



Doug Rainey's

business bulletin

Your weekly electronic business journal

Issue No. 22
June 26, 2013



Firefly to return
in 2014. 20

This week

Ground breaking
for Dover power
plan. 4



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ADVANTAGE DELAWARE

Economists say state has fewer potential troublespots

Three Philadelphia Federal Reserve economists see built-in strengths in a Delaware economy that has experienced a sluggish recovery.

Paul R. Flora, Elif Sen and Mike Trebing made their remarks at an update at the University of Delaware Tuesday.

The economists have been visiting with employers in Delaware to get “behind the numbers,” Flora said.

Gov. Jack Markell said he appreciated the work of the Philadelphia Fed in examining

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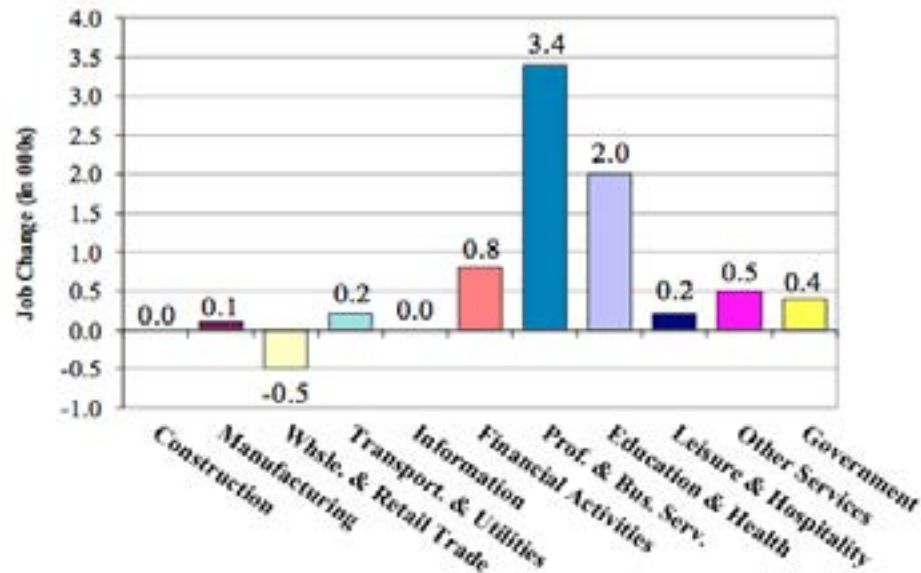


Panelists Sen, Trebing and Flora see strengths in the Delaware economy, although the First State is a long way from the boom times of the '80s and '90s.

7% RUT FOR STATE'S JOBLESS RATE

Delaware's unemployment rate stayed above 7 percent in May as job growth struggled to keep pace with a growing labor pool. The seasonally adjusted unemployment rate in May 2013 was 7.2%, up from a revised 7.1% in April 2013.

**Delaware Over-The-Year Job Change
May 2012—May 2013**



The state Department of Labor reported 32,100 unemployed Delawareans in May compared to 31,600 during the same month in 2012. The jobless rate has remained in the 7% range since the end of 2011 as job growth and the growth in the labor market remained equal. The U.S. unemployment rate was 7.6% in May 2013, up from 7.5% in April 2013. In May 2012, the U.S. unemployment rate

was 8.2%. In May, seasonally adjusted non farm employment totaled 425,100, up from 424,000 in April 2013.

Since May 2012, Delaware's total non farm jobs rose 7,100 jobs, up 1.7%. The national growth rate was 1.6%. A report issued earlier this year by PNC predicted the jobless rate in the state would remain at around 7 percent into 2014. Commentary accompanying the state employment report also indicated data suggested a 7% unemployment rate in coming months.

During boom periods, Delaware often posted a jobless rate in the vicinity of 3.5%. Showing weakness are "blue collar" job categories. Employment in manufacturing and construction is virtually unchanged from a year ago, although statistics also seem to point to an upturn in those categories.

The closing of the state's two auto plants in 2008 and 2009 is still being felt, since that industry tends to rapidly add jobs during economic recoveries. Since November 2011, the state's labor force has grown by 3,400. The number of employed residents has risen by

Continued on next page



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Jobless rate...

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3,700, and the number unemployed has fallen by 350. The population of residents 16 years old and over is estimated to have risen from 714,900 to 725,500.

Growth in the working-age population could keep the unemployment rate relatively high for an extended period, even with relatively strong job growth, the labor department reported. The report did take note of a separate measurement of jobs at employers within Delaware. That report shows stronger job growth. From the end of 2011, when the unemployment rate entered its current plateau, jobs in Delaware increased by 7,600.

In a small state with a good deal of commuting to work across state lines, the two measures could converge and lead to a lower unemployment rate, the reported noted. In coming months, some suggest concern over the federal budget, the Affordable Care Act and “sequester” cuts in federal spending could affect employment numbers. 

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the economy of the state. The territory covered by the Philadelphia Fed includes New Jersey, Pennsylvania and Delaware. Trebing, who researches manufacturing in the Philadelphia Fed’s area, says that sector of the economy is seeing some growth in Delaware. At the same time, the overall influence of manufacturing has been declining.

Sen says financial services became a bigger factor in the economy than manufacturing after 2000. That trend continued in 2008 and 2009 when the state lost its auto industry when both the GM and Chrysler plants closed.


Healthy areas in manufacturing are food products and electronics. Manufactured in the state is sophisticated testing and medical equipment.

According to Flora, Delaware’s strengths include its legal and incorporation system. No other state has been able duplicate the advantage offered by Chancery Court, a national and even worldwide hub when it comes to dealing with corporate legal disputes.

State government also provides an advantage, thanks to a more bipartisan approach and a commitment to maintaining a high credit rating, Flora says. In comparing Delaware to the two other



states in the Philadelphia Fed region, Flora sees fewer potential problems that could befall the economy. Pennsylvania, by contrast, has been relying less on business taxes, but has been cutting services, Flora says. Keeping employment on an upward track in Delaware is the health care sector, which continued to gain jobs during the downturn. Flora stressed that his viewpoints did not necessarily reflect those of The Fed.

During a question and answer session, Gov. Markell said steps taken to control health care costs could eventually result in job losses in that category. As governor, Markell has struggled to find revenues to deal with rising Medicaid and other health-related spending. Sen says the employment trend in health care bears watching. There have been scattered reports here and elsewhere of health care providers laying off staff. 

Ceremony marks construction of gas power plant

Public officials and Calpine Corp. Chief Executive Officer Jack Fusco celebrated the ground breaking of the Garrison Energy Center, a 309-megawatt power plant to be built in the Garrison Oak Technology Park in Dover, Construction is expected to be completed by the second quarter of 2015.

Estimated cost of the plant is \$300 million Gas fired plants have become more attractive as natural gas supplies skyrocketed, due to shale gas discoveries in Pennsylvania.

Published reports have also indicated that the state would like to see natural gas replace the state's last coal-fired unit at NRG's plant in Sussex County. To the west of Newark, Del., regulatory approvals are being sought in Maryland for construction of a 1,000 megawatt gas power plant to be operated by Old Dominion, the wholesale supplier to Delaware Electric Cooperative.

“When Calpine opened its regional headquarters in Delaware in late 2010, the company announced its commitment to cleaner energy by converting the Edgemoor Energy Center from coal to natural



Photo from Governor's Office.

gas as a fuel,” said Gov. Jack Markell. “Today, we celebrate Calpine’s continuing commitment to Delaware’s economy and environment by breaking ground on a new natural gas power-generating project. It’s cleaner power that’s better for the environment and better for Delaware.”

“Calpine’s Garrison Energy Center will be a state-of-the-art, natural gas-fired power plant producing reliable, affordable, clean power for central Delaware,” said Jack Fusco, Calpine’s CEO. “This is a win-win project made possible by the collaborative efforts between Calpine and the

various stakeholders including the state and local authorities. This project also demonstrates the benefits of competitive electric markets by helping to ensure that Delawareans are not burdened with above-market costs associated with subsidized contracts, as has been the case in surrounding states, and that Delaware continues to have a competitive advantage in attracting business and jobs.”

“In bringing its Garrison Energy Center to Dover, along with more than 250 construction jobs and 16 permanent operating jobs, Calpine will be tapping into a Kent County employment base that is ready to roll up its sleeves and get to work,” said Alan Levin, director of the Delaware Economic Development Office.


A \$2.5 million grant from the New Jobs Infrastructure Fund will help fund the construction of a six-mile natural gas pipeline extension to the Garrison Oak Technology Park. In addition to providing fuel to the plant, the pipeline will help spur development of other businesses in the park and improve the availability of natural gas for other businesses and consumers in central Delaware.



Rechristening ceremony



A rechristening took place on Monday for one of the Cape May-Lewes ferries. Teresa Ford, wife of Lewes Mayor Jim Ford, broke a bottle of champagne over the bow of the MV Cape Henlopen to signify its re-christening at a ceremony at the Lewes ferry terminal.

The vessel has undergone enhancements such as new seating and flooring, renovated restroom facilities, a fresh coat of paint and the installation of logos in celebration of the Cape May-Lewes Ferry's upcoming 50th anniversary in 2014. One of four vessels in the ferry fleet, the MV Cape Henlopen was constructed in 1981. Shown in this photo is Gov. Jack Markell and others at the event. 

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Congressional delegation's job fair draws 700 people

A job fair hosted by U.S. Senators Tom Carper and Chris Coons, and U.S. Rep. John Carney, on Monday drew more than 700 job seekers to the Sheraton in Dover.


The event was held in conjunction with Brandywine Counseling and Community Services. The employers were hiring for more than 1,400 open positions.

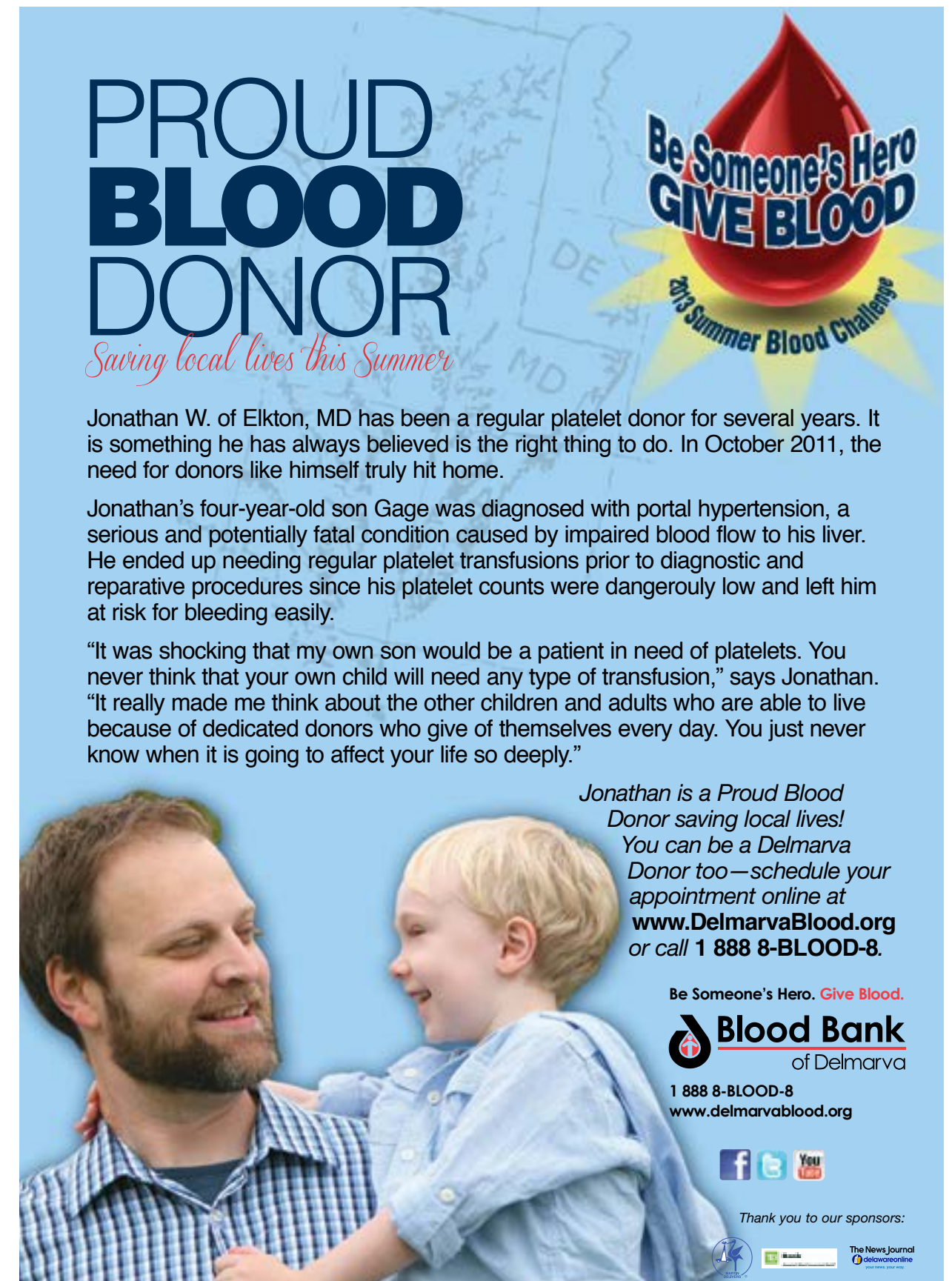
“Kent County is a wonderful place to live and work, and we have a highly skilled workforce here. Today’s job fair connected those job seekers to more than 50 employers,” Carper said. “One of my top priorities is to help create a nurturing environment for job creation in Delaware and across the country. I hope that these job fairs that John, Chris and I put together in each county will help ultimately help Delawareans and our state continue toward economic recovery.”

“With gridlock in Washington making it harder and harder to pass legislation that would meaningfully help the tens of

thousands of Delawareans still looking for work, these job fairs are a way to make a real difference in our neighbors’ lives,” Coons said. “Our goal for this, and for each of our job fairs, has been to help Delawareans access these new opportunities and resources for getting a job, and I’m optimistic that today’s job fair did that. I can’t wait to hear from our neighbors who found a job today, and remain fiercely committed to helping the Delawareans who weren’t so fortunate.”

“As our economy recovers, Delawareans across the state are still looking for work,” Carney said. “At the same time, Delaware employers are looking for qualified, hard-working employees. I’m pleased once again to partner with my colleagues to connect Delawareans with employers looking to hire.

The delegation hosted job fairs earlier this year in New Castle and Sussex counties. Statistics on the number of people hired have not been released by participating employers. 



PROUD BLOOD DONOR

Saving local lives this Summer


Jonathan W. of Elkton, MD has been a regular platelet donor for several years. It is something he has always believed is the right thing to do. In October 2011, the need for donors like himself truly hit home.




Jonathan’s four-year-old son Gage was diagnosed with portal hypertension, a serious and potentially fatal condition caused by impaired blood flow to his liver. He ended up needing regular platelet transfusions prior to diagnostic and reparative procedures since his platelet counts were dangerously low and left him at risk for bleeding easily.

“It was shocking that my own son would be a patient in need of platelets. You never think that your own child will need any type of transfusion,” says Jonathan. “It really made me think about the other children and adults who are able to live because of dedicated donors who give of themselves every day. You just never know when it is going to affect your life so deeply.”


*Jonathan is a Proud Blood Donor saving local lives!
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Radio Newark advances and caring for your beer



Doug Rainey

Some items of note that showed up in the In Box.

[Radio Newark](#) is one step closer to building a small FM station. Local resident Steve Worden recently raised the money needed for an engineering study for the nonprofit station that he sees as another way to increase interest in science.

Next to come is an effort to raise money that will lead to the low-power FM station going on the air. The station's signal would cover the city of Newark and adjacent areas, but not Elkton or the Bear-Glasgow area. Local programming is planned, but don't expect the school menus and weather closings that were a part of the former WNRK.

Thanks to the Internet, Worden has been streaming science and some news content from a worldwide group of radio stations that include China Radio International, France Radio International and Vatican Radio.



The science programming, from the NASA Jet Propulsion Laboratory and numerous other academic and government providers, is geared to the layman with an interest in the subject.

Using his skills in the information technology world, Worden has content moving smoothly between programs and station IDs. You can access the station from the [website](#). The station has also gained some exposure by being added as a pick on the Microsoft Windows media player. Along the way, the number of listeners has grown from less than 1,000 in 2012 to 11,500 in April. I'll take a closer look at radio Newark in an upcoming issue of the Bulletin.

Care and feeding of your growler beer

Dogfish Head wants you to know how to take care of beer poured into a growler. The General Assembly last spring approved the use of the 64-ounce beer



Photo courtesy of Dogfish Head.

container that is a growing part of the craft beer business.

Beer in a growler is like milk from the market," says Dogfish Head Quality Control Manager Rebecca Newman. "Get it home quick, keep it cold, and don't let it sit around too long. ... Did I mention keep it cold?"

Continued on next page

Airline merger's impact; Buffalo Wild Wings opening

From previous page

Dogfish Head sells growlers at its brewery in Milton and its restaurant in Reboboth Beach.

Liquor stores in the state have also installed growlers for craft beer fans. Click on the link to the full blog entry from Dogfish Head.

via [Growler 101: Keep it cold, drink it soon | Dogfish Head Craft Brewed Ales.](#)

A few worries over airline merger

Delaware has one more thing to worry about with the probable merger of US Airways and American Airlines.

Executives of the two airlines have been making the case that the merger would not affect the hub status of Philadelphia, Charlotte, N.C., and Phoenix.

Then came a report from the General Accounting Office that suggested the situation may not be that rosy. The federal agency noted that American has hubs in New York and Miami that could affect the Carolina and Pennsylvania airports. It did not help the argument by American and US Airways

when Delta Airlines recently announced plans to eliminate Memphis as a hub and further cut the number of flights. The same thing happened earlier in Pittsburgh as U.S Airways built up its Philadelphia hub.

Philadelphia has some things going for it that include profitability, but it is possible and perhaps likely that the flight schedule will be pruned when New York service is profitable and the PHL flight is breaking even. That may be why far smaller Frontier is looking at an outlying airport strategy that includes Trenton and New Castle. New Castle service gets under way in July. Fewer flights out of Philly might help both destinations.

See the story in today's issue on an event marking Frontier's entry into Delaware. Newer carriers, flying out of Philadelphia - Virgin America, Alaska, Jet Blue and Spirit might also benefit from any cuts at American-US Airways.

Wild Wings opens in Salisbury

Buffalo Wild Wings franchisee High 5 has opened a store in Salisbury, Md.


The store is the second in Maryland for High 5,



the Delaware franchisee for the fast-growing chain. The other restaurant is in Bel Air, Md.

High 5 was featured [in a story](#) earlier this month that outlined the growth strategy of the franchisee and the corporate side of Buffalo Wild Wings.

Auction for Customs House Plaza

An auction was held yesterday for [Customs House Plaza](#), a nearly 90,000-square-foot structure near the governmental complex of buildings in downtown Wilmington. We'll pass along any information that is forthcoming. There is still no official word on the March auction of Jefferson Plaza, another Class B office building in downtown. 

OPEN DATA EXPLORED

The Technology Forum of Delaware took a look at the growing use open data at a meeting last week.

Open data involves the use of the growing volume of government information that is now available online. One common example is the information available from the National Weather Service.

Open data is being used around the world as local governments, citizens and business look for ways to solve problems, using the vast amount of data that is available online.

One example of the use of open data comes from Anchorage, Alaska, where the local government struggled with the issue of fire hydrants becoming covered with snow. The city launched an “adopt a hydrant” program that proved successful.

In other cases, information available on smartphone apps has been used to deal with other challenges.

Some municipalities, including New York City, have started open data initiatives.

The State of Delaware has a listing of open data information [HERE](#).

Some cautionary notes were part of the discussion. For example, three different types of data, in of themselves, may seem innocuous. However, when the data is compared, privacy issues might crop up.

Another question is the ability of government to manage the information. More than once, private information, such as Social Security numbers have been accidentally released. Presenters were Christian Bosch, David Morse, Michael DaGrossa and Dave Nagy.

The Technology Forum of Delaware meets regularly to discuss issues of interest to the business and technology communities.

For more information on the forum, [CLICK HERE](#)



Refinery foes claim first DNREC public hearing broke the law

The Delaware Sierra Club and the American Civil Liberties Union asked Attorney General Beau Biden to review last month's hearing on a new permit for the Delaware City Refinery.

As Sierra Club committee chair Amy Roe stated before making her remarks at the public hearing, she believed the inability of the Delaware City Fire Company Hall to accommodate interested parties violated public policy.

The fire hall could not accommodate supporters or foes of the refinery. However, loud speakers were set up outside the refinery and some of those slated to testify were brought into the building.


The groups are seeking a second hearing on the permit, which is now under review.

The move came as the Sierra Club and Audubon Society filed appeals claiming the rail crude oil unloading area was illegal under the



terms of the state's Coastal Zone Act. The act limits development along the Delaware coastline.

The groups did not file to stop construction of the project, which carried a \$50 million-plus million price tag and was approved by DNREC Secretary Collin O'Mara. That led supporters of the refinery to claim that their goal is to ultimately shut down the site that employs 1,000 employees and related contractors.

The rail facility unloads crude oil from North Dakota and Canada for refining. The system has allowed the refinery to operate profitably. 



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Army Corps to add 2 million cubic feet of sand in Delaware

The U.S. Army Corps of Engineers is placing more than 26 million cubic yards of sand along the coastline throughout the northeastern United States to repair and restore coastal storm risk reduction projects previously built by the corps that were hit by Hurricane Sandy.

The bulk of the sand, roughly 23 million cubic yards, will be placed in New York and New Jersey, but sand will also be used to restore previously constructed projects in Connecticut, Delaware, Maryland, and Virginia.

The work, some of which has already started, will be accomplished through a number of contracts with sand being obtained from different sources, including navigation channels and offshore borrow areas, according to a release.

Estimated cost is \$600 million. In Delaware,



Army Corps of Engineers photo.

the corps will place approximately 2 million cubic yards of sand at five separate projects. In Maryland, the Corps will place 850,000 cubic yards of sand at Ocean City. Skepticism has grown on the continued pumping of sand. However, coastal economies would be devastated by cutbacks, supporters argue.

Click on the link below for further details in the full release from the corps.

via [Army Corps to place more than 26 million cubic yards of sand to restore Sandy-damaged projects in Northeast > Philadelphia District > Philadelphia District News Releases.](#)



Atlantic City Casino will pay back losses from slot machines


Competition for slot machine dollars in Delaware and elsewhere in the region is intensifying.

The Revel in Atlantic City has been struggling to attract gamblers, who have not been flocking to the \$2 billion property.

As it emerges from Chapter 11 bankruptcy proceedings, the casino hopes to attract more slots players with a promotion that will pay for slot losses beginning at \$100.

The losses will go back on the player's card at a rate of 5 percent a month for 20 weeks in the form of free slot play. Losses are covered up to \$100,000.

The Revel will also match offers from other casinos.

The \$2 billion Revel has struggled to attract slots players after undertaking an upscale strategy that included no bus terminal or buffet. 

Beebe expands services at Millsboro location

Beebe Medical Center announced it has expanded outpatient health services in Millsboro.



The new services include Beebe Walk-In Care, Beebe Imaging and Beebe Lab Express. The services are located in an expanded and modernized building on Route 113 that also houses Mid-Atlantic Family Practice. All services will be available as of June 24.

“This expansion supports Beebe Medical Center’s vision of making Sussex County one of the healthiest counties in the nation,” says Alex Sydnor, vice president of External Affairs for Beebe Medical Center and President and CEO of Beebe Medical Foundation. “We look forward to working together with Mid-Atlantic Family Practice to improve access to health care services. Having Beebe Outpatient Services and Mid-Atlantic Family Practice in one building provides a convenient,

one-stop shopping opportunity for our patients.” To celebrate the opening of the modernized building, Beebe Medical Center and Mid-Atlantic Family Practice are holding an open house from 4:30 p.m. to 6:30 p.m. on June 27.

Beebe Walk-In Care will be open in the afternoons on Monday through Thursday from 3 p.m. to 7 p.m. and daily Friday through Sunday from 11 a.m. to 7 p.m.

Health providers will be available to treat patients with a variety of minor issues such as upper respiratory infections, minor injuries and skin problems, and some medication refills.

Beebe Medical Center also is in the midst of expanding the outpatient healthcare services that it already offers in Georgetown, Millville and Milton. It is doing this by creating working relationships with local physicians, business owners, developers, and others to build new facilities and to expand existing.

TEDx Wilmington
x = independently
organized TED event

TEDx returns to Wilmington

TEDxWilmington returns for its second year on August 7th, 2013 at World Cafe Live at The Queen where 24 speakers will share “ideas worth spreading” covering topics from decision making to near-death experiences to understanding the “millennials.”

Produced by Strongpoint Marketing (www.strongpointmarketing.com), the event offers a full day of programming including live speakers and streaming TEDTalk videos, curated by the TEDxWilmington organizers. Award-winning broadcast journalist and former CNN correspondent, Kathleen Koch will moderate the day. Breakfast, lunch, and two refreshment breaks will be provided. A reception will follow.

Continued on next page

Newport company gets environmental grant

From previous page

Among the speakers scheduled to speak are Jim Kelly, Executive Vice President for Capital One's Direct Business; Liane Hansen, an Emmy and Peabody Award winning broadcaster; Joseph Geraci, a speaker and researcher on the Near-Death-Experience; and Theresa Rodriguez, author of bestselling travel guide, FLY SOLO: The 50 Best Places on Earth For a Girl to Travel Alone. Other speakers include a beekeeper, sex therapist, chef, musician, a "robber baron," photographer, researcher, playwright, diva, educator, and community-changer. Pursuant to TEDx rules, only 100 individual tickets can be sold for TEDxWilmington 2013. Tickets are on sale now at <http://tedxwilmington2013.eventbrite.com>.

Local company gets EPA contract

The Environmental Protection Agency has awarded an \$80,000 Small Business Innovation Research contract to [Compact Membrane Systems, Inc.](#) (CMS) of Wilmington

to develop a technology that enhances industry's ability to use green solvents



in place of hazardous solvents. Many chemical-related industries rely on solvents as a processing aid in their manufacturing process. Solvents, while vital to the process, can also cause problems with their volatility and associated emissions. The technology being developed by CMS should allow industries to use green solvents that are safer for the environment.

"The CMS project is an outstanding example of how a small business is using environmental innovation to benefit public health and environment," said EPA's Mid-Atlantic Regional Administrator Shawn M. Garvin. "This project will help industries develop an environmentally-friendly manufacturing process."

The award to CMS is part of EPA's funding of

\$2 million to 25 small businesses nationwide to develop new environmental technologies that will help protect people's health and the environment. Each of the 25 companies will receive EPA funding up to \$80,000 to develop their technology over the next six months. Once the project has been demonstrated to be commercially viable, then companies are eligible to compete for a second phase of funding up to \$300,000 to commercialize their technology.

To be eligible, a company must be an organized for-profit U.S. business, and have fewer than 500 employees. EPA's SBIR program funds research resulting in new commercial products, processes and services that protect the environment, benefit the public, and promote the growth of small businesses. In addition to CMS, this year's projects focus on drinking water, wastewater, manufacturing, green building, waste monitoring and management, air quality, sustainable use of biomass and homeland security.

Continued on next page

Manufacturing shows upturn, but job outlook remains weak

From previous page

Cart track for Milford

Cotty Edgens, his wife Joyce and two sons Scotty and Tim plan to open Shore Speed, an indoor go kart race track, by the end of July in Milford. Located at 971 East Masten Circle, the former location of First State Manufacturing behind McDonalds, the new facility hosts a quarter-mile track made for racing up to eight electric go karts at once. Edgens hopes to create a destination for race fans and their families inside the 40,000 square foot building as the business will offer individual and private races year round.

An avid race fan and driver himself, Cotty is Track Champion at Lakeland Raceway and Auburndale Speedway in Central Florida where he drove ministocks for several years. After visiting Myrtle Beach with his family 14 years ago, he saw a go kart track in full operation and thought about the possibilities of opening a similar business in Delaware. Ten years later Cotty purchased four electric go karts from a gentleman in Ohio as he

continued to look for a venue large enough to accommodate an indoor track. As he stepped foot inside the industrial building on Masten Circle in Milford months ago, Cotty knew he would finally have the chance to open the business he had envisioned for years.

Click on the link below to read the story from MilfordLive!

via [Indoor Kart Track Plans For July Opening | Milford LIVE! – Milford, DE.](#)


Manufacturing shows upturn

Manufacturing firms responding to the monthly Business Outlook Survey indicated that regional manufacturing activity increased this month in the Federal Reserve Bank of Philadelphia's territory, which includes Delaware.

Most of the Fed survey's broadest current indicators were positive this month, suggesting an improvement in business conditions. The survey's

indicators of future activity continue to suggest that firms expect growth over the next six months. The percentage of firms reporting increased activity this month (34%) was greater than the percentage reporting decreased activity (22%). The demand for manufactured goods as measured by the current new orders index increased, from -7.9 to 16.6.

The shipments index also moved back into positive territory, rising 13 points to 4.1. Labor market conditions showed continued weakness, however, with indexes suggesting lower employment among manufacturers.

The percentage of firms reporting employment decreases (20%) exceeded the percentage reporting increases (15%). The percentage of firms expecting increases in activity over the next six months (45%) far exceeded the percentage expecting decreases (12%). Twenty-five percent of the firms indicated they were expecting production increases and would be hiring additional workers over the next six months. 

Berger Harris law firm moving to new quarters

The Wilmington law firm of [Berger Harris](#) is growing at a time when other practices have frozen hiring or cut back. Despite tough times in its key practice area of commercial real estate, the firm has grown in the last three years from two lawyers to eight.

Partner Benjamin “Buddy” Berger says the downturn actually aided Berger Harris as clients kept a closer eye on expenses and the firm remained flexible on the billing side.

Berger and John G. “Jack” Harris, founded the firm in 2009, a difficult period for the Delaware economy. Both have experience at larger Delaware law firms.

That experience has helped the firm navigate a competitive legal market, Berger says.

Berger has worked on large commercial real estate transactions over the years, while also assisting in restructuring and “workouts” for owners with troubled properties. Harris specializes in corporate and real estate issues, including lawsuits and partnership agreements.

Berger says the tougher times contributed to a decision by attorneys to consider joining the firm.

“It’s better than in 2010 and 2011,” Berger says of the real estate industry, although he added that in 2013, it is still a “tenants market.”



From left to right: Michelle Quinn, Benjamin Berger, John Harris, Brian Gottesman, Suzanne Holly Missing from photo: Michael McDermott.

The firm has also diversified to other business areas as attorneys brought other areas of expertise.

One example is Michele P. Quinn, who joined the firm late last year. Quinn’s practice focuses primarily on providing advice on Delaware law as it relates to partnerships and limited liability companies.

“It’s not the Jack and Buddy show,” Berger says.

Continued on next page

SBA increases size standards for companies

The [U.S. Small Business Administration](#) issued four final rules in the Federal Register. Size standards define the maximum size a firm can be and still be considered a small business. The revised standards reflect changes in marketplace conditions and public comments that SBA received to the proposed rules.

New size standards will enable more businesses in these sectors to obtain or retain small business status; will give federal agencies a larger pool of small businesses from which to choose for their procurement programs; and will make more small businesses eligible for SBA's loan programs.

SBA increased size standards for businesses in 11

Harris Berger grows to 8 attorneys

From previous page

Continued growth and a favorable leasing market have led Berger Harris to move to larger quarters from 1201 N. Orange St. to the I.M. Pei Building at 1105 N. Market St. Looking to the future, Berger sees the firm growing to 12-

industries in the Agriculture, Forestry, Fishing and Hunting Sector. More than 7,800 additional firms will qualify as small under these new size standards and become eligible for SBA's loan and federal procurement programs.

"Flexibility is part of what keeps SBA relevant to the entrepreneurs we serve," says SBA Mid-Atlantic Regional Administrator, Natalia Olson-Urtecho. "We understand that there isn't a magic number for every industry, and look forward to providing our counseling, capital access programs, and other assistance to our new small business clients."

SBA also increased size standards for 36

15 lawyers and perhaps opening another office, Washington, D.C. Is one possibility.

"I don't see a 25-lawyer firm," Berger says.

[Click here](#) for further information on the firm.



industries for firms in the Finance and Insurance Sector and two industries in the Management of Companies and Enterprises Sector. SBA changed the basis for measuring size from assets to annual revenues for the International Trade Financing industry and deleted the Real Estate Investment Trusts from its table of size standards. More than 7,400 additional businesses will qualify as small under the new size standards and become eligible for SBA's loan and federal procurement programs.

Size standards for 17 industries were also increased for firms in the Arts, Entertainment and Recreation sector. More than 1,450 additional firms will qualify as small under these new size standards and become eligible for SBA's loan and federal procurement programs.

SBA also increased size standards for three of the four industries for firms in the Support Activities for Mining Subsector within the Mining, Quarrying and Oil and Gas Extraction Sector (Sector 21). Subsector 213 is the only subsector within Sector 21 which has revenues-based size standards.



Workers comp reform measures pass General Assembly

Delaware's General Assembly overwhelmingly approved the recommendations made by the Workers' Compensation Task Force headed by Lt. Gov. Matt Denn.

sharp increase in Delaware's workers compensation premiums over the past two years that nearly erased four consecutive years of decreases that totaled more than 40%. Employers, particularly those in construction, had stated the increases would lead to layoffs and perhaps moves out of state.

"We did an incredible amount of important work in a very short time and I want to thank each member of the task force for their efforts. These changes will make a real difference in Delaware in helping people return to work more quickly and efficiently, Denn said.



The group worked for four months to address the



The task force took the view that the 2007 statutory amendments and subsequent regulatory work done by the Health Care Advisory Panel had initially been effective in both controlling premiums and ensuring that injured workers continued to have prompt access to qualified doctors to treat their workplace injuries. The task force's recommendations focus on revisions and improvements to the 2007 statute, not a wholesale rejection of that law and replacement of it with an entirely new system.

Continued on next page

Task force to remain in operation

From previous page


The recommendations include:

- Place tighter controls on workers compensation medical costs. These recommendations include a two-year inflation freeze on the fee schedule for medical treatment of workers compensation recipients, a permanent reduction in the inflation rate allowed for hospital treatment of workers compensation recipients, and reductions in allowed reimbursements in a variety of medical categories.
- Ensure that insurance carriers' requests for rate increases receive a high level of scrutiny. These recommendations include the retention of a part-time attorney to represent businesses during the workers compensation rate-setting process, and a system to ensure that insurers are diligently enforcing the state's medical cost controls.
- Make the state's laws encouraging injured workers to return to work more effective; and
- Improve the state's workplace safety program

to both increase its usage and ensure that it accurately determines which workplaces are using appropriate safety practices.

The General Assembly accepted the task force's suggestion that they be kept in existence on a temporary basis, both so that it can consider some issues that it did not have time to discuss during the short time that it had to make recommendations, and so that it can monitor the impact of its recommendations and suggest stricter measures with respect to medical costs if necessary.

If the recommendations do not result in manageable increases in workers compensation premiums, the task force believes that more significant changes should be considered both with respect to the levels and methods of paying medical claims, and the system for calculating injured workers permanency and lost wage claims.

A copy of the final report and all information from the meetings can be found [HERE](#). 

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Firefly returning in 2014; tickets go on sale today

The organizers of [Firefly](#) saw the highs and lows of a fast-growing event as the festival seemed poised to become a long-running rock event that could raise the profile of a state best known as the home of Vice President Joe Biden.

To the surprise of no one, organizers announced Monday that next year's festival will be held. The dates are June 20-22. Three-day passes go on sale today.

Postings following the announcement of the 2014 event came with suggestions to reduce the size of the crowd, turn up the volume on amplifiers and take other steps to improve the event.

That followed some growing pains for the festival as attendance skyrocketed.

“Thank you for your patience with year two traffic. We apologize for the inconvenience you may have experienced getting to Firefly today. As you know, we've doubled in attendance this year and with this comes learning curves. If you are still on your way, please follow signage carefully as campers and those heading to the general parking lot adjacent to Dover Downs are flowing into separate



Crowds will large, even in the early hours of Firefly. At right, Gov. Markell poses with one of the bands at the festival.

lots. We sincerely appreciate your understanding and we're looking forward to making it up to you at The Woodlands over the next few days,” the post stated.

Traffic was backed up for miles on Friday and resulted in numerous posts from unhappy concert-goers who complained about missing band appearances due to the road problems.

Complaints were numerous about cellular service as concert-goers tweeted and posted photos. Others, however, praised the event and asked critics to take



it easy and simply enjoy the event. Crowd estimates for the Saturday night concert featuring well known artist Tom Petty were upwards of 64,000, DelawareOnline reported.

Corporate sponsors were numerous at the event, which attracts, the highly sought after “millennials,” a group known for shunning mainstream advertising and marketing efforts.

The News Journal, DelawareOnline.com and **Continued on next page**

Firefly moves into the big leagues

From previous page

Spark entertainment magazine website lavished attention on the festival and embedded pop culture reporter Ryan Cormier at the festival site. The News Journal is also looking for ways to draw younger readers and website visitors.

Local food and beverage vendors were also on hand, including Dogfish Head, Grotto Pizza and the I Don't Give a Fork food truck from Newark.

The Delaware State News also reported Firefly organizer Red Frog Productions has signed a 10-year contract to continue to hold the festival at the Dover site.

It was later reported that Red Frog and property owner Dover International Speedway both have an "out" clause each year.

So far, there are no signs that Firefly will pursue that option as the event pumps millions of dollars into the Delaware economy and transforms Red Frog into a diversified promotion company.

Until Firefly, the company had focused on extreme running events.



While the two NASCAR weekends generate more visitors than Firefly, traffic for the races flows in throughout the week. Also NASCAR attendance has declined leading to fewer traffic problems related to the Sunday Sprint Cup race.

The festival is being held on property adjacent to Dover International Speedway.

The top-line attendance figures in the 60,000 range put Firefly in the same league with the long-running Coachella and Bonnaroo festivals held in California and Tennessee respectively.



Going Ape at Lum's Pond

A zip line and tree-top adventure experience opened last week at Go Ape at Lums Pond State Park.

Go Ape is the first zip line treetop adventure course in a state park on the East Coast and the first course in Delaware. It is operated in partnership with the Division of Parks of the Delaware Department of Natural Resources and Environmental Control.

The course spans seven acres and features five zip lines. Also included are two Tarzan swings and a series of rope ladders, bridges, swings and trapezes, many with views of the pond.

The course wowed those in attendance at the kick-off event last week with its over-the-water zip lines. The park is located in the Bear-Glasgow area in New Castle County.

Dan D'Agostino, USA managing director for Go Ape, said the company had been looking at Delaware and other areas for several years.

The company responded to a request for proposals and came up with a deal with the state.

Continued on next page



At left- Riding the zip line across the pond. At top - DNREC Secretary O'Mara and Rep. Longhurst along the tree tops. At bottom - zip liners learn the ropes at a safety orientation. Photos from Delaware State Parks, Delaware Tourism Office and Doug Rainey.



Go Ape appeals to those with sense of adventure

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Go Ape differs from the zip line attractions that have sprung up in tourist areas, D'Agostino said. For one thing, navigating the course can take three hours. Those using the course can skip the more challenging features, D'Agostino said. Those signing up also have to take a 30-minute safety orientation.

The long rides have created some challenges in marketing the venture, since some people are on a tight schedule and want to take a quick ride.

At the same time, D'Agostino points to a core group of enthusiasts he describes as a "tribe" who may become frequent visitors. Go Ape also appeals to mountain bikers, runners who like obstacle courses and other enthusiasts, D'Agostino says, although he is quick to add the course is geared to a variety of fitness levels.

Those in attendance at the kick-off did see the potential of using Go Ape as a site for employee events and team-building exercises.

Ken Grant, Newark, a social media specialist and

marketing director, was at the kick-off event, but waited until later in the weekend to try the course.

"The entire experience is fun, challenging, and thrilling. You find yourself looking at an obstacle like swinging platforms and thinking 'there's no way I'll be able to do this!' and then you do it," Grant says. "Each zip line is a thrill, but to finish with a 700-foot ride starting at five stories up is absolutely incredible. As exhausted as I was at the end of the course, all I could think was, 'when do I get to do it again?'"

"We are so pleased that Delaware families have their own zip line adventures available to them at a great location like Lums Pond State Park," says DNREC Secretary Collin O'Mara. "This is a course that allows us to 'live life adventurously,' and experience the park like never before, from 50 feet up in the trees, hanging by a wire."



Ken Grant at one of the tree top challenges.

O'Mara is an outdoors enthusiast who reportedly has ridden zip lines in Europe.

To date, Go Ape has partnerships with park departments in Indianapolis, Pittsburgh, Rockville, Md. and Williamsburg, Va.

Under each partnership, a portion of every ticket sold goes back to the respective park department while 100 percent of the capital investment is paid for by Go Ape.

Go Ape leads park stewardship programs, develops educational signage, hosts yearly fundraisers to raise funds for the park, and provides free and discounted tickets to underserved and special needs communities.

More information, including directions can be found at www.goape.com/zip-line/delaware-lums-pond-state-park. GPS directions are: Lums Pond State Park, 1042 Howell School Road, Bear, The cost is \$35 (ages 10-17) and \$55 for adults.



Frontier to show off jet at New Castle Airport event

On Wednesday, Frontier Airlines is showing off the jet that will fly from New Castle Airport. The morning reception for the media and guests is being held by the commissioners of the Delaware River and Bay Authority, operator of the airport off DuPont Highway.

Service from New Castle gets under way on July 1.

Frontier will provide service from what is known as Wilmington/Philadelphia (ILG) to Chicago-Midway; Denver; Houston; Orlando; and Tampa.

Following a brief program, a ribbon cutting will be held on the tarmac in front of an Airbus A320.

Participants and attendees will tour the 168-seat A320 aircraft that will serve the five cities with service frequencies ranging from two to four times a week.

The airline is betting that the lack of hassles and lines will bring passengers to New Castle, an airport that has struggled to keep airline service over the years.

Frontier has seen success this year in launching service from Mercer County Airport near Trenton and Princeton, N.J. New Castle has the potential to



serve a large market in suburban Philadelphia, downstate Delaware and neighboring areas of Maryland and New Jersey.

The River and Bay Authority has been using social media to promote the service. One posting noted that local travelers could catch University of Delaware and Ursuline Academy basketball star Elena Delle Donne, who now plays for the Chicago Sky WNBA team. Flights to Chicago run as low as \$45 one-way.

Frontier is a subsidiary of Republic Airways Holdings, which also operates regional carriers that feed traffic into hubs of large airlines.

Republic has announced plans to sell Frontier, but has not found a buyer. Frontier has been looking for new destinations as competition grows at its hub in Denver.



Run/Walk for Next Generation program raises \$9,300

CrossFit Dover's inaugural CrossFit 5k Run/Walk and Fitness Challenge held on May 10 raised \$9,300 for The Next Generation – Southern Delaware (Next Gen South), which is raising money to support grants for programs providing child mental health services.

“We are so thankful that CrossFit Dover selected Next Gen South as the beneficiary of this event,” said Next Gen South President Kim Willson. “We are thrilled not only with the large turnout and success of the race, but also with the amount of money raised by this event, which will in turn benefit the children of Kent and Sussex Counties.”

More than 130 runners participated in the event. 5K winners.

CrossFit Dover is a group training environment using functional movements performed at moderate to high intensity.

Southern Delaware (Next Gen South) is a philanthropic organization of young professionals living and working in Kent and Sussex Counties.



Photo courtesy of TriSports Events.

The organization leverages the resources of the Delaware Community Foundation, but has its own structure, fund raising projects and grant making process. To learn more about Next Gen South, visit www.delcf.org/TNG.

3 wildlife areas dedicated

The Delaware Division of Fish and Wildlife recently dedicated three state-owned and managed wildlife area tracts in honor of the families who previously owned the land and in recognition of the conservation, recreational and educational opportunities these acquisitions provide.

“A crucial part of the Division of Fish and Wildlife’s mission is to conserve lands and waters that provide habitat for the fish, wildlife and plant species that make Delaware unique,” said David Saveikis, DNREC Division of Fish & Wildlife director. “By partnering with landowners who are committed to preserving their properties for the future like the Carey, Matarese and Campanelli families, we can continue to add to Delaware’s public lands, which not only support our wildlife but also enrich our lives and those of our children and

Continued on next page

Not for profit: Land donations honored by DNREC

From previous page

grandchildren by providing public hunting, fishing, nature study and educational access.”

Carey Point Tract, Assawoman Wildlife Area, Sussex County

The Carey family donated the 22-acre tract to the Division of Fish and Wildlife at the end of last year to serve as a wildlife sanctuary, incorporated into the Assawoman Wildlife Area in Sussex County’s Inland Bays region. It adjoins the Swann Keys community, which is on land once owned and used by the Carey family for grazing cattle.

The property is located about two miles west of Fenwick Island within the Little Assawoman Watershed, fronting Dirickson Creek. Comprised of tidal emergent wetlands, the tract provides salt-marsh habitat for a variety of species including waterfowl, herons, shorebirds, shellfish and fish while purifying water and protecting Swann Keys from tidal flooding.

Matarese Tract, Woodland Beach Wildlife Area, Kent County

The 262-acre Matarese Tract was purchased by the Division of Fish and Wildlife in 1991 using Federal

Aid in Sport Fish Restoration funds. The tract was incorporated into the Woodland Beach Wildlife Area east of Smyrna. The Matarese family also donated a conservation easement on 12 additional acres. A complex of buildings on the acquired property fronting Route 9 including the Mallard Lodge became the home of the Aquatic Resources Education Center (AREC).


AREC annually hosts thousands of visitors including science teachers for training, learn-to-fish programs in its three catch-and-release ponds, and schoolchildren on field trips from around the state.

“It was truly an honor for my family to attend the dedication of the Matarese Tract at Woodland Beach Wildlife Area, said Philomena Matarese. “To know that the property is being used to benefit so many is very gratifying.” The Woodland Beach Wildlife Area encompasses 6,320 acres, including a 60-acre waterfowl refuge, a popular fishing pier in the town of Woodland Beach, and a 1.5-mile hiking and nature trail, drawing anglers, crabbers, hunters, hikers, birdwatchers, photographers and beachcombers.

The Julia Anne Campanelli Tract, Blackbird Reserve Wildlife Area, New Castle County

The 161-acre Campanelli Tract was purchased in 2007 from the Campanelli family using Delaware Open Space funds. The tract was incorporated into the Blackbird Reserve Wildlife Area east of Townsend, one of the newest additions to the roster of state wildlife areas.

The Blackbird Hundred property is within the Smyrna River Watershed as part of the larger Delaware Bay Watershed and the Delaware Bayshore. The mostly-wooded tract fronts Gardner Road and includes old growth mixed hardwood habitat rich with Tuliptree, along with seasonal ponds and freshwater wetlands. Also running through the property are two tributaries of the Sawmill Branch, which flows into the Smyrna River. A variety of wildlife and rare plants have been documented on the tract, which provides public hunting, birdwatching and other outdoor opportunities.

Joseph Campanelli Sr. and John Campanelli Jr., along with their parents, Mary Jane and John Campanelli Sr., attended the dedication of the tract to their disabled sister, Julia Anne Campanelli, who lives at the Mary Campbell Center in north Wilmington. The Campanellis are developers, hunters and conservationists. 

Ice Cream Festival returns this weekend to Rockwood Park

[The Old Fashioned Ice Cream Festival at Rockwood](#) will return on June 29 and 30.

Delaware's largest family picnic returned last Fourth of July weekend with more than 15,000 visitors. The 2013 Ice Cream Festival will feature an all-new layout and multiple ticket booths for entry, as well as many other improvements.

The event is being presented by Barry's Events and New Castle County government. The festival returned last year after a hiatus brought on by county budget problems.

The event will feature

- Vendors, live music, local restaurants, crafters and local creameries serving ice cream.

Other attractions include;

- The Long Ranger and Silver
- World Frisbee Champion
- Children's Activity Tent -- hosted by the Boys



& Girls Clubs of Delaware -- will include eco-crafts, competitions, water games and prizes. All donations to the Children's Activity Tent benefit the nonprofit organizations working at the tent.

On the Lower Lawn, kids and adults can experience the Touch a Truck exhibit featuring industrial, professional and military vehicles. Main Street Rockwood will include local businesses vendors, eco-crafters, local artists, antiques and more. In conjunction with New Castle County's 'Buy From Your Neighbor' program, the Ice Cream Festival promotes purchasing goods and services from locally owned and operated businesses.



Goodwill to lease store site in Upper Darby

Broker Jackson Cross Partners announced the acquisition of a long-term lease property by [Goodwill of Delaware and Delaware County](#).

The property, a vacant former shopping center located on Baltimore Avenue in Upper Darby Township, will function as a new retail store, job resource center and donation collection site for the non-profit organization. Goodwill is based near Wilmington.

Goodwill CEO Colleen Morrone said she is pleased with the organization's new market space acquisition. "Goodwill is in the midst of an expansion into Delaware County," said Morrone "This new facility in Upper Darby will be our largest retail store and will also include a job resource center to help the community with job search skills and placement opportunities. It will also bring about 50 jobs to the local area."

Fred Hesser, Account Executive with Jackson Cross Partners, represented Goodwill Industries of Delaware and Delaware County in this transaction. 

Biden says mortgage report findings troubling

Attorney General Beau Biden responded to a report that pointed to failures by national mortgage banks to meet strict new mortgage servicing standards secured by Biden, 48 other state Attorneys General and the federal government in last year's historic \$25 billion national mortgage settlement.

“The nation's five largest mortgage servicing banks did not follow the rules during the foreclosure crisis, and it appears they are not following the rules of the settlement now,” Biden said. “My office will take all necessary steps to protect consumers under the law and hold the banks accountable to their obligations.”

The report, issued this morning by Joseph A. Smith, Jr., monitor of the National Mortgage Settlement, revealed that testing of the five banks' compliance with 29 new servicing standards established by the settlement revealed eight individual failures by the banks to meet those obligations. The most common failures related to the bank's untimely collection of loan modification documents and failure to timely notify borrowers of loan modification or short sale decisions.

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Beebe Medical, Peninsula Oil win awards

The work of [Beebe Medical Center's](#) Marketing and Communications Department and Dean Design/Marketing Group has been honored with awards in two national health care industry marketing competitions.

National panels of judges evaluated Beebe Medical Center's publications for execution, creativity, quality, consumer appeal, and overall content.

The 30th Annual Healthcare Advertising Awards, a competition among healthcare marketing professionals, recognized Tunnell Cancer Center's Cancer Survivors' 2013 Calendar with a Gold Award. The Beacon, Beebe Medical Center's quarterly marketing publication, was honored with a merit award in the Newsletter category. The winners were chosen from nearly 4,000 entries.

In the 2013 Aster Awards competition, The Beacon, Beebe Medical Center's quarterly marketing publication, won a gold award.

The Beebe Medical Center creative team on these projects included: Susan Towers, publication editor; Nancy Cummings, public relations coordinator, and Kelly Griffin, director of marketing and communications. The creative team at Dean Design included: designer Lisa Miley, director of health care marketing services at Dean Design/Marketing Group; Stephanie Whitcomb, vice-president of Client Services Dean Design/Marketing Group and art director. Freelance photographers were Kevin Fleming and Scott Nathan.

Dean Design/Marketing Group, a marketing and creative firm serving Delmarva and south-central Pennsylvania for 30 years, is certified as a Women's Business Enterprise (WBE). For more information, visit online at www.deandesign.com.


Peninsula Oil wins award

Peninsula Oil and Propane, Seaford, has received Energi's 2013 Excellence in Risk Management Award for their dedication to outstanding loss prevention and safety programs.

Energi, a provider of Insurance and Risk Management Programs to the energy industry, recognized Peninsula as being the "Best of the Best" within the industry at the annual Energi Risk Management & Insurance Summit in Orlando, Fla. In late May.

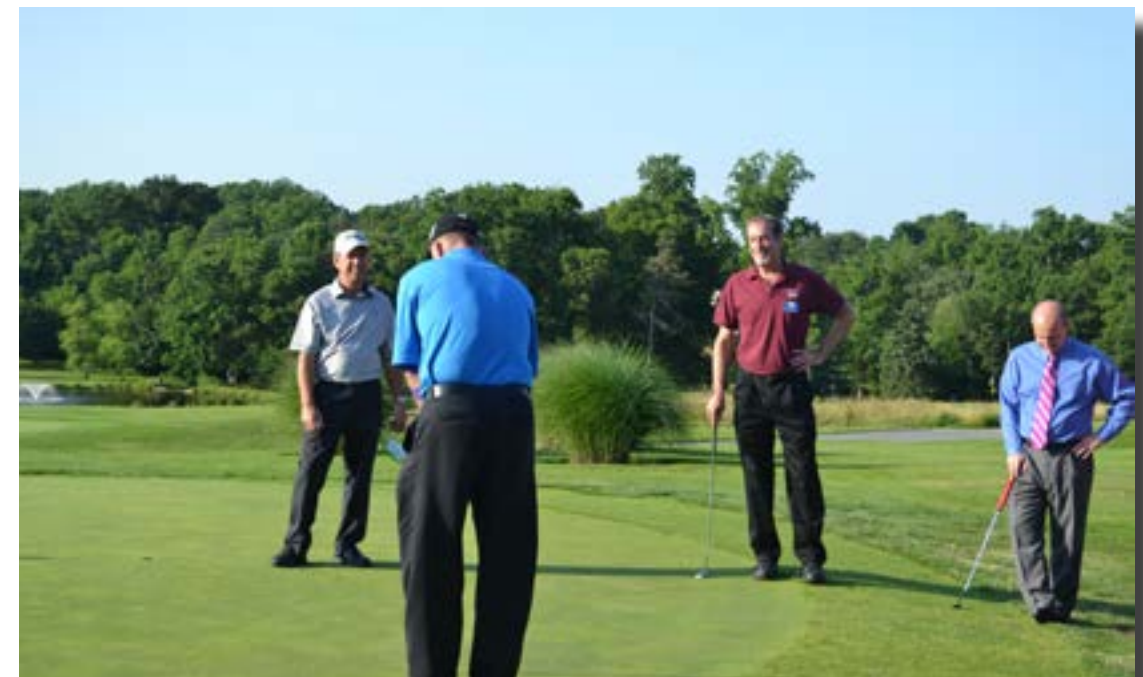
[Peninsula](#) has been a family business since its founding in 1935 by John Emory Willey at its present location in Blades, Del. Peninsula Oil, which has been handed down from generation to generation, is now under the leadership of John Willey II, great-grandson of the original owner.

Peninsula Construction services arrived on the scene about 10 years ago, offering roll off dumpsters, portable restrooms and other products for homeowners and contractors. Peninsula also operates mini storage facilities in Blades and Dagsboro.

The newest Peninsula companies include HVAC sales and a Delaware based trash and recycling division. 

SUMMERFEST

County Chamber Tabletop, Networking Expo at the Newark Country Club



Want your event featured? Send photos or a photo shoot request to drainey@delawarebusinessdaily.com

Photos by Doug Rainey

Next generation board members named

The Next Generation of Northern Delaware (Next Gen North) of the Delaware Community Foundation recently elected four new board members. **Kristen Kuipers, Julie Sulzbacher Russ, Chris Tjaden, and Danielle R. Van Drew-Dick** will bring a variety of new perspectives to Next Gen North



Kuipers



Russ



Tjaden



Dick

as the group continues to engage members in fundraising, grant-making, community outreach, education, and endowment building.

Kuipers, currently serving as director of marketing for the Siegel JCC, has more than 14 years of marketing and community development experience in the corporate and nonprofit sectors. Before coming to Delaware, she spent more than 18 years living and working in Philadelphia, most recently as community relations manager for ARAMARK's public affairs team.

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From left: Dr. Sharon L. Mossman, Charles R. Whealton, Kelly L. Davis, Elizabeth A. Rodier, Lisa J. Strusowski, Michelle R. Garey, Sara D. Stephens, Dr. Orlando J. George, Jr., Taryn E. Gassner, Holly E. Hawkins, Leslie A. Mergner, Kimberly L. Krzanowski, Chala R. Breen, Dr. Mark A. Lafferty

Delaware Tech leadership graduates

Delaware Technical Community College's seventh Leadership Development Program class graduated at a ceremony held at the Terry Campus in Dover. Thirteen graduates, representing all four campus locations and the Office of the President, were honored at the College's June Board of Trustees meeting. Delaware Tech's Leadership Development Program was established in 1999 in response to a need for succession planning. All full-time employees – staff, faculty or administrator – are eligible to apply to the program. Participants

Continued on next page

Leadership grads honored

From previous page

who are selected are assigned mentors who are previous graduates or current College administrators. Over the course of the 20-month program, participants attend seminars on leadership, management, curriculum, and other critical areas. Participants conclude the program by creating an electronic portfolio that includes a professional development plan that emphasizes career goals and necessary leadership skills and experiences. Graduates are:

Office of the President:

Taryn E. Gassner, international education director

Sara D. Stephens, instructional designer
Owens Campus:

Chala R. Breen, senior special programs director

Kelly L. Davis, nursing instructor/
instructional coordinator

Holly E. Hawkins, senior financial aid specialist

Leslie A. Mergner, business/
entrepreneurship/office administration
instructor/department chairperson

Elizabeth A. Rodier, assistant to the campus director

Stanton and Wilmington Campus:

Kimberly L. Krzanowski, education
instructional coordinator

Dr. Mark A. Lafferty, allied health/sciences
department chairperson/instructional director

Dr. Sharon L. Mossman, dental hygiene
instructor

Terry Campus:

Michelle R. Garey, mathematics instructor/
department chairperson

Lisa J. Strusowski, business/
entrepreneurship/office administration
instructor/department chairperson

Charles R. Whealton, computer information
systems instructor 

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Sulzbacher Russ is a homemaker and volunteer with a focus on youth and education. Russ previously was a staff writer and assistant director of development communications in donor relations and special events at the University of Delaware's Office of University Development. Prior to her work at UD, Russ served as the administrator at Woodburn, Delaware's Governor's Mansion, preceded by a position as campaign finance manager for Governor Ruth Ann Minner's successful 2004 gubernatorial campaign.

Tjaden is an account manager for Staples' print and promotional services and a recent graduate of Elizabethtown College. He has been with Next Gen North for about six months and truly enjoys having the opportunity to give back to the community around him.

Van Drew-Dick is an account executive in Open Door Media's Dover office, where she specializes in public relations and community outreach. Prior to joining Open Door Media, Van Drew-Dick served as the political director for a southern New Jersey legislative district, where she managed

Continued on next page

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state-, county- and municipal-level campaigns for elected officials and candidates.

Next Gen North is a philanthropic organization of young professionals living and working in Greater New Castle County. Each year, the group raises money for grants primarily through two fund-raising events: the Fall Family Festival in October and Chips for Charity in March. The Next Generation accepts grant applications in the fall of each year and awards grants in December.

Coons gets key committee post

U.S. Sen. Chris Coons, D-Del., has been appointed to the Senate Appropriations Committee.



Coons

“The Appropriations Committee offers a unique opportunity to make a difference for Delawareans on an extraordinary range of issues, and to ensure that the federal government

is

making the wisest, most efficient investments in our future,” Coons said. “My priorities on Appropriations will be consistent with my work in the Senate so far — helping businesses grow and create jobs; supporting innovative research; giving law enforcement the tools to keep our communities safe; and building a circle of protection around the most vulnerable in our society.”

Coons is only the fourth Delawarean to serve on the Senate Appropriations Committee.

Fischer joins Del Tech

Delaware Technical Community College’s Stanton/Wilmington Campus announced the hiring of Jim Fischer to lead the creation of a cross country team at that campus.




Fischer

Fischer is a longtime coaching professional, who coached track and field at the University of Delaware from

1982 until 2012. He was named America East Coach of the Year five times during his time at the University of Delaware.

Fischer will develop and coach a men’s and women’s cross country team, which will begin competing in fall 2013. Women’s cross country is currently offered at the college’s Terry Campus in Dover, but this will be the only co-ed cross-country team at the college.

“I am excited to join Delaware Tech to start this program,” said Fischer. “Running is my passion, and I’m looking forward to mentoring student athletes. I consider myself a developmental coach and want to help individuals reach their full potential, in the classroom and in competition.”

Mark T. Brainard, vice president and campus director at the Stanton/Wilmington Campus stated, “We are thrilled to add a program that will provide Delaware’s high school graduates with the opportunity to compete in a high-quality cross country program, while earning a college education.” 

business licenses

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

DARLEY HEALTH SERVICES INC DARLEY PHARMACY 111 DARLEY RD CLAYMONT, DE 19703-2723

DARMSALA INC DP DOUGH 127 E MAIN ST NEWARK, DE 19711-7312

DAS MANAGEMENT INC PLAZA LIQUORS 1606 W NEWPORT PIKE WILMINGTON, DE 19804-3500 BOTTLE

DASH IN FOOD STORES INC LONG NECK DASH IN EXPRESS #11281 RT 24 & LONG NECK RD LONG NECK, DE 19966

DASH IN FOOD STORES INC MILFORD EXXON SHOP #7126 8 S DUPONT BLVD MILFORD, DE 19963-1027

DASH IN FOOD STORES INC LIMESTONE SHELL, #496 4598 KIRKWOOD HWY WILMINGTON, DE 19808-5118

DASH IN FOOD STORES INC DELAWARE AVE 14911 1022 DELAWARE AVE WILMINGTON, DE 19806-4704

DASH IN FOOD STORES INC CHRISTIANA DASH IN #7456

288 CHRISTIANA RD NEW CASTLE, DE 19720-2916

DAVAILUS KATHRYN A GIOVANNIS PLACE 2 RT 13 W DUPONT HWY 101 E HAZELDELL AVE NEW CASTLE, DE 19720-1346

DAVAILUS KATHRYN A GIOVANNI'S PLACE 1000 MAIN ST STE 403 VOORHEES, NJ 08043-4600

DAVE RUTSI INC WILLOW GROVE FOOD MART 7715 WILLOW GROVE RD CAMDEN WYO, DE 19934-2544

DAVELLI'S BAGEL CAFE 201 W STEIN HWY SEAFORD, DE 19973-1332

DAVIS DENNIS BRADLEY BUDDHAS AND BEADS 232 REHOBOTH AVE REHOBOTH BCH, DE 19971-2134

DAVIS SEAN W LOTUS O.M.T LLC 1010 JEFFREY RD WILMINGTON, DE 19810-3008

DAVISON BRENT 40 DAWN CYPRESS LN JACKSON, NJ 08527-1338

DAVMAR INTERNATIONAL INC REHOBOTH CIGARETTE OUTLET/NWSTND 19287 MILLER RD UNIT 2 REHOBOTH BCH, DE 19971-6124

DAVMAR INTERNATIONAL INC REHOBOTH CD & TAPE OUTLET 2 THE MARKETPLACE

REHOBOTH BCH, DE 19971

DAWG'S CONCESSIONS 316 CHESTNUT RIDGE DR MAGNOLIA, DE 19962-1659

DCSP INC LA POBLANITA 405 PHILADELPHIA PIKE WILMINGTON, DE 19809-2188

DD DONUTS INC DUNKIN DONUTS 196 N DUPONT HWY NEW CASTLE, DE 19720-3103

DE ANGELIS ASSOCIATES INC TOMATO SUNSHINE SUITE 118 4590 HIGHWAY ONE STE 118 REHOBOTH BCH, DE 19971-9790

DE GRAPPLING & M A SUPPLY 343 PARADEE DR DOVER, DE 19904-5679

DE GROTE LIQUORS INC KENT LIQUOR MART EDGEHILL SHOPPING CTR DOVER, DE 19901 BOTTLE RECYCLING FEE

DEANS PLACE LLC SCIARRINOS PIZZA 2310 CARPENTER STATION RD WILMINGTON, DE 19810-3118

DEAP LLC DBA HOCKESSIN WINE & SPIRITS 633 YORKLYN RD HOCKESSIN, DE 19707-9779

DEEP INC KENT PLAZA LIQUORS 3833 N DUPONT

HWY STE 1 DOVER, DE 19901-8501 BOTTLE RECYCLING FEE

DEEPOOJA INC WILSON LIQUORS 3802 LANCASTER PIKE WILMINGTON, DE 19805-1513

DEEPSHAIL INC TIME OUT LIQUORS 454 1/2 MOORES LN NEW CASTLE, DE 19720-4481

DEERFIELD WINES LLC UNIT 3205 AND 3206 205 LOUVIERS DR NEWARK, DE 19711-4167

DEERHEAD HOT DOGS LLC 340 MONROE ST PHILADELPHIA, PA 19147-3212

DEERHEAD HOT DOGS LLC 1233 CHURCHMANS RD NEWARK, DE 19713-2149

DEERHEAD HOTDOGS KIRKWOOD LLC DEERHEAD HOT DOGS 700 CAPITOL TRL UNIT 8 NEWARK, DE 19711-3914

DEEYA LLC DERR'S MARKET 120 TROUBADOR WAY NEWARK, DE 19702-4460

DEL RIO JOSEPHINE CASA RAP 3317 OLD CAPITOL TRL WILMINGTON, DE 19808-6239

DEL VAL INDUSTRIAL TIRES PO BOX 307 PENNSVILLE, NJ 08070-0307

DELANEY HANNAH FAMOUS DAVE'S BBQ 2318 N SALISBURY BLVD SALISBURY, MD 21801-2145

DELAWARE AVENUE LIQUORS LLC INNER SPIRITS 1622 DELAWARE AVE WILMINGTON, DE 19806-3304

DELAWARE BEER WORKS INC STEWARTS BREWING COMPANY 219 GOVERNORS PL BEAR, DE 19701-3026

DELAWARE CITY BREW HOUSE & GRILL 92 CLINTON ST DELAWARE CITY, DE 19706-7702

DELAWARE CVS PHARMACY LLC CVS/PHARMACY # 3738 19869 SEA BLOSSOM BLVD REHOBOTH BCH, DE 19971-7142

DELAWARE CVS PHARMACY LLC CVS/PHARMACY #88 1005 DELAWARE AVE WILMINGTON, DE 19806-4703

DELAWARE CVS PHARMACY LLC CVS/PHARMACY # 2069 988 FOREST ST DOVER, DE 19904-3470

DELAWARE CVS PHARMACY LLC CVS/PHARMACY #4710 39820 HICKMAN LN BETHANY BEACH, DE 19930

DELAWARE CVS PHARMACY LLC CVS/PHARMACY #1911 11 N DUPONT HWY DOVER, DE

19901-4260

DELAWARE FOOD CORPORATION JULIANO'S ITALIAN MARKET 212 S GOVERNORS AVE DOVER, DE 19904-6704

DELAWARE GOLF AND TRAVEL LLC THE GOLD CLUB 1031 S. MARKET STREET 1031 S MARKET ST STE 1-G WILMINGTON, DE 19801-5227

DELAWARE LOCAL FOOD EXCHANGE 2400 KIRKWOOD HWY WILMINGTON, DE 19805-4926

DELAWARE MARINE GROUP LLC 1905 COASTAL HWY STE 2 DEWEY BEACH, DE 19971-2344

DELAWARE NUTRITION, LLC INNER SPIRITS 1622 DELAWARE AVE WILMINGTON, DE 19806-3304

DELAWARE SPIRITS & WINE INC 11325 SEVEN LOCKS RD STE 214 POTOMAC, MD 20854-3205

DELAWARE STATE GRANGE INC 911 S GOVERNORS AVE DOVER, DE 19904-4109

DELAWARE SUPERMARKETS INC SHOPRITE 1600 W NEWPORT PIKE WILMINGTON, DE 19804-3500

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business licenses

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DELAWARE SUPERMARKETS INC SHOPRITE 1300 ROCKY RUN PKWY WILMINGTON, DE 19803-1458

DELAWARE SUPERMARKETS INC 19 CHESTNUT HILL PLZ NEWARK, DE 19713-2701

DELAWARE SUPERMARKETS INC SHOPRITE OF FOUR SEASONS PLAZA 700 PLAZA DR NEWARK, DE 19702-6370 BOTTLE RECYCLING FEE

DELAWARE SUPERMARKETS INC SHOPRITE OF FOUR SEASONS PLAZA 700 PLAZA DR NEWARK, DE 19702-6370

DELAYCEE DONUTS LLC FRACTURED PRUNE 20214 COASTAL HWY # 1 REHOBOTH BCH, DE 19971-

DELEON ADAN 11233 4TH ST BRIDGEVILLE, DE 19933-4440

DELEON ORTIZ JOEL Z TIENDA TACANA 38224 DUPONT BLVD SELBYVILLE, DE 19975-3047

DELEON ORTIZ JOEL Z REHOBOTH LATINO MARKET ATLANTIC PLAZA SOUTH 20214 COASTAL HWY UNIT 3 REHOBOTH BCH, DE 19971-8021 BOTTLE RECYCLING FEE

DELFIELD SAMANTHA/ JASON BROMWELL JAS ENTERPRISES 25 CHESWOLD BLVD APT 3C NEWARK, DE 19713-4134

DELI DAYS LLC ARENAS 149 REHOBOTH AVE REHOBOTH BCH, DE 19971-2148

DELI DAYS LLC JAVA BEACH BAGEL CO UNIT 53 17314 N VILLAGE MAIN BLVD LEWES, DE 19958-7237

DELLA-MONICA CORP MARGHERITA RESTAURANT 134 E MAIN ST NEWARK, DE 19711-7327

DELLT INC 1614 S GOVERNORS AVE DOVER, DE 19904-7004

DELMAR PIZZA RESTAURANT CO MIDDLETOWN PIZZA RESTAURANT 528 MIDDLETOWN WARWICK RD MIDDLETOWN, DE 19709-

DELMAR PIZZA-PASTA RESTAURANT INC STATE LINE PLAZA RR 1 BOX 4085-Q DELMAR, DE 19940-9801

DELMAR SUBS, INC. SUBWAY 5 BACON AVE NEW CASTLE, DE 19720-2601

DELMARVA DEMPSEYS INC KENTUCKY FRIED CHICKEN THE DELMARVA DEMPSEYS INC 400 N DUPONT HWY US RT 13 SEAFORD, DE 19973

DELMARVA DEMPSEYS INC KENTUCKY FRIED CHICKEN THE DELMARVA DEMPSEYS INC US RT 9 & 113 GEORGETOWN, DE 19947

DELMARVA LODGING ASSOCIATES LLC TIDERUNNERS BAIT & TACKLE 105 ANGLERS RD LEWES, DE 19958-1109

DELMARVA PRODUCTS INC 3391 SAVANNAH RD DOVER, DE 19901-3053 BOTTLE

DELMARVA QUIZNO SUB LLC SEAFORD QUIZNO SUB 10839 AIRPORT RD SEAFORD, DE 19973-6323

DELMARVA QUIZNO SUB LLC DOVER QUIZNOS SUB 1245 N DUPONT HWY DOVER, DE 19901-8703

DELMARVA RUBBER & GASKET CO INC 1004 MATTLIND WAY MILFORD, DE 19963-5300

DEMUCHA PABLO GRAND RODEO CO 3320 OLD CAPITOL TRL WILMINGTON, DE 19808-6210

DER PRETZEL HAUS INC 1835 US HIGHWAY 1 S STE 119 ST AUGUSTINE, FL 32084-4275

DERR LIQUORS 120 SONGSMITH DR NEWARK, DE 19702-4458

DESAI SUMANTRAI CHESTNUT MARKET 1301 CHESTNUT ST WILMINGTON, DE 19805-3960

DESTINATO INC CAFE PALERMO 205 HOILAND DR WILMINGTON, DE 19803-3229

DEVINES INC WHERE PIGS FLY 617 E LOOCKERMAN ST DOVER, DE 19901-7415

DEVIM LLC 2 COUSINS RESTAURANT 29 COMMERCE ST HARRINGTON, DE 19952-

DEWEY BCH SEASONS PIZZA REST INC 1503 COASTAL HWY DEWEY BEACH, DE 19971-2325 BOTTLE RECYCLING FEE

DEWEY BEACH LIQUORS INC PO BOX 507 REHOBOTH BCH, DE

DEWEY BEACH SURF SHOP, LLC DEWEY BEACH SURF SHOP 5 GREENBRIER RD BALTIMORE, MD 21286-5443 2010106093

DHARMA BHAKTI INC COUNTRY TOBACCO 19 POSSUM PARK MALL NEWARK, DE 19711-5591

DHEER ENTERPRISE INC LIMESTONE CIGARETTES OUTLET 2078 LIMESTONE RD WILMINGTON, DE 19808-5506 BOTTLE RECYCLING FEE

DHRUDI INC 1400A N DUPONT HWY NEW CASTLE, DE 19720-1844

DI FEBOS CAFE & DELI INC ROBERT DIFEBO 789 GARFIELD PKWY BETHANY BEACH, DE 19930-9717

DIAMOND STATE PARTNERS LLC LITTLE CAESARS 286 S DUPONT HWY DOVER, DE 19901-4733

DIAMOND STATE TIRE INC 3482 WRANGLE HILL RD BEAR, DE 19701-1845

DIAZ ANA ADRIAN TROPICO 1701 N DUPONT ST WILMINGTON, DE 19806-3305

DIBS ON MASSAGE INC 5700 KIRKWOOD HWY STE 206 WILMINGTON, DE 19808-4884

DICKEYS BETHANY BAKERY LLC DICKEY'S BETHANY BAKERY 115 GARFIELD PARKWAY BETHANY BEACH, DE 19930

DICKINSON BETTY J JK EATERY 414 N UNION ST WILMINGTON, DE 19805-3026 BOTTLE RECYCLING FEE

DICKS SPORTING GOODS INC 1000 BRANDYWINE PKWY WILMINGTON, DE 19803-1492

DICKS SPORTING GOODS INC 100 CENTER BLVD NEWARK, DE 9702-3226

DIDOMENICIS ANTHONY 1 GRENOBLE PL REHOBOTH BCH, DE 19971-2847

DIDONATO AUTO SRVS GROUP LLC CENTRE EXXON 1001 CENTRE RD WILMINGTON, DE 9805-1272 BOTTLE RECYCLING FEE

DIFELOS BISTRO ON THE GREEN AT BEAR TRAP DUNES INC 7 CLUBHOUSE DR OCEAN VIEW, DE 19970-3235

DIGGS JOSEPH T NEST PO BOX 11544 WILMINGTON, DE 19850-1544

DIGNOTI ENTERPRISES INC BISTRO CAFE 1033 SCARBOROUGH AVE REHOBOTH BCH, DE 19971-1827

DINAH LINGOS GROCERY INC 312 SALISBURY ST REHOBOTH BCH, DE 19971-3323

DINING INC KIRBY & HOLLOWAY FAMILY REST 656 N DUPONT HWY DOVER, DE 19901-3937

DINNERWARE ETC INC. 13 E MAIN ST MIDDLETOWN, DE 19709-1445

DIOMEDE ENTERPRISES / MIDDLETOWN NINO'S PIZZA 464 W MAIN ST MIDDLETOWN, DE 19709-1063 

Police log: Drug kingpin gets 15 years; robbery, shooting arrests

An Ogletown man has been arrested in connection with a shooting at the America's Best Value Inn. Newark Police identified the suspect as Michael Cummings. The motel is at 1120 South College Avenue.



Cummings

The incident was first reported to Newark Police at 1:09 p.m. on June 17th when an adult female and an adult male walked into the lobby of the motel and reported that they had been shot by a male acquaintance in the rear parking lot of the complex.

Tactical officers from the Newark Police SWAT team with assistance from University of Delaware Police Department SWAT team searched the complex, but did not find the suspect. The 22 year old female victim suffered a graze wound to the back and the 38 -year-old male victim sustained a gunshot wound to the shoulder. Both were treated and released.

Newark Police Detectives identified Cummings as the suspect and learned that following an argument, he approached both victims in the parking lot, displayed a handgun, and began firing in their direction. On Friday he was located inside a

room at the nearby Sleep Inn at 630 South College Avenue in Newark. He was taken into custody without incident.

Drug kingpin gets 15 years

Kelvin Cook, 35 of Wilmington, was sentenced to 15 years for his role as a leader of an international drug trafficking conspiracy.

Prosecutors said Cook was one of the leaders of an organization that recruited multiple drug couriers to travel to Panama in order to smuggle cocaine and heroin into the United States.

Agents identified at least 19 couriers who took smuggling trips on behalf of the organization, and who smuggled, or attempted to smuggle, more than 13 kilograms of cocaine and five kilograms of heroin from Panama to Delaware.

Cook was also responsible for a significant crack cocaine distribution network on the 500 block of West Sixth Street in Wilmington. In addition, on one occasion Cook obtained more than 100 grams of heroin from a Texas source, who in turn imported heroin directly from the country of Afghanistan.

Lewes man arrested after cigarette store hold-up

State Police last week made an arrest in connection to the robbery of the DOT Discount Cigarette store in Lewes.



Rogers

On June 8th, a man walked into the store, armed with a knife and demanded money.

The employee complied and the man fled on foot.

Surveillance photographs released to the media gave Delaware Crime Stoppers numerous telephone tips and led to James C. Rogers, 31, becoming the main suspect.

On June 20th, a search warrant was obtained for his Lewes home. Detectives were able to locate numerous items allegedly linked to the robbery, including, a baseball cap, sunglasses, and a knife.

Rogers, who was found hiding in a bathroom, was taken into custody. He is being held on robbery and drug charges on \$107,500 cash bond. 