



Doug Rainey's

business bulletin

Your weekly electronic business journal

Issue No. 27
July 31, 2013



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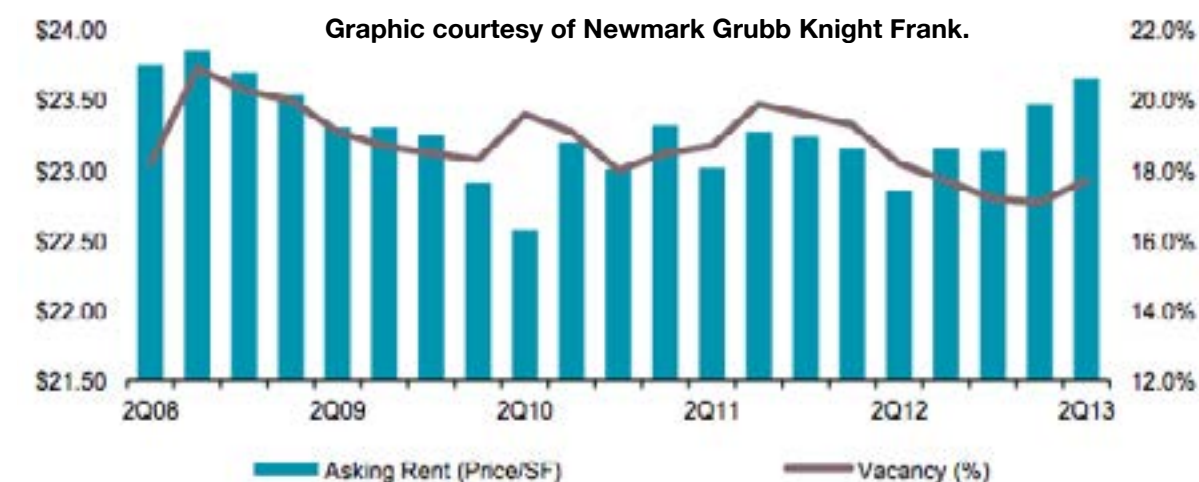
Tenants now shopping for office space

The northern Delaware office market may be springing back from soft conditions in the second quarter.

“Summer can be slow, but that hasn’t been the case this year,” says Neal F. Dangelo, partner at Newmark Grubb Knight Frank, Wilmington.

Dangelo, said tenants are now actively seeking space, something the market has not seen since 2008 or 2009.

Asking Rent and Vacancy



“We’re seeing a willingness to move,” said Dangelo, who noted that in recent years, moves were undertaken only if the new space came at a better price.

Companies shopping the market are looking for space ranging from 2,000 to 200,000 square feet, he said.

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Delaware may be joining regional office leasing recovery

From previous page

Dangelo said the activity shows northern Delaware may be joining the turnaround seen elsewhere in the Delaware Valley.

The activity was good news after “demand growth still proved relatively soft during the second quarter,” the report noted.

Although it came as no surprise, more office space went on to the market when DuPont Co. moved from Barley Mill Plaza site west of Wilmington space to a new building.

The site was in the news when a court decision voided a rezoning vote by the New Castle County Council. The Newmark Grubb report noted that while Stoltz Real Estate Partners will redevelop the site at some point, the existing office space is being marketed is now part of the inventory of space.

Meanwhile, the vacancy rate for leased office space rose to 17.7 percent in the second quarter.

The report also noted that higher interest rates could dampen planned growth by banks in the region. Chase, Bank of America and other large banks have pledged to add jobs in Delaware. On

the plus side, the Federal Reserve Bank’s latest employment study showed that growth in business, health and education services proved robust during May. That could increase office demand over the next two quarters, the report noted.

One trend in the market is the uptick in office sales to users over the past year. A building at the Iron Hill Corporate Campus near Newark was bought by Chase. Chase earlier bought two downtown office towers that were part of the Christina Gateway development.

Also, Bank of America donated the 270,000-square-foot building at the Bracebridge complex to the Longwood Foundation to house a newly created non-profit for education.

Dangelo said it remains unclear on whether the move by Chase represents a trend in the marketplace, or whether the purchases are simply part of a strategy to buy, rather than lease space. Other notable events during the second quarter included:

Wilmington

- Bifferato LLC vacated 13,000 square feet of space at 800 North King Street.
- DuPont signed a lease for 14,000 square feet of

space at 123 South Justison Street with plans to occupy the space this year.

- PNC vacated 18,858 square feet of space at 901 North Market Street. DelOne Federal Credit Union back-filled 8,897 square feet of that space.

Wilmington South

- A group of lawyers and doctors bought 4051 Ogletown Road in the second quarter. They occupied the remaining 23,267 square feet that had been vacant.
- Diamond State Financial Group occupied 10,000 square feet of space at 121 Continental Drive.
- F. Schumacher & Co. occupied 12,572 square feet of space at 131 Continental Drive.

Wilmington West

- DuPont vacated the 60,000-square-foot building at 4401 Lancaster Pike.
- DuPont vacated the 60,000-square-foot building at 4403 Lancaster Pike.
- DuPont vacated the 60,000-square-foot building at 4405 Lancaster Pike.



WSFS buying Pa. mortgage company

WWSFS is expanding its mortgage operation, with the purchase of a Haverford, Pa.




company. WSFS Financial Corp. announced that [WSFS Bank](#) entered into a definitive agreement to purchase the assets and operations of [Array Financial Group, Inc.](#), a mortgage banking company, and Arrow Land Transfer Company, an abstract and title company. The transaction is expected to close on July 31, 2013. Terms were not disclosed.

Array specializes in a variety of residential mortgage and refinancing products. In 2012, Array originated \$150 million in mortgage loans. It has seen 24 percent compound annual growth since its start in 2005.

“Mortgage financing is a core community banking product and needed to help families and communities grow and prosper,” said Mark A. Turner, WSFS CEO. “Now is an opportune time as we see steady signs of the local economy improving, to expand WSFS’ mortgage banking business, especially in the southeastern

Pennsylvania market which has very favorable demographics and where we are enhancing our presence. This is clearly a scale business and this partnership helps us achieve some of those economies.”

Turner continued, “We have had the benefit of knowing Array since 2007 when they became a Customer of the bank and have become increasingly impressed with their quality business model which is consistent with our strategy of world-class service. Array will bring with it a robust product line and a very experienced team that will also provide thought-leadership as we eventually combine our mortgage businesses and navigate through the new mortgage market together. This transaction will further increase our fee income and be immediately accretive to earnings.”

Array Financial and Arrow will each be divisions of WSFS Bank and will continue to operate under their same names and locations at 510 West Lancaster Avenue in Haverford. In addition, all current employees with Array Financial and Arrow will become WSFS associates. 



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Signs up an upturn in the economy begin to appear

As you might have read in the front page story in the Business Bulletin, we are beginning to see more activity on the real estate /development side of the economy.



Doug Rainey

Neal Dangelo of Newmark, Grubb, Knight Frank reported that tenants are looking at office space, perhaps with an eye toward expansion or upgraded quarters. That's good news, given the fact that the recovery in northern Delaware office leasing has lagged behind the rate posted in neighboring areas.

To the south, Sussex County is also seeing an upturn, led by a rebound in residential real estate. Residential activity had been depressed in portions of the county for a number of years and a modest turnaround has been in place for a while. The even higher level of activity could also bring more commercial projects.


The residential market is also coming back to a lesser degree in New Castle and Kent counties. Eventually, this activity could translate into more jobs in construction, a chronically depressed area of the job market in recent years. Locally based WSFS also expanded into the sector with the purchase of a mortgage and title company in neighboring Pennsylvania.

The health of construction is reflected in one section of the Newmark Grubb report that reported no new multi-tenant non medical office space has been constructed in New Castle County in the last few years, thanks to uncomfortably high vacancy rates. This comes despite low interest rates and plenty of liquidity among investors.

Even with all the hopeful signs in place, there is no assurance that the activity will translate into more jobs. Shoppers for real estate can disappear in a heartbeat if sharply higher interest rates or other factors, including a national downturn, come into play.

The Newmark Grubb report took note of that possibility regarding the state's giant banks, which have pledged to add jobs and so far seem to be doing so. Another worry is the perception of the business climate. On the development side, this means we should be worried about the level of not in my back yard attitudes as seen by the opposition to the Barley Mill and Wal Mart projects in New Castle County. These projects are not on greenfield sites, a distinction that should be kept in mind for those worried about sprawl.

We can argue the merits of a retailer like Walmart and its effect on local businesses or the prospects for traffic at Barley Mill. But in the end many businesspeople will be uncomfortable about spending their money, knowing their enterprise could later become an object of scorn.

Regardless, businesspeople are adaptable. Barring other challenges and external events, real estate and development, a sustained upturn, seem to be on steadier footing. 

Ferry memories sought

Delaware River and Bay Authority officials are asking the public to share their ferry experiences, photos and memorabilia for an exhibit to coincide with the Cape May – Lewes Ferry's 50th Anniversary next year.

The [Cape May-Lewes Ferry](#), which is operated by the Delaware River and Bay Authority and serves the Twin Capes region of Cape May and Lewes, began operations on July 1, 1964. The first ferry vessel departed the Lewes terminal at 6:47 a.m., carrying eight vehicles and 15 passengers. The authority is in the early stages of planning events and activities to celebrate the significant milestone.

“The ferry has always been important to the communities of Lewes and Cape May and to the larger Twin Capes region,” said Scott Green, executive director of the Delaware River and Bay Authority. “A central focus of the 50th anniversary celebration will be an exhibition in multiple locations in 2014, based primarily in both of our ferry



terminals, highlighting this exciting moment in history and all of the people who made it possible.”

Memories may be shared on the 50th Anniversary Memorabilia album on the Cape May – Lewes Ferry's Facebook page (go to “Photos” and look for the 50th Anniversary Memorabilia) or they be sent via email directly to the Delaware River and Bay Authority at contact_us@drba.net. Special arrangements to share larger or more valuable pieces of history may be made by calling the authority's public information officer, James Salmon, at [302-571-6409](tel:302-571-6409).



PROUD BLOOD DONOR
Saving local lives this Summer

Be Someone's Hero
GIVE BLOOD
2013 Summer Blood Challenge

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 or call 1 888 8-BLOOD-8.*

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Compost plant fined \$25,000 after complaints of odors

The odor from a compost plant near the Port of Wilmington has led to a \$25,000 fine and an order for the site to return to compliance with state regulations. DNREC Secretary Collin O'Mara issued a conciliatory order to [Peninsula Compost Company, LLC](#) for odors and environmental violations, according to a release.

Peninsula owns and operates the Wilmington Organic Recycling Center near the Port of Wilmington. It accepts and processes food waste, yard waste, and other organic waste by converting the material to compost. In 2012, Peninsula diverted about 100,000 tons of waste from landfills in Delaware and the region. However, residents and passers by have complained of overpowering odors from time to time.

The order covered environmental violations that include: various material waste piles exceeding size-limits; odors; material being stored outside of approved boundary limits, existence of prohibited waste; inadequate financial assurance, and a record-keeping issue. Some of these violations were determined by DNREC to be ongoing.

recycling function by turning organic waste into high quality compost," said O'Mara. "At the same time, the company has exceeded its permit conditions in multiple areas, resulting in violations for odor issues. This penalty holds the company accountable for their violations while encouraging additional measures, in collaboration with DNREC, to reduce external impacts."

Despite the violations noted in the order, DNREC found no problems with the quality of the finished product composted by Peninsula. Finished compost is tested by the facility then reviewed by DNREC, which requires that it meet specific criteria. Compost is a soil amendment that helps retain soil moisture, improves soil fertility, and suppresses plant diseases and pests. It has been shown to promote higher yields of agricultural crops and also is coveted for use on lawns, in home gardens, and in farm fields, the DNREC release noted. The company has 35 days to demonstrate that it has implemented the requirements of the Order. The Secretary's Order can be found at www.dnrec.delaware.gov/Info/Pages/SecOrdersEnforcement.aspx.



"Peninsula Compost provides an important

Trending this week

The most popular stories on our companion website, DelawareBusinessDaily.com. Click on links below:

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- [2. Dogfish Head's packaging line makes first beer run.](#)
- [3. Is investor Nelson Peltz eyeing DuPont.](#)
- [4. Mobile home fire near Lewes claims life.](#)
- [5. Farmers market opens at Glasgow Park.](#)
- [6. DSU, Horizon Helicopters, DSU announce partnership.](#)
- [7. DuPont eyes sale, spin-off of unit that owns Edgmoor plant.](#)

NRG marks opening of coal-free Dover generator

Government officials, on Friday, joined with [NRG](#) East Region President Lee Davis to celebrate a coal-free NRG Energy Center in Dover. The plant, combined with the closing of a coal-fired unit in Sussex County, will leave the state with one coal generating unit.

NRG worked for a year to convert the coal-fueled plant to a combined-cycle natural gas facility. To assist with the costs of re-powering the facility, NRG received a grant from the Delaware Energy Efficiency Investment Fund, which helps local businesses make strategic capital equipment investments that reduce operating costs and support job creation, while reducing energy consumption and improving environmental performance.

“The re-powering of NRG Energy Center Dover represents another important milestone in Delaware’s efforts to have the cleanest, cheapest and most reliable energy in the nation,” said Gov. Jack Markell. “NRG’s investment in cleaner natural gas technology provides significant air quality benefits for our citizens and improves the economic competitiveness of Kent County. NRG is to be recognized for reducing air emissions and contributing to Delaware’s goal of a clean energy economy.”

NRG is also involved in a vehicle-to-grid test at the University of Delaware that uses a small fleet of BMW minis to store electricity and release power when needed. The approach is being tested in cooperation with PJM, the operator of the regional grid. The vehicle-to-grid approach is seen as a way to store and distribute power as the grid sees more energy produced by wind and solar power.

NRG Energy Center Dover, a wholly owned subsidiary of NRG Thermal



LLC, is a combined heat and power facility. Prior to the conversion, the plant featured one co-generation, coal-fueled 16 megawatt steam turbine and two, simple-cycle 44 megawatt natural-gas combustion turbines. Its electricity was and is transmitted to the PJM market, part of the Eastern interconnection grid operating an electric transmission system serving Delaware and 12 other states as well as the District of Columbia. The steam was sold to local manufactures Kraft Foods and Proctor and Gamble.

Continued on next page

Coal-fired plant retired in Dover

From previous page

NRG took one the existing gas turbines, added a heat recovery steam generator and reused the existing 16 megawatt steam turbine to create a combined cycle power plant. The existing coal equipment was then permanently retired. The improvements created 75 construction jobs over a one-year period.

Commercial operations began in June with a combined-cycle package of 62 megawatts and a combustion turbine peak unit of 44 megawatts. The plant will continue to serve the PJM market and co-generate steam for Kraft and Proctor and Gamble.

According to Lee Davis, president of NRG's East Region, "We're pleased to welcome Governor Markell, Senators Carper and Coons, Representative Carney and Secretary O'Mara here to inaugurate our repowered Dover Thermal plant. Along with significant environmental investments at our Indian River Generating Station, this project demonstrates NRG's commitment to the State of Delaware and to operate our generation assets as cleanly and efficiently as possible."

Several years ago NRG began an air quality improvement program at the Indian River Generating Station, which has resulted in emissions reductions at the plant.

First, NRG closed down two coal units, one in 2010 and another in 2011. The company invested \$360 million in environmental controls on unit 4, in addition to previous investments of approximately \$50 million in controls on both units 3 and 4.

Finally the company will shut down unit 3 at the end of 2013. Taken together, these steps will make Indian River Generating Station one of the cleanest coal plants in the country, according to a release from the state.

Earlier, Calpine shut down the coal-fired production at its Edgemoor generating plant near Wilmington a few years ago. The plant is now powered by natural gas.

DelawareOnline.com reported that the cost of the Dover conversion was \$25 million.



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DSU ADDS HELICOPTER PROGRAM

*University teams
up with Horizon*

Delaware State University and Horizon Helicopters, Inc. Monday signed an agreement to create a flight training partnership.

The partnership will be the first between a helicopter training organization and a university or college aviation program in the northeastern U.S.

Alton Thompson, DSU provost and vice president of Academic Affairs, Amir Mohammadi, DSU executive vice president, and Capt. Stephen Speed, director of the DSU Aviation Program, joined Horizon Helicopters owner Harry Griffith in signing the agreement.

The university already provides fixed wing flight training toward an aviation/professional pilot degree, with the new

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Photos by Doug Rainey



DSU, Horizon program three years in the making

From previous page



agreement adding helicopter training as an option in the DSU aviation program.

The partnership was three years in the making. DSU and Horizon officials said the long time frame was due to the unique nature of the partnership. Typically, fixed wing and helicopter programs operate separately and the Federal Aviation Administration needed time to evaluate the arrangement.

Horizon is a full-service helicopter services company that also provides flight training at its headquarters near Newark. Horizon has been Delaware's only F.A.A.-approved Part 135 charter service company since 1985. The company is



Delaware's only state-approved helicopter training facility. Speed said the addition of the helicopter program will provide a boost for the aviation program, which operates from an airport near Dover. The program means helicopter training will become an option in the professional pilot concentration of its Bachelor of Science in Aviation Program..

DSU aviation students can choose between flight training on fixed-wing aircraft and/or on helicopters. The helicopter flight training will take place at the Horizon facility in Newark. The partnership also opens the door for military veterans to use their Department of Defense benefits to enroll in the program.

“For DSU, it begins what we expect to be a long and mutually beneficial partnership with a company that has a demonstrated track record of success,” Speed said. “This option broadens our ability to train future aviation professionals. It is another way that DSU can accommodate the expected future growth of the aerospace industry.”

“Horizon Helicopters is honored to be uniting in a flight training partnership with Delaware State University to offer civilians and veteran students the opportunity to include rotorcraft/helicopter certification as part of their bachelor's degree in aviation,” said Griffith. Aviation degree seekers can earn their licenses to become professional pilots or pursue the management side and become airport managers or air traffic controllers.

Dover Downs ekes out profit; New thrift store

Dover Downs Gaming & Entertainment, Inc. posted a small profit in the second quarter as competition continues to weigh heavily on the company.



A state commission is looking into ways to assist the industry, which has been hit hard by casinos in Maryland and Pennsylvania and a previous increase in the state's share of gaming revenues.

The General Assembly also came up with a \$8 million to assist the state's three racinos in the session that concluded at the end of June.

Net earnings for [Dover Downs](#) were \$491,000 compared with \$1,817,000 for the second quarter of 2012. The company's revenues for the second quarter of 2013 were \$50,048,000 compared with \$58,355,000 for the second quarter of 2012.

Gaming revenues were \$43,177,000 compared to \$52,331,000 for the second quarter of last year. The company said competition was largely responsible for the decline.

Other operating revenues improved 14.1% to \$6,871,000 for the second quarter of 2013. Occupancy levels in the Dover Downs Hotel were approximately 93% for the second quarter of 2013 and 2012.

The company saw improved room revenue during the quarter from convention business as well as from activity related to the Firefly Music Festival hosted by Dover International Speedway. Many rooms are "comped" to gaming customers. The hotel could also be aided by the closing of the Dover Sheraton, which has been leased to Delaware State University.

Denis McGlynn, CEO, stated: "This regional market remains extremely competitive. We

are hopeful that the recently formed Lottery & Gaming Study Commission established to examine the Delaware gaming industry will be productive, educational and beneficial to all industry stakeholders as the gaming industry deals with the changing operational environment. We are grateful the state has agreed to move forward with this review in light of this dramatically changed marketplace."

Community thrift store opens in Rehoboth

A new community thrift shop serving the residents of Sussex County just opened this past month on Route 1 behind Panera Bread next to Accents in Rehoboth Beach after signing a lease with NAI Emory Hill. The store provides gently used



Bailey

Continued on next page

Frontier Airlines inches closer to possible sale

From previous page

clothing, furniture, and household items at greatly reduced rates.

A high percentage (85%) of the profits are donated to local pre-determined organizations or individuals called associates that promote and cultivate equality.

One example is CAMP Rehoboth, which became the first associate. In return, these associates reach out to their memberships for volunteers and donations.

“Unfinished Business invests in human capital to face the challenge of being a catalyst for a positive social change in Sussex County,” according to their website. Ann Bailey, CCIM, the lead broker in NAI Emory Hill’s Lewes office on Coastal Highway, represented landlord Colonial East LP in the lease transaction of 2,190 square feet of retail space at 18389 Olde Coach Drive.

Frontier sale may be near

Frontier Airlines’ parent Republic Airways Holdings Inc. reported net income increased 23% to \$24.6 million for the quarter ended June 30.



The announcement came as news outlets reported that the long-awaited sale of the airline may be nearing. Frontier posted on its Facebook page that it could not comment, but later disclosed that a non-binding agreement had been reached.

The second quarter 2013 earnings compared to net income of \$20.0 million for the same period last year. Operating revenues totaled \$664.4

million, a decrease of 8.7% from the same period a year earlier. Republic CEO Bryan Bedford said, “Our process to sell Frontier continues and I am very pleased that we were able to reach tentative labor agreements with both our Flight Dispatchers and Flight Attendants, which remain subject to membership ratification. I am thankful for the continued professionalism and dedication of my 10,000 co-workers on behalf of our passengers.”

Republic, a feeder carrier to hubs of major airlines, has been attempting to spin off or sell Frontier, an international carrier that now serves five cities from New Castle Airport (ILG).

Republic passenger service revenue decreased \$56.1 million due to cutbacks at Frontier, which reduced the size of its jet fleet.

For the quarter ended June 30, 2013, Frontier

Continued on next page

Strong earnings for Bryn Mawr Trust parent

From previous page

posted pre-tax income of \$13.7 million, down slightly from \$14.1 million of pre-tax income for the quarter ended June 30, 2012.

Frontier's total revenues decreased 11.6% to \$327.6 million for the quarter, compared to \$370.7 million for the same period in 2012. As of June 30, 2013, Frontier operated 52 Airbus aircraft, compared to 58 Airbus aircraft as of June 30, 2012. All six aircraft were returned to lessors.

Republic Airways Holdings Inc., based in Indianapolis, is an airline holding company that owns Chautauqua Airlines, Frontier Airlines, Republic Airlines and Shuttle America. The airlines offer scheduled passenger service on more than 1,600 flights daily to 146 cities in the U.S. as well as to the Bahamas, Canada, Costa Rica, Dominican Republic, Jamaica, Mexico and Turks and Caicos Islands..

Strong earnings for Bryn Mawr Bank

Bryn Mawr Bank Corporation, parent of The Bryn Mawr Trust Company, reported net income of \$6.3 million for the three months ended June 30.

That compares to net income of \$5.3 million for the same period in 2012. The earnings set a record.



Contributing to the results for the three months ended June 30 were increases in wealth management revenues and net interest income, which were partially offset by increases in salaries and benefits expense, occupancy costs and other operating expenses.

For the six months ended June 30, 2013, net income was \$11.6 million was a \$1.2 million increase from the \$10.4 million recorded for the same period in 2012.

Ted Peters, CEO, said: "We are pleased with our continued strong quarterly results. The uptick in our net interest margin and the steady increase in wealth management revenues are encouraging signs." He added, "The acquisition of Davidson Trust and the First Bank of Delaware transaction, both in 2012, have been nicely accretive to earnings." On July 25, 2013, the board of the corporation declared a quarterly dividend of \$0.17 per share. The dividend is payable September 1 to shareholders of record as of August 6.

Brwyn Mawr Trust was [profiled in a story](#) in last week's edition of the Business Bulletin. The bank is poised to grow in Delaware with the planned acquisition of MidCoast Community Bank, Wilmington and its four branches. The transaction is valued at \$33 million. The bank currently operates a branch in north Wilmington.

Jake's Burgers eyes Middle East

[Jake's Wayback Burgers](#) has joined forces with Topaz MENA LLC, in working to add franchisees within 28 countries in the Middle East and North Africa. Topaz MENA is based in Saudi Arabia and the United Arab Emirates.



“We have spent a great deal of time listing, short listing and evaluating dozens of brands through shows, consultants and directly, but Jake's Wayback Burgers proved to be most attractive,” said Alieedan. “We

believe in the brand's deeply rooted history and because of its flexibility, cost efficiency, quality and menu range, we are confident it will quickly become a franchise leader in the MENA region.”

Jake's was founded in Newark in the early 1990s. Its original location remains in operation on Ogletown Road, just outside the city. The company expanded in Delaware and elsewhere and is now based in Connecticut.

Topaz MENA's top managers are Omar Babaker, chairman, Abdulrahman Alieedan, vice chairman, and Yasser Ibrahim, CEO.

The trio has over six decades of combined experience with brands such as Cinnabon, Seattle's Best Coffee, Pizza Hut and Burger King in the region.

Jake's Wayback Burgers was first introduced in June 2012 to Alieedan by Yendy Khayat, managing director of The Franchizery, a franchise consulting firm based in the United Arab Emirates. The Franchizery assists Topaz MENA in finding the right partners in the Middle East and North Africa.

After becoming acquainted with Jake's Wayback Burgers, Topaz MENA recruited franchise expert, Ibrahim, who developed 270 Burger King restaurants in the region. As CEO, Ibrahim is responsible for all aspects of franchisor and sub-franchise operations.

Jake's Wayback Burgers operates in 22 states and operates in more than 70 locations with a plan to triple its number of locations sold by the end of 2013. The franchise has seen four consecutive years of system-wide sales increases.

For more information about franchising and Jake's Wayback Burgers visit <http://waybackburgers.com/franchising>.



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Cecil County Enterprise Zone renewed expanded

[The Maryland Department of Business and Economic Development](#) (DBED), has approved the expansion and renewal of the Enterprise Zone in Cecil County. The announcement was made by Gov. Martin O'Malley.




The Cecil County Enterprise Zone was approved for re-designation, as well as expansion, and will add 55 acres for a total of 4,334 acres. The zone includes the Upper Chesapeake Corporate Center, the Elkton Business Center, Triumph Industrial Park, Broadlands Business Park, North East Commerce Center, Peninsula Industrial Park, Principio Industrial Park and the Perryville Industrial Park.

The expansion is designed to help Cecil County increase its employment base, encourage

expansion of existing businesses, increase the tax base and decrease its dependence of employment base on surrounding jurisdictions, according to the announcement from the state.

“The Enterprise Zone designation is a vital incentive for Cecil County, said Cecil County Office of Economic Development Director Lisa L. Webb. “It has been proven effective in creating job opportunities and encouraging capital investment in our community. We are pleased to have this re-designation that positions Cecil to be more competitive, strengthening our growth corridor as Maryland’s Gateway to Innovation.”

The Maryland Department of Business and Economic Development approves the state’s Enterprise Zones, while local governments are responsible for their administration. Businesses operating within an Enterprise Zone may be eligible for a tax credit towards their state income tax filings based upon the number of new jobs created, and a tax credit on their local real property taxes based upon their overall capital investment into a property. 



Victory to open brewpub in Kennett Square

Victory Brewing Company has signed a lease with Kennett Square Realty to develop a brew pub, with on-premise brewing and takeout beer in Kennett Square, Pa.

“The announcement is a culmination of nearly a year’s worth of planning and effort, and we couldn’t be more excited than we are today to finally confirm for our excited fans, who have been asking, that yes we are in fact headed to Kennett,” said Matthew Krueger, vice president of Retail Operations.

The nation’s 26th largest craft brewery, [Victory’s](#) second brew pub location will occupy 8,234 square feet of the bottom floor of a four-story, luxury apartment building in Kennett Realty Group’s latest upscale town home, apartment and retail community, Magnolia Place. Kennett Realty is owned and operated by the Pia Group, which also owns Kaolin Mushroom Farms Inc. and South Mill Mushroom Sales.

“We could not have found a better partner than the Pia family, a group that shared - and are now helping us realize - our vision to bring Victory to Kennett,” Krueger. His sentiments were echoed by Mike Pia, Jr., developer with the Kennett Realty Group.

“Victory’s mission to provide high quality food, a family-friendly environment, and of course, delicious craft beer, all with a focus on community, ethics and environmental stewardship, made them an ideal partner for this project,” said Pia. “We’re looking forward to the exceptional experience they’ll bring to the community of Magnolia Place and the greater Kennett Square area.”



Called Victory at Magnolia, the location will have a 250-seat restaurant with space for outdoor dining, and include a chef inspired menu, featuring some of the company’s dishes, including their Hand Tossed Pretzel and Wings of Victory. The space also will be equipped with a five-barrel brew house to keep new, site-specific brews, as well as Victory’s mainstays.

Victory at Magnolia is targeted to open in the second quarter, 2014. The brewery also is finishing construction on its second production brewery in Parkesburg, Pa. The brewery is expected to go into operation this fall.



Sewer bill assessment ordered in Artesian Water service area

In response to a preliminary audit, New Castle County Executive Tom Gordon has ordered a comprehensive assessment of all county sewer bills to test for inaccuracies that stemmed from Artesian Water's billing conversation.

"We're a team here," County Executive Gordon told County Auditor Bob Wasserbach at a meeting. "We'll address this and do better going forward. If anyone was overbilled, we'll make them whole."

New Castle County sewer bills are based on the water consumption of customers. The County purchases data from the local water companies in order to calculate people's sewer bills.

Other water companies have billed customers on a quarterly basis. Wasserbach initiated the audit, since Artesian, which has 70,000 customers, went from a quarterly billing cycle to a monthly billing cycle. The County Auditor believes some sewer customers may have been overbilled or under billed.

Gordon and Chief Administrative Officer David Grimaldi directed Chief Financial Officer Mike Coupe to have the Department of Finance recalculate sewer bills to ensure no one was overbilled or underbilled.

As part of that process, Deputy Chief Administrative Officer Jim McDonald and Accounting and Fiscal Managers Ed Milowicki and Denny Harman met with top Artesian officials to determine how to reexamine water meter data.

At that meeting with Artesian, it was agreed that New Castle County would recalculate the water data, and McDonald assigned that task to Information Systems Manager Tom Peralta.

Grimaldi said he anticipated that the recalculated sewer bills would be ready within three weeks.

In the meantime, anyone with questions about his sewer bill can write to a special email address, sewerhelp@nccde.org.




Acorn business gets \$1+ million grid order

GridSense, an [Acorn Energy](#) company, announced an order for 700 units of GridSense's Distribution IQ and Line IQ. The system is enabled by Grid InSite software. The order is valued in excess of \$1 million.

[GridSense](#) technology monitors electric transmission lines and equipment as part of efforts to build a more reliable "smart grid." The company is based in Sacramento, Calif. Acorn is based near Wilmington.

GridSense has secured this order from a major Southeast Asian national utility based on a partnership with a regional smart grid company.

The current order represents another conversion of a pilot program to an initial commercial order involving 700 units. In the first quarter of 2013, GridSense finalized shipment of an order in excess of \$750,000 for a western US utility. The company currently has 46 pilots.

Acorn CEO John Moore stated in connection with this order: "Electric grid reliability is essential for the continued economic expansion of the customer's country. We are excited to be in on the ground floor of the modernization of the electric grid of this emerging nation. 

Christiana Care does well in U.S. News ranking

Christiana Care Health System has been ranked one of the nation's best hospitals by U.S. News & World Report.

In its annual Best Hospital edition, the publication places Christiana Care's Department of Obstetrics and Gynecology among the top 50 hospitals nationwide in the specialty of Gynecology.

The publication evaluated nearly 5,000 hospitals and [Christiana Care](#) was one of just 147 - or 3 percent - to make the list.

"Making the Best Hospital ranking is a tribute to all our doctors, nurses and front-line staff who partner with our patients and their loved ones in their care," said Robert Laskowski, M.D., Christiana Care Health System's CEO. "Through their dedication and compassion we are transforming care and providing greater quality and value to the patients we are privileged to serve."

The publication evaluates hospitals in 16 adult

specialties. In most specialties, it ranks the nation's top 50 hospitals and recognizes other high-performing hospitals that provide care at nearly the level of their nationally ranked peers.

U.S. News recognizes about 15 percent of all hospitals for their high performance as among their region's best.

Community service honored

Prudential PenFed Realty's Elkton office announced Linda McKinnon was honored for her community service efforts.

On July 18, during the annual Cecil County Board of Realtors Awards program, McKinnon received the board's Community Service Award. This award is given to a Realtor with an outstanding record of community service.

"Linda is a phenomenal volunteer and an outstanding real estate agent. We are so proud of



McKinnon and Wildey.

Linda's dedication to the projects she works on and for all of the time and energy she has spent helping others less fortunate. We continue to support her in all of her endeavors," said Paul Wildey, managing broker of Prudential PenFed Realty's Elkton office.

McKinnon is actively involved with several community organizations benefiting children and veterans and their families.

Delaware Tech to hold Kent Economic Summit

Delaware Technical Community College will hold its Fifth Annual Kent County Economic Summit – an open forum for local government officials, community, education and business leaders and citizens to network and discuss key issues affecting Kent County’s economic future – on Tuesday, Sept. 24 from 8 a.m. to 12:30 p.m. Registration and continental breakfast starts at 7:15 and lunch follows the program at 12:30.

The event is presented in collaboration with the Central Delaware Business and Entrepreneurship Consortium. This year’s speakers include Alan B. Levin, secretary, Delaware Economic Development Office; Edwin Kee, secretary of agriculture; James G. Waddington, director of economic development, Kent County; and William G. Neaton, economic development executive director, City of Dover.

To register or become a sponsor, contact Corporate and Community Programs, at (302) 857-1400. Online registration is available at <http://www.dtcc.edu/economicsummit>. 

Add us to your business tool kit



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

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Cyber attack exposes personal info at University of Delaware

The [University of Delaware](#) has reported a cyber attack that accessed files with confidential personal information of current and past employees, including student employees.

The attack led UD to offer free credit monitoring to those affected. Response to the offer was so great that it apparently slowed down the site of the company handling the work.

According to a statement from UD, some email messages from Kroll Advisory Solutions (the company offering the monitoring) are being diverted into recipients' spam, junk or trash folders. In addition, the volume of traffic on the Kroll website was high on Tuesday and the company is working to address the issue. Those attempting to access the site reported slow response and crashes.

Kroll's licensed investigators are available from 9 a.m. to 8 p.m., Monday through Friday, through Aug. 30. After Aug. 30, telephone hours are 9 a.m.-6 p.m., Monday through Friday, the release stated.

Those affected were reminded that the coverage extends three years from the date of notification and have six months to enroll in the free service.

Those affected can contact Kroll Advisory Solutions, call 1-877-309-0016.

UD reported that a criminal attack on one of the university's systems took advantage of a vulnerability in software acquired from a vendor. The software was identified as Struts2, which had a tie to an online bill-paying system, the university confirmed. UD has not announced that student information was stolen. However, students who also worked for the university were part of the 72,000 affected.

UD has sent notification letters to more than 72,000 affected persons and offered free credit monitoring. Approximately one-third of those affected have active UD email accounts and will have received an email notification as well. The confidential personal information included names, addresses, UD IDs (employee identification numbers) and Social Security numbers.



UD is working closely with the FBI and Mandiant, a leading private computer security firm, on the issue.

The university is also investigating the scope of the attack. While the forensic investigation is underway, the university is taking steps to protect itself from future cyber attacks, according to a release announcing the attack.

The university then retained the services of Kroll, a risk mitigation and response that will provide free credit monitoring services to the employees whose information was compromised.

Affected individuals who want to take advantage of the services will receive instructions on how to do so in a letter.

UD's IT Security Response website is offering information on the attack and answers to frequently asked questions. The site will be updated as more information becomes available.

For more information on the IT security breach, visit <http://www.udel.edu/it/response/>.



Delmarva Power Energy challenge school winners named

During the previous school year, Delmarva Power launched a pilot program, the Delmarva Energy Challenge, to 56,000 eligible residential customers in the Wilmington area.



“The success of this year’s Energy Challenge was a testament to the popularity of social gaming and the peer to peer influence driving the competitiveness among schools and their supporters as evidence by the more than 2,000 participants throughout Wilmington,” said Charles Dickerson, vice president of Performance Management and Support Services Pepco Holdings, Inc. “This is one of the first programs of its kind, offering valuable energy education to our customers and amazing incentives for our community.”

The Energy Challenge was open to Delmarva Power residential customers residing in eligible Wilmington zip codes (19801-19806) that weren’t enrolled in other pilot programs such as Green

Power or Net Metering, and the Peak Energy Savings Credit Program and made possible because of Smart Meter technology. The contest ran from October 1, 2012 until May 31, 2013.

“Delmarva Power is committed to helping our customers manage their energy use,” said Gary Stockbridge, regional president of Delmarva Power. “The Delmarva Challenge was a fun and easy way to get engaged in thinking about energy use and become empowered to manage energy consumption while supporting a great cause... education,” Stockbridge said.

Leukemia golf benefit

The Leukemia & Lymphoma Society® (LLS) will offer for a day of golf and networking in support of cancer research and patient services.

LLS volunteers Michele Tiberi and Belinda Jones, alongside their

Continued on next page

The Energy Challenge was a social networking based game that gave customers an entertaining way to compete with their friends and neighbors to save energy and win prizes for themselves as well as their favorite Wilmington, Delaware, K-12 public school. Customers that played on behalf of their favorite Wilmington school helped the following winners obtain thousands of dollars in prizes geared toward education and technology enhancement. Winners were:

- Grand Prize Winner \$10,000: Conrad School of Sciences
- Runner Up \$5,000: Highlands Elementary School
- Honorable Mention \$2,500 each: Warner Elementary School, Brandywine High School, Stubbs Elementary School and Delaware Military Academy

DSU takes over Sheraton building

Delaware State University has signed a lease with the owners of the former Sheraton Hotel and formally took over the building on July 28.

The sign for the former hotel on DuPont Highway has been removed.

The seven-story building, about one mile north of the university's main campus, has been renamed the DSU Living and Learning Commons.


DSU personnel from the areas of facilities, housing, information technology, public safety, finance and other university offices are now working get the building ready for student occupancy in the fall semester of this year.

The university is currently working with the city of Dover Planning Office to rezone the property from its current Commercial Recreational classification to Institutional Office.



DSU has control of the Sheraton hotel site and has removed the sign.

While the university is working through that process, the city has given DSU permission to house students in the Commons. The Commons will provide the university with additional residential space for students as DSU embarks on a plan to renovate and upgrade existing residential halls on campus. The facility will be used to house students while residential halls are being modernized over time.

The university entered into a \$12 million, 15-year lease agreement with the owners of the former Sheraton Hotel with an option to buy at any time after the end of the second year. 

NOT FOR PROFIT...

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logistics committee and Tiberi's employer Dingle & Kane, P.A., are currently planning their first annual charity golf tournament to benefit LLS annual Light The Night® Walk campaign.

The Charity Golf Outing will take place on Tuesday, September 24, 2013 at Cavalier Country Club near Newark.

Those interested can visit www.tournevents.com/LLS for more information or to register.

Light The Night is LLS annual and casual fundraising walk event held each fall.

LLS holds walks over September and October in approximately 185 communities across the United States and Canada.

Last year alone, the campaign raised more than \$50 million in Walk revenue across the country – including nearly \$290,000 Delaware.



Elkton company selected for 2nd stage program

An Elkton company was one of five selected to participate in Advance Maryland.

The Maryland Department of Business and Economic Development and the Economic Alliance of Greater Baltimore (EAGB) announced that [Aquafin](#) was selected from 21 applicants.

Advance Maryland is designed to support second-stage companies that are growth-oriented and have moved beyond the start up phase.

Aquafin offers products to repair, protect, waterproof and vapor proof concrete, masonry, brick, and stone..

Other companies selected were Amethyst Technologies (Baltimore County); MRE Technology Solutions (Annapolis); Unleashed Technologies (Columbia); and Parking Panda (Baltimore).

“Companies in the second-stage of growth represent a tremendous opportunity to create jobs and fuel expansion,” said Economic Development Secretary Dominick E. Murray. “We are pleased

to partner with the EAGB on this program – the state’s first economic gardening initiative – and want to congratulate all the companies that participated. We look forward to seeing some impressive results over the next year.”

In partnership with the National Center for Economic Gardening, EAGB and the state have established a regional network of research specialists that will be matched with the selected companies.

The research teams will begin interviews to identify each company’s business goals and will then provide each with an action plan focused on core business strategies and management, market research and competitive intelligence, internet presence and search engine optimization and data analysis using Geographic Information Systems.

The selected companies will then be monitored for one year to determine their progress.



“We are pleased with the response to the pilot program and we are excited about filling a much-needed gap in support for second stage companies,” said EAGB COO Jen Meyer.

Second-stage companies play a critical role in job creation and are an integral component in the prosperity and sustainability of local economies, according to a release.

Between the period of 1995 and 2009, second-stage companies represented nearly 11 percent of U.S. resident establishments, yet generated more than 36 percent of jobs and 38 percent of sales.

The Economic Alliance was created to serve as a not-for-profit economic development organization led by a partnership of regional business executives, elected government officials and leaders from higher education focused on fostering business retention and development, job creation, workforce development and new investment throughout the Greater Baltimore region. For more information, visit www.GreaterBaltimore.org.



Community Foundation welcomes board members

The Delaware Community Foundation welcomed seven new members to its Board of Directors. The new board members are:



Firment

Kelly E. Firment, the small business credit card product/strategy executive at Bank of America. She is responsible for managing the Small Business Credit Card suite of products, driving

the value propositions, short and long term strategies, product features and marketing strategies as well as developing new products and enhancements to meet market and customer needs. Among her previous roles with Bank of America, Firment has served as executive for Retail Banking.



Karibjanian

Nancy Karibjanian, vice president of Delaware First Media and an adjunct professor of communication at the University of Delaware. She is best known as the anchor of WHYY's former nightly news program "Delaware Tonight." Her broadcasting career includes anchoring, reporting, producing and news staff management.



Nicholson

Robert N. MacGovern, chief investment officer of Nuclear Electric Insurance Limited. His prior investment experience includes serving as chief investment officer for PartnerRe, director of treasury operations for the American National Red Cross, and as an equity portfolio manager at Foxhall Investment Management.

Donald W. Nicholson, Jr. is a financial advisor with Donald



MacGovern

W. Nicholson & Associates. He received a BSBA in finance from West Virginia University and is a certified financial planner and accredited asset management specialist. Nicholson currently serves as the president of The Next Generation – North of the Delaware Community Foundation.



Noble

Vice Chancellor **John W. Noble**, who was appointed to the Delaware Court of Chancery by Gov. Tom Carper in November 2000. He is a graduate of Bucknell University and the University of Pennsylvania Law School, where he was an editor of its law review and elected to the Order of the Coif. Following law school, he clerked for the Chief Judge of the U.S. District Court for the District of Delaware. From 1977 until his appointment, he was a principal with Parkowski, Noble & Guerke, P.A., in Dover.

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John Paradee, an attorney with Prickett, Jones & Elliott, P.A., in Dover. He practices in the areas of commercial litigation, commercial and residential real estate, and general business, corporate and administrative law. He was admitted to the Delaware Bar in December of 1989, the U.S. District Court for the District of Delaware in January of 1990, and the U.S. Supreme Court in April of 1997.



Paradee

Joan L. Sharp, founder of Life Strategies, LLC. Her philanthropic endeavors in the community include serving on the External Affairs Committee of Christiana Care and the board of the Delaware Art Museum.



Sharp

“We are so delighted to have these new directors on our board,” DCF President and CEO Fred

Sears said. “Their experience and wisdom will help guide the Delaware Community Foundation as we continue our work to make Delaware a better place to live and work.”

Eschenbrenner returns to Karins

Karins and Associates, a full service consulting firm that provides civil engineering, planning and surveying services in Delaware, Maryland and Pennsylvania, announced that **Donald W. Eschenbrenner** has returned as a Civil Engineering Designer.



Eschenbrenner

He previously worked with Karins and Associates for 10 years and has 27 years of experience as a Civil Engineering Designer and Drafter.

He has knowledge and understanding of Subdivision and Land Development Engineering. During his career, Don has worked for several engineering companies in Delaware and New Jersey. Eschenbrenner has worked as a project

manager and designer on numerous housing, shopping, office and industrial development projects in New Castle County.

His expertise and knowledge of engineering includes stormwater management, floodplain studies, erosion and sediment control, water, sanitary and storm sewer systems, site grading, subdivision street design and traffic noise Mitigation.

In addition to his design experience, Donald is an expert draftsman and proficient with AutoCAD Civil3D and MicroStation. He has knowledge of many computer software programs that are critical to the engineering field.

He has been a Certified Construction Reviewer since 1996 and is applying for a Delaware Professional Engineering license based on his current experience.

Founded in 1973, Karins and Associates is celebrating 40 years in business. The firm has offices in Newark and Seaford.



Newark officials see no need for meeting on data center

Newark officials do not see an immediate need for a meeting on a proposed data center and generation plant on the University of Delaware STAR campus.

[A story on the project](#), which could cost upwards of \$1 billion was first published by [DelawareBusinessDaily.com](#) and the Business Bulletin last spring. At the time, it was reported that the project was close to getting financing, but no further announcements have been made.

A few residents voiced concerns about the project at a City Council meeting and asked for a hearing on the proposal, according to published reports.

A release from the city noted that “plans have yet to be submitted to the city. Neither have environmental nor noise and other permit applications been submitted to DNREC, to the city’s knowledge.”

Developer of the project is the Data Center is a West Chester company that has been refining the concept of combining a secure data center with power generation at the site of the former Chrysler plant.

“At this time, Newark has only determined that a Data Center facility and some form of accessory power generation meet the zoning requirements of the Science and Technology Campus now located at the former Chrysler site,” Planning and Development Director Maureen Feeney Roser stated in the release.



Newark has spent much of its time with the company discussing power needs that would require relocation and improvements to the existing substation as well as provide increased reliability improvements to the southern area of the city, the release stated.

It is Newark’s intention to hold a public meeting, or meetings, when more firm information is available, according to the release.

City Manager Carol Houck says, “During the period that city staff have discussed the project with The Data Center representatives, their plans have been continually evolving.”

One key to the project would be an agreement with the Delaware Municipal Electric Corporation. Newark is the biggest member municipality in the electric group.

“Any agreement we enter into with The Data Center to purchase power must be in the best interest of all of our members and fit into our long term power requirements,” says DEMEC President Pat McCullar. “We have made this clear to both Newark and company representatives.” Contract negotiations also have yet to begin with Delmarva Power and an application has yet to be made to PJM for injection rights. Both of which may have a long queue for project review and approvals.

According to the News Journal, Amy Roe, a long-time critic of Newark utility operations, and Delmarva Power critic Rep. John Kowalko, spoke at the council session. Roe is a foe of natural gas fracking. Gas from that source would be used at any plant.

Bloom fuel cells, now being built on the STAR campus, would not be used.



WSFS reports strong second quarter earnings

[WSFS Financial Corp.](#) reported a sharp increase in net income in the second quarter. The Wilmington company reported \$10.9 million in net income for the second quarter of 2013. That compares to net income of \$9.7 million for the first quarter of 2013, and net income of \$7.3 million in the second quarter of 2012.

The bank has built momentum in a market still dealing with the buyout of Wilmington Trust by M&T. While the merger went smoothly, such transactions provide opportunities for banks like WSFS to gain customers.

Net income for the first six months of 2013 was \$20.6 million up from \$13.8 million for the same period in 2012. Earnings per share were \$2.18 per diluted common share in the first six months of 2013, a 55% increase over the \$1.41 per diluted common share reported for the first half of 2012.

“Our second quarter results reflect the acceleration of positive trends over the last year. We continue to achieve revenue growth in both net interest income and non interest income as we build our banking, wealth and ATM businesses, by optimizing our strategic investments made in the recent past, WSFS CEO, Mark Turner, said. “This

quarter, we also enjoyed strong lending growth, particularly in our commercial portfolio, reflecting steady momentum in growing market share. This growth and improved balance sheet mix, combined with other initiatives, further improved our net interest margin in a tough environment, and

bolstered net interest income from prior quarter levels.

Turner said the wealth businesses continued to add customers and Cash Connect, the ATM business also grew. 



'7s' promise family fun

The newest entry in the NBA Development League will bring two dozen home games to Newark, beginning in November.

Aaron Moszer, president of the [Delaware 87ers](#), said the new team will bring an entertaining brand of basketball at the Bob Carpenter Center on the University of Delaware campus, with plenty of slam dunks and not too much defense.

The 87ers or '7s, are owned by the Philadelphia 76ers. It's part of a trend toward NBA teams owning Development League franchises. The affiliation will also bring "the second best basketball in the world" as players looking for NBA roster spots play in Newark.

Moszer said the team will also become active in the nonprofit community in Delaware. Moszer spoke at an event in Newark that introduced the 87ers, or the 7s, to potential season-ticket holders.

Also on hand to promote the team was 76ers broadcaster, retired NBA veteran and Drexel University standout Malik Rose. First to buy a season ticket was Newark Mayor Vance Funk, who said he was excited to see the team come to Newark. Funk noted that his roots are in basketball-crazy Indiana. Moszer said the team will hold small-scale events, but will also have upcoming announcements that will raise the profile of the 87ers. For ticket information, [click here](#).



At left: Carroll Amoroso of Newark Chrysler, Dodge, Jeep shows off a '87ers shirt. At top, team president Aaron Moszer and Malik Rose. At right, Newark Mayor Vance Funk and Moszer, right.



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

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424 ASSOCIATES L P 1201 N ORANGE ST STE 700 WILMINGTON, DE 19801-1186

44 AASHA HOSPITALITY ASSOC LLC HILTON GARDEN INN-DOVER 1706 N DUPONT HWY DOVER, DE 19901-2219 COMMERCIAL LESSOR

44 NEW ENGLAND MANAGEMENT CO SHERATON WILMINGTON SOUTH HOTEL 365 AIRPORT RD

44 NEW ENGLAND MANAGEMENT CO INN AT WILMINGTON 300 ROCKY RUN PKWY WILMINGTON, DE 19803-1515

44 NEW ENGLAND MANAGEMENT CO COURTYARD BY MARRIOTT-WILMINGTON 320 ROCKY RUN PKWY WILMINGTON, DE 19803-1515

4490 PROPERTIES LLC 501 MARKET ST BRIDGEVILLE, DE 19933-1156

4S REALTY, LLC 17 AUSTIN RD WILMINGTON, DE 19810-2202 COMMERCIAL LESSOR

4TH AND UNION REALTY ASSOC. LLC 305 N UNION ST FL 2 WILMINGTON, DE 19805-3431

5 M INVESTORS LLC 4009 S DUPONT HWY DOVER, DE 19901-6005

50 MUCULLOUGH DR LLC 533 ROGERS RD NEW CASTLE, DE 19720-1323

501 SOUTH WALNUT ST ASSOC LLC 501 S WALNUT ST WILMINGTON, DE 19801-5286

501 TAH, LLC 501 CHURCHMANS RD NEW CASTLE, DE 19720-3154 COMMERCIAL LESSOR

501ZD LLC 13 DRBA WAY NEW CASTLE, DE 19720-3129 COMMERCIAL LESSOR

5356 ASSOCIATES LLC 831 E 28TH ST WILMINGTON, DE 19802-3606

5511 KIRKWOOD HWY LLC 5511 KIRKWOOD HWY WILMINGTON, DE 19808-5001

5609-5621 DUPONT HIGHWAY LLC. 34 INDUSTRIAL BLVD NEW CASTLE, DE 19720-2091 2013600376

5802 KENNETT PIKE LLC

5802 KENNETT PIKE WILMINGTON, DE 19807-1116

600 HOLDING CO 4185 KIRKWOOD ST GEORGES RD BEAR, DE 19701-2272

601 DELAWARE AVE LLC 601 DELAWARE AVE WILMINGTON, DE 19801-1462

603 INC 4185 KIRKWOOD ST GEORGES RD BEAR, DE 19701-2272

605 MARKET LLC 322 A ST STE 300 WILMINGTON, DE 19801-5354 COMMERCIAL

607 BRITTANY CIRCLE, LLC 607 BRITTANY CIR TOWNSEND, DE 19734-9056

618 G P WAREHOUSE LLC 300 MCINTIRE DR NEWARK, DE 19711-1800

627 MARKET LLC 322 A ST STE 300 WILMINGTON, DE 19801-5354 COMMERCIAL LESSOR

7 ELEVEN EMPLOYEES TRUST THE 601 S FIGUEROA ST FL 44 LOS ANGELES, CA 90017-5704

700 FRENCHTOWN LLC 1400 JOHNSON WAY STE B NEW CASTLE, DE 19720-8125

700 NORTH KING LLC DOUBLETREE WILMINGTON

DOWNTOWN 700 N KING ST WILMINGTON, DE 19801-3504

701 PORT LLC 761 GRANTHAM LN NEW CASTLE, DE 19720-4801

701-703 KING ST ASSOCIATES LLC 701 N KING ST # 703 WILMINGTON, DE 19801-3503

70198 WASHINGTON ASSOCIATES LLC 701 WASHINGTON ST NEW CASTLE, DE 19720-6046

706 INVESTMENTS LLC 1309 VEALE RD STE 20 WILMINGTON, DE 19810-4609

71 HOLDING CO 4185 KIRKWOOD ST GEORGES RD BEAR, DE 19701-2272 COMMERCIAL LESSOR

710 DAWSON LLC PO BOX 7595 NEWARK, DE 19714-7595

711 MARKET LLC 322 A ST STE 300 WILMINGTON, DE 19801-5354

712 WEST STREET ASSOCIATES 712 N WEST ST WILMINGTON, DE 19801-1524 COMMERCIAL LESSOR

730 MARKET LLC 322 A ST STE 300 WILMINGTON, DE 19801-5354

747 ASSOCIATES LLC 602

PEAR ST DOVER, DE 19904-2832

780 ASSOCIATES LLC 780 DAWSON DR NEWARK, DE 19713-3414

800 WOODLAWN INC PO BOX 3862 WILMINGTON, DE 19807-0862

801 LLC 801 W NEWPORT PIKE WILMINGTON, DE 19804-3260

801 PARTNERS LLC 204 W SIDE DR REHOBOTH BCH, DE 19971-1307 COMMERCIAL LESSOR

804 LLC 3422 OLD CAPITOL TRL WILMINGTON, DE 19808-6124

811 MARKET LLC 322 A ST STE 300 WILMINGTON, DE 19801-5354

815 MARKET LLC 322 A ST STE 300 WILMINGTON, DE 19801-5354

817 MARKET LLC 322 A ST STE 300 WILMINGTON, DE 19801-5354

819 PARTNERSHIP LLC 819 N WASHINGTON ST WILMINGTON, DE 19801-1509

821 MARKET ST LLC 322 A ST STE 300 WILMINGTON, DE 19801-5354

823 MARKET LLC 322 A ST STE 300 WILMINGTON, DE 19801-5354

830 DAWSON DR ASSOC LLC 830 DAWSON DR NEWARK, DE 19713-3416

831 MARKET LLC 322 A ST STE 300 WILMINGTON, DE 19801-5354

837 MARKET LLC 322 A ST STE 300 WILMINGTON, DE 19801-5354

839 MARKET LLC 322 A ST STE 300 WILMINGTON, DE 19801-5354

9-10 TROLLEY SQUARE LLC 1100 LOVERING AVE WILMINGTON, DE 19806-3273

900 INTERCHANGE LLC INTERCHANGE BUSINES PARK 900 INTERCHANGE BLVD NEWARK, DE 19711-3563

901 MARKET LLC 901 N MARKET ST STE 460 WILMINGTON, DE 19801-3013

906 S MARKET STREET INC 906 S MARKET ST WILMINGTON, DE 19801-5245 COMMERCIAL LESSOR

911 N MARKET ST WILMINGTON, DE 19801-3001 912 REALTY, LLC

37 GERMAY DRIVE 37 GERMAY DR WILMINGTON, DE 19804-1104



Smash and grab suspect; Image released of man near fire

A 33-year-old Claymont man was arrested after being linked to three smash and grab burglaries.



Kleb

Robert W. Kleb was apprehended by State Police detectives at his home.

The first incident occurred during the evening of July 1 at Global Express, 2803 Philadelphia Pike. An employee was working in the rear of the closed shipping store and noticed a male, later identified as Kleb, pulling on the business's doors. The suspect was wearing a mask and gloves. After pulling on the locked doors, the suspect picked up a piece of concrete and walked towards the front glass doors of the business. The store employee interrupted Kleb, who fled the area.

A man, again wearing a mask, returned to the same business at approximately 5:30 a.m. on July 4. He threw a large rock through the front glass doors of the business. Once inside, he reportedly stole several packages of cigarettes, and fled.

On July 16 at 3:30 a.m., a suspect shattered the front glass door of the Asia Grocery and Halal Meat Store, 2815 Philadelphia Pike. The man entered the store, removed cartons and packages of cigarettes and fled.

After apprehending Kleb at his residence, detectives charged him with three counts of wearing a disguise during the commission of a felony, two counts of burglary third degree, attempted burglary third degree, two counts of possession of burglar tools, two counts of theft under \$1,500, attempted theft under \$1,500, and two counts of criminal mischief under \$1,000. Kleb was released on \$36,200 unsecured bail.

Fire Marshal releases photo

The Delaware State Fire Marshal's office is seeking information on an individual caught on camera at about the time of the fire that destroyed the Fairways Inn topless bar near Smyrna. The office released images of the individual on Monday.

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 investigators are asking for the public's help in identifying the individual or clothing. The photographs were taken from security surveillance cameras at the bar just prior to the discovery of the fire.

Any one that may recognize the subject or the subject's clothing is asked to contact fire marshals at the Office of the State Fire Marshal (302) 739-4447 or Crime Stoppers at (800) TIP-3333. 