



Doug Rainey's

# business bulletin

Your weekly electronic business journal

Issue No. 24  
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# Delaware ranks tenth in quality of life index

The second portion of a three-part study shows Delaware ranking 10<sup>th</sup> in quality of life, despite losing ground in the poverty rate. At the same time, the state showed a decline in its ranking from the first to the second half of the study period, which started in 1992. Maryland ranked 12<sup>th</sup> in the report, with Pennsylvania at No. 25.

The study was released by the Lucy Burns Institute, a Madison, Wis.-based think tank. The study came out of Burns' Ballotpedia, a nonprofit collaborative encyclopedia. According to Geoff Pallay, lead author, "The purpose of this study was to answer the question: Which partisan control setup leads to the greatest quality of life outcomes



for citizens?" The study established a State Quality of Life Index, aggregating 19 different existing state indices into one measurement. The study covered 1992 to 2012. The state with the top aggregate ranking during the 21-year period was New Hampshire. Ranking 50<sup>th</sup> was

Continued on next page

# *Economy has been drag on rankings*

## **From previous page**

Mississippi. The use of the indices is designed to balance out some of the differences in rankings. Delaware, at various times, ranks high or low in various rankings.

Minnesota finished second overall and placed in the top five every year of the study. Only Mississippi and West Virginia finished in the bottom five every year from 1992 through 2012. Nevada placed one year in the top five (2005) as well as one year in the bottom five (2012). The state has been suffering from high employment and foreclosure rates

The three states that experienced the greatest improvement from 1992 to 2012 were Texas, North Carolina, and North Dakota. The three states that saw the biggest decline in their rankings from start to finish were Nevada, Connecticut, and Illinois.

Delaware has been taking a hit of late from economic growth that is at or below the national rate after decades of outperforming the national economy. The state still ranks high in per capita income, gross state product and state credit rating.

On the minus side, Delaware lost ground on its poverty ranking, moving from lowest in the nation to 22nd.

[Part One](#) of the study, published in May, examined partisan control of state government from 1992 through 2013. Part Three of the study, scheduled for release this month, will analyze the correlation between quality of life and partisanship in the states.

The Lucy Burns Institute was formed after a Wisconsin woman had difficulty in getting Freedom of Information Act requests. That work moved into other areas, including the link between partisanship, government and quality of life.

The institute has been criticized by liberal groups, such as the Center for Media and Democracy, also based in Madison, for ties to conservative organizations.

[Click here](#) for the full report.



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# ELENA INC.

*Emerging WNBA  
star inks deals  
with 3 companies*

**Photo courtesy of the Chicago Sky and WNBA**

**E**lena Delle Donne is carving out a lucrative endorsement business on her way to stardom in the WNBA.

Recently, DuPont announced that the company has joined Nike and Genesis Today as a sponsor of Delle Donne. Nike was quick to sign Delle Donne, along with two other WNBA rookie players with stellar college careers, Brittney Griner of Baylor and Skylar Diggins of Notre Dame.

The University of Delaware standout, now with the Chicago Sky WNBA team, is enjoying one of the best rookie debuts in the history of the WNBA. She recently earned Rookie of the Month and Player of the Week honors from the league, while piling up the most All Star votes. Her performance has

Continued on next page

# DuPont becomes third company to sign endorsement deal

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also improved the record of the Sky, a perennial .500 team in the league. “This is a great match for DuPont and particularly the Nutrition & Health business which focuses on delivering food ingredients that are packed with nutrition, improving health and providing great taste,” said Craig F. Binetti, president of DuPont Nutrition & Health in announcing the sponsorship. “We’re eager to work with Elena to bring attention to the importance of good nutrition as a gateway to good health.” DuPont has a major presence in the ingredients business with the acquisition of Danisco, a Danish company.

“While DuPont is a global company, they’re headquartered in Wilmington, Del. That’s my hometown, which makes this association especially meaningful to me. I am really looking forward to partnering with DuPont to bring attention to topics I care about so much,” Delle Donne said.

DuPont is using the remainder of this year to develop a plan over a three-year period, starting in 2014, to align the sponsorship with the company’s



Photo by Mark Campbell, University of Delaware

efforts to bring science to address the challenge of nutrition in both developed and developing nations. DuPont will announce the details of its plan in January. In the meantime, Delle Donne is embracing Chicago as her new basketball home, a move that could lead to further endorsement deals in one of the nation’s largest metropolitan areas.

Writing in a blog on her [website](#), Delle Donne acknowledges that she is a Chicago Cubs fan and recently adopted a Great Dane puppy with the name Wrigley. On a WNBA blog she praised the food offerings of the city, including its deep dish pizza. The website also includes a section

on basketball camps, although none have been scheduled.

A key to her success on the marketing front has been her family, including brother Gene, who works as her agent, according to an article in [Forbes.com](#). Her father, Ernie Delle Donne, is a well-known local developer and was selected to develop the new STAR campus at Elena’s alma mater. The web piece goes on to note that Delle Donne, Diggins and Griner have sparked renewed interest in the WNBA, with TV ratings showing gains over previous years. Sports network ESPN has also highlighted her work in community service, driven in part by the close relationship with her sister who has cerebral palsy and other conditions.

Meanwhile, Delaware has not lost interest. Buses have been chartered for Chicago Sky games on the East Coast and some fans are buying tickets to Chicago on Frontier Airlines. [Frontier](#) offers fares as low as \$110 round-trip from New Castle Airport, also known as Wilmington/Philadelphia, to the Windy City.



## Looking in the leadership mirror: Would you work for yourself?

By **Chris Burkhard**

**I'm pleased to join** the featured bloggers of the Delaware Business Bulletin and share some of my insights and experiences as a fourth generation entrepreneur in this community. I open this series of entries with thoughts on leadership, which I consider to be the backbone of any successful business.



**Burkhard**

Look in the leadership mirror. Would you go to work for your leadership self? Are you proud of the leader you are today?

Personally, I feel that my job as a leader is first to provide clarity and second to clear any issues, challenges and problems out of the way so that my employees can be as productive as possible. This means providing tools, training, feedback and advice, and at times even emotional and spiritual

support. As leaders, we set the tone culturally. We have the job of letting people know what excellence looks like, and also, sharing when their behaviors and results are not excellent. We have to be willing to make tough decisions sometimes when folks don't want to be as "excellent" as we need them to be.

Several years ago, I decided I would work for me. However, I am still working on some things to master leadership. I hope by sharing them, you can find your own leadership voice or better yet, develop your own list! As a start, here are my six practices to master leadership:

1. Provide better feedback as a company. Employees want to know what winning looks like. We all want a scorecard. And I have an absolute responsibility to make this as clear as possible and to have a company routine that provides this. My job is to help my leaders get great at this too!

2. Remember to praise sincerely. Catch your people doing right things! Everyone likes a sincere compliment more than a flattering comment. Taking the time to be clear, specific, and creative in your praise is very important.

3. Always do what you say you're going to do. This is critical with issues both big and small. If I announce some change or something big, I have an obligation to help my staff see our progress and let them know we are committing resources and energy to that initiative.

4. Celebrate wins. Entrepreneurs always say "that's terrific" but what's next? I think it's important to slow down and enjoy the wins along the way. The key is to plan to celebrate. Be intentional and organized about it. Don't let your day run you over and have this be the thing you were going to do, but never did.

**Continued on next page**

# Leading your own business... From

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5. Stop saying “I’m busy.” All leaders do it. We are busy. We all run lean. We all have big leadership challenges. We all have big jobs to do. And our people know it. We need to stop complaining about it and just get the work done. No one wants to work for someone whose favorite subject is his/her own busy schedule.

6. Grow other leaders. This is my number one job and goal for my company. As my leaders grow, so will our companies. Investing time in learning, training, coaching and group experiences in leadership is mission critical to bringing our purpose to life! A friend mentioned to me that it takes 10,000 hours to master something (including leadership.) This is no surprise if you have tried it.

Most of us have been thrust into leadership roles with little or no formal training. Leadership takes a lot of work to master and part of that work is checking ourselves either in the mirror or even better, with a mentor or trusted colleague. I hope you’ll agree: effective leadership is a skill that’s too important to just let happen.

*Chris Burkhard is Founder and President of Newark-based Outside-In Companies: CBI Group & Placers, which provide recruitment and contingent workforce solutions. The companies have teamed up with Outside-In partner Barton Career Advisors, an outplacement solutions company based in Wilmington that provide end-to-end talent solutions.*

The Bulletin welcomes your guest articles of 600 words or fewer on business-related topics. Send articles to [drainey@delawarebusinessdaily.com](mailto:drainey@delawarebusinessdaily.com)



**PROUD  
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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!  
You can be a Delmarva Donor too—schedule your appointment online at [www.DelmarvaBlood.org](http://www.DelmarvaBlood.org) or call 1 888 8-BLOOD-8.*

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# Frontier, Bisnow forecast and the derailment

**S**ome odds and ends from websites and the email “In” box.

Updates continue on the story on the derailment and explosions involving crude oil cars that destroyed a portion of a small town in Quebec.



**Doug Rainey**

The disaster was a reminder that hazardous materials are transported every day by truck and rail. Every once in a while, terrible mishaps occur.

The incident was quickly seized on by the Delaware Sierra Club, which is waging an all out fight against the Delaware City Refinery rail unloading site, claiming it violates the Coastal Zone Act.

While the incident in Quebec deserves close study, it is worth noting that based on preliminary reports it would be hard to duplicate the tragedy here.

For one thing, the train was parked on a hill and apparently the braking systems failed, It is clear

that the train was left unattended while waiting for a crew change.

None of this is intended to minimize the tragedy. Rather, we should be care not to be too quick to draw conclusions. Railroad traffic remains a safe way to transport bulk materials.

## Bisnow forecast gets good marks

**I** did not make it over to the [Bisnow](#) real estate forecast last week but reports coming out of the real estate community indicate it was an interesting and well-attended event.

Based on the Bisnow newsletter, presenters saw an improving real estate and housing market in northern Delaware.

Bisnow is a Washington, D.C. company that primarily publishes real estate newsletters and holds real estate industry outlook sessions in a number of metropolitan areas.

Bisnow likes to keep their newsletters light and breezy, not the worst thing when it comes to the sometimes glum world of commercial real estate.

## Frontier tweaks fares

**F**inally, **Frontier Airlines** fares are going up and that’s actually a good thing.

The latest newsletters, show fares from Wilmington-Philadelphia up by \$5 one-way for short haul late summer and fall trips.

As Frontier VP Daniel Shurz noted in a quick interview at the kick-off event for Wilmington service, it is important that the airline get fares to a profitable number

Frontier is betting that low operating costs, cheap parking and less congestion will allow it to tweak fares higher and become a long-term payer in this market.

It is now up to the company’s marketing folks and Delaware travelers to seal the deal.

We simply can’t expect fares to be as cheap as bus trips. One thing is true. Frontier is good at filling its planes. Jets, last month, flew with only 6 percent of seats empty.

# *Kent General project makes cover of magazine*

**B**ayhealth's Kent General Phase II expansion was the cover photo and story in Health Facilities Management. The magazine is a national trade journal.

The \$148 million project officially opened in December 2011. The expansion linked the emergency department and cancer center to the original 1927 hospital building.

Jerry Peters, Bayhealth's Director of Facilities Planning & Construction, said some renovations were done in the existing building as a part of the expansion so that transition to the new building would be nearly seamless.

While Phase I of the Campus Master Plan added a three-floor expansion to an existing patient tower, Phase II was more extensive, adding a 400,000 square feet that includes an expanded emergency department, cancer center, parking garage, and a patient entrance lobby incorporating contemporary design elements.

Because the lobby could be the first impression of Bayhealth Kent General for visitors, designers wanted more than functional qualities.



**The Bayhealth expansion project was the subject of a story in Health Facilities Management.**

“It’s more of a challenge. The goal was a facility that is appropriate, but when people come in, they feel calm and comfortable,” said Peters.

“It was a good project,” he said, noting the expansion was a two year construction process, plus planning and design.

“This type of construction is a process I’ve been involved with for over 30 years, but it’s still exciting to see the planning come to fruition. We’ve gotten a lot of compliments on the end product from

both staff and visitors,” Peters said. “And it’s very gratifying when your project is on the cover of a national magazine.”

Bayhealth’s construction and facilities improvement projects are never finished: Peters says he has several upcoming projects, the largest being the master plan for Bayhealth’s Milford campus.





# Crude oil cars explode leaving at least 13 dead

**A** portion of a Quebec town was destroyed on Saturday after a crude oil train derailment. The death toll is 13 and could rise further.

The incident took place in Lac-Mégantic a lake side town near the U.S. border.

The Montreal Gazette reported the train began rolling on its own and derailed after being stopped to allow for a change of crews in a hilly location.

The train reportedly traveled on its own, with the tank cars detailing and catching on fire in the center of the town.


The train was operated by the [Montreal, Maine and Atlantic Railway](#) with the crude oil headed to Maine. The chairman of the company said it was possible firefighters might have somehow tripped the breaks when fighting an unrelated fire earlier.

Flames and billowing smoke could be seen several hours after the 73-car train derailed. It has taken days to find victims.

The derailment is expected to intensify debate in Delaware over the use of rail cars to transport oil to the Delaware City Refinery. Safety concerns have been cited by foes of the rail unloading site at the refinery.

The derailment of a few cars was disclosed at the unloading area, although no public notice was reported, since no crude oil was spilled. That led to calls for disclosure of all incidents at the site.

The Delaware Sierra Club and the Audubon Society claim the unloading site is illegal under the terms of the Coastal Zone Act.

The act governs industrial development in the area around the refinery and bans new industrial plants. 



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## Placers holding career expo today at Newark office

**P**lacers is hosting its first Career Expo on July 10th at its Newark office.

Placers will host a group of customer service professionals to introduce them to the company's newly released Agent to the Workforce service



and the benefits of contingent work. Agent to the Workforce provides Placers contractors with access to career coaching through partner, Barton Career Advisors.

“We are investing in our Placers contractors.” says Greg Moore, Barton Career Advisors’ Career Transition Coach. “We are on a path to build the strongest pool of contingent workers in the

marketplace and we intend to attract the type of talent companies are seeking.”

Placers aims to be the leading employment resource to its local marketplace. To learn more about upcoming Placers Career Expos and apply to be selected for the next round of interviews contact Placers Staffing Specialist Heather Pelaez at 302-709-0973 or visit the Placers website at [www.myplacers.com](http://www.myplacers.com).

Headquartered in Newark Placers helps customers build and manage contingent workforce solutions.

Placers helps employers see contingent workers as a larger part of their workforce planning strategy. Placers team members are consultants to their customers and agents, according to a company release.

### Waterloo closing last store

**A** home and garden business that at one time owned a lawn furniture store in north Wilmington is closing its last store.

[Waterloo Gardens](#) is closing the remaining store in Exton. It had earlier filed for bankruptcy protection and had closed its original store in Devon, Pa., the north Wilmington, and Warminster, Pa. locations.

The economic slowdown and a steep downturn in home construction were blamed for the problems that beset the 70-year-old company, which at one time was one of the largest garden centers in the region.

The company’s expansion also came as the housing sector was seeing tougher conditions. Click

**Continued on next page**

# Claymont Steel owner misses sale deadline for mill

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on the link below for a story from Patch.

[Landmark Chester County Family Business is Closing - Business - West Chester, PA Patch.](#)

## Claymont Steel owner misses sale deadline

**T**he owner of Evraz Claymont Steel failed to meet a deadline to sell a steel mill in South Africa.

A Business Insider story said the deadline Evraz had earlier announced for closing the deal with a South African company called Nemascore expired on June 30.

On July 2, Tatiana Drachuk, the Evraz spokesman, added: "The market will be informed if any decision is taken. Evraz is owned by Roman Abramovich, a Russian billionaire and others.

Stock in Evraz is down 61 percent during the past year. Shares are traded on the London

Exchange. The News Journal reported in the spring that Evraz Claymont is laying off around 60 workers due to a slowdown in demand.

Click below for the link to the Business Insider story.

via [EVRAZ DEAL TO SELL HIGHVELD STEEL MISSES DEADLINE, - Business Insider.](#)

## Brew Fest at Dover Downs

**T**he Third Annual Dover Downs Hotel & Casino

Brew Festival will take place on Saturday, Aug. 24 from 3 p.m. to 7 p.m. in the Rollins Center.

Microbreweries from the Mid-Atlantic region will be featured, including Dogfish Brewery, Evil Genius Beer, Fordham Brewery, 3rd Wave Brewing, Evolution Brewery, Twin Lakes Brewery, Lancaster Brewing Co., Yards Brewery, Blue Point Brewing



Company, Tall Tales Brewing Company and 16 Mile. Live entertainment, food and games will be provided. The general admission price of \$25 includes 10 drink tickets and a souvenir glass while supplies last. There is a designated driver ticket of \$15, offering unlimited free soda.

Tickets may be purchased at 800-711-5882 or doverdowns.com. Walk-ups are welcome. Dover Downs Hotel & Casino is a gaming and entertainment resort destination in the Mid-Atlantic region.

Gaming operations consist of approximately 2,500 slots and table games including poker.

The hotel is Delaware's largest with 500 luxurious rooms/suites and amenities including a full-service spa/salon, concert hall and 41,500 sq. ft. of multi-use event space.

**Continued on next page**

# Day care center property in Delmar sold to congregation

From previous page



## Day care location sold

**H**enry Hanna, senior advisor with Sperry Van Ness – Miller Commercial Real Estate in Salisbury, Md., announced the sale of the former Building Blocks Daycare at 38238 Old Stage Rd., Delmar, Del. Hanna represented the owner of the building.

The 10,000-square-foot facility on 2.73 acres was originally built as a day care but converted to

a church facility a few years ago. The Tabernacle purchased the property for \$680,000.

Chris Davis, an Advisor with SVN-Miller, and George Vouros, an agent with Coral Reef Realty represented the buyer. Hanna states, “The building was built for a day care facility but was modified to become a church in 2011. It was a perfect match for the new congregation and they were able to hold their first service last Sunday.”

For more information, contact Hanna at 410-543-2440.


## Cecil County jobless rate at 7.2%

**T**he unemployment rate for Cecil County, Md. fell to 7.2 percent in May, down slightly from 7.3 percent in May of last year.

The April unemployment rate for Cecil was 8.2

percent or about equal to the May 2011 jobless rate. The figures for counties in Maryland do not include seasonal adjustments, according to the Maryland Department of Labor, Licensing and Regulation.

The unemployment rate in the summer is usually sharply higher than the May rate. According to the Bureau of Labor Statistics, Maryland’s preliminary May unemployment rate increased 0.2 percentage points over-the-month to 6.7 percent. Maryland’s April unemployment rate remained unchanged at 6.5 percent. Delaware’s unemployment rate has been running in the 7 percent range for a year. Neighboring New Castle County is the source of many jobs for Cecil County residents.

The unemployment rate for Cecil has traditionally been higher than in other areas of the state, most notably the area around Washington, D.C. [Click here](#) for more detailed information from the Department of Labor. 

# CarMax coming to Newark

**C**onstruction is under way on a new location for auto superstore [CarMax](#).

The location is on Ogletown Road, on the east edge of Newark's auto row.

Two-decade-old CarMax is the nation's largest retailer of used cars, with 122 locations around the nation. The average CarMax location employs about 40 salespeople and stocks 275 vehicles.

The Ogletown Road location had been in the works for years to the point that steel was on site for the new location. However, construction was halted during the recession of 2008-2009 and work only recently resumed.

During the twelve months ended February 28, 2013, the company sold 447,728 used cars and moved 324,779 wholesale vehicles at in-store auctions. A recent earnings report indicated the Newark store will open in the first quarter of 2014.

CarMax was started by now defunct electronics and appliance retailer Circuit City as part of a diversification effort. The first location opened




**A CarMax location in North Carolina.**

in Richmond, Va., the home of Circuit City's headquarters and the current headquarters of CarMax

The company, now on the Fortune 500, was later spun off from Circuit City.

In other automotive news, [Newark Toyota World](#) is moving to new quarters at the former Nucar Buick location on Cleveland Avenue. Toyota World currently operates a showroom off Ogletown Road and service area on Marrows Road.

General Motors reported bought out the Nucar dealership as part of its realignment. 

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# Grocery giant Kroger plans to acquire Harris Teeter stores

**K**roger is slated to enter Delaware with the planned purchase of North Carolina-based Harris Teeter.

Kroger agreed to purchase all shares of Harris Teeter for \$49.38 cash or \$2.4 billion. The 33.7 premium means that competing bids are less likely. Harris Teeter has stores in coastal Sussex County. It was considering a store at the site of the Newark Shopping Center. It later dropped those plans. The company has stores in Selbyville, Bethany Beach and Millsboro.

In this region, the company has moved into urban areas with stores near new or redeveloped communities in Baltimore, Washington, D.C. and other areas. Kroger is known for keeping the names of the store chains it acquires and then cutting costs by using economies of scale.

Kroger has fared better than some of its competitors, such as Safeway, in taking on discounters such as Walmart. Harris Teeter had

revenues of approximately \$4.5 billion for fiscal year 2012.

“We are excited to welcome Harris Teeter to the Kroger family,” said David B. Dillon, Kroger’s CEO. Dillon is from the family that founded one of the chains acquired over the years by Kroger. Dillon’s is a Kansas grocer that also operated the King Soopers chain in Colorado.

Thomas W. Dickson, CEO of Harris Teeter stated, “Harris Teeter has a long track record of creating shareholder value and this merger is the culmination of those efforts over many years. We are excited about becoming part of The Kroger Co., one of the best food retailers in the U.S. while maintaining the Harris Teeter banner, our management teams, our new store growth plan, our distribution and manufacturing facilities in North Carolina as well as our headquarters in Matthews, N.C. As part of Kroger, Harris Teeter will be well equipped to continue to provide our customers outstanding quality and customer service as well as excellent value in an increasingly competitive market.” 



## Christiana Care gets top ranking: Engineer honored

**C**hristiana Care Health System has been recognized as a nationally top-ranked Community Value Five-Star hospital by Cleverley and Associates, an independent health care data and consulting services firm in Columbus, Ohio.



performance in four key areas:

- Financial viability and plant reinvestment.
- Hospital cost structure.
- Hospital charge structure.
- Hospital quality performance.

The index suggests that a hospital provides value to the community when it is financially viable, appropriately reinvests back into the facility, maintains a low cost structure, has reasonable charges and provides high-quality care to patients.

Cleverley and Associates released the findings about Christiana Care as part of its new publication "State of the Hospital Industry-2013 Edition." Cleverley and Associates is in its tenth year of reporting the community value index.

### Schwartz wins award

Judy A. Schwartz, senior vice president of [George, Miles & Buhr](#), has been bestowed with the first annual 'Women in Water Award' by the Delaware Office of Drinking Water. The award

spotlights the noteworthy contributions that women have made to the water and wastewater industry.


Schwartz was nominated by her long-time client, The city of Seaford, with whom she has worked for the past 30 years. She has played a key part in the development and expansion of the city's infrastructure, allowing the city to grow.



**Schwartz**

Based on the firm's analysis, [Christiana Care](#) ranks as one of the top hospitals in the United States in terms of the value it provides to the community, scoring in the top 20 percent of facilities across the country and making it a Five-Star hospital in the rankings. The analysis evaluated Christiana Care among its peers in the "high-intensity teaching hospital" category for the 2009–2011 period.

Cleverley and Associates evaluates hospitals using a proprietary community value index to rank hospitals on 10 measures, assessing a hospital's

While presenting the award on May 21, Seaford City Manager Dolores Slatcher said, "Judy is one of the most dedicated engineers I have worked with. It does not matter time of day, day of week, or placing her own well-being first, she is there to take care of our community." Schwartz recently spearheaded Seaford's Washington Street Flood Control and Stormwater Retrofits project, which won a 2013 Delaware American Council of Engineering Companies (ACEC) Engineering Excellence Honor Award. 





## Hollywood take down slightly as Md. casinos add market share

*(Hollywood Casino photo)*

**H**ollywood Casino, [Perryville](#), saw only a small drop in revenues in June as Maryland casinos appeared to take a larger chunk of the regional market.

This comes as Pennsylvania, for the first time, saw a small monthly decline in casino revenue. Delaware does not release monthly results. Casino representatives in the First State have said business is down and layoffs are possible.

Dover Downs Gaming has reported recent quarterly losses, the result of less business and a decision by the state to take a bigger piece of the

action in an effort to plug a budget gap during the economic downturn.

June 2013's combined statewide revenue totaled \$66,497,305 in Maryland. Hollywood Casino Perryville generated \$7,784,814 from both slot machines and table games in June. Gross gaming revenue per unit per day was: \$185.75 for slot machines, \$2,788.31 for banking table games and \$1,367.60 for non-banking table games.

Hollywood Casino's June 2013 revenue decreased by \$173,060 or 2.17% from May 2012. The casino had seen double-digit declines with the opening last year of Maryland Live Casino near

Baltimore. Hollywood Casino Perryville operates 1,158 slot machines and 22 12 banking and 10 non-banking table games. The facility debuted its table games in early March.

The Casino at Ocean Downs, near Ocean City, generated \$4,810,673 in June, and its gross gaming revenue per unit per day was \$200.44. Casino at Ocean Downs' June 2013 revenue increased by \$415,022 or 9.4% from June 2012. The Casino at Ocean Downs operates 800 slot machines.

**Continued on next page**

# Maryland Live posts strong performance

## From previous page

Maryland Live Casino generated \$51,415,759 from both slot machines and table games in June. Gross gaming revenue per unit per day was: \$276.34 for slot machines and \$4,276.44 for banking table games. Maryland Live's June 2013 revenue increased by \$22,934,281 or 80.5% from June 2012. The casino added table games in April.

Maryland Live generates the most revenue of any casino in the Pennsylvania-New Jersey-Maryland-Delaware market. Rocky Gap Casino Resort in western Maryland generated \$2,486,060 from both slot machines and table games in June. Gross gaming revenue per unit per day was: \$128.59 for slot machines and \$1,111.67 for banking table games.

The state reported June casino revenue increased from June 2012 by \$23,176,243 or 56.76%. June's figures brought total fiscal 2013 gross casino revenues to \$608,348,515, exceeding the Board of Revenue estimates by \$76.84 million. Click on the link below for detailed figures from the state.

via [Maryland Casinos Generate \\$66.49 Million in Revenue During June.](#)

# Gas prices drop as crude oil prices rise

**G**as prices dropped in many areas across the country last week as an estimated 34 million Americans planned to travel 50 miles or more by car for the Independence Day holiday weekend, according to [AAA Mid-Atlantic](#). AAA Mid-Atlantic is based in Wilmington.

The national average price has declined for 21 straight days through July 3, and 37 of the last 44 days. In both 2011 and 2012 the national average reached a summer-low around July 4th.

The average price on Sunday ranged from \$3.39 a gallon in the Dover area to \$3.43 in northern Delaware, AAA reported. However, prices rose by a few pennies by mid-week.


The national average may continue to drift lower in coming days. Still, crude oil prices remain substantially higher than last year and are likely to limit the amount that the national price will fall, AAA reported.



Gas prices may turn higher in July as the summer driving season ramps up, demand for gasoline increases and the hurricane season continues. The national average rose 17 cents per gallon in July 2011 and 16 cents in July 2012.

Crude oil broke through the \$100 per barrel mark on Wednesday, ahead of the July 4th holiday, to close at \$101.24 per barrel, a 14-month high. One of the main reasons for the jump was continued concerns over Middle East unrest.

Gas prices over the previous two years bottomed for the summer in late June/early July, which could happen again this year if seasonal trends continue.

The highest national average so far this year was \$3.79 per gallon on Feb. 27. Average gas prices may have peaked for the year in February, but there is still potential for prices to spike later in the year, especially if hurricanes or other issues disrupt refinery production, AAA reported. 

# Senators praise added money for Del. River deepening

**U.S. Sens. Tom Carper** and Chris Coons (both D-Del.) announced that the Army Corps of Engineers' work plan will include approximately \$20 million in additional funding for the remainder of fiscal 2013 to deepen the Delaware River shipping channel, which will help attract more ships and business to the port.


Army Corps funding for the project now totals \$42 million for fiscal 2013—a roughly \$10 million increase over the amount proposed in the President's budget.

“One of the main things government can do to create a nurturing environment for businesses to

grow and create jobs is to invest in infrastructure,” said Carper. “This decision by the Army Corps will put nearly \$20 million into deepening the Delaware River – invigorating commerce in Delaware and improving our shipping channels and the Port of Wilmington.”

“The Delaware River deepening project is a smart investment that will mean new jobs and new business for the Port of Wilmington and the Delaware Valley,” Coons said. “The project is more than halfway to completion, and it's more critical than ever that its steady progress be allowed to continue.”

Deepening the Delaware River channel from 40 to 45 feet in order to accommodate larger vessels is aimed at reducing shipping costs and make maritime transportation more efficient, bring more trade to the region, attract private investment, and ensure that our region will remain competitive in the global marketplace, according to a release from the two senators.

The project has received criticism from some in the environmental community who fear it may disturb contaminated areas and cause other problems. 



# DuPont seeks high-tech use for Corian

[DuPont Building Innovations](#) sees a high-tech use for a long-time product.

The DuPont business has joined the Power Matters Alliance.

It is working with other PMA members on wireless charging at airports or other sites, for smartphones and tablets that can be integrated into worktops made with the DuPont [Corian](#) solid surface.

The technology would eliminate the multiple cables required at charging stations that are becoming common at public spaces. At the same time, high-speed wireless networks and use of the Internet quickly drains phone batteries, increasing demand for charging areas.

“The next phase in wireless power is seeing it embedded into surfaces used for furnishing solutions,” said Ron Resnick, president of PMA. “DuPont has been driving innovation for decades in the area of advanced materials. DuPont Corian solid surface is a globally renowned premium solution in the markets of furnishing and interior design, both commercial and residential. The collaboration between PMA and DuPont Building Innovations marks another step forward in the



Photo courtesy of DuPont

PMA’s vision to make smart wireless power a ubiquitous part of our lives.”

PMA was founded by Powermat Technologies and Procter & Gamble in 2012. Its board includes representatives of AT&T, Duracell, Starbucks and the U.S. Government’s Energy Star.

A wide array of PMA-compliant products are available at leading retailers, and compatible “wireless charging spots” have been installed at leading airports, stadiums, restaurants, gyms and hair salons. 


## Del Bio breakfast slated for July 16

Research involving Christiana Care is the topic of next week’s BioBreakfast at the John H. Ammon Medical Education Center near Newark on July 16<sup>th</sup>. The event is hosted by Delaware Bio. The event will be held from 7:30 a.m., to 9 a.m. Speakers and topics include:

- William S. Weintraub, M.D., John H. Ammon chair of Cardiology & director of Christiana Center for Outcomes Research (CCOR), Christiana Care Health System.

- Seema S. Sonnad, director of Health Services Research The Value Institute, Christiana Care Health System.

- Eric V. Jackson,, director of The Center for Health Care Delivery Science associate director The Value Institute. Christiana Care Health System.

- Scott A. Waldman, director of the Delaware Valley Institute for Clinical and Translational Science chairman & professor of Pharmacology & Experimental Therapeutics, Thomas Jefferson University. The deadline for registration is the end of the day on July 10. For fees and registration information, [click here.](#) 

# Farmers market debuts at Glasgow Regional Park

**N**ew Castle County Executive Tom Gordon helped to kick off the first farmers market at Glasgow Regional Park on Friday afternoon.

“Ninety thousand people live here in Glasgow,” Gordon stated in a release. “This is going to be huge. People will be able to eat healthy, local foods and be able to support New Castle County farmers.”

Gordon worked with Councilman David Tackett, whose district includes the Bear-Glasgow area, to organize the farmers market.

Gordon has paid close attention to parks since taking office in January. Last week, the county was a partner with Barry’s events in holding the Rockwood Old Fashioned Ice Cream Festival in the park near Wilmington.

The County Department of Special Services had farmers set up alongside the west gate at Glasgow Park, under the shade of several trees.

Gordon said he planned to eventually move the farmers market to the park’s barn once it was renovated. Gordon also announced plans to repair property at Rockwood.

Bear resident Rita Wallace visited the egg, beef, lamb and pork stand set up by NCC Councilman Bill Powers, a farmer based in Townsend. She also visited the local honey stand set up by Adrienne Gage, of Gage Family



**New Castle County Executive Tom Gordon greeted Bear resident Rita Wallace in front of Councilman Bill Powers’ meat and egg stand at Glasgow Park’s farmers market Friday afternoon.**

Beekeeping in Middletown, and the vegetable stand set up by Crystal Chillas, whose family owns a couple of farms in the Middletown area.

Both Gordon and Department of Community Services General Manager Alan Matas bought jars of honey from Adrienne Gage.

“You should buy local honey because it’s a natural antihistamine,” Matas said. “I’ll be back for more.”

**Continued on next page**

# County executive focuses on parks

## From previous page

Glasgow resident Marie Schwalbauch and her grandson, Charlie Fritz, bought tomatoes, squash, snap peas and cucumbers from Chillas and honey from Gage.

“I love it,” Schwalbauch said. “I wish they had started this a couple of years ago.”

The farmers market at Glasgow Park will be held each Friday from 2 p.m. to 6 p.m. Interested vendors can call the permits office at (302) 571-4006 for more information on how to participate.

The market will face a challenge in August, when the railroad crossing near Route 72 and U.S. 40 is closed for a repair and upgrading project.

One Facebook posting on the county page also suggested signs near Glasgow park to let residents know about the market.



## Add us to your business tool kit



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



# Richards, Layton & Finger elect executives

**T**he board of directors of [Richards, Layton & Finger](#) has elected Robert Krapf as president and Gregory Varallo as executive vice president of the firm. Krapf and Varallo assumed their new roles on July 1 and will each serve a three-year term. In addition, Cynthia Kaiser has been appointed to serve as the firm's senior vice president.



**Krapf**

many of the regional and national developers, landlords, banks and other lenders, conservation organizations, institutions, businesses and industries operating in Delaware.

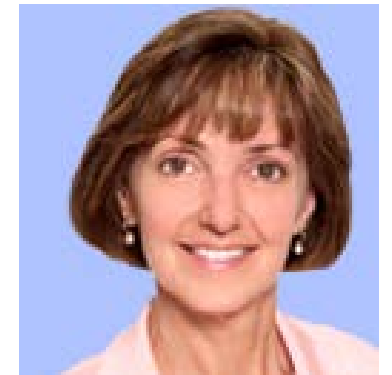


**Varallo**

Vice chair of the American Bar Association's Real Property Trust & Estate Law Section, Krapf has held many local and national leadership positions in the bar, as well as in numerous business, charitable and cultural organizations. He is a frequent speaker and author on topics of real estate, land use and business law.

Varallo focuses his practice on significant corporate and business litigation, corporate governance and corporate transactions. He has litigated numerous complex business disputes in the Delaware courts and in state and federal courts throughout the United States, and has served as lead counsel in several high-profile matters. Vice

chair of the firm's Corporate Department, Varallo's work also includes mergers and acquisitions, special committee matters, arbitration and mediation.



**Kaiser**

Kaiser, head of Richards Layton's Commercial Transactions Group, handles a wide variety of transactional matters, including finance, asset sale and purchase, mergers and acquisitions, supply and distribution agreements, trust preferred securities, structured finance and secured transactions. Chair of the Delaware State Bar Association's Uniform Commercial Code Committee, Kaiser has participated in drafting amendments to the Delaware Uniform Commercial Code and worked on the subcommittee that reviewed Delaware's version of Revised Article 9.

Krapf, head of Richards Layton's Real Estate Group, focuses his practice on a variety of transactional matters in the areas of real estate, commercial and land use law. His clients include

[Click here](#) for larger photos in our gallery.

## Fleming to head Delaware SBA office

The U.S. Small Business Administration announced the selection of **John Fleming** as Director of SBA's Delaware District Office. In this position, he manages delivery of SBA programs and services to small businesses throughout the state of Delaware.



**Fleming**

"In the District Director role, John Fleming enriches SBA's outreach in Delaware," said Natalia Olson-Urtecho, SBA Region 3 Administrator. "John is a Delaware Valley native with a deep understanding of the community that he serves. His expertise in SBA's program operations, as well as his community ties, allow him to create a dynamic and meaningful connection between our region's small business people and SBA resources," Olson-Urtecho said.

"It has been a pleasure contributing, through my role at SBA, to Delaware's economy by working to grow its small business community," said Fleming. "I look forward to continuing my work with SBA's lenders and resource partners, as well as Delaware's elected officials and small business community, to foster a strong support structure for small business here in Delaware."

Fleming has received numerous awards during his time at the SBA.

Since 2012, Fleming has been SBA's Deputy District Director in Delaware. From 1992 through 2012, Fleming worked in SBA's Philadelphia District, most recently as Lead Economic Development Specialist.

Prior to joining SBA, Fleming served as a non-commissioned officer in the United States Marine Corps.

Fleming is a graduate of Widener University, where he served as University College senior class president.

## Brangman named UD VP

**Alan Brangman** has been named vice president for facilities, real estate and auxiliary services at the University of Delaware, Scott Douglass, UD executive vice president, announced.



**Brangman**

Brangman, former UD architect and campus planner, who most recently served as associate vice president of facilities, real estate and architect at Howard University in Washington, D.C., will succeed David Singleton, who is retiring.

"The university is pleased to announce the return of Alan to our campus," Douglass said. "He is familiar with the many projects underway at UD, and brings leadership, vision and vast experience in planning and executing complex projects."

**Continued on next page**



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As vice president, Brangman will be responsible for campus design, construction and maintenance and, working with senior leadership, the strategic development of the Science, Technology and Research (STAR) Campus.

He also will lead enterprises including the UD Barnes and Noble Bookstore, Dining Services, Hotel and Conference Services, Parking and Transportation, Real Estate and Printing.

He will oversee a staff of about 600 employees who provide services on six campuses that include 440 buildings and 7.5 million square feet of space on more than 2,000 acres.

Brangman joined Howard University in April 2012, where he restructured and realigned a number of departments, provided design and planning oversight for an interdisciplinary research building, and implemented a transportation demand management plan.

He served at UD as architect and campus planner from October 2010 until March 2012, overseeing several projects including a master plan study for the Science, Technology and Research (STAR) Campus, design and planning for two new residence halls and a new central campus dining hall and major renovation of the Carpenter Sports Building.

Brangman previously served as university architect for Georgetown University, and as director of design arts for the National Endowment for the Arts, both located in Washington, D.C.

Valley Operations, Proujansky will have direct responsibility for all clinical operations at Nemours/Alfred I. duPont Hospital for Children and Nemours duPont Pediatrics. In addition, as Executive Vice President, Proujansky will continue overseeing Nemours' enterprise-wide research, education, quality and safety, patient care, service excellence, and prevention efforts. Proujansky is based in Wilmington and reports directly to Nemours President and Chief Executive Officer, Dr. David J. Bailey.

“Outcomes and service are the two most important things Nemours delivers to children and families,” said Bailey. “These are the cornerstone of our mission and commitment to doing whatever it takes to help children grow up healthy. Nemours must not only have the best clinical and research talent possible, but a management structure that reflects the needs of our organization in an ever-changing health care industry. I am grateful for the leadership that Roy provides for Nemours, and am confident he is the right leader to ensure our continued growth and success.”

**Nemours names Delaware Valley EVP**



**Proujansky**

Nemours, announced new leadership for its operations in the Delaware Valley. **Dr. Roy Proujansky**, Executive Vice President of Health Operations. He will now also serve as Chief Executive of Delaware Valley Operations.

In this dual role, as Chief Executive of Delaware

**Continued on next page**

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Proujansky joined Nemours in 1989 as Chief of the Division of Gastroenterology and Nutrition at Nemours/Alfred I. duPont Hospital for Children. In 1999, he was named Chief Executive of the Practice, and from 2000-2006 he also served as the Robert L. Brent Professor and Chairman of the Department of Pediatrics and Associate Dean of Jefferson Medical College in Philadelphia. In 2006 he was appointed Executive Vice President for Patient Operations and Chief Operating Officer of Nemours, with oversight for all patient care and service, research, prevention, and education activities in the organization.

“For more than two decades, I’ve been privileged to work with so many talented and compassionate Nemours Associates,” said Proujansky. “I continue to be inspired daily by the children and families we serve and look forward to finding new ways to integrate Nemours’ clinical, prevention and research efforts to help children throughout the Delaware Valley grow up healthy.” The changes aim to simplify Nemours’ organizational structure with

a focus on creating a more integrated approach to delivering care in the Delaware Valley and realizing the Nemours ‘True North’ commitment to help families receive exactly the care they need and want, how and when they need and want it, according to a release.

**Patel named Fulton marketing chief**



**Patel**

**Avi Patel** has been named executive vice president and chief marketing officer for Fulton Financial Corp., Lancaster, Pa. In this position, he will oversee the marketing department and is responsible for the brand management and marketing strategies of the corporation and all related affiliates.

Patel comes to Fulton Financial Corporation from First Niagara Bank in Buffalo, NY, where he most recently served as Chief Marketing Officer. Prior to that, Avi worked for Wilmington Trust. He was responsible for product development and strategy. He has experience in developing marketing plans

for retail, commercial, wealth management and insurance lines of businesses and implementing these strategies through traditional and interactive marketing mediums.



**Ogunnaike named engineer dean**

**Babatunde A. Ogunnaike**, William L. Friend Professor of Chemical and Biomolecular Engineering at the University of Delaware, has been named dean of engineering.

**Ogunnaike**

The new dean said the challenge is to revitalize the engineering education enterprise so that it prepares students effectively for the changing workforce of tomorrow. This initiative, he said, will enable college leadership and faculty to leverage cross-disciplinary course opportunities, innovative technology for course delivery programs, such as the University’s Horn Program in Entrepreneurship.

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Ogunnaike served the college as interim dean from 2011-13 and, during that time, worked to develop partnerships with other academic institutions and to strengthen community partnerships with such organizations as Bloom Energy, U.S. Army Research Laboratory, DuPont and JPMorgan Chase. Ogunnaike joined the UD faculty in 2002 as a professor with appointments in the Department of Chemical Engineering (now the Department of Chemical and Biomolecular Engineering) and the Delaware Biotechnology Institute's Center for Systems Biology, after a 13-year research career with DuPont.

The College of Engineering, with an enrollment of more than 3,000 undergraduate and graduate students, is home to six academic departments. In 2012, the faculty, numbering 133, included 32 named professors, four National Academy of Engineering members, 35 NSF Career Award-winners and 11 UD teaching award recipients.

## Gale joins Long & Foster



**Gale**

1993.

She founded and was the chief executive officer of The Best Places In Town magazine, Delaware's premier vacation guide, and later went into real estate. Gale says she enjoys the process of redesigning classic Delaware beach homes and reinventing their potential as rental properties. She specializes in both home buyer and seller transactions.

*Send your personnel news items and photos to [drainey@delawarebusinessdaily.com](mailto:drainey@delawarebusinessdaily.com)* 

Long & Foster Real Estate, Inc., welcomed **Tonya Gale** to its Lewes office. Gale said she originally fell in love with the beaches of Delaware as a child visiting with her family. After working in Rehoboth each summer, she made Rehoboth Beach her permanent home in

## John Rollins, Jr., 71

**L**ongtime businessman John W. Rollins, Jr., 71, died on Wednesday, July 3, in Santa Fe, N.M. He was a director of Dover Downs Gaming and Entertainment and Dover Motorsports.

The companies operate a harness track, casino, hotel and NASCAR racing complex in Dover. He also headed Rollins Truck Leasing.

"I have known John Rollins personally for over 60 years," said Henry B. Tippie, chairman of Dover Downs Gaming & Entertainment, Inc. "Ours was a truly rewarding friendship – both professionally and personally. John made his mark in business with the success of Rollins Truck Leasing Corp., where he served for decades as president and CEO before retiring in 2001. We all benefited greatly from the expertise John brought to us from his involvement with Rollins Truck Leasing and various other public & private companies founded by the Rollins family."

"John was generous with his advice and with his friendship and made countless contributions over the years to our board and to the board of our affiliated company, Dover Motorsports, Inc. He will be greatly missed on many different levels."

[Click here](#) for a biography and announcement of services from the Cape Gazette.

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

## BOTTLE DEPOSIT

**DP INC DOMINO'S PIZZA**  
 # 4499 38627 BENRO DR  
 UNIT 8 DELMAR, DE 19940-3572

**DP INC DOMINO'S PIZZA**  
 # 4435 105 AERENSON  
 DR MILFORD, DE 19963-1241

**DP INC DOMINO'S PIZZA**  
 # 4477 30182 SUSSEX HWY  
 UNIT 3 LAUREL, DE 19956-3884

**DP INC DOMINO'S PIZZA # 4466** 123 E DUPONT HWY  
 MILLSBORO, DE 19966-1804

**DP INC DOMINO'S PIZZA #4438** 261 N DUPONT HWY  
 STE 4 DOVER, DE 19901-7540

**DP INC DOMINO'S PIZZA #4441** 374 WALMART DR  
 STE 5 CAMDEN, DE 19934-1372

**DP INC DOMINO'S PIZZA #4424** 3 BACK BAY PARK  
 CENTER STE F MILLSBORO,  
 DE 19966-8789

**DP INC DOMINO'S PIZZA**  
 4445 1000 MIDWAY SHOPPING

CENTER HARRINGTON, DE  
 19952

**DP INC DOMINO'S PIZZA #4419** 22953 SUSSEX HWY  
 SEAFORD, DE 19973-5871

**DP INC DOMINOS PIZZA # 4443** 19 S RACE ST  
 GEORGETOWN, DE 19947-1907

**DP INC DOMINO'S PIZZA #4442** 230 E GLENWOOD  
 AVE SMYRNA, DE 19977-1080

**DP INC DOMINO'S PIZZA # 4434** 9577 BRIDGEVILLE CTR  
 BRIDGEVILLE, DE 19933-4674

**DREAMERS CAFE INC 3343**  
 ALTAMONT DR WILMINGTON,  
 DE 19810-2101

**DREAMVIEW ASSOCIATES  
 LLC SALADWORKS-  
 CONCORD SQUARE 4127**  
 CONCORD PIKE WILMINGTON,  
 DE 19803-1401

**DRESSER MATT 502 BAY CIR**  
 INDN HBR BCH, FL 32937-4039

**DRHM INC 4319 DUPONT  
 PKWY TOWNSEND, DE 19734-9397**

**DRINX INC OF DELAWARE  
 STRAWBERRY LIQUORS**  
 38394 DUPONT BLVD UNIT  
 D SELBYVILLE, DE 19975-3049

**DRIP CAFE LLC 144 LANTANA**

DR HOCKESSIN, DE 19707-8800

**DRUMBORE NANCY L  
 MIDDLEFORD DELI 10056**  
 MIDDLEFORD RD SEAFORD,  
 DE 19973-7508

**DTHD INC DOGTOWN  
 HOTDOGS 2 E MAIN ST**  
 MIDDLETOWN, DE 19709-1427

**DUBROFF VICTOR M  
 CRUMBS CATERING 1900 N**  
 TATNALL ST WILMINGTON, DE  
 19802-4819

**DUDLEY RAYFIELD 22**  
 HOBART DR APT D4 NEWARK,  
 DE 19713-4653

**DUE R INC CARUSO'S AT THE  
 BEACH 36666 BLUEWATER**  
 RUN W UNIT 5 SELBYVILLE,  
 DE 19975-4392

**DUKES SHARON R SHILOH  
 GIFTS 6494 EARLE LN**  
 SEAFORD, DE 19973-6664

**DUNKIN DONUT 2462 PULASKI  
 HWY NEWARK, DE 19702-3906**

**DUNKIRK WINE & SPIRITS  
 LLC 2 DUNLINDEN DR**  
 WILMINGTON, DE 19808-4641

**DUPONT PARKWAY LP  
 MCDONALD'S #2491 700 N**  
 DUPONT HWY NEW CASTLE,  
 DE 19720-2531

**DURMISH & ALKETA RUCI**

**PARTNERSHP RUCCI'S PIZZA**  
 1486 E LEBANON RD # ROADJ6  
 DOVER, DE 19901-5833

**DUTCH IRISH HOSPITALITY  
 LLC 4 BRYAN CIR BEAR, DE**  
 19701-6359

**DUTCH TWIST LLC 701 N**  
 BROAD ST MIDDLETOWN, DE  
 19709-1166

**DUTY FREE AMERICAS, INC**  
 6100 HOLLYWOOD BLVD FL 7  
 PEMBROKE PNES, FL 33024-7983

**DYING DOVES INC 174**  
 ROUNDABOUT TRL CAMDEN  
 WYO, DE 19934-9674

**DYNOCHEM INC 2205**  
 SILVERSIDE RD WILMINGTON,  
 DE 19810-4534

## BROKER

**INSURANCE GROUP LLC 3**  
 KING CT MIDDLETOWN, DE  
 19709-7955

**ABFAB LLC 96025 PARK PL**  
 FERNANDINA, FL 32034-1604

**ACCESS INSURANCE  
 INC 30625 DUPONT BLVD**  
 DAGSBORO, DE 19939-4451

**ACUTE SERVICES PRO VICKI  
 L DOERR 19190 S ALPHA AVE**  
 APT 10102 GREEN VALLEY, AZ

**ALLSTATE WASTE SOLUTIONS  
 INC 180 S ORCHARD AVE**  
 KENNETT SQ, PA 19348-1847

**AMERIPRISE FINANCIAL  
 SVCS,INC 1011 CENTRE RD**  
 STE 100 WILMINGTON, DE  
 19805-1270

**ARCHER DISTRIBUTORS LLC**  
 2943 OLNEY SANDY SPRING  
 RD STE A OLNEY, MD 20832-1509

**ASIAMAH FRANK FRANK  
 ASIAMAH ENTERPRISE 2500 N**  
 MONROE ST WILMINGTON, DE  
 19802-3448 BROKER

**B&B TRUCKING SERVICE INC**  
 1229 NEW ST WILMINGTON,  
 DE 19808-5819

**BALENTINE & COMPANY  
 LLC 1100 N MARKET ST LBBY**  
 WILMINGTON, DE 19890-0001

**BIONDI DAVID BIONDI SALES  
 LLC 30947 SCISSORBILL RD**  
 OCEAN VIEW, DE 19970-8026

**BIZGO LLC 6 N COUNTRY  
 LAKES DR MARLTON, NJ**  
 08053-9723

**BLACKROCK CAPITAL  
 MANAGEMENT INC**  
 400 BELLEVUE PKWY  
 WILMINGTON, DE 19809-3723

**BLACKROCK CAPITAL  
 MANAGEMENT INC**  
 100 BELLEVUE PKWY  
 WILMINGTON, DE 19809-3716

**BLACKROCK INVESTMENTS,  
 LLC 100 BELLEVUE PKWY**

WILMINGTON, DE 19809-3716

**BOYLE MICHAEL T 8**  
 LONGSPUR DR WILMINGTON,  
 DE 19808-1971

**BRAMBLES INDUSTRIES  
 EUROPE INC NEMOURS BLDG**  
 ST 1403 1007 N ORANGE ST  
 WILMINGTON, DE 19801-1239

**BRITTINGHAM INC 5809**  
 KENNETT PIKE WILMINGTON,  
 DE 19807-1194

**BROADWAY ENERGY  
 GROUP 8506 QUEENS BLVD**  
 ELMHURST, NY 11373-4249

**CABRILLO COASTAL  
 GENERAL INSURANCE 301**  
 NW 138TH TER NEWBERRY, FL  
 32669-2794

**CAPITAL ANALYSTS  
 INCORPORATED 100**  
 MATSONFORD RD STE 220  
 WAYNE, PA 19087-4559

**CAPITAL INVESTMENT  
 ADVISORS, INC 135 ATLANTIC**  
 AVE STE M25 OCEAN VIEW,  
 DE 19967-6741

**CEMO 51 W COMMERCE**  
 ST SMYRNA, DE 19977-1462

**CHALO INC 35 GLENNWOOD**  
 DR NEWARK, DE 19702-3769

**Continued on next page**

# business licenses

## From previous page

**CIBC WORLD MARKET CORP**  
 425 LEXINGTON AVE BSMT  
 C2 NEW YORK, NY 10017-3903

**CIVITAS PARTNERS LLC**  
 1706 N SCOTT ST STE 1  
 WILMINGTON, DE

**CLARK BAFFONE & MATTHEWS INSURANCE**  
 100 W COMMONS BLVD STE  
 420 NEW CASTLE, DE 19720-2419

**CLEMENTS KIRAN G ONE STOP INSURANCE** 1244  
 FORREST AVE DOVER, DE  
 19904-3311

**COASTAL EQUITIES INC**  
 1201 N ORANGE ST STE 729  
 WILMINGTON, DE 19801-1172  
 BROKER

**CONCO TICKETS 4023**  
 KENNETT PIKE STE 291  
 WILMINGTON, DE 19807-2018  
 BROKER

**CONVENTIONEER PUBLISHING CO INC P&R PRINTING** STE 100 30147  
 GRAND PAVILLION CIR  
 DAGSBORO, DE 19939-3363  
 BROKER

**CREWS & ASSOCIATES INC**  
 STE 800 521 PRESIDENT  
 CLINTON AVE LITTLE ROCK,  
 AR 72201-1747

**CSP INSURANCE GROUP LLC THE CHAPMAN AGENCY**

1829 W 8TH ST WILMINGTON,  
 DE 19805-3033

**CUSACK CHRISTOPHER T TRADESTREET LLC** 1 WREN  
 CT NEWARK, DE 19711-8327

**D HENNINGS INC** 311  
 PLEASANT KNOLL NEWARK,  
 DE 19711-3437

**DAVID M BANET & ASSOCIATES INC** 3513  
 CONCORD PIKE STE 3200  
 WILMINGTON, DE 19803-5027

**DECKER JOSEPH DIVERSIFIED OBJECTIVES** 1  
 EMPIRE DR PLEASANTVILLE,  
 NJ 08232-2964

**DEVELOPMENT CORP FOR ISRAEL** 575 LEXINGTON AVE  
 FL 11 NEW YORK, NY 10022-6116

**DICARLO DISTRIBUTORS INC** 1630 N OCEAN AVE  
 HOLTSMILLE, NY 11742-1838

**DIVERSIFIED OBJECTIVES, INC DIVERSIFIED OBJECTIVES** 1 EMPIRE DR  
 PLEASANTVILLE, NJ 08232-2964  
 BROKER

**EAGLE LOGISTICS GROUP LLC** 40 E MAIN ST STE  
 835 NEWARK, DE 19711-4639

**EDB SALES LLC** 7 PIERSONS  
 RDGHOCKESSIN, DE 19707-9289

**EDWARD JONES INVESTMENTS** 204  
 LAURELTOWNE LAUREL, DE  
 19956-1736

**EDWARD JONES INVESTMENTS** 559 N HALL  
 ST SEAFORD, DE 19973-2427

**EDWARD JONES INVESTMENTS** 1512  
 PHILADELPHIA PIKE  
 WILMINGTON, DE 19809-1826

**EDWARD JONES INVESTMENTS** 724 YORKLYN  
 RD STE 325 HOCKESSIN, DE  
 19707-8737

**EDWARD JONES INVESTMENTS** SUITE 2  
 115 N BROAD ST STE 2  
 MIDDLETOWN, DE 19709-1045

**EDWARD JONES INVESTMENTS UNIT 5** 19323  
 LIGHTHOUSE PLAZA BLVD  
 REHOBOTH BCH, DE 19971-6162

**EDWARD JONES INVESTMENTS** 250 GATEWAY  
 SOUTH BLVD DOVER, DE  
 19901-5861

**EDWARD JONES INVESTMENTS** 1407 FOULK  
 RD STE 101 WILMINGTON, DE  
 19803-2700

**EDWARD JONES INVESTMENTS** 3801 KENNETT  
 PIKE STE E206

WILMINGTON, DE 19807-2340

**EDWARD JONES INVESTMENTS** 1006 W  
 STATE COLLEGE RD STE 202  
 DOVER, DE 19904-6507

**EDWARD JONES INVESTMENTS** 6 MID-  
 SUSSEX SHOPPING CTR  
 MILLSBORO, DE 19966

**EDWARD JONES INVESTMENTS THE SHOPPES OF RED MILL**  
 1450 CAPITOL TRL STE  
 107 NEWARK, DE 19711-5700

**EDWARD JONES INVESTMENTS** 226 E  
 GLENWOOD AVE SMYRNA,  
 DE 19977-1080

**EDWARD JONES INVESTMENTS** 364 E MAIN  
 ST NEWARK, DE 19711-7148

**EDWARD JONES INVESTMENTS** 33188  
 COASTAL HWY UNIT 5  
 BETHANY BEACH, DE 19930-3779

**EDWARD JONES INVESTMENTS** UNIT 5 28322  
 LEWES GEORGETOWN HWY  
 MILTON, DE 19968-3117

**EDWARD JONES INVESTMENTS** STE 101  
 17577 NASSAU COMMONS  
 BLVD LEWES, DE 19958-6288

**EDWARD JONES INVESTMENTS** 505 W  
 MARKET ST STE 145  
 GEORGETOWN, DE 19947-2345

**EDWARD JONES INVESTMENTS** 111 ATLANTIC  
 AVE STE 3 OCEAN VIEW, DE  
 19970-9166

**EDWARD JONES INVESTMENTS** 5301  
 LIMESTONE RD STE 103  
 WILMINGTON, DE 19808-1251

**EPIC RESEARCH LLC** 4023  
 KENNETT PIKE STE 133  
 WILMINGTON, DE 19807-2018

**EQUITY SERVICES INC**  
 1 NATIONAL LIFE DR  
 MONTPELIER, VT 05604

**ESTATE & FINANCIAL SERVICES** 3155 HICKORY  
 HILL RD # 202J MEMPHIS, TN  
 38115-2555

**ESTATE AND FINANCIAL STRATEGIES** 4611 TRACY  
 LYNN DR MEMPHIS, TN  
 38125-6507

**F&M MORTGAGE GROUP, LLC** 9841 WASHINGTONIAN  
 BLVD STE 310  
 GAITHERSBURG, MD 20878-7353

**FIDELITRADE INCORPORATED** 3601 N  
 MARKET ST WILMINGTON, DE  
 19802-2736

**FOLTZ R CLAY THE BOND AGENT** 947 SILVER LAKE  
 BLVD DOVER, DE 19904-2409

**FRANCESCO GENOVESE**  
 4550 NEW LINDEN HILL RD  
 STE 100B WILMINGTON, DE  
 19808-2951

**FRANCHISE BUSINESS CREATORS** 121 BROOK RUN  
 HOCKESSIN, DE 19707-2407


**FRANCHISE CONSULTANTS & ASSOC** 117 BURNING  
 TREE RD DOVER, DE 19904-9447

**FREDERICK DEAN, JR., LLC RESTYLEMENT** 34051  
 WILLOW DR LEWES, DE  
 19958-4762

**GALAXY GLOBAL INVESTMENTS CORP** 10320  
 LAYTON HALL DR APT  
 112 FAIRFAX, VA 22030-2321

**GATEWAY SOLUTIONS ENTERPRISE LLC PRIMELINE BROKERAGE FIRM** 8  
 PEDDLERS ROW NEWARK, DE  
 19702-1525

**GENOESE LEANDRO** 4550  
 NEW LINDEN HILL RD STE  
 100B WILMINGTON, DE  
 19808-2951

**GILFORD SECURITIES INCORPORATED** 850 3RD  
 AVE NEW YORK, NY 10022  
 6222 

# Police & Fire Log: Arson ruled in fire at topless bar

**T**he Delaware State Fire Marshal's office has determined that arson was the cause of a fire that destroyed the Fairways Inn topless bar near Smyrna.

The fire broke out around 5 a.m., Thursday, at club on DuPont Parkway

The Citizens Hose Company arrived on the scene with flames shooting from the two-story building. The business was closed when the fire was discovered. The bar is near Garrison's Lake.

The blaze, which caused an estimated \$400,000 in damage, remains under investigation by the state Fire Marshal's Office. No injuries were reported.

State fire marshal investigators have launched a criminal investigation. Anyone with information regarding this arson is asked to contact Crime Stoppers at (800) TIP-3333.

## Credit union robbery suspect arrested

**A** Wilmington woman was arrested shortly after the robbery of the Louviers Federal Credit Union, 2612 Kirkwood Highway last

week. State police reported the incident took place at 4:01 p.m. when a woman, identified as Theresa Cannon, 32, entered the office and presented a demand note to a female teller.

The suspect was wearing a baseball cap that covered most of her face. After the teller complied with the demand and provided the suspect with money, She fled from the bank on foot.

Troopers heading the robbery spotted Cannon walking on Kirkwood Highway and were able to apprehend her after a short foot pursuit.

Cannon was charged with robbery second degree and wearing a disguise during the commission of a felony. She was committed to Baylor Women's Correctional Institute on \$10,000 secured bail.

## Tip jar thief sought


**T**roopers are asking the public for help identifying a suspect who stole money from a tip jar at Sweet Lucy's, 3201 Concord Pike, on June 9.

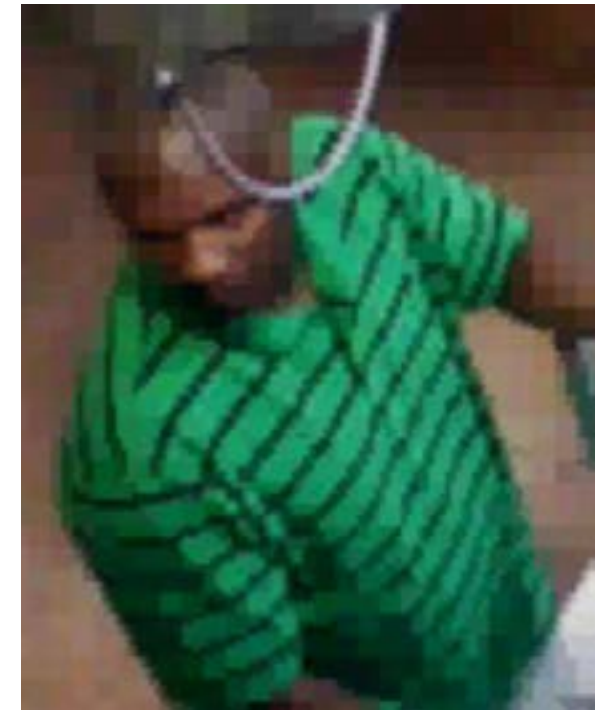
The incident occurred at 7 p.m. when the suspect

purchased ice cream and left the ice cream shop. He returned shortly thereafter, complaining that his purchase took so long the ice cream had melted, and demanding free ice cream.

After being denied free ice cream the suspect threatened the employees, but then said he would purchase more ice cream.

While the employees were preparing the ice cream, the suspect removed cash from the tip jar on the sales counter. The suspect used part of the cash to pay for the ice cream, and then left the store with the remainder of the cash.

If anyone has any information in reference to this incident, they are asked to contact the Troop 1 at 302-761-6677 extension 328. 



**Tip jar suspect. Photo from the Delaware State Police.**