under one megabit are welcome and will be used in an online photo gallery at DelawareBusinessDaily.com.

Allan to Community Foundation

The Delaware Community Foundation named **Bill Allan**, former president of Verizon Delaware, as the new senior vice president for Southern Delaware.



Allan

Allan, who most recently served as president of Verizon Delaware, retired in 2011 from a 33-year career in telecommunications and came out of retirement in May to join the foundation. Allan will take over for Hugh Leahy, who is retiring at the end of May.

Allan began his professional career as a project manager at the Colgate-Palmolive Company. After one year, he was hired into the engineering department of the New York Telephone Company.

He worked on many projects, including the divestiture of New York Telephone from AT&T in 1984, and the mergers of NYNEX, Bell Atlantic and GTE to form Verizon Communications.

He worked in engineering, marketing and government affairs before transferring to Wilmington to become the president of Verizon Delaware in 2005. While in Delaware, he was instrumental in introducing FiOS internet and television service to the state and managed Verizon's philanthropy activities in the First State.

Allan, who recently moved to Rehoboth from Wilmington, is on the board of the Delaware State Chamber of Commerce and was board chair in 2012. He is on the board of trustees of Christiana Care Health System, and the boards of the CCHS Visiting Nurse Association and the Delaware Alliance for Nonprofit Advancement.

He was the board chair of the Metropolitan Wilmington Urban League from 2009 to 2011, and is a past member of the Delaware Business Roundtable executive and education committees,

the Governor's P-20 Council and the advisory board at the University of Delaware's Lerner College of Business & Economics. "We are truly fortunate to have Bill on our team," said DCF CEO Fred Sears. "He is a knowledgeable individual with great relationships and a real commitment to Delaware. We're looking forward to working together, with Bill to continue to expand philanthropy in Southern Delaware."



Kolodgie

Kolodgie to direct Barton Career

Rich J. Kolodgie has been appointed Managing Director of Barton Career Advisors (BCA), expanding his role with the Wilmington-based career transition and out-placement company. Kolodgie continues in his role on the leadership team

of the CBI Group, a Newark-based recruitment and human resources consulting firm with which BCA is affiliated. A resident of Wilmington, Kolodgie served as CEO of Coaching Partners, Inc, an executive coaching firm which he founded,

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and Director of Executive Development for Team Builders Plus. Prior to that he was with the DuPont Co. in a number of business management positions.

Comcast Business exec named

Comcast Business, a unit of Comcast announced that **Kevin Conmy** has been appointed vice president for the company's Freedom Region. In this role, he will oversee the continued development of targeted sales and marketing operations for businesses across greater Philadelphia, New Jersey and northern Delaware.



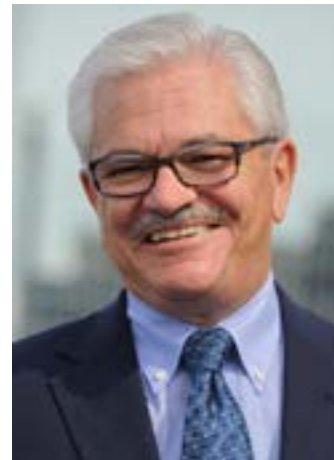
Conmy

With over 22 years of telecom and management experience, Conmy previously served as executive director of business partner sales at Comcast's corporate headquarters. During that time, he spearheaded the development of both the company's referral partner program and the solutions provider (agent) program. He was also a key contributor to the success of Comcast's mid-market Ethernet launch.

Prior to joining Comcast in 2009, Conmy held various leadership positions in the telecom industry, including vice president and general manager with One Communications and vice president of sales with ATX Communications.

Montgomery named executive director

The Delaware Zoological Society appointed **William S. (Bill) Montgomery**, former chief of staff for the City of Wilmington (2001-2012), as executive director of the non-profit membership organization that supports the mission of the Brandywine Zoo in Brandywine Park, Wilmington, Delaware.



Montgomery

The executive directorship is a new position with leadership and development responsibilities created by the board of directors of the Delaware Zoological Society (DZS). "Bill Montgomery brings 30 years of executive management experience in state and local government and a wealth of experience in the governance of non-profits to benefit us," says Megan McGlinchey, Delaware

Zoological Society board president. In addition to his position with the City of Wilmington, Montgomery has served on the boards of several non-profit organizations.

The Delaware Zoological Society has about 2,000 members. Membership with DZS entitles members unlimited free admission to the Brandywine Zoo throughout the year and comes with many advantages including discounts to programs offered at the zoo, like camps, free admission or discounts to zoos throughout the United States, discounts in the Zootique gift shop, invitations to members'-only events at the Brandywine Zoo, free admission passes for guests, and a subscription to the zoo's quarterly publication, Zoo News.

Membership supports the conservation education programs at the zoo and overall mission of the Zoo which is to professionally exhibit specific species of animals and provide a comprehensive program of conservation, education and recreation for the citizens of the state of Delaware.

Guest viewpoint: Is major medical insurance enough?

By Henry “Chick” Chinski

Editor's note: Chinski, of Middletown, is an independent health, life and disability insurance broker for USA Benefits Group. He can be reached at 302-832-1315, via email: hchinski@usabg.net or on the web at www.joinhenryc.com

Most think that having major medical insurance alone is enough, however, most never consider the true cost of illness or injury.



Henry Chinski

Let us first look at some facts. Better than 50% of bankruptcies are filed by families that had some sort of major medical event such as cancer, heart attack, stroke or accident. Of those who had to file bankruptcy, more than 60% had major medical insurance in place.

Consider the following fact from the American Hospital Association. 68% of all hospital confinements are related to the three most common critical illnesses, Cancer, heart attack, and stroke. 14% of all hospital confinements are related to accidental injuries. What that means to you in numbers is that 82% of the hospital confinements

will do serious unplanned damage to your savings account.

Depending on how long you are laid up and out of work, this could significantly reduce your household income, impact your family's lifestyle, possibly wipe out your savings or even worse. You too could become one of the above bankruptcy statistics.

Critical illness and accidents represent 75% of the dollars spent on healthcare. Most are six figure claims. The average time of lost wages is equal to 7.6 months.

Ask yourself if you could afford 7 ½ months of lost income. Even if you are fortunate enough to have employer sick leave pay at a reduced rate which is typically 50-60% of income, could you afford 7 ½ months at this reduced income level?

Unfortunately, 1 in 2 males and 1 in 3 females will develop some sort of cancer in their lifetime. The good news is that in the last 10 years the survival rate for cancer has gone up over 30%.

Additionally, the survival rate for heart attacks and strokes has gone up over 20%. There is a great chance that you will survive the illness but if unprepared you may not survive financially.

The reality is that even if you have major medical insurance and have your medical bills paid, (after you pay deductibles and co-insurance), you will still need to continue to pay for the following:

- Uncovered medical expenses
- Possible expenses for experimental treatment
- Lost income for patient and/or spouse
- Mortgage payments
- Car payments
- Credit card payments
- Child care expenses

The best time to think about your family's protection is now.

Once a sickness, critical illness or accident occurs it will be too late. Think of it like auto insurance. You unfortunately cannot get it after you have an accident.

Editor's note: You can submit your guest column of 600 words or less, along with photo and contact information, to drainey@delawarebusinessdaily.com.



CIGARETTE SMUGGLING RING SUSPECT ARRESTED IN DEL.

New York AG says members stored smokes in Sussex

New York Attorney General Eric T. Schneiderman and New York City Police Commissioner Raymond W. Kelly announced the indictment of 16 members of a criminal ring that flooded New York with more than a million cartons of untaxed cigarettes imported from Virginia.

The ring and/or associates, some with ties to terrorist organizations, allegedly used a storage facility in Selbyville, Del. as a shipment point. Cigarette smuggling increased sharply after New York levied sharply higher taxes than surrounding states.

The Associated Press reported Delaware State police arrested Adel Abuzahrieh, 47 on Wednesday near Milford as the investigation wound down



New York Attorney General Schneiderman speaks at press conference that announced indictments.

Delaware State troopers reported finding 201 cases of cigarettes in the truck he was driving. A large amount of cash was also found, the AP reported. He is reportedly being held in lieu of more than a \$12 million bond

A release from the New York Attorney General's office said such rings in the past helped fund organizations like Hamas and Hezbollah.

A 244-count indictment charges 16 co-conspirators with enterprise corruption, money laundering and related tax crimes. Each of the defendants faces up to 25 years in prison.

During a 12-month investigation, law enforcement seized more than 65,000 forged NYC/NYS cigarette tax stamps that were not yet affixed to packs of cigarettes, and nearly 20,000 cartons of untaxed cigarettes.

The investigation, which has so far uncovered \$55 million in illegal cigarette sales, is continuing.

New York City Police Commissioner Raymond W. Kelly said, "The association of some of the suspects in this case to the Ari Halbestram's killer, the Blind Sheik and a top Hamas official concerns us. While it hasn't been established yet where the illicit proceeds ended up, we're concerned because similar schemes have been used in the past to help fund terrorist organizations like Hamas and Hezbollah."

Continued on next page

Smuggling ring may have ties to Hamas, other groups

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“The proceeds from this alleged scheme can be used to fund a host of other criminal acts that threaten national security and public safety of Americans at home and abroad,” said James T. Hayes Jr., special agent in charge of HSI New York. “We remain committed to working with our local, state and federal law enforcement partners to ensure criminals are tracked down and brought before a court of law.”

As search warrants were executed, investigators seized three handguns from ring-leader Basel Ramadan. Found was \$1.4 million stashed throughout Ramadan’s Ocean City, Md. , residence, including stuffed into black plastic garbage bags. Investigator seized over 20,000 cartons of cigarettes from defendants’ homes, cars and storage facilities in four states. They seized \$200,000 in cash from defendants’ in New York City.

Through the use of electronic surveillance, physical surveillance and the review and analysis of financial records in conjunction with other investigative tools, the Attorney General’s

investigation revealed that the head of the enterprise, Basel Ramadan, and his brother, Samir Ramadan, obtained cigarettes from a wholesaler, Cooper Booth Wholesale, Inc., in Virginia and stored them in a public storage facility in southern Delaware.

Several times a week, co-conspirator Adel Abuzahrieh, of Brooklyn, drove with tens of thousands of dollars in cash from New York to Delaware where he gave the Ramadans the cash in exchange for cigarettes. Beyond the \$55 million in purchases to cigarettes, the Ramadans have generated more than \$10 million in profits from illegal activities, prosecutors said.

In addition to the Ramadans, the enterprise – all of whose members are Palestinian – consisted of several New York-based cigarette distributors, several New York-based cigarette resellers and Abuzahrieh, who transported cash, sometimes more than \$100,000 per trip, and cigarettes between New York and Delaware. Once the distributors took possession of the merchandise – approximately 20,000 cartons of cigarettes a week -

they distributed it to the resellers, who in turn sold the untaxed cigarettes to many Arab markets and grocery stores in Brooklyn, Queens, the Bronx and Staten Island.

One of the resellers, Mohammed Seif, also resold the untaxed cigarettes to various grocery stores in Albany and Schenectady Counties. The sales tax revenue lost to New York state is estimated to be significantly in excess of \$80 million.

The Ramadan brothers deposited more than \$55 million from their untaxed cigarette sales into small local financial institutions in and around Ocean City, Md., and used that money to purchase additional cigarettes for illegal sale.

Among the agencies involved in the probe were the Delaware and Maryland State Police Departments; and the United States Attorney’s Offices in Delaware and Maryland.

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

BOTTLE RECYCLING FEE

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

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

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-

ATLANTIC LIQUORS INC 19108 COASTAL HWY UNIT 1 REHOBOTH BCH, DE 19971-61112010111079

ATLANTIC SEAFOOD

COMPANY 101 N BOARDWALK REHOBOTH BCH, DE 19971-2160

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

ATMIYA INC WINDSOR MARKET 500 N WALNUT ST WILMINGTON, DE 19801-3802 BOTTLE RECYCLING FEE

ATTITUDES LLC 808 SEABURY AVE MILFORD, DE 19963-2223

AUNTIE M'S EMPORIUM INC 116 W 3RD ST LEWES, DE 19958-1332

AURA DINER AND RESTAURANT LLC 3322 OLD CAPITOL TRL STE A WILMINGTON, DE 19808-6236

AURA DINER AND RESTAURANT LLC 1108 S COLLEGE AVE NEWARK, DE 19713-2308

AUSTIN-SMITH ASSOCIATES INC 303 CHESTNUT ST MILTON, DE 19968-1415

AUTOMATED SALES INC 2705 MARKLYN DR WILMINGTON, DE 19810-2308

AUTOMATIC VENDING CO 2418 FELTON ST CHESTER, PA 19013-1414

AUTOZONE NORTHEAST INC

AUTOZONE #1159 1727 PULASKI HWY BEAR, DE 19701-1711

AUTOZONE NORTHEAST INC AUTOZONE #1158 ROUTE 113 MILLSBORO, DE 19966

AUTOZONE NORTHEAST INC AUTOZONE #1682 800 N DUPONT HWY NEW CASTLE, DE 19720-2533

AUTOZONE NORTHEAST INC AUTOZONE #3484 107 SANDHILL DR MIDDLETOWN, DE 19709-5813

AUTOZONE NORTHEAST INC AUTOZONE #3486 4602 ROBERT KIRKWOOD HWY WILMINGTON, DE 19808

AUTOZONE NORTHEAST INC AUTO ZONE #3485 5 ASBURY AVE CAMDEN WYO, DE 19934

AVENUE DINER INC SAMMYS KITCHEN 32A WILMINGTON AVE REHOBOTH BEACH, DE 19971-2217

AVIJAY INC FOULK ROAD SHELL 1800 FOULK RD WILMINGTON, DE 19810-3706

AVILA JOSE J & M BAKERY 1819 LANCASTER AVE WILMINGTON, DE 19805-3805 2010109537

AVR INC MR B'S WINE & SPIRIT 16 W LEBANON RD DOVER, DE 19901-6248

AWAD GROUP, LLC IHOP RESTAURANT #3128 22898 SUSSEX HWY STE 208 SEAFORD, DE 19973-5852

AWAN, INC. HOT DOGS ETC. 203 CHRISTIANA MALL NEWARK, DE 19702-3203

AWAN, INC. FLAMERS 1365 N DUPONT HWY DOVER, DE 19901-8710

AWAN, INC. BAINS DELI 206 CHRISTIANA MALL NEWARK, DE 19702-3204

AYALA ANAINE EL CANTARO 1902B MARYLAND AVE WILMINGTON, DE 19805-4605

AYG LLC 132 CHRISTIANA MALL SPC 5911 NEWARK, DE 19702-3202

AYG LLC 2095 CHAIN BRIDGE RD VIENNA, VA 22182-3794

B & W TECHNOLOGIES INC BW AMERICA 2840 2ND AVE SOUTHEAST CALGAR, AL CANADA T2A 7X9

B K CATERING LLC 16 FRONT ST LEIPSIC, DE 19901-1704

B N E INC 206 1/2 W 10TH ST WILMINGTON, DE 19801-1602 BOTTLE RECYCLING FEE

BA ALASSANE T-SHIRT WORLD AND BASIC SUPPLIES 1519 W 4TH ST WILMINGTON,

DE 19805-3554

BABA SAHIB, INC. N.Y. FRIED CHICKEN 381 S DUPONT HWY NEW CASTLE, DE 19720-4641

BABU TRADING INCORPORATED 2603 KIRKWOOD HWY NEWARK, DE 19711-7253

BACHETTI BROS OF KIRKWOOD 4723 KIRKWOOD HWY STE B WILMINGTON, DE 19808-5014

BACHMAN & ASSOCIATES INC CURTAINS AND SUCH PO BOX 669 HOCKESSIN, DE 19707

BACK BURNER INC THE OLD LANCASTER PK & MILL CREEK RD HOCKESSIN COR HOCKESSIN, DE 19707

BACK CREEK PARTNERS LLC BACK CREEK GOLF CLUB 101 BACK CREEK DR MIDDLETOWN, DE 19709-8843

BAD HAIR DAY INC 45 LAKE AVE REHOBOTH BCH, DE 19971-2107

BAD HAIR DAY INC 101 N BOARDWALK REHOBOTH BCH, DE 19971-2160

BADA GANESH INC CLAYTON LIQUORS 100 N CLAYTON ST WILMINGTON, DE 19805-3518

BADAN, LLC HYLTON MARKET 4 E CAMDEN

WYOMING AVE CAMDEN, DE 19934-1301

BAEK HEE JONG FRANKLIN MARKET 128 N FRANKLIN ST WILMINGTON, DE 19805-3664

BAILEY GRACE P BAILEY & SON SEAFOOD RR 3 BOX 261 FRANKFORD, DE 19945-9575

BAILEY JOHN OMNI TECHNICAL GROUP 442 S BARRINGTON CT NEWARK, DE 19702-2177

BAILEY KEITH COMMON MAGIC 4665 HOLLETTS CORNER RD CLAYTON, DE 19938-3159

BAISE KRYA 719 E 7TH ST APT 2R WILMINGTON, DE 19801-4419

BAKER MARGUERITE D 1914 W 2ND ST WILMINGTON, DE 19805-3404

BAKHERIA INC CARUSO'S BISTRO 264 DOVE RUN DR MIDDLETOWN, DE 19709-7971

BAL BROS INC AMERICAN LIQUOR 790 OLD BALTIMORE PIKE NEWARK, DE 19702-1396

BALAJI INC HI-WAY INN 3806 GOVERNOR PRINTZ BLVD WILMINGTON, DE 19802-2306

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business licenses

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BALDWIN MELANIE C MELANIE STYLE 22823 ANGOLA RD W LEWES, DE 19958-5144

BALSIDHU, INC. COLLINS PARK LIQUORS 226 NEW CASTLE AVE NEW CASTLE, DE 19720-2701

BALZARINI MICHAEL FELTZER'S BIKES 13 SIGNAL HILL DR HOCKESSIN, DE 19707-1416

BAPA SUB INC SUBWAY 4721 KIRKWOOD HWY WILMINGTON, DE 19808-5007 BOTTLE RECYCLING FEE

BAPA'S INC BOOKS & NEWS 756 E CHESTNUT HILL RD NEWARK, DE 19713-1830

BAPAJALA INC C & C LIQUORS 2600 N WEST ST WILMINGTON, DE 19802-3542

BARGAIN BILLS MARKETPLACE LLC 10912 COUNTY SEAT HWY OFC LAUREL, DE 19956-3690

BARKSDALE GLENDORA D 2 UR HEALTH BRADFORD LOBDELL LOT WILMINGTON, DE 19801

BARLOW JERRY L ROSEY DEALS 2128 DOWNS CHAPEL RD CLAYTON, DE 19938

BARNES LINFORD R 13 DASHER AVE BEAR, DE 19701-1175

BARNHART KERMIT CITY TAVERN 401 S CLAYMONT ST WILMINGTON, DE

BARRIENTOS ALBERTO A LA TLAXQUENITA 218 NEW CASTLE AVE NEW CASTLE, DE 19720-2701

BAS DESIGNS WELDIN FARMS 12 LOMBARDY DR WILMINGTON, DE 19803-3961

BASNA OM INC FITZHIARRIS LIQUORS 2931 N WASHINGTON ST WILMINGTON, DE 19802-3114

BATTEN DANNY D & B NASCAR 25 ELM TRL BRACEY, VA 23919-1733

BAUMANN ANDREA SWEETS 'N' TREATS 8 FENWICK VILLAGE FENWICK ISLAND, DE 19944

BAY ROAD PACKAGE STORE 20859 COASTAL HWY APT 2 REHOBOTH BCH, DE 19971-8008

BAYARD PHARMACY 200 W LOOCKERMAN ST DOVER, DE 19904-3248

BBANK INC PEDDLER'S PIT STOP 610 SOUTH COLLEGE AVENUE 610 S COLLEGE AVE

NEWARK, DE 19713-1314

BBC OF DELAWARE INC BAR-B-CUTIE 230 FOX HUNT DR BEAR, DE 19701-2536

BEACH DOG LLC DIPPIN DOTS 97 GARFIELD PKWY UNIT 6 BETHANY BEACH, DE 19930-7703

BEACH LIQUORS FENWICK, LLC BEACH LIQUORS FENWICK 1300 COASTAL HWY FENWICK ISLE, DE 19944-4481

BEACH LIQUORS LLC 32967 COASTAL HWY BETHANY BEACH, DE 19930-3752

BEACH PIGS LLC BETHANY BLUES BARBECUE PIT 6 N PENNSYLVANIA AVE BETHANY BEACH, DE 19930-9746

BEAN BAG CAFE LLC 913 N MARKET ST STE 101 WILMINGTON, DE 19801-3097

BEAN COUNTERS LLC BAJA BEACH HOUSE GRILL 109 GARFIELD PKWY BETHANY BEACH, DE 19930-7706

BEAR DONUTS LLC DUNKIN DONUTS 1200 PULASKI HWY # 1204 BEAR, DE 19701-1321

BEAR SEASONS PIZZA & RESTRNT INC SEASONS PIZZA RESTAURANT

1460 PULASKI HWY NEWARK, DE 19702-5108

BEAR TRAP SPIRITS INC BANKS WINES & SPIRITS 38014 TOWN CENTER DR MILLVILLE, DE 19967-6970

BEATTYS SAFARI LOUNGE 100 N FRANKLIN ST WILMINGTON, DE 19805-3641

BEAU ENTERPRISES INC 2619 EBRIGHT RD WILMINGTON, DE 19810-1146

BEAUMONT HENRY A LALA MART 313 1/2 W LOOCKERMAN ST DOVER, DE 19904-3249

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BEAUTY LAND INC 111 S WEST ST STE 3 DOVER, DE 19904-3219

BEAV'S COMICS INC 124 W MAIN ST MIDDLETOWN, DE 19709-1040

BEC N DEN INC ULTIMATE CLASSIC 785 PULASKI HWY BEAR, DE 19701-1238

BEC PARTNERSHIP LLC PRIMO HOAGIES 2160 NEW CASTLE AVE NEW CASTLE, DE 19720-2009

2010108854

BECK AURORA JJ'S PRINCESS FOR A DAY

524 JANVIER DR MIDDLETOWN, DE 19709-1738

BEERSHOOTERS, LLC GARY'S DEWEY BEACH GRILL 2000 COASTAL HWY DEWEY BEACH, DE 19971-2355

BEL BOUTIQUE 28 W LOOCKERMAN ST DOVER, DE 19904-7324

BEL CORP USA 101 CALIFORNIA ST STE 800 SAN FRANCISCO, CA 94111-5811

BELAIR ROAD SUPPLY OF DE LLC 500A N CASS ST MIDDLETOWN, DE 19709-1051

BELINDA NOAH PRODUCTIONS INC TAMPA, FL 33646-0105

GYRO KABOB HOUSE 1142 CHRISTIANA RD NEWARK, DE 19713-3271

BELLA ITALY PIZZERIA & BELLA ITALY RESTAURANT 2 INC 4817 GOVERNOR PRINTZ BLVD WILMINGTON, DE 19809-3409

BELLA VILLA PIZZERIA & RISTORANT 104 SMYRNA MART SMYRNA, DE 19977

BELLA'S COOKIES 18572 COOL SPRING RD MILTON, DE 19968-3237

BELLAMIAS ITALIAN ICE.LLC

338 JACKSON AVE PENNS GROVE, NJ 08069-2418

BELLINGER'S VENDING SERVICES 5129 N 16TH ST PHILADELPHIA, PA 19141-1605

BEN-CEN INC DEERHEAD HOT DOGS 620 S MARYLAND AVE WILMINGTON, DE 19804-1632

BENNETT ILHAM BENNETT'S HOT DOG STAND II 1301 PHILA PK CLAYMONT, DE 19703 BOTTLE RECYCLING FEE

BENNIES BIG SCOOP THE 800 N CHURCH ST WILMINGTON, DE 19801-4312

BERDUO CELIA INC ROSICELL HISPANIC RESTAURANT LLC 825 HALLTOWN RD MARYDEL, DE 19964-2184

BERGERS COCKTAIL LOUNGE INC WOODSHED 22588 BRIDGEVILLE HWY SEAFORD, DE 19973-5821

BERRY ESTHER RUTH GEORGETOWN DELI 111 E MARKET ST GEORGETOWN, DE 19947-1405

BERRY PATRICK A PAT'S VENDING SERVICES 40 N MAIN ST SELBYVILLE, DE 19975-9688