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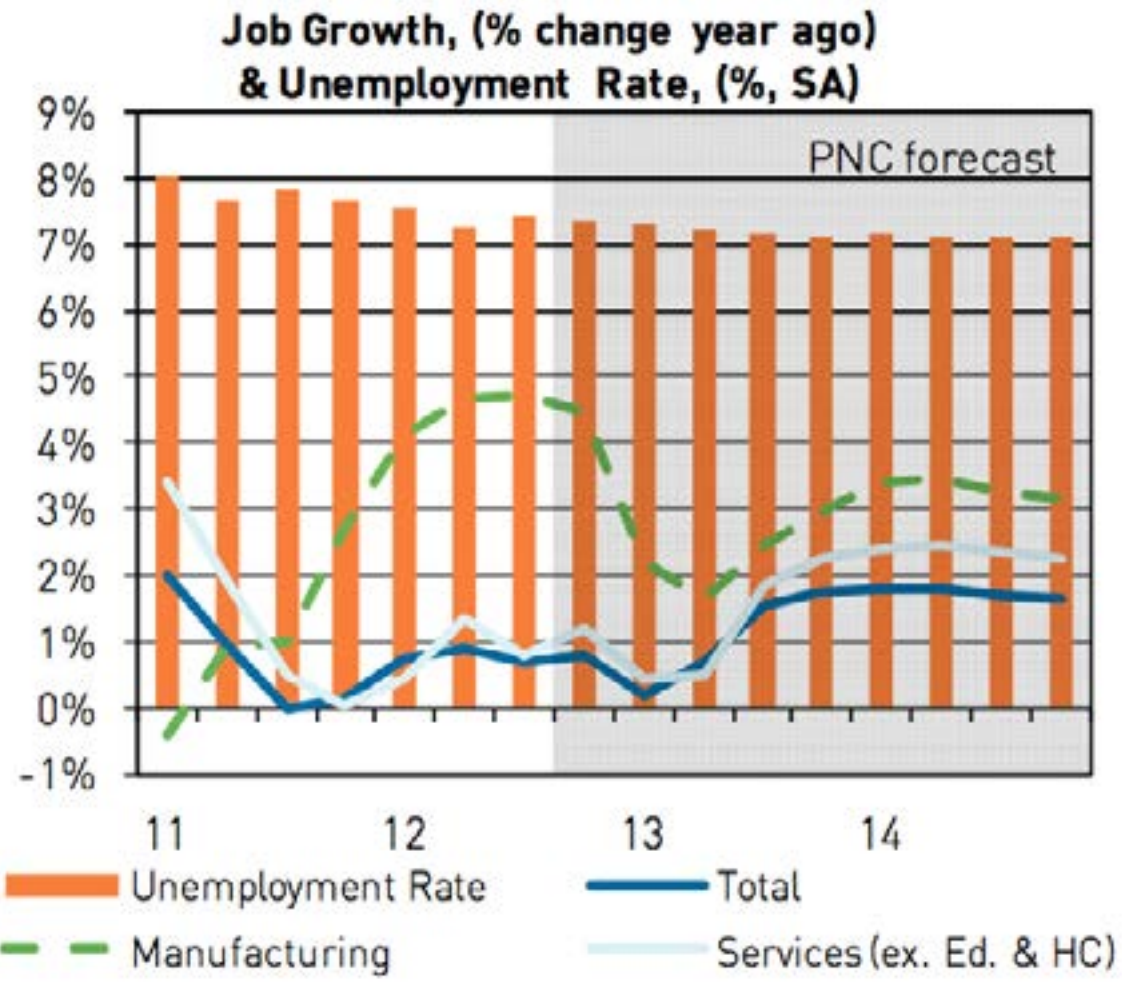
7% JOBLESS RATE COULD STICK AROUND

While long-term prospects are brighter, a report from PNC indicates the recovery will continue to be slow, with the jobless rate hanging around 7 percent through 2014.

The first quarter report that covers the Wilmington and Dover metro areas says job growth has been lagging behind the rest of the nation. It also reflects conditions reported by business owners and salespeople who report stronger growth in their operations elsewhere in the region. The report used federal statistics and PNC forecasts.

The report saw weakness in the finance and professional/business services sector. Of late, employment has been growing in

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Graphic courtesy of PNC

Long-term outlook brighter

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the financial services sector, with smaller gains in construction as signs point of a recovery in housing. Government employment has remained steady.

The report noted that the Delaware jobless rate has decreased below the national figure mainly because the total labor force has grown little during that period. That is also reflected in a slowdown in population growth as workers find jobs elsewhere.

One difference from past recoveries, according to the report is the lack of an auto industry in the state after both plants closed in 2008 and 2009.

In previous recoveries, an upturn in auto sales would have helped the state. The auto industry has been one of the key players in the current recovery.

The weakness is also reflected in sluggish income growth, due to the loss or lack of growth in higher-paying jobs.

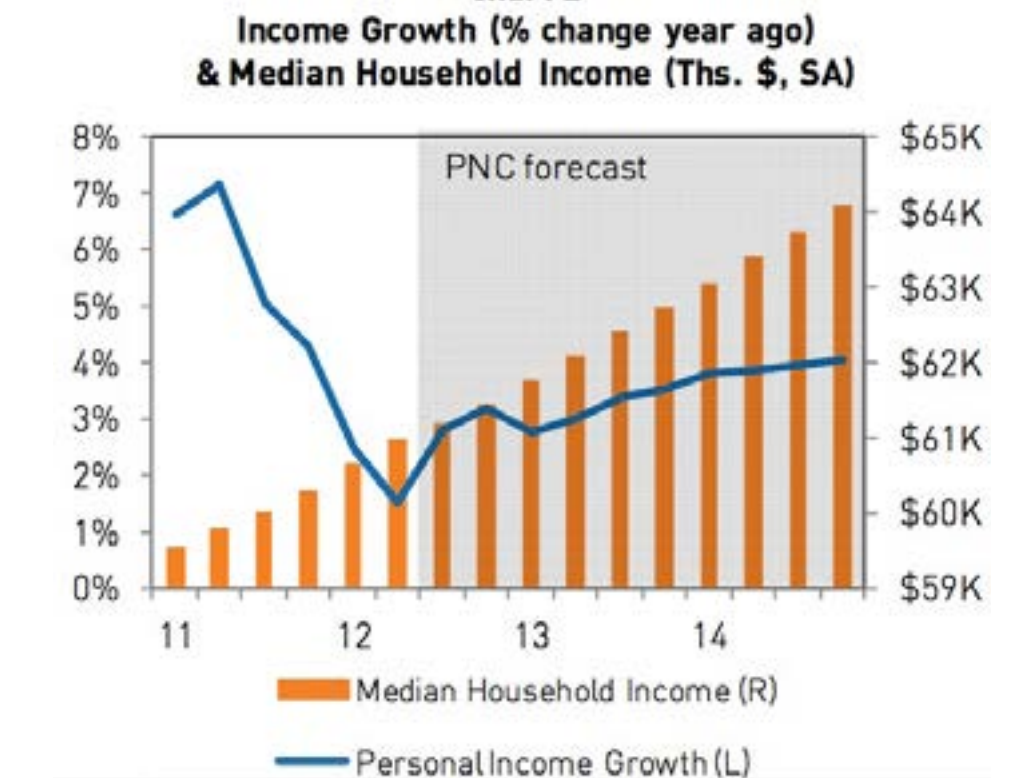
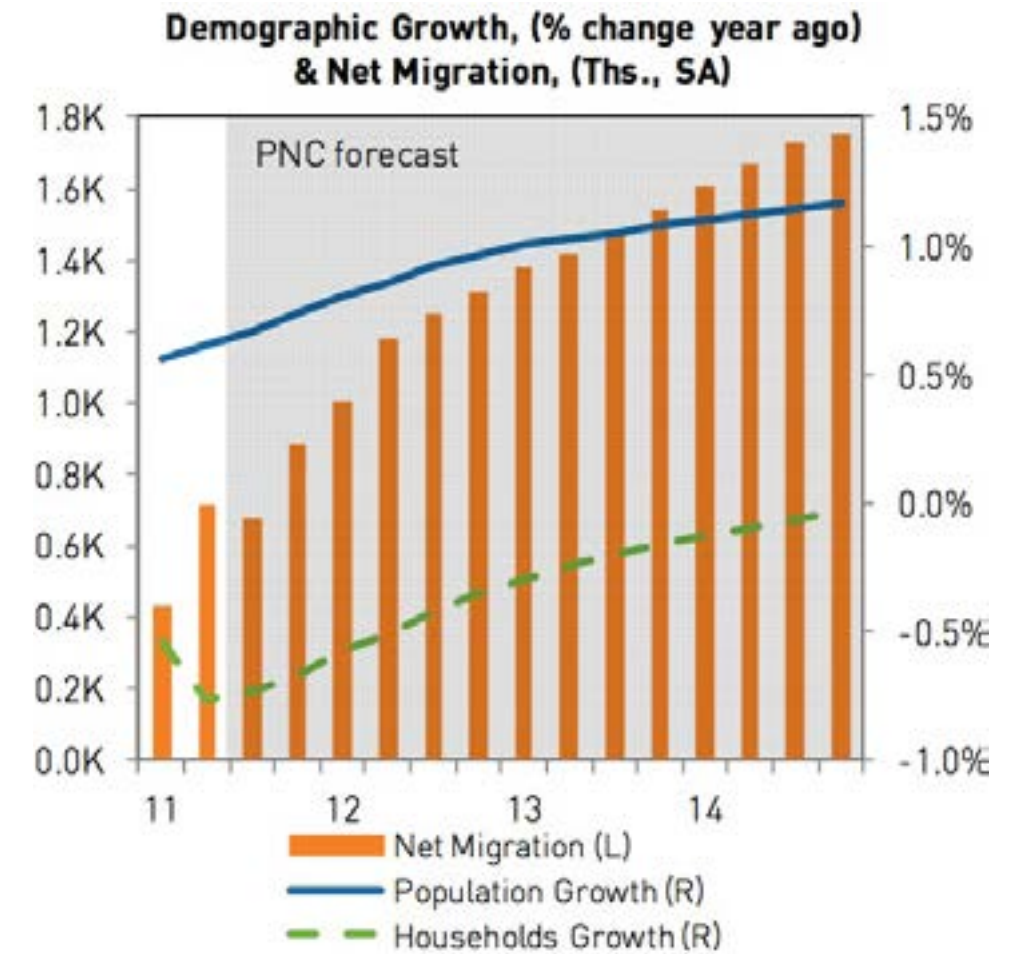
Factors that could hold back growth in the near term include the “sequester” spending cuts that could affect employment at Dover Air Force Base

and possible new regulations that could affect growth in financial services.

The PNC report indicates that growth in areas such as finance will give the state higher incomes in coming years.

Over the long term, Delaware’s traditional strengths will serve it well, the report indicated.

“Although population growth and in-migration will not return to that experienced during the boom years, they will pick up thanks to the area’s low taxes, affordable housing and advantageous location,” the report indicated. Over the long run, Delaware’s skilled workforce, pro-business environment and concentration in well-paying finance jobs will lead to employment growth above the national average, and well above average for the Northeast. Upside potential to the long-run forecast comes from construction of improved rail links with Philadelphia, which could lead to more commuters moving to Delaware to take advantage of the state’s less expensive housing and low taxes”



Delaware Bio holds awards gala

The Delaware Biotechnology Association honored several individuals for their work in the biotech community at the annual dinner last week. Recipients are as follows:

Company of the Year - Benjamin Chien, Ph.D, Chairman, President and CEO, QPS Holdings, LLC, Newark. QPS has grown into a contract research company, with 1,100 employees in 25 countries around the world.

Government Official - U.S. Sen. Chris Coons. Coons has emerged as a leader in the Senate on issues such as patent reform and tax incentives for start-up company.

Service - Robert J. Laskowski, M.D., CEO, Christiana Care Health System. Laskowski was honored for the work of Christiana Care in the



Chien



Li

science, charitable and other communities.

Innovation - Hui-Yin (Harry) Li, Ph.D. president, Wilmington PharmaTech. PharmaTech was founded in 2003 to provide research and other services for pharmaceutical companies. The company has two production facilities and a research center in Newark. The company also has a research center and pilot production plant in China.

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

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

Educator of the Year (K-12) - Reese Rigby, High School Science Teacher Cab Calloway School of the Arts, Wilmington.



SALLIE MAE SPLITTING INTO 2 COMPANIES

Sallie Mae, the student lender based near Newark announced that the company will be split in two, with an MBNA veteran running one of the spin-offs.

John (Jack) F. Remondi was named chief executive officer, effective immediately. Remondi succeeds Albert L. Lord, Sallie Mae's vice chairman and chief executive officer, who is moving up his plans to retire from the board and executive management.

In addition, the board authorized management to pursue separation of the company's existing businesses into two, separate, publicly traded entities -- an education loan management business and a consumer banking business -- in a bid to unlock value and enhance long-term growth potential.

Remondi has served as president and chief operating officer since 2011. Prior to that, he served as vice chairman and chief financial officer.

"Our board of directors has determined that Jack is the one to build on Al's long legacy of success and lead Sallie Mae through its next strategic transformation," said Anthony P. Terracciano,

chairman. "Jack brings extensive knowledge about our core financial and operational competencies, and the board and I are confident that he will achieve the important task of unlocking more value from today's franchise by creating two, market-leading companies from the portfolio of businesses managed currently. It is a testament to Al's leadership that we are now ready to take this next step, and I thank him for his years of service and his unwavering commitment to shareholder value."

The strategic plan will create two companies, each initially owned by Sallie Mae's existing shareholders and the leader in its respective business lines. Sallie Mae would form an education loan management business comprised of the company's portfolios of federally guaranteed (FFELP) and private education loans, as well as most related servicing and collection activities. This will be the leading education loan portfolio management, servicing and collection company, and Remondi will continue as its chief executive officer.

Sallie Mae's private education loan origination and servicing businesses, including Sallie Mae Bank and the private education loans it currently holds, will operate separately under the Sallie Mae brand. This will be the leading consumer education lending franchise with expertise in helping

families save, plan and pay for college. Joseph DePaulo, executive vice president, banking and finance, will lead this business as chief executive officer. DePaulo joined Sallie Mae as executive vice president and chief marketing officer in 2009, bringing 25 years of experience in the consumer banking industry at MBNA and as co-founder and CEO of Credit One Financial Solutions.

Commenting about the current changes, Lord said, "After 31 years I choose to focus only on good memories. I do regret not completing the spin or achieving more of the intrinsic value in the share price before my exit. I believe the board remains committed to the simple two-part strategy we implemented in 2012: return legacy business capital and invest in our Smart Option growth business. Recent success developing the FFELP residual market has and will facilitate the capital returns that have sparked a nearly 75 percent share price improvement in the last 12 months. Separating the company is the logical next step and I wish Jack, Joe and the Board well."



GE TO ADD HIGH TECH JOBS IN NEWARK

**\$27 million
investment
to be made
in 'Lean'
composites
R&D, production
site in city**

GE Aviation and government officials were on hand on Tuesday to announce plans to expand the company's plant in Newark.

GE will spend \$27 million to move the plant into a "LEAN" laboratory that will support increased production of ceramic matrix composites (CMCs) that will be used on engines of the next generation of jet aircraft used by Boeing, Airbus and other plane-makers.

The expansion could add up to 70 full-time jobs. On hand at the event were Gov. Jack Markell; Bernice Whaley, deputy director of the Delaware Economic Development Office; New Castle County Executive

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State assistance package helps seal the deal

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Tom Gordon and Newark Mayor Vance Funk. The state, through the Delaware Economic Development Office, invested in the project through the Delaware Strategic Fund. The state will provide GE Aviation with a \$304,833 performance grant and a \$810,000 capital expenditures matching grant.

The Newark plant currently has 101 employees (88 permanent) at its 110,000-square-foot plant in Newark, and has made a commitment to employ 151 people at the site by the end of 2016.

The plant has working in the development phase of the new materials and is now moving toward commercializing the technology. (Click on a link to [this video](#) for further details.

Markell said GE could have invested elsewhere, but chose Newark in what he viewed as an endorsement of the quality of the plant's workforce.

CMCs allow the company's next-generation aircraft engines to run hotter and therefore achieve higher fuel efficiency, lower emissions and



Photo by Doug Rainey
Government and GE officials pose for a photo at the ceremony announcing the expansion.

improved environmental performance, according to the company.

GE has committed to incorporating CMCs into the best-selling LEAP jet engine, which will enter airline service in 2016. The LEAP engine will power the new Airbus A320neo, Boeing 737 MAX and COMAC (China) C919 aircraft, marking the first time ever that CMCs will be used in a commercial engine.


GE Aviation currently has 11 laboratories that are "LEAN," which allow for collaboration between

engineering and manufacturing, setting up teams that work together to demonstrate a component's manufacturing readiness before going to full production. Production technologies for CMCs will be developed and proven out in Newark prior to making the transition to manufacturing facilities for mass production.

"This investment is a testament to GE's commitment to this advanced technology," said Jeff Wessels, plant leader at Newark. "The Newark team will play a vital role in the next-generation of aircraft engines, and we're proud to be a part of it."

Before the business was acquired by GE, the plant on Bellevue Road on the south end of Newark, was operated by Allied-Signal and later Honeywell.

The announcement provided more good news for the state's aviation-related industries, which are adding manufacturing and maintenance jobs in a difficult economic environment.

Markell noted that spacesuit maker ILC Dover is moving jobs from a newly acquired company from Mexico to Delaware. (The acquired company is not directly involved in aerospace). 

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Procurement Expo; Businesses of the future

Registration is now open for the Delaware Procurement Expo on June 14 at the Chase Center on the Riverfront. The Delaware Procurement Expo is aimed at serving government agencies and prime contractors in their search of local area small businesses for meeting their product or service needs. It will run from 8 a.m. to 4 p.m.

Participants will have the opportunity to speak directly with many procurement decision makers and agency representatives from a variety of agencies. The expo will provide local and regional businesses a chance to better understand the procurement process and determine whether it is an area where they want to pursue business growth. Training sessions will also be available during the day. To register to attend or exhibit, go to <http://events.delawarecontracts.com>.

Delaware Tech program

Four Delaware Technical and Community College Entrepreneurship candidates for graduation, who hope to own their own businesses, presented their business plans to a



From left: Pete Teague, state contract administrator ; Lisa Strusowski, business chair; Megan Vogl, graduation candidate; Richard Rexrode, instructional coordinator; Anna Henry, graduation candidate; Al Paoli, Kent County director of Small Business Development Center; Brittany Ellsaesser, candidate for graduation; Sandra Castro-Dawson, candidate for graduation; Paul Hughes, III, First National Bank of Wyoming; and Charles E. Schafer, certified counselor, SCORE Delaware.

panel of Kent County-area judges in May. Megan Vogl presented her plan to establish the Duck Blind Billiards Bar and Grill - "Duck In and Stick Around."

Anna Henry shared her goal of assisting aspiring musical artists in Delaware and the surrounding area by developing the web-based Garage Band Music Management.

Brittany Ellsaesser has a vision to start a non-profit animal sanctuary for exotic pets that people realize they cannot care for properly.

Sandra Castro-Dawson graduated from Delaware Tech's culinary program in 2012. Before completing her degree she decided that she wanted to open her own business and applied for the Entrepreneurship Certificate. Her goal is to open a small cafe in downtown Dover with an organic focused menu.

Delaware Tech – the First State's only community

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college – offers academic, technical and continuing education, and corporate and community training comprising more than 120 associate degree, diploma and certificate programs. The college is accredited by the Middle States Commission on Higher Education. Delaware Tech has four campuses across Delaware in Georgetown, Dover, Stanton and Wilmington. Visit www.dtcc.edu to learn more about Delaware Tech's programs.

Flu vaccine shows promise

A Newark company is reporting another victory in the important job of getting flu vaccine developed more rapidly.

[iBio, Inc.](http://www.ibio.com) announced that its plant-based iBioLaunch platform produced a vaccine candidate for a new flu virus.

The work was done at a third party laboratory.

The validation for the vaccine for H7N9 influenza was achieved in 21 days.

The iBioLaunch platform eliminates the need to culture cells under sterile conditions, removes uncertainty about yield consistency for large volumes of production, and, subject to regulatory approval, could deliver vaccine doses for emergency

use against pandemic and bioterrorism threats in weeks rather than months. The system has already been used as part of vaccines for other strains of flu.

The H7N9 influenza virus has killed 36 of 131 people reported to have been infected in China. Due to the slowness of conventional approaches to vaccine development and production, the only effective control measures currently employed in many circumstances involve patient isolation and care. iBio's stock trades for 44 cents a share, but has been as high as \$1.70 a share in the last year.

'Try a Trade' event

Cecil College is offering a free chance to "Try a Trade" at 6 p.m. on June 4.

Whether participants are out of work, or just looking for a career change, they will have the opportunity to experience 40 minutes of hands-on instruction or demonstration in their choice of trade. They will learn about the responsibilities of the trade and what jobs are available in the region for each of the selected fields.

Attendees can choose any one of the eight trades being offered at four locations. The options include welding, HVAC or automotive at the Cecil County

School of Technology in North East; computer training, accounting or veterinary assistant at Elkton Station; commercial driver's license at the college's Bainbridge Center in Port Deposit; or health care careers on Cecil's North East campus.

Information will be available about funding for specific programs for those who qualify.

You can register at training4success@cecil.edu



Participants in Cecil College's "Try a Trade" on June 4 can choose from any of the eight trades being offered at four locations, including health care careers on the North East campus.

Rockford Ice Cream fest back for 2nd straight year

The Rockford Old Fashioned Ice Cream Festival has returned under the direction of Barry Schlecker and in partnership with New Castle County government. The announcement was made by County Executive Tom Gordon at a press conference in Rockford Park.

“This is all about a great relationship,” Gordon said. “When we used to run Rockwood before, it was run solely by the county government. And, I think it’s going to be much more enriched.”

It is the second straight year Schlecker has produced the festival at the county park. It had been on hiatus since 2007, after falling victim to county budget cuts. Schlecker has a strong track record in reviving festivals and other community events. He is credited with reviving the Brandywine Festival of the Arts and recently kicked off the first Wilmington Film Festival.

The Ice Cream Festival drew 15,000 people last year, despite record heat. At its peak, the event drew 80,000, a figure Gordon would like to see again. Gordon also announced plans to resume restoration work at the park that serves residents of the county and the city of Wilmington. Gordon also announced at the press conference that repairs



Barry Schlecker speaks at press conference announcing the festival.

to Rockwood Mansion’s roof are under way and other projects to repair the historic building are planned. New Castle County Councilmen John Cartier and Bob Weiner pledged support and thanked Gordon for his role in the decision to restore the site.

Schlecker, of Barry’s Events, said he looked forward to partnering with the county again as he managed the Ice Cream Festival for the second straight year. “I making it official today; we’re going to call this Delaware’s largest family picnic,” Schlecker said. “Because that’s what it’s all about – getting people here all day to eat, visit and shop.”

The Ice Cream Festival, on June 29 and June 30 and will feature more than 200 exhibitors

and vendors, live music, childrens’ activities, arts and crafts, museum tours, food provided by local restaurants and, of course, ice cream from several of the area’s best dairies.

The Friends of Rockwood, the staff of Rockwood Museum and Park and the employees of New Castle County’s Departments of Special Services and Community Service will assist Schlecker in putting on the festival. Shuttle buses will also be used to get visitors to the park, which has limited parking.

Host sponsor for the Ice Cream Festival is Corrin Tree and Landscape Co. Media sponsors for the event are the News Journal and WJBR. Other sponsors include:

- The Music Meadow, organized by Gable Music Ventures
- The Kids Play Zone, organized by The Boys & Girls Club of Delaware
- The Kids Stage, organized by Nature Jams
- Creative Firm for Festival Artwork, Planet Ten.

SBA award winners honored at dinner

The U.S. Small Business Administration's Delaware office honored the 2013 Small Business Award winners at a dinner on Tuesday night at the Deerfield Golf Club near Newark.

Businesses and individuals receiving SBA's 2013 Delaware Small Business Awards event were:

- Small Business Person of the Year: Coleman E. Bye, III, president/owner, The Mercantile Press, Inc., Wilmington, Del. Founded in 1884, the family-owned business is the oldest printing company in Delaware.

In his acceptance speech, Bye talked about a decision to refocus the business on more promising markets after sharp declines in legacy business brought on by an economic downturn, the Worldwide Web and social media.

Bye praised SCORE counselors and his lender in helping the business resume its growth. He noted that the company is now looking at its expanding its plant in Wilmington.

Both Mercantile and mover Hopkins and Sons,



Shown from left: SBA; Region 3 Regional Administrator Natalia Olson-Urtecho; Felicia Enuha of Bristol Industrial Corporation, SBA's Delaware 2013 Minority Small Business Person of the Year; Michael Linett, 2013 Delaware Small Business Exporter (a title he shares with his wife and business partner July Linett); Mark Petrizzi (nominator of SBA' 2013 Delaware Family-Owned Business of the Year, as well as Hopkins & Sons', Inc.'s vice president); Catherine Grieco-Hopkins, president of Hopkins & Sons, Inc; Coleman E. Bye, III, president of The Mercantile Press, Inc., and the SBA 2013\ Small Business Person of the Year; and Delaware U.S. Sen. Tom Carper.

winner of the Family Owned Business of the Year, suffered a sharp downturn during the recession. Both Bye and Hopkins President Catherine Grieco told those in attendance that the companies made sacrifices to avoid layoffs

Other winners were:

- Small Business Exporters of the Year: Michael Linett, President; July Linett, vice president, operations, Zerowait Corp., Wilmington.

Zerowait Corporation provides storage systems and technical support to customers worldwide. Founded in 1991, the Delaware business exports to Australia, New Zealand, Canada and Europe.

- Family-Owned Business of the Year: Catherine Hopkins Grieco, president, Hopkins and Sons, Inc., New Castle, Del. Founded in 1946, Hopkins and Sons, Inc., is a fourth generation moving company.

- Small Business Champions of the Year: Clinton Tymes, state director; Barbara Necarsulmer, associate state director, Delaware Small Business and Technology Development Center ("SBTDC"),

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SBA winners announced

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Newark, Del. Tymes announced he is retiring from his post.

Lending honors included:

- Top Delaware SBA 7(a) Program Lender by Number of Loans: M & T Bank

- First Runner Up, Delaware SBA 7(a) Program Lender by Number of Loans: Citizens Bank

- Top Delaware SBA 7(a) Program Lender by Dollar Amount: Applied Bank First Runner Up, Delaware SBA 7(a) Program Lender by Dollar Amount: Cecil Bank

- Top Delaware SBA 504 Program Lender: Delaware Community Development Corporation

- Top Delaware SBA 504 Program Third Party Lender, by Dollar Amount: Susquehanna Bank

- Top Delaware SBA 504 Program Third Party Lender, by Number of Loans: WSFS and Mid Coast Bank (tie).



Talbot Bank signs agreement with federal, state financial regulators

Shore Bancshares, Inc. announced its wholly owned subsidiary, [The Talbot Bank](#) of Easton, Md. entered into a consent order with the Federal Deposit Insurance Corporation and the Commissioner of Financial Regulation of Maryland.

The agreement covers improvement of credit quality and reviewing and revising certain bank policies and procedures.

Shore also owns CNB bank branches in central Delaware and Maryland that were not part of the order.

Patrick M. Bilbrough, CEO of the bank, said: “Everyone is familiar with the fact that the local and national economies have experienced a very difficult time. No bank has been immune from the challenges created by the economic downturn. The bank, like most businesses, is facing challenges. As we deal with those challenges, we are working closely with the FDIC and the commissioner to make sure that we handle these challenges in the correct way and in a timely manner.”

Shore noted that despite the economic problems

encountered over the last several years, the bank had a Tier 1 leverage ratio of 8.24% and a total risk based capital ratio of 12.38% at the end of the first quarter of 2013 which exceeds the regulatory requirement of the consent order as well as internal levels set by the bank. Additionally, the company reported net income for the first quarter of 2013 reflecting an improvement in credit quality.

Bilbrough further noted: “While these types of agreements have become somewhat commonplace in the banking industry over the last three years, every member of our board and management team is focused and committed to working with our regulators to continue to resolve the issues facing the Bank and meeting all the terms and conditions of the Consent Order. At the same time, we are committed to continuing to provide to our customers the superior care and service levels to which they are accustomed.”

The Bank is a member of the Shore Bancshares family of companies, which has more than \$1.1 billion in assets.



Jet Blue launches service from Delaware Valley to Boston

Discount carrier [Jet Blue](#) is now flying into the Delaware Valley.

The airline last week launched five daily flights to and from Philadelphia and Boston. The carrier added the service after Southwest Airlines stopped

service between Philadelphia and airports in the Boston area a couple of years ago.

Frontier airlines stopped domestic service out of Philadelphia with a strategy that includes service out of Trenton and in July, New Castle Airport.



Air fares to Boston have dropped with the addition of Jet Blue service. Jet Blue became the fourth airline in the past year to launch service from Philadelphia.

Philadelphia officially became the 78th city in the Jet Blue network, which includes cities in the Caribbean and Central America as well as destinations from coast to coast. In addition to JetBlue, in the past year three other carriers have started service at Philadelphia International Airport: Virgin America and Alaska Airlines launched in 2012 and Spirit Airlines inaugurated service last month. Earlier this month, Qatar Airways announced that it would begin nonstop flights between PHL and Doha beginning in March 2014.



An advertisement for Doug Rainey's business bulletin. The background shows a row of white delivery vans parked in front of a building. Overlaid on the image is the text "Your Delaware business news delivered weekly to your email In Box" in yellow. In the bottom right corner, there is a white box containing the logo for "Doug Rainey's business bulletin", which includes a yellow outline of the state of Delaware and the text "Doug Rainey's business bulletin" in black and red.

Masley gets a boost with small business center

By Diane Kukich, University of Delaware

Legend has it that Ralph Waldo Emerson once said, “If you build a better mousetrap, the world will beat a path to your door.” Frank Masley’s better mousetrap was actually a better military glove — one that protects soldiers from fire, water, fuel, and germs while also providing warmth and preserving dexterity.

The former Olympic luger conceived the idea for the gloves while working at W.L. Gore and Associates as a textile engineer, and in July 2000 he launched his own business to develop, manufacture, and market his idea.

Working in the basement of his home with his wife, Donna, as his partner, Masley came up with the design, which uses Gore-Tex fabric, and he even taught himself to sew.

But he quickly learned that even if you build a better military glove, the Army will not necessarily beat a path to your door.

“I was a little bit embarrassed,” Masley admits. “I had a degree in mechanical engineering, an MBA, and 11 years of experience at Gore, so I felt like I should know what I was doing. But I didn’t. Corporate experience doesn’t prepare you for being



a small business owner — getting the gloves out there was a hard sell.”

Fortunately, Masley had learned about the Delaware Small Business and Technology Development Center (SBTDC) and the Procurement Technical Assistance Center (PTAC) in a class he took while studying for his MBA at Goldey Beacom College in the 1990s.

In 2002, Masley decided to explore these resources, both of which are part of the Office of Economic Innovation and Partnerships (OEIP) at the University of Delaware. Since then, he says, he’s taken just about every class offered by the two centers.

“SBTDC assisted me with my business plan,

and PTAC helped us get a GSA (federal General Services Administration) Schedule Contract, which basically makes it easier for the government to buy from us,” he adds.

The small business center also helped with financial projections, marketing advice and analysis of software options and is currently working with the Masleys to research export opportunities.

In addition, PTAC staffer Dana Reece assisted the couple with getting Masley Enterprises certified as a female-owned business and matched them with other small U.S.-based companies that work on intermediate sewing and assembly steps in the glove manufacturing process.

On the advice of Juanita Beauford, PTAC of Delaware director, [Masley Enterprises](#) recently became the first business in Wilmington, Del., to take advantage of the Small Business Administration’s HUB Zone Program.

HUB, an acronym for Historically Under utilized Business, provides incentives for companies to move into low-income, high-unemployment areas. In turn, businesses using the program are required to draw at least 35 percent of their employees

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Masleys move glove business to HUB zone site in the city

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from within the zone. The property the Masleys purchased and occupied in February is a former mill on the banks of the Brandywine River in Wilmington's east side neighborhood. Their employees, many of whom have never had regular jobs, now report to work in an environment that not only is safe and comfortable but also offers a water view.

"It's a team effort here," says Donna. "We emphasize work-life balance, and our employees know that if they have an issue — with child care or transportation, for example — they can bring it to us, and we'll do our best to help them resolve it. We really respect our employees, and they know that."


The glove plant is run according to "lean manufacturing," an approach aimed at maximizing value and minimizing waste. The Masleys even shut down production for an entire day at one point so their team could take a class in this methodology at Delaware Technical Community College, enabling the staff to contribute to decision making at the plant.

The Masleys also offer their employees a variety of worksite benefits, including incentives for reduced manufacturing failures, an exercise program to mitigate stress, and social events like lunches and pretzel parties.

"I would encourage more companies to take advantage of the HUB zone designation," Frank says. "The lines are redrawn every 10 years, and we could lose our status if the program here is successful. But nothing would make me happier than to see that happen. We want more people in Wilmington to be gainfully employed."

He also urges other small business owners to seek out the support of the SBTDC.

"They genuinely want you to succeed," he says. "They point you in the right direction, and then it's on you to take it from there."

John Osoinach, director of the New Castle County SBTDC, agrees. "There's a lot we can do to support the client," he says, "but they're still the ones who make it work." 

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Karins celebrates 40th anniversary

Karins and Associates, a consulting firm that provides civil engineering, planning and surveying services in Delaware, Maryland and Pennsylvania, is celebrating 40 years in business. Founded in 1973 by Uldis Karins, then an engineer for New Castle County, Karins and Associates has offices in Newark and Seaford.

With a certified staff of professional engineers, professional land surveyors, survey crews and designers, Karins and Associates offer a full service engineering solution for any project. The firm specializes in land development infrastructure engineering, surveying, public works improvement projects, construction services, water resources engineering, feasibility studies/land planning and conceptual development plans, transportation and traffic engineering studies.


According to Dev Sitaram, president of Karins and Associates, “We are among a small group of professional services firms that were founded in 1973 that are still thriving in 2013. There have been a lot of changes to the engineering profession over the

years and we have been able to adapt to the changing times and market conditions. We owe our gratitude and thanks to our loyal clients, our exceptional staff, and our network of supporters and friends that have sustained us for these 40 years.”



The firm has been involved in landmark construction projects including large residential communities such as Limestone Hills, Brennan Estates, Frog Hollow Golf Course and Residential Community, and the Master Planned community of the Village of Bayberry, as well as commercial centers Concord Plaza, Center Pointe Plaza, Limestone Shopping Center, and Camden Town Center.

The firm has also provided survey support services for many large public projects such as DelDOT's I95/SR1 Interchange, Churchman's Crossing and U.S. Route 301.

The current management team include Dev Sitaram, PE, John Johnson, PLS, Tim Anderson, PE, Ken Reynolds, PLS and Jim Curran, PE. 

Cheddar's opens restaurant in Camden

An award winning casual dining chain has opened in Camden, Del.

[Cheddar's Casual Cafe](#) opened earlier this month on DuPont Highway.

The dining chain has about 135 locations. It's the first restaurant in Delaware for the company, which got its start and is based in Irving, Texas, a suburb of Dallas.

Cheddar's was rated No. 1 among fast food chains by the users of the Zagat service of Google. According to Zagat, Cheddars ranked first in the fast food category in food, decor/facilities and overall quality.

It was also rated No. 1 in the pub-grill category by Consumer Reports.

The restaurant features steak, chicken, burgers salad and desserts and says its items are made from scratch.

The look at a restaurant menu shows prices of under \$15 for entrees.



Ratings assigned to Nanticoke Memorial Hospital bond issue

Fitch Ratings has assigned its 'BBB-' rating to the approximately \$45.5 million Delaware Health Facilities Authority [Nanticoke Memorial Hospital](#) Project series 2013 bonds.

In addition, Fitch affirmed the 'BBB-' rating on the following series issued by Delaware Health Facilities Authority on behalf of Nanticoke Health system:

--\$18.1 million series 2002A;

--\$30.3 million series 2002B

Proceeds will be used to refund the series 2002A and 2002B bonds, fund a debt service reserve fund and pay costs of issuance.

Fitch says the rating was the result of Nanticoke as a Medicare Dependent Hospital in the amount of \$4 million in funding.

Nanticoke reported an operating gain of \$2.6 million in fiscal 2012, the first after several years of operating losses, equal to operating margin of 2.1%.

Nanticoke also had strong volume trends, although net patient revenue was flat at \$119

million for fiscal 2012 compared to \$118 million in fiscal 2011. The hospital is slated to receive \$4 million to \$6 million in Medicare and Medicaid funds in the current fiscal year, but no funds have yet been received.

Despite the lag in the receipt of the funds for the current year, Nanticoke reported an operating profit of \$500,000 through the nine-month interim period that ended on March 31, 2013.

Also aiding the rating of Nanticoke was the sale of Lifecare at Lofland Park.

Nanticoke is committed to reducing overall expenses by \$4 million, Fitch noted.

Management is launching a number of expense reductions with a potential goal of reducing expenses by \$4 million this year. These include a redesign of the employee benefits, which brings benefit expenses more in line with industry standards, elimination of unprofitable service lines such as occupational health, and renegotiation of certain vendor contracts.



Insight into the entrepreneurial spirit

Last week was a busy period on the awards front.

Both the [Small Business Administration Delaware District Office](#) and [Delaware Bio](#) held their annual awards dinners during that period.

The dinners are always a great time for networking for two key parts of the economy with a lot of busy people.

The events also give those of us discussing the ups and downs of the economy with a little perspective.

As noted in this week's front page story, the economy of the state is posting a sluggish performance.

But the situation would have been worse were it



Doug Rainey

not for companies that have found ways to grow.

The life science arena, while taking a hit from cutbacks at AstraZeneca, has a number of thriving companies.

Two individuals who were honored by Delaware Bio were Harry Li of Wilmington Pharmatech and Benjamin Chien, founder of QPS Holdings, a company with 1,100 employees. Both companies have strong growth prospects in a global market. Both QPS and Wilmington Pharmatech are based in the Newark area.

A year ago, drug development company Incyte Corp., Wilmington, was honored by Del Bio. Incyte's Jakafi is on the market, fighting a form of blood cancer and work is under way to see its use can be expanded to other forms of cancer. Other drugs are in the pipeline and the company is hiring.


The SBA dinner featured the same

entrepreneurial spirit as exemplified by family business award winner, Hopkins and Sons, a moving and storage company; and Small Business Person of the year Coleman Bye, III, of Mercantile Press, Wilmington.

Both companies took a major hit from the recent recession and sprung back.

Mercantile looked for new opportunities and niches and invested in new equipment in an industry hit hard by an information revolution that is moving many printed products to the web or Adobe PDF files.

Hopkins kept its workforce together and worked hard to build business.

More such stories will emerge in coming years as we learn about the ability of entrepreneurs to overcome adversity and take advantage of opportunities, even in an economy that is growing far too slowly. 

Axalta Coatings (formerly DuPont) *wins award from Daimler Trucks*

Axalta Coating Systems, formerly DuPont Performance Coatings, a manufacturer and marketer of heavy-duty truck coatings, received the Daimler Trucks North America Masters of Quality award. This is the seventh year Axalta received the award, and the fourth consecutive year of the past five.

The 25-year-old Masters of Quality program recognizes a group of suppliers who meet or exceed Daimler Trucks North America's quality standards and demonstrate an ongoing commitment to improving the quality of their products. The Masters of Quality award is the highest recognition that Daimler Trucks North America gives to its suppliers.

"Axalta is delighted to be recognized as the 'best of the best'. To receive the highest recognition by Daimler Trucks North America in the last four consecutive years reinforces our commitment to deliver only the highest quality Imron® Elite polyurethane coatings," said Herbert Nowak, heavy-duty truck North American sales manager for Axalta Coating Systems.

Imron Elite is the exclusive topcoat for Daimler Trucks' Freightliner brand manufacturing facilities in

the United States and Mexico. The identical product is used in the commercial vehicle aftermarket by Freightliner dealers to ensure customer satisfaction and "repair-in-kind" quality.

"We are extremely proud to accept the Masters of Quality award for the seventh time," said Joseph Wood, heavy-duty truck business director, North America for Axalta Coating Systems. "It further acknowledges our dedication to continually improve the performance of our products and the devotion of our team to service our heavy-duty truck customers."

Daimler's suppliers are evaluated each year on more than 100 criteria related to aftermarket parts, quality, engineering, warranty, service, availability and purchasing. While over 1,000 suppliers are considered for the award, only suppliers rated in the top three percent are recognized with the Masters of Quality award. In addition to providing high-performance products to the commercial segment for more than 40 years, Axalta Coating Systems products have earned more commercial and OEM approvals than any other paint manufacturer, the company stated.

For additional information, visit our website at www.pc.dupont.com



River & Bay airport in N.J. gets fixed base operator

Delaware River and Bay Authority officials announced that FlightLevel Cape May, LLC has signed a lease agreement to provide aviation-related services at the Cape May Airport (WWD) as an independent fixed base operator.

Services include fueling, hangaring, tie-down and parking, aircraft maintenance, and other aviation-related support functions. The authority, which is based in New Castle, is the operator of the Cape May Airport. FlightLevel Cape May began business operations at the airport earlier this month.

The authority operates airports in Delaware and southern New Jersey, including the New Castle Airport.

“A quality FBO is an important piece of an airport’s business portfolio,” said Steve Williams, airports director for the Delaware River and Bay Authority. “This is especially true in a seasonal resort area like Cape May where so many seasonal residents use personal or corporate aircraft consistently from May through September.”

“The entire FlightLevel team is thrilled to be adding the Cape May Airport to our network of locations,” said Peter Eichleay, president of



Cape May Airport's new Fixed Based Operator is open for business. Shown from left are: DRBA Executive Director Scott Green; Lower Township Mayor Michael Beck; Freeholder Will Morey; DRBA Commissioner Becki Wilson; Freeholder Director Gerald Thornton; DRBA Chairman Jim Hogan; Peter Eichleay, Airports Director Steve Williams; Deputy Executive Director Frank Minor.

FlightLevel. “It has been in need of a true full-service FBO for some time and we’re committed to making the investment in equipment, quality personnel, and infrastructure upgrades to achieve that status. In addition to our plans for marketing the Airport, we believe that by providing the high level of customer service our customers have come to expect when they see the FlightLevel name, we can help the airport reach its true potential.”

Eichleay added that the Authority and airport management share FlightLevel’s vision for the

Airport. “I know that it will be a good fit for years to come and we very much look forward to being part of the historic Cape May community,” he said. FlightLevel also operates FBO locations in Norwood, Mass.; Brunswick, Maine; and Lakeland, Fla.

FlightLevel Cape May, LLC is leasing about 19,000 square feet of space in Building 110 at 375 Forrestal Road, including all associated equipment and vehicles along with operating a ramp management agreement for three acres of associated aircraft ramp at the airport. The initial term of the lease is five years. With the consent of the authority, FlightLevel Cape May, LLC. also has the option of renewing this lease agreement for two option periods of five years each.

FlightLevel has agreed to pay the authority a portion of collected fees for hangar, aircraft parking, and tie-downs. In addition, the Authority will receive fuel-flowage fees.

“An FBO is the first and last impression that people who fly into an airport have about the community,” said Scott Green, Executive Director for the Authority. “We are confident that FlightLevel will dazzle our customers and encourage them to visit this area more often.”



CO-OP BEGINS PERMIT WORK FOR CECIL POWER PLANT

Old Dominion Electric Cooperative last week applied to the Maryland Public Service Commission for a Certificate of Public Convenience and Necessity to construct a natural gas-powered electric generation facility in Cecil County. The Wildcat Point Generation Facility, was first announced in April.

The filing comes the same week the Cecil County Council unanimously adopted a payment-in-lieu-of-taxes agreement, for Wildcat Point that would provide the county with \$124.2 million through 2051. The plant site is about 25 miles west of Newark.

Cecil County officials are pleased with the agreement, since the site will not major require infrastructure or other services from the county.

The Times-Dispatch in Richmond, Va reported the cost of the plant to be \$675 million. That would make it one of the largest construction projects in the region in recent years. The newspaper also reported Wildcat would further delay a \$4 billion coal-fired power plant it had planned in Virginia. The plant, which faced opposition from environmentalists, was first shelved during the economic downturn in 2009.



Existing Rock Springs Generation Facility
(Actual Aerial Photograph)



Proposed Wildcat Point Generation Facility
(Artist Rendering)

“Our region needs new sources of cost-effective, reliable and environmentally balanced electricity,” said Lisa Johnson, ODEC’s senior vice president and chief operating officer. “This filing makes a compelling case for Wildcat Point, from ODEC’s proven track record building and owning a generation facility in Maryland to the rising demand for electricity in our region. We are grateful for the broad support we have received from the Cecil County government and look forward to

working with the PSC during their review of our application.”

Wildcat Point would be built five miles west of Rising Sun adjacent to the Rock Springs Generation Facility, which ODEC constructed and which put into operation in 2003. Wildcat would generate approximately 1,000 megawatts of power, enough to serve 390,000 homes annually. Wildcat would operate as a base load plant, unlike Rock Springs, which is only used during periods of peak demand.

Old Dominion reported more than 26 percent growth in electricity sales over the last 10 years and expects additional growth over the next decade. The cooperative operates in fast-growing areas that include portions of Sussex and Kent counties in Delaware that are served by Delaware Electric Cooperative, an organization served by Old Dominion.

The plant would create a peak force of approximately 600 temporary construction jobs and roughly 30 permanent jobs.

In making a case for the plant, Old Dominion

Continued on next page

Coal generation put on the back burner

From previous page

noted that the Maryland's power plants are aging, with the state importing 42 percent of its power, making it the fifth-largest energy importer in the nation.

Electric power in the region is shifting to natural gas as coal-fired plants are retired. Work is getting under way on a Calpine gas-fired plant in Dover, Del that is about a quarter the size of the Wildcat Point generating site.

In the preliminary stages, is a proposed power plant that would also power a data center on the University of Delaware STAR campus in Newark.

Prices of natural gas have declined as more production comes online from Marcellus Shale deposits in Pennsylvania.

Old Dominion is based in Glen Allen, a suburb of Richmond.



AstraZeneca to buy pharma company for \$323 million

[AstraZeneca](#) has entered into a definitive agreement to acquire [Omthera Pharmaceuticals](#), a company based in Princeton, N.J. The company is focused on the development of new therapies for abnormal levels of lipids in the blood.

AstraZeneca is working to bolster its drug development pipeline as blockbuster drugs go off patent. The company announced plans to cut employment at its Delaware headquarters site by 1,250 in a restructuring move.

Omthera's investigational product, Epanova, could potentially treat patients with very high triglycerides. In studies to date, it has been shown to reduce triglyceride levels and improve other key lipid levels. The drug will offer two and four gram once-a-day doses with or without meals.

Under the terms of the agreement, AstraZeneca will acquire Omthera for \$12.70 per share, or approximately \$323 million. This represents a premium of 88% on Omthera's closing price on Friday 24 May 2013. In addition to the cash payment, each Omthera shareholder will receive rights of up to approximately \$4.70 per share or

\$120 million in total, if specified milestones related to Epanova are achieved, or if a milestone related to sales is achieved.

Omthera has completed pharmacokinetic and Phase III clinical studies to investigate the safety and efficacy profile of Epanova, a coated soft gelatin capsule containing a complex mixture of polyunsaturated free fatty acids derived from fish oils.

Fish oil has long been used in products sold by mail order and nutrition stores as a way to reduce cholesterol levels.

Omthera is expected to file a new drug application in the US for Epanova in mid-2013 for patients with high triglyceride levels with regulatory filings in other markets to follow. AstraZeneca intends to pursue a large-scale cardiovascular outcomes trial for Epanova in combination with statins that would include its Crestor drug.



Fathers of the Year announced by Diabetes Association

The American Diabetes Association, Delaware Chapter's Father's Day Council announced the 2013 Father of the Year award recipients. The following area business leaders will be honored at an Awards Dinner on June 5, 2013 at the Deerfield Golf Club:

Matthew Curtis, Owner, Union City Grille

Since 2008, the Delaware native has owned and operated The Union City Grille. Community giving has become a staple for Curtis. He said nothing has brought him more joy than his two children, Mia, 4 and Tyner, 4. He has been married to his wife Tory for nine years. They currently reside in Wilmington.



Curtis

Ernest F. Delle Donne, president and chairman, Dell Donne & Associates

Over the past thirty years,



Delle Donne

Delle Donne has structured creative financial, leasing and construction packages in conjunction with private and public entities. He has developed over four million square feet of office, retail, hotel and parking garage structures. He is well-known for his philanthropic efforts.

Married to Joan Delle Donne for over 30 years, he is the father of three children and resides in Centreville.

Morton R. Kimmel, Esq., president, Kimmel, Carter, Roman & Peltz, P.A.

Kimmel has tried in excess of 100 jury trials. He has been honored as a Superlawyer, the Best Lawyers in Delaware and the Outstanding Lawyers of America. Kimmel serves on the Boards of the Kimmel-Spiller Charitable Foundation, Ronald McDonald House of Delaware, Cancer Care Connection and is the Chairman of Blue-Gold Basketball. He has been married to his



Kimmel

wife Marcia for 45 years and they have four children and eight grandchildren, with another scheduled for delivery later this year.

Surinder Singh, Managing Director Barclaycard US



Singh

Singh is responsible for Partnership & Business Development, Partner Planning, Acquisitions & Enablement and Existing Customer Management for Barclaycard US.

In this role, he serves as a member of the Barclaycard US Executive Committee.

He also serves on the West End Neighborhood House Board in Wilmington, Delaware. Mr. Singh, his wife Deepa and their 15 year old son have been residents of Wilmington for the past two years.

Continued on next page

Diabetes Association names Father of the Year recipients

From previous page

**Mark A. Turner,
President and CEO,
WSFS Bank**



Turner

Since 2007, Turner has been President and CEO and a Director of WSFS Financial Corporation and WSFS Bank.

He has also observed global business practices in Argentina and China.

WSFS Bank has been named a “Top Workplace” in Delaware the last seven years, with special recognition for the company’s leadership the last four years. Turner is an active leader in business, civic and community activities and is a lifelong native of the Delaware Valley area.

He is married to Regina and has two daughters Becky, 11 and Katie, 9.

The mission of the Father’s Day Council is to identify and honor fathers who have demonstrated the ability to balance their personal lives, to serve as a role model for their children, and help make a positive difference in their community.

Each award recipient is committed to raise funds from the Father of the Year Awards dinner to benefit the American Diabetes Association.

Past honorees include Chris Coons, United States Senator; Harry Gravell, Delaware Building and Construction Trade Council; and Clinton W. Walker, Barclays Bank Delaware.

For more information or to purchase tickets for the Father of the Year Awards Dinner, visit The website is www.diabetes.org/delawarefoty or call (302) 656-0030 X 4649.



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Newark Day slated for Saturday

Newark Day, a community event that hosts over 30,000 people, is slated for Saturday, June 1 from noon to 5 p.m.

The rain date is Sunday, June 2 from noon to 5. Main Street is closed to traffic and pedestrians take over. The street fair features live music and performances, arts and crafts, food, shopping, games, and children's activities. Restaurants and stores on Main Street are open during the event and many have booths on Main Street .

The event's main stage will, once again be on the University of Delaware's Old College Lawn. Cold River Records' Katie Armiger, will headline the Main Stage thanks to country music station 103.7 WXCY.

The springtime celebration began in 1986 following the end of the school year. The event's hours changed from an evening event to the daytime to enhance the family friendly atmosphere.

Main Street will be closed to traffic beginning at 10 a.m. until 7 p.m. the day of the event to allow enough time for vendor set up and tear down. Pets are not comfortable in the heat and crowds of large events, so for their safety and the safety of those attending the event, it is requested that pets stay at home.

For cancellation information, call (302) 366-7147.

The event is being sponsored, in part, by Newark Toyota World, Comcast, American Spirit Federal Credit Union, DPont, and True Life Church. 



Law Notes: Three Bayard lawyers named ‘Superstars’

Bayard, a law firm based in Wilmington, announced that Neil B. Glassman has been recognized by Super Lawyers magazine as a Delaware Super Lawyer in the practice area of bankruptcy & creditor/debtor rights.



Glassman

Stephen B. Brauerman and Justin R. Alberto have also been recognized by Super Lawyers as Delaware Rising Stars for their achievements in the areas of intellectual property litigation and bankruptcy & creditor/debtor rights, respectively.

Glassman is chairman of the Board of Directors of Bayard and chairs the firm’s bankruptcy group. His practice is focused on bankruptcy and insolvency law, and insurance and entity law.

Glassman regularly represents debtors, official committees of unsecured creditors or equity holders, secured lenders, banks and insurance companies, financial institutions and publicly and privately held businesses in large bankruptcy

cases and other insolvency proceedings including insurance company insolvencies. Glassman has also developed a substantial practice representing clients in relation to the law of Delaware business entities including corporations, business trusts, general and limited partnerships, limited liability companies, and conventional and captive insurance companies.

Brauerman is a director at Bayard. Brauerman concentrates his practice in the areas of corporate, commercial and intellectual property litigation in Delaware’s state and federal courts. He has litigated an array of cases involving fiduciary duty claims, corporate and alternative entity control disputes, advancement/indemnification, breach of contract, antitrust, securities, patent infringement, copyright infringement, and trademark matters.


Brauerman also counsels clients concerning the General Corporation Law of the State of Delaware and Delaware’s alternative entity statutes. Steve was also recognized as a Rising Star in 2012.



Brauerman

Alberto is an associate at Bayard focuses his practice on corporate bankruptcy and restructuring. He has experience representing debtors, creditors’ committees, equity committees, lenders, bondholders, secured and unsecured creditors, plan administrators, and other interested entities in various bankruptcy reorganization and liquidation proceedings.

In addition to his restructuring practice, Justin also has experience representing entities involved in litigation arising under and transactions governed by the General Corporation Law of the State of Delaware.

Super Lawyers is an annual listing of attorneys from more than 70 practice areas who have attained a high degree of peer recognition and professional achievement. The Rising Stars list is comprised of attorneys who have been practicing for less than 10 years or are under 40 years old. No more than 2.5 percent of the lawyers in the state are named to the list. 



Alberto

Emory Hill names CFO

Emory Hill Companies, New Castle, announced that **Steve Endres** has joined the firm as the new Chief Financial Officer.



Endres

Endres has more than 25 years of experience as a Certified Public Accountant including working for Ernst & Young in Baltimore and the past 15 years as a CFO/ Controller for real estate businesses including Mid-Atlantic Properties, Inc., Nottingham Properties, Inc., and the James F. Knott Realty Group.

His responsibilities will include overseeing all accounting functions of the firm, overseeing the accounting staff, working with the various department heads on budgets and operations, procurement and establishing and maintaining relationships with banking institutions and outside accountants.

Endres is a graduate of the University of Baltimore where he earned his Bachelor of Science in Business Administration. He is a member of the American Institute of Certified Public Accountants.

The Emory Hill Companies provide the Mid-Atlantic area with commercial and residential real estate services including commercial brokerage, construction, property management, maintenance and residential sales.

Bayhealth names senior VP

Bayhealth announced the appointment of **Lindsay Rhodenbaugh**, to the position of Senior Vice President, Chief Development Officer and President of the Bayhealth Foundation.



Rhodenbaugh

Rhodenbaugh will lead the Bayhealth Foundation and the Campaign for Bayhealth, and he will also have executive oversight of the Milford Auxiliary and Kent General Junior Board.

Rhodenbaugh joins Bayhealth from Pennsylvania Hospital, University of Pennsylvania Health System, where he served as Chief Development Officer. Prior to that, he served as Senior Vice President for College Relations at Ursinus College in Collegeville, Penn.

Earlier in his career, Rhodenbaugh held senior-level positions at Thiel College, Greenville, Penn.; Concordia College, Moorhead, Minn.; and Carthage College, Kenosha, Wis.

Rhodenbaugh earned his Bachelor of Arts degree at Augustana College, in Rock Island, Ill., where he majored in Religion and Business Administration. He pursued his Master of Divinity degree at Lutheran Theological Seminary, in Gettysburg, Pa, and his Doctor of Ministry degree at Lutheran School of Theology at Chicago,

Paul Lakeman has been named Senior Vice President, Government Relations, and will focus his efforts on state and federal advocacy.

Fulton CFO to retire

Charles J. Nugent, senior executive vice president and chief financial officer of Fulton Financial Corp. he plans to retire, effective December 31.



Nugent

Nugent joined Fulton Financial in 1992 as executive

Continued on next page

From previous page

vice president and CFO and a member of the corporation's senior management team. In the more than 20 years that he has served as CFO, Fulton Financial's asset size has grown from \$2.2 billion to \$16.5 billion and its scope has expanded from its Pennsylvania roots to include subsidiary banks in New Jersey, Maryland, Delaware and Virginia.

"Charlie has a deep understanding of the financial services industry. His insight and perspective have been instrumental in helping Fulton Financial grow and navigate the ups and downs of various economic cycles," said E. Philip Wenger, chairman, president and CEO. "Our board of directors and senior management are very grateful to Charlie for his outstanding service and commitment to our company."

DiSabatino honored by Boy Scouts

The Del Mar Va Council, Boy Scouts of America are honoring, **Brian DiSabatino**, president, EDiS Company & EDiS Building, Wilmington, as recipient of the 2013 Citizen



DiSabatino

of the Year. He is being honored for community leadership and contributions to improving the quality of life in Delaware.

The dinner chairman is Skip Pennella, director, external affairs, CAI, Computer Aid, Inc. Previous honorees include Fred Sears, Bob Harra, Alan Levin, Rob Buccini, Connie Bond Stuart, Dr. Robert Laskowski, Ernest J. Dianastasis, and Tony Allen.

Rhone named Beebe VP

Beebe Medical Center announced that **Steven Rhone** has been appointed Vice President of Patient Care Services. He joined Beebe Medical Center from Christiana Care Health System where he served as Administrative Director of Patient Access and Capacity Management.



Rhone

At Beebe Medical Center Rhone is responsible for the hospital's nursing units and for developing and implementing nursing strategy and system policies

to ensure quality patient care. He is a member of the Executive Staff and reports to Paul Minnick, executive vice President and chief Operating Officer.

Rhone has nearly 15 years of nursing leadership experience. As Administrative Director of Patient Access and Capacity Management at Christiana Care Health System, he oversaw patient access and placement services, including the transportation of critically ill patients by ambulance as well as by air, for both Christiana and Wilmington Hospitals.

As part of his role, he served as the Nursing Executive for the systemwide Quality and Safety Council. Previously, he served as Director of Patient Care Services at Christiana Health Care System where he had oversight for many systems including the seven inpatient surgical units. He also served as a team leader for the planning and preparation of the American Nurses Credentialing Center (ANCC) Magnet designation, which Christiana Care Health System received in 2010.

Rhone holds a Bachelor of Science degrees in Health Policy and Administration from Penn State

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People

FROM PREVIOUS PAGE

University, State College, a Bachelor of Science in Nursing from College Misericordia in Dallas, Pa., and a Master of Science in Management, Health Care Administration, from University of Maryland University College (UMUC).



Doyle

TD leasing director named

TD Bank has promoted **Kevin J. Doyle** to Senior Regional Director in TD Equipment Finance, Inc. in Braintree, Mass. He is responsible for managing business development and equipment finance origination functions within the Northern Regional Banking Team serving customers from Maine to Delaware.

TD Equipment Finance, a subsidiary of TD Bank, N.A., provides equipment financing solutions for a wide range of industries and asset types, from manufacturing, office technology and medical equipment to aircraft and marine vessels.

Doyle has 16 years of experience in banking and finance. He joined TD Equipment Finance in 2007 as a Regional Manager.



ATK Elkton successfully tests green propulsion thrusters

ATK has successfully completed the first U.S.-based testing of the High Performance Green Propulsion (HPGP) thruster technology for the NASA Goddard Space Flight Center. The testing was conducted at ATK Defense Group's test facility near Elkton, Md., in April.

The ATK test facility is capable of assessing the HPGP thruster technology, which is intended to be used for a wide range of attitude control/space maneuverability propulsion. HPGP is a green propulsion alternative that has been flight-proven in space to provide increased performance over traditional propulsion technology. HPGP is significantly safer and more cost-effective in terms of storage, material handling, transportation and launch-site processing, according to ATK

“The collaboration of NASA GSFC and ATK to validate HPGP thruster technology enables the development of green propellant options, which hold promise for demonstrating higher performance, cost-effectiveness and

the reduction of health and safety impacts to personnel and the environment,” said Dr. Christyl Johnson, NASA GSFC deputy Director for Technology and Research Investments.

“We are pleased to support NASA GSFC in the maturation process of the HPGP thruster technology in the U.S.,” said Cary Ralston, vice president and general manager of ATK's Missile Products division. “We are dedicated to making certain our products deliver mission-assured performance, improved safety and reduced life-cycle cost.”

ATK is licensed in the U.S. to sell HPGP thrusters and fuel originally developed by ECAPS, a wholly-owned subsidiary of the Swedish Space Corporation (SSC). ECAPS has a long track record in the areas of design, manufacturing, testing and integration of HPGP thrusters and complete liquid propulsion systems.



Woodbridge High ‘topped out’

The “Topping Out” of the new 700-student Woodbridge High School was held on May 23rd with students and district officials in attendance at the project site at the corner of Adams Road and Woodbridge Road north of Bridgeville. The new 160,000 square foot \$52 million school is scheduled to open in the fall of 2014.

The placement of the last piece of steel or “Topping Out” is a significant milestone in the life of a construction project. Project team members and construction workers joined Woodbridge School District officials and students in signing the last steel beam before it was lifted into place.

EDiS Company, a 105-year-old regional construction and development company, is the construction management firm on the project. The building was designed by Fearn Clendaniel Architects.

P. Michael Breeding, Board of Education President said, “It is exciting to see the progress that has been made since we broke ground in August, 2012. In less than a year we have met a significant milestone towards the completion of the

new high school. The project is on schedule and on budget.” The building is intended to serve 700 students upon opening with the capacity to grow to 1,000 students.

It will feature two-story educational wings, a full-sized gymnasium with auxiliary gym, an 800-student auditorium for the performing arts, career/technical/bio-med tech areas and segregated bus and car entrances.



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

BERTUCCIS RESTAURANT CORP BERTUCCI'S BRICK OVEN PIZZERIA 201 W MAIN ST CHRISTIANA, DE 19702-

BERTUCCIS RESTAURANT CORP BERTUCCIS BRICK OVEN PIZZERIA 3596 CONCORD PIKE WILMINGTON, DE 19803-5000 BOTTLE RECYCLING FEE

BESCHE OIL COMPANY INC SEAFORD TRU BLU US RT 13 & MIDDLEFORD SEAFORD, DE 19973

BESKEM INC COUNTRY HEALTH STORE 601 BANYAN RD NEWARK, DE 19713-1702

BEST BUDDIES INC DICKEYS FROZEN CUSTARD 97 GARFIELD PKWY BETHANY BEACH, DE 19930-7703

BEST BUY STORES LP BEST BUY #842 1165 N DUPONT HWY STE 1 DOVER, DE 19901-2016

BEST BUY STORES LP BEST BUY #1480 1281 CHURCHMANS RD

NEWARK, DE 19713-2149

BEST BUY STORES LP BEST BUY STORE #575 2201 FARRAND DR WILMINGTON, DE 19808-5763

BEST BUY STORES LP 4807 CONCORD PIKE WILMINGTON, DE 19803-1410

BEST HARDWARE 2 INC BEST ACE HARDWARE 32362 LONG NECK RD UNIT 2 MILLSBORO, DE 19966-9062

BEST HARDWARE INC BEST ACE HARDWARE 610 MULBERRY ST MILTON, DE 19968-1516

BEST HARDWARE INC BEST ACE HARDWARE 3000 MIDWAY DR STE 2 HARRINGTON, DE 19952-2458 BOTTLE 4/9/13 - 12/31/17

BEST HARDWARE INC BEST ACE 633 N DUPONT BLVD STE 2 MILFORD, DE 19963 1098

BEST KELLY RRE JUST RACIN' 103 N MAIN ST ARLINGTON, OH 45814-8756

BESTS STORE INC BESTS' ACE HARDWARE 17412 COASTAL HWY LEWES, DE 19958-6225

BETHANY BEACH HOUSE LLC MANGO MIKE'S 97 GARFIELD PKWY BETHANY BEACH, DE 19930-7703

BETHANY SURFS UP SURF'S UP 100 GARFIELD PKWY BETHANY BEACH, DE 19930-

BETHEL MARKET INC BETHEL STORE INC MAIN ST & VINE ST BETHEL, DE 19931

BETSY ROSS PIZZA HARRINGTON INC 17086 S DUPONT HWY HARRINGTON, DE 19952-2477

BETZ BENNETT R FAT RICK'S BBQ CATERING/ CNCSSION 301 BARRETT ST WILMINGTON, DE 19802-2005

BGM LIQUORS INC 1035 N LOMBARD ST WILMINGTON, DE 19801-4036

BHADRA LLC LEWES WINE AND SPIRITS 19413 JINGLE SHELL WAY UNIT 7 LEWES, DE 19958-6307

BHAVI INC DAVE'S LIQUORS 3052 NEW CASTLE AVE NEW CASTLE, DE 19720-2248 BOTTLE RECYCLING FEE

BHUMI INC TALLEYVILLE FOOD MART 4101 CONCORD PIKE WILMINGTON, DE 19803-1401

BI-GEE CO 127 S DUPONT HWY DOVER, DE 19901-7432

BIC CREAMERY AND MARKET, LLC 1232 W 4TH ST # 535 WILMINGTON, DE 19805-3606

BIEL SUSAN 1460 LINK DR GARNET VALLEY, PA 19060-1827

BIG CHILL CREAMERY THE COLD CHILLIN LLC 19406 COASTAL HWY REHOBOTH BCH, DE 19971-6126

BIG D'S PIZZA 102 CASSIDY DR WILMINGTON, DE 19804-2440

BIG DADDYS PIZZA 807 BRANDYWINE BLVD WILMINGTON, DE 19809-2961

BIG LOTS STORES INC BIG LOTS #1400 631 N DUPONT BLVD MILFORD, DE 19963-

BIG LOTS STORES INC BIG LOTS # 1561 1005 N STATE ST DOVER, DE 19901-3904

BIG LOTS STORES INC BIG LOTS #5114 26 PENN MART SHOPPING CTR NEW CASTLE, DE 19720-4207

BIG LOTS STORES INC BIG LOTS# 1997 900 NORMAN ESKRIDGE HWY # 50 SEAFORD, DE 19973-1720 BOTTLE RECYCLING FEE

BILAL A GONDAL 7-ELEVEN STORE 11288G 4865 GOVERNOR PRINTZ BLVD WILMINGTON, DE 19809-3409

BILAL'S LLC 18705 SUSSEX HWY BRIDGEVILLE, DE 19933-4617

BILL AND GEORGE INC 5603 KIRKWOOD HWY WILMINGTON, DE 19808-5003

BILL'S PARK DELI , L.L.C. 259 ELKTON RD NEWARK, DE 19711-4564

BILLS JAKES MARKETING JAKES HAMBURGERS 2095 PHILADELPHIA PIKE CLAYMONT, DE 19703-2424

BIN 66 INC 20729 COASTAL HWY REHOBOTH BCH, DE 19971-8000

BIN 66 INC BIN 66 FINE WINE & SPIRIT 301 REHOBOTH AVE REHOBOTH BCH, DE 19971-3114

BIN LIN WU CHINA WOK RESTAURANT 37385 REHOBOTH AVENUE EXT # 8 REHOBOTH BCH, DE 19971-3191

BINDIYA ENTERPRISES INC 3224 PHILADELPHIA PIKE CLAYMONT, DE 19703-3103

BIZUWORK & MESFIN INC 1701 PENNSYLVANIA AVE WILMINGTON, DE 19806-4019

BJ'S WHOLESALE CLUB INC BJ'S WHOLESALE CLUB #197 26676 CENTERVIEW DR MILLSBORO, DE 19966-3750 2010105774

BJ'S WHOLESALE CLUB INC BJ'S WHOLESALE CLUB #15 124 SUNSET BLVD NEW CASTLE, DE 19720-4154

BJ'S WHOLESALE CLUB INC BJ'S WHOLESALE CLUB #178 100 PENCADER PLZ NEWARK, DE 19713-3408

BL & MM ENTERPRISES LLC 22709 DUPONT BLVD GEORGETOWN, DE 19947

BLACK KEVIN BLACK ENTERPRISE 456 PIGEON VIEW LN NEW CASTLE, DE 19720-7688

BLAIR ELLA CORA SUGAR CRAVERS VENDING & CATERING 98 ZIEGLER RD CLAYTON, DE 19938-2978

BLAKELY MICHAEL RALPH E BLAKELEY & SONS 509 W MARKET ST GEORGETOWN, DE 19947-2321

BLAKEMAN LLC THE CORNER MARKET BISTRO 30 COVENTRY RD REHOBOTH BCH, DE 19971-3512

BLOCKBUSTER INC BLOCKBUSTER VIDEO 92996 392 E MAIN ST MIDDLETOWN, DE 19709-1482

BLOCKBUSTER INC

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business licenses

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BLOCKBUSTER VIDEO 96077
 120 GREENTREE DR DOVER,
 DE 19904-7648

BLOCKBUSTER INC
BLOCKBUSTER VIDEO 10004
 250 GATEWAY SOUTH BLVD
 # 100 DOVER, DE 19901-
 5861

BLOCKBUSTER INC
BLOCKBUSTER VIDEO
 90234 22931 SUSSEX HWY
 SEAFORD, DE 19973-
 5871

BLOCKBUSTER INC
BLOCKBUSTER VIDEO
 92993 29 ATLANTIC AVE STE
 A OCEAN VIEW, DE 19970-
 9155

BLOCKBUSTER INC
BLOCKBUSTER VIDEO
 #91576 260 COLLEGE
 SQ NEWARK, DE 19711-
 5451

BLOSE JAMES 2401 FORDS
 CORNER RD HARTLY, DE
 19953-3542

BLUE HEN CONCESSIONS &
VENDING INC MOBILE UNIT
 1 938 CARVEL DR DOVER, DE
 19901-6601

BLUE HEN PROMOTION INC
 2 DANVERS WAY NEWARK,
 DE 19702-2700

BLUE SCOOP ICE CREAM
COMPANY INC 31225
 AMERICANA PKWY UNIT 4

SELBYVILLE, DE 19975-
 3793

BLUEZONE INC 2023 VIA
 AMIGOS SAN LORENZO, CA
 94580-1911

BLUSH & BASHFUL BRIDAL
LLC 33 ROCKFORD RD
 WILMINGTON, DE 19806-
 1003

BNC PETROLEUM LLC
 MEADOW MOBIL 2650
 KIRKWOOD HWY NEWARK,
 DE 19711-7241

BNCB MERGER SUB LLC
 120 MOUNTAINVIEW BLVD
 BASKING RIDGE, NJ 07920-
 3454

BOLTON RICHARD BOLTON
 ENTERPRISES 27891 ONEALS
 RD SEAFORD, DE 19973-
 6300

BON APPETIT INC 3629 D
 TALLEYVILLE SHOPPING
 CTR WILMINGTON, DE
 19810

BON INC CAPRIOTTI'S
SUNSET STATION 1835
 PULASKI HWY BEAR, DE
 19701-1731

BON INC CAPRIOTTIS OF
BEAR SUZANNE BONDOC 430
 EDEN CIR BEAR, DE 19701-
 4304

2010111658

BONHARMONY,LLC
CAPRIOTTI'S OF HARMONY
PLAZA 4132 OGLETOWN

STANTON RD NEWARK, DE
 19713-4169

BOOKS & TOBACCO INC
 4555 KIRKWOOD HWY
 WILMINGTON, DE 19808-
 5117

BORGIA'S LLC BORGIA'S
SUBS AND STEAKS 414 N
 UNION ST WILMINGTON, DE
 19805-3026

BOROME HOLDINGS LLC
TAVERN BY THE MARINA
 601 BELLE AVE LAUREL, DE
 19956-1321

BOSTON GIBBS JR B-G
CATERING 2 LINN CT BEAR,
 DE 19701-1351

BOSTON MARKET
CORPORATON BOSTON
MARKET #639 1151 N
 DUPONT HWY DOVER, DE
 19901-2008

BOSTON MARKET
CORPORATON BOSTON
MARKET #382 3603
 PHILADELPHIA PIKE
 CLAYMONT, DE 19703-
 3111

BOSTON MARKET
CORPORATON BOSTON
MARKET #916 RT 273 &
 CHAPMAN RD NEW CASTLE,
 DE 19720

BOSTON MARKET
CORPORATON BOSTON
MARKET #376 3130
 KIRKWOOD HWY
 WILMINGTON, DE 19808

BOSTON MARKET
CORPORATON BOSTON
MARKET #404 1611
 PENNSYLVANIA AVE
 WILMINGTON, DE 19806-
 4017

BOSTON MARKET
CORPORATON BOSTON
MARKET #1158 3900
 CONCORD PIKE
 WILMINGTON, DE 19803-
 1716

BOSTON MARKET
CORPORATON BOSTON
MARKET #361 1050 S
 COLLEGE AVE NEWARK, DE
 19713-2306

BOUN APPETIT 110 N
 DUPONT HWY NEW CASTLE,
 DE 19720-3102

BOUSCAREN LYNN S
DESIGNS BY LYNN 8 W
 HAWTHORNE CT NEWARK,
 DE 19702-3939

BOXWOOD LIQUORS INC
 630 S MARYLAND AVE
 WILMINGTON, DE 19804-1632
 BOTTLE RECYCLING FEE

BPG HOTEL PARTNERS IV
LLC EMBASSY SUITES -
NEWARK 654 S COLLEGE
 AVE NEWARK, DE 19713-
 1315

BRADSHAW GWENDOLYN
 ESPECIALY 4 YOU 2600
 N JEFFERSON ST APT A4
 WILMINGTON, DE 19802-
 3493

BRADY DONNA BRADY'S
CRAB CO 867 S DUPONT
 HWY NEW CASTLE, DE
 19720-4600

BRAITHWAITE ENTERPRISES
INC LEWES GOURMET/
PUZZLES 108 FRONT ST
 # 110 LEWES, DE 19958-
 1135

BRANCH KIMBERLY
 KIMBERLYS CORNER 142
 SEALY PL PENDERGRASS, GA
 30567-2941

BRANDYWINE CLUB INC 135
 PRINCETON AVE CLAYMONT,
 DE 19703-2608

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

BREAKERS SURF AND
SPORT 108 GARFIELD
 PARKWAY BETHANY BEACH,
 DE 19930

BREEZE ENTERPRISES THE
LLC LADYBUG JUNCTION
 34792 LONG NECK RD UNIT 4
 MILLSBORO, DE 19966-4326
 2010109089

BRET'S AUTOMOTIVE
CENTER INC VETERAN'S
AMOCO 2003 KIRKWOOD
 HWY WILMINGTON, DE
 19805-4921/14

BREW-HA HA INC BREW-HA
HA MAIN ST GALLERIA 45 E
 MAIN ST STE 205 NEWARK,
 DE 19711-4600

BREW-HA HA INC POWDER
MILL SQ 3842 KENNETT PIKE
 GREENVILLE, DE 19807-2302
 BOTTLE RECYCLING FEE

BREW-HA HA INC BREW-
HA HA CONCORD GALLERY
 3636 CONCORD PIKE
 WILMINGTON, DE 19803-5022
 BOTTLE RECYCLING FEE

BREW-HA HA INC BRANMAR
PLAZA 1812 MARSH RD STE
 306 WILMINGTON, DE 19810-
 4532

BREW-HA HA INC **BREW-**
HA HA SHOPS LIMESTONE
HILLS 5329 LIMESTONE RD
 WILMINGTON, DE 19808-1222
 2010111590

BREW-HA HA INC BREW-HA
HA THE ROCKFORD SHOPS
 1420 N DUPONT ST UNIT 1
 WILMINGTON, DE 19806-4030
 BREW-HA HA INC

BREW-HA HA MARKET ST
MALL 835 N MARKET ST
 LOWR WILMINGTON, DE
 19801-4933

BREW-HA HA INC
 3636 CONCORD PIKE
 WILMINGTON, DE 19803-
 5022

BREW-HA HA INC 4755
 OGLETOWN STANTON
 RD NEWARK, DE 19718-
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