



Doug Rainey's

# business bulletin

Your weekly electronic business journal

Issue No. 29  
August 14, 2013



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# AXALTA INVESTS \$5 MILLION IN LOCAL RESEARCH CENTER

**A**xalta Coating Systems, a global supplier of liquid and powder coatings, has invested \$5 million in a new pilot reactor that has begun operations to support coatings polymer research and scale-up activities at its Coatings Technology Center (CTC) near Wilmington. The center is at the DuPont Experimental Station.

*An illustrated time line of Axalta and the coatings industry, page 2*

[Axalta](#) is the former DuPont coatings operation. The company is based near Wilmington and is part of the Carlyle Group, a leading investor in industrial companies. Carlyle paid for \$4.9 billion for the DuPont business.



The reactor system is coupled with a complete process automation and control system to enable precise control of ingredient amounts and process conditions such as temperature and pressure.

**Continued on next page**

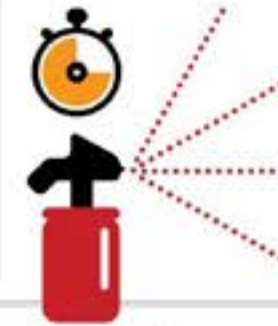


**1866:** Herberts, the original producer of Standox® paint products, is founded. Today, **Standox®** is among the world's leading producers of vehicle refinisher systems.

**1882: Spies Hecker®** is founded, with its first facilities in London and Cologne.



**1904:** Breakthroughs in enamel technology make it possible to add color pigments to paint for the first time.



**1923:** The automotive industry takes on an entirely new life when the first color paints are used on cars. Advances in the manufacturing of nitrocellulose lacquer make it possible to apply paint with spray guns (instead of by hand) while also cutting paint-drying times down from days to hours.

OVER  
**145**  
YEARS OF INNOVATION

Axalta is a high-technology company backed by a century and a half of product innovation and thought leadership.



**1929: Dulux®** alkyd enamel coatings take advantage of new baking and curing technologies, making them more resistant and durable.

**1935:** The first mixing-machine tinting system is developed, leading to greater accuracy, productivity and quality.



**1948:** Our ColorMaster™ colorimeter is commercialized, improving color design and matching for OEMs and refinishers alike.

**1957:** Our scientists develop the first L,a,b color cube root equation for color, which becomes part of the foundation of modern color science.



**1970: Imron®** polyurethane enamel is introduced, bringing brilliant coatings to transportation vehicle manufacturers around the world.

**1972: Alesta®** powder coating is launched, providing decorative finishes for customers in new industries.



**1980:** The first waterborne OEM coatings are introduced in North America, featuring lower VOC levels and a reduced environmental impact.



**1984:** The debut of Voltatex®, the world's first insulation coating to deliver faster hardening and better handling.

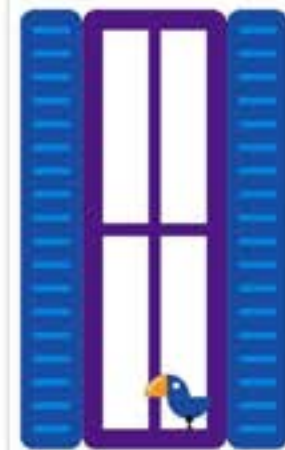
**1990:** First spectrophotometer instrument introduced in the market.

**1992:** Our **Cromax®** waterborne refinish basecoat offers improved appearance while meeting more aggressive environmental goals.



**1999:** A big year gets even bigger when we become the **largest automotive coatings company in the world.**

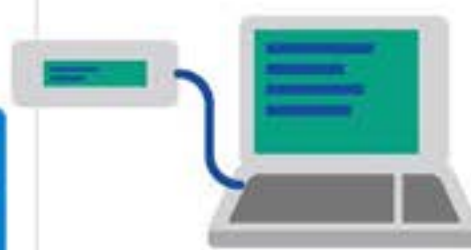
**2001: VINdicator®**—the world's first technology to use a vehicle's identification number to match a vehicle's color—is introduced to improve refinish processes all over the world.



**2007:** Our EcoConcept paint technologies are launched, making it possible for OEMs to reduce the number of coating applications.



**2011:** Acquire Plus EFX™ is created. This advanced **spectrophotometer** looks deep into a paint film to gather color and flake characteristics that are the key to better color matching.



**2013:** DuPont Performance Coatings becomes Axalta Coating Systems, the leading global company fully dedicated to coatings.





# Axalta adds pilot plant to Wilmington tech center

## Continued on next page

The expansion will enhance product development capabilities and accelerate the manufacture and introduction of the next generation of polymers that offer improved performance properties to meet customer expectations. The polymers produced from the pilot reactor can be used for both traditional solvent based and more environmental friendly water based coating products, according to a release.


“Coatings are about appearance and performance,” said Axalta CEO Charles Shaver. “Our goal is to provide our customers with the best possible coatings, ones that will cure faster, adhere better, offer the latest colors and be more durable than any others on the market.”

The new pilot reactor aids in the advancement of a variety of polymer technologies . Formulations that work in a laboratory environment may not necessarily transfer consistently to full scale production. The pilot reactor, also known as a semi-works facility, is a small scale manufacturing system that allows new

polymer formulations to be produced in a way that fully mimics full scale production, according to the release.

“Our reactor in Wilmington will enable us to manufacture and test new polymer concepts quickly with lower cycle times and bring them to market faster than before,” said Panos Kordomenos, senior vice president for research & development at Axalta.

The CTC is Axalta’s global center for research and development, including the work performed by its specialized polymer technology team. The new facility will complement existing Axalta polymer research capabilities in Europe, Asia Pacific and Latin America, providing state-of-the-art polymer production scale-up resources that will enable the development of future polymer technologies for customers around the world, the release stated.

Axalta Coating Systems serves automotive, transportation, general industrial and selected architectural and decorative customers. 



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# PORT REACHES AGREEMENT WITH DOLE

**D**iamond State Port Corporation and Dole Food Company reached an agreement in principle, calling for the produce giant to use the Port of Wilmington for the next 15 years. The current agreement was set to expire in 2015.

The agreement remains subject to negotiation of final documentation and approval by the boards of both [Dole](#) and [Diamond State](#). The agreement would give Dole two options for 10-year extensions.

Paulsboro, N.J. had been working to attract Dole to its river port.

“We are pleased that Dole has agreed to stay in Delaware and remain an important part of the Port of Wilmington,” said Alan Levin, chairperson of the Diamond State Port Corporation. “Dole had other options for its business, but keeping Dole in Wilmington is a priority for the port and we worked hard to reach terms that would do that. This is a very competitive industry and our agreement reflects that.”

It was feared that the loss of Dole would lead



to the flight of other shippers from the port. The General Assembly had earlier approved new crane equipment for the port. Levin said the equipment, built in Europe, will take 18 months to two years to build and install at the port. Further improvements for the port will be undertaken in partnership with the Delaware General Assembly, Levin said.

Levin said the fact that Dole had operations in place at the port and Paulsboro did not worked in favor of Delaware. While feasible, building facilities from scratch within two years presented a challenge, Levin said.

“Dole is pleased that we will continue to do business in Delaware for many years to come,” said Stuart Jablon, vice president of operations for Dole Fresh Fruit. “The agreement in principle that we have reached will enable Dole to remain

competitive and position it well for future growth.”

“Dole is a big part of our port family,” said Gene Bailey, executive director of the DSPC. “We are grateful for the support of the governor and the General Assembly, which has allowed us to make the capital improvements we need to make to keep Dole and remain competitive with ports on the Delaware River and throughout the region.”

Dole has used the Port of Wilmington since 1982 and is the port’s largest customer. Dole imports bananas, pineapples, other tropical and deciduous fruit, and exports forest products and general cargo. It leases 37.5 acres at the port and its vessels make about 52 vessel calls annually.

Dole Food Company, Inc., with 2012 revenues from continuing operations of \$4.2 billion, is one of the world’s largest producers and marketers of fresh fruit and vegetables.

The port is a top gateway for imported perishable cargo and operates the largest on-dock cold storage complex in North America. The seaport is responsible for 4,300 jobs annually generating \$365 million in business revenue. The port is owned and operated by the Diamond State Port Corp., a corporation of the State of Delaware.



# Bryn Mawr, MidCoast merger deal called off

**B**ryn Mawr Bank Corporation and [MidCoast Community Bancorp, Inc.](#) have dropped a \$33 million merger that was announced in the spring

The costs of walking away from the agreement will be borne by each bank without penalty.

Brwyn Mawr, which was profiled in a [recent edition](#) of the Business Bulletin, has enjoyed [strong earnings](#) and was looking to expand its presence in Delaware after last year acquiring some assets of the former First Bank of Delaware. It continues to operate a former First Bank branch office under the Bryn Mawr Trust name in north Wilmington and also has wealth management operations in the state.

In the meantime, published reports indicated that James Ladio, CEO of MidCoast, left MidCoast. An interim CEO of MidCoast has been named. He had been slated to run the MidCoast after

Brwyn Mawr acquired the bank. He was a founder of MidCoast, Delaware's newest bank.

The most recent Federal Deposit Insurance Corp. report showed that net income at MidCoast dropped by half, as of June 30, to \$326,000 when compared to the same period a year earlier. It also had \$558,000 in owned real estate (real estate that goes back to the lender) at the end of June of this year, when compared to none a year earlier, the FDIC report indicated.

Brwyn Mawr Trust is in the top tier of banks in terms of profitability and may not have wanted the acquisition to hinder that performance.

MidCoast has three branches in northern Delaware and one in Dover. The bank is headquartered on the Wilmington riverfront.




## *Perryville casino reverses long decline in revenues*

**T**he Maryland Lottery and Gaming Control Agency announced that [Hollywood Casino Perryville](#) reversed a decline in revenues as table game revenues showed strength.

Maryland casinos are becoming bigger players in the regional market, thanks to the addition of table games. Maryland Live Casino is now the largest casino in the region in terms of total revenue. Rival Pennsylvania has been seeing small declines in revenue after years of strong growth. Delaware has seen a sharp decline in gaming revenues.

The Perryville casino generated \$7,517,078 from both slot machines and table games in July. Gross gaming revenue for unit per day was: \$174.88 for slot machines, \$2,395.59 for banking table games and \$1,122.72 for non-banking table games. Hollywood Casino's July 2013 revenue increased by \$625,337 or 9.1% from July 2012. Hollywood Casino Perryville operates 1,158 slot machines and 22 table games. The facility debuted its table games on March 6.

The Casino at Ocean Downs generated \$5,826,335 in July, and its gross gaming revenue per unit per day was \$234.93. Casino at Ocean Downs' July 2013 revenue increased by \$71,919 or 1% from July 2012. The Casino at Ocean Downs operates 800 slot machines. 

## Delaware's solar leadership comes at a price

**I**n the past year or so, businesspeople and government leaders in Delaware have been attending groundbreaking and ribbon cuttings for new solar energy projects.



**Doug Rainey**

Thanks to the focus on the sun, the state ranks seventh in the nation with 69 solar watts per capita, according to a recent report from [Environment America](#).

The ranking should come as no surprise. The state has a mandate calling for renewable energy sources to make up 25 percent of the state's power mix by 2025. A separate provision calls for solar to make up 3.5 percent of the power mix.

The 3.5 percent requirement is resulting in big arrays of solar panels sprouting up in fields from Milford to Delaware City. As impressive as these arrays appear, solar has its limitations, since the sun

does not shine all the time and power has to be on around the clock.

Solar is also more expensive, although the cost gap has been reduced as the cost of solar cells declines and efficiency improves. Wind power is also part of the mix, although utilities have to buy that source of power from out of state.

As Delaware Electric Cooperative General Manager Bill Andrew told Newsworks' Mark Eichmann in a recent [interview](#) that electric power has to be available at an affordable cost to cover the variations of solar generation.

At present, that process includes natural-gas powered Bloom Energy fuel cells, which operate around the clock, but cost much more to operate than base load power plants. Delmarva Power customers end up paying an additional \$1.30 or so a month. The Bloom cells are also a reflection of the fact that Delaware now has access to an abundant supply of natural gas. That fuel is rapidly

replacing coal as the power source of choice.

In a relatively short period of times, the number of coal-fired units in the state will have dropped from 10 to one by the end of the year. In general, natural gas releases about half as much as carbon dioxide as coal and does not contain nasty pollutants such as mercury.

The source of the gas is the Marcellus Shale formations in Pennsylvania that have been unlocked with the use of hydraulic fracturing or fracking.

The latest power plant to ditch coal was the steam and power plant site in Dover. Owner NRG spent \$25 million to convert the plant from coal to a combined cycle natural gas plant.

At the end of 2013, another coal unit at the NRG Indian River Power Plant near Millsboro will

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## Natural gas boom offers chance to revisit utility costs

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shut down, leaving the Sussex County generation station with one coal unit. That unit will be one of the cleanest in the nation, thanks to more than \$300 million in scrubbing technology.

More gas-fired generation is slated to come on line when Calpine completes a natural gas-fired plant in Dover. Old Dominion, the wholesale electric cooperative that supplies Delaware Electric is moving ahead with a base load gas-fired plant in Cecil County, a short drive from the Delaware line.

It all seems to add up to a rosy outlook - except for one thing.

Based on Energy Information Administration data, Delaware ranks as the 13<sup>th</sup> highest priced state when it comes to electricity costs. That ranking automatically leads some current and potential employers to refrain from investing in the



**An array of solar cells at a newly opened project in Delaware City. Solar panels are now part of the landscape in the state, which has minimum requirements for the amount of solar power generated.**

state. Some of this cost disadvantage comes from geography. Delaware does not have dams with hydroelectric plants or coal mines.

A look at the map shows nearly all states in the region with high electricity costs. The Caesar Rodney Institute think tank pins part of the blame on the region's liberal leanings and a large number of Democratic governors. That's a political statement more than a science-based finding.

But as the state undergoes a painfully slow economic recovery, an argument can be made for reexamining the state's energy strategy. After all, Delaware has room for flexibility, given the dramatic reductions in power plant emissions.

The problem is that positions are entrenched, due to the controversy over climate change. Some see the stalemate as something akin to religious extremism with zealots on both sides shouting over one another.

In Delaware, those pushing for mandated alternate energy standards dominate the

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# Room for middle ground...

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discussion. But the alliance is an uncomfortable one. On one side are those who believe minerals should be left in the ground. On the other is the administration of Gov. Jack Markell who pushed for the reopening of the Delaware City Refinery, a move that saved at least a couple of thousand jobs. In return, the administration maintained strong support for retaining and even expanding energy mandates.

A similar split exists among those pushing for some changes in mandates. Many acknowledge climate change is a problem. Others see no problem at all and trot out obscure findings and take note of every cold day in the winter as evidence of a massive climate change conspiracy.


As Gov. Jack Markell heads into the final stretch of his last term, it would be an act of bravery to put the issue of alternative energy mandates on the table.

The goal would not be to abandon the progress made to date, but to somehow come up with a middle ground that would allow some relief or at

least stability when it comes to electric rates.

Complicating the issue further is the pressure felt by Delmarva Power to improve its aging utility infrastructure and build a system that can better withstand increasingly harsh bouts of bad weather. Those efforts are leading to a continuous round of rate increase requests that blunt the effects of stable or lower energy prices.

Finding a middle ground won't be easy. Delaware needs to continue to encourage residential users and small businesses to add solar panels, while reducing the risk of massive projects squeezing small players out of the solar credit market. Granted, Markell's already vocal detractors on the fringe would be livid. But in the battle for jobs in a global economy, a small state has to look for ways to remain competitive.

Doug Rainey is the editor of the [Delaware Business Daily](#). This column originally appeared at Newsworks.org. Email Doug [drainey@delawarebusinessdaily.com](mailto:drainey@delawarebusinessdaily.com) or follow him on twitter: <https://twitter.com/DougRaineyDe> 

## Trending this week

The most popular stories on our companion website, [DelawareBusinessDaily.com](#). Click on links below:

1. [Credit card skimmers found at New Castle Hess station.](#)
2. [Hearing on railroad crossing planned in July.](#)
3. [Farmers Market opens in Glasgow Park.](#)
4. [Work begins on Route 40 rail crossing in Bear.](#)
5. [Check out the Aug. 7<sup>th</sup> edition of The Business Bulletin.](#)
6. [Delaware State University to lease Dover Sheraton.](#)
7. [Business People – Aug. 7, 2013](#)
8. [Business bites: Governor in Switzerland; Shoprite expands in Glasgow.](#)



# WMDT TV station sold for \$9 million

**M**arquee Broadcasting, Inc. has reached an agreement to acquire the assets and operations of television station WMDT, Salisbury (channel 47) from Delmarva Broadcast Service, LLC. The DelmarvaNow website reported the sale price was \$9 million.

[WMDT-TV](#), affiliated with the ABC Television Network, broadcasts that network's programming, along with the station's news and other local and syndicated programming, on channel 47.1. It is also affiliated with the CW Television Network, and broadcasts CW-Plus programming and local programming on channel 47.2. In addition to its over-the-air high-definition broadcasting, WMDT is also distributed by cable and satellite providers.

The station went on the air in 1980, and has been owned continuously under the control of Delmarva Broadcast Service entities since 1982, initially operated by Joseph and Marion Brechner, and more recently by their son, Berl Brechner. The station has lived in the shadow of WBOC Channel 16 in Salisbury, which has a larger staff and some big-market features, such as a news helicopter. The station is part of the Delmarva holdings of the Draper family.

However, WMDT was able to remain a competitor, since it did not see multiple ownership changes and the associated debt - problems that have affected other media outlets in recent years.


TV stations are being hit by the same forces that have affected newspapers as more people get news and entertainment on the Internet. However, stations have not seen the same percentage of decline in local advertising and have built robust digital news operations. Stations in rural areas also see less penetration from cable TV.

WMDT reaches just south of the C&D Canal to Accomack County, Va. and across the Delmarva Peninsula from the Chesapeake Bay to the Atlantic. WMDT has about 60 employees.



Kathleen McLain has served as general manager for 17 years. The station's 1,000-foot-tall tower site is northwest of Salisbury. Its studio and offices are on the Downtown Plaza in Salisbury.

"We are thrilled to be entering television broadcasting with the acquisition of WMDT. As 30-year Maryland residents, we are looking forward to serving communities we know in Maryland, Delaware and Virginia," said Patricia Lane, president of Marquee Broadcasting, who along with her husband, Brian, are the company's principals. "The station has a strong and dedicated staff, has demonstrated a decades-long record of providing service and information for Delmarva viewers, businesses, and community organizations, and we anticipate building on that legacy." The Lanes live in Montgomery County, Md.

An application with the Federal Communications Commission for the assignment of the broadcast license to Marquee has been filed with the commission. Final approval of a license assignment from the FCC for this transaction, and closing of the sale, is expected in several months. 

# Utility cutoff scam costs cafe owners thousands of dollars

**D**elaware State Police are warning business owners about a scam that cost two Wilmington area restaurants thousands of dollars.

In the first incident on August 2, a male called a West Newport Pike restaurant. The man claimed to be from Delmarva Power and said the power to the business would be shut off if the past due electric bill was not paid within the hour.

The caller instructed a restaurant employee to purchase a Greendot MoneyPak card at a local store. After the employee put money on the card she provided the caller with the card information. The caller contacted her shortly thereafter, and advised that the card had not worked. The restaurant employee then purchased another card and provided the information to the caller. She later learned that the caller had withdrawn the money from the accounts on both cards, and that the caller was not associated with Delmarva Power.

The second incident occurred on August 8 when a Silverside Road restaurant was called by a male claiming to be a Delmarva Power employee. After being informed that the electric bill was past due and a shutoff was imminent, the restaurant owner purchased several Greendot MoneyPak cards and provided the caller with the cards information, allowing him to withdraw money from the cards' accounts. The next day the restaurant owner determined that the money had not gone to Delmarva Power.

Troopers said businesses should be skeptical of unexpected callers who request money. Never assume the caller is legitimate. Always obtain the business's phone number from a source other than the caller, and contact the business directly. Delmarva Power customers in New Castle County can call 1-800-375-7117 to check billing account status. Additionally, Delmarva Power does not contact past due customers by phone without first sending notice by mail.



If anyone has any information in reference to



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# Deadline near for rent-free retailing with Project Pop-Up

**D**owntown Delaware and the [Delaware Economic Development Office](#) have launched the second Project Pop-Up, which will offer commercial space, rent-free for three months to select entrepreneurs during the 2013 holiday season.

The goal is to offer these business owners a limited risk opportunity while also stimulating economic activity at several locations in participating communities statewide: Wilmington, Middletown, Dover, Smyrna, Milton and Milford.

“Whether you’re a home-based entrepreneur looking to move your business into a brick and mortar location, or an existing business owner considering expanding to a new space, we believe Project Pop-Up is for you,” said Diane Laird, DEDO state coordinator for Downtown Delaware. “Owners of businesses that took root during last year’s Project Pop-Up were highly encouraged by the community support they received, and we anticipate the same kind of camaraderie and collaborations in the communities chosen for this year’s program.”



Two success stories cited by the program from last year’s Project Pop-Up were First & Little, a baby boutique in Middletown owned by Amber Shader; and Little Posies Photography, a Milford-based business owned by Jenn White.

First & Little, an offshoot of Shader’s photography business, did extremely well during the 2012 holiday season after moving into a space at 49 W. Main Street.



**Project Pop-Up sites, in Wilmington, left and Milford. Delaware Economic Development Office photos.**

Shader’s business was also recently named “Best Baby Boutique in Northern Delaware” in Delaware Today’s recent “Best of Delaware” issue. Shader said she couldn’t have accomplished that feat without the help of Project Pop-Up.

“I really thought that my goal for my brick and mortar store was about two years down the pike. Project Pop-Up helped me achieve that goal much sooner,” Shader said. “If you’re a business that’s ready to take the next step - jump at the

**Continued on next page**



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opportunity. It's a great way to dip your toe into the water and test it out and see how it goes."

White said the business owners in downtown Milford have been extremely helpful since she opened Little Posies at 131 N.W. Front Street.

Thanks to the help of Project Pop-Up, both Shader and White signed long-term leases to continue doing business at their respective locations. Alan Levin, director of the Delaware Economic Development Office, said the state nurtures entrepreneurship from the very early concept phases through its support of programs like [Start It Up Delaware](#) and the Kauffman FastTrac Program.

"Project Pop-Up helps entrepreneurs move to that next phase, where they take the idea they've cultivated to a real-life location," Levin said. "This in turn contributes to the success of Delaware's downtowns, which are crucial to our state's

economy. In these hubs of commerce, the addition of one or two new businesses can be the spark a town needs to really come to life."

[Applications](#) will be accepted from small business owners until Aug. 16.

A panel of representatives from DEDO, Downtown Delaware, and participating Main Street towns will review applications to select the best qualified applicant for each space. One qualified business owner will be selected for each participating property and will be notified by Aug. 26.

In preparation for opening the business, winners will participate in a one-on-one consultation with a business coach between Sept. 9-13 to ensure the likelihood of a successful launch of the business by Oct. 1, and then continued running of the business.

For additional details, visit [www.dedo.delaware.gov/popup](http://www.dedo.delaware.gov/popup).



# 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](http://www.DelmarvaBlood.org) or call 1 888 8-BLOOD-8.*

Be Someone's Hero. Give Blood.

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announced that  
the two firms  
have restructured  
to better provide integrated and comprehensive  
architectural and interior design services to their  
clients.



### AT&T invests \$15 million in state

In the first half of 2013, AT&T invested nearly \$15 million in its wireless and wired networks in Delaware.



The investments included deployment of new macro cell sites, small cells and Distributed Antenna Systems across the state as a part of AT&T's Project Velocity IP, a three-year investment plan announced last fall to expand and enhance its broadband networks.

The company also expanded and enhanced its 4G LTE network, which provides fast mobile Internet speeds, and deployed new Wi-Fi hot spots.

"Fast, reliable connectivity is essential to both quality of life and competitiveness at work," said J. Michael Schweder, president, AT&T Mid Atlantic. "No one understands that better than we do, and no

one is doing more than AT&T to mobilize a world that works for people in Delaware. With initiatives like Project Velocity IP, we're working to ensure that Delaware consumers and businesses remain at the leading edge of broadband services."

Highlights of network upgrades completed so far this year in Delaware include:

LTE launches in Dover, Rehoboth Beach, Bethany Beach, Lewes, Fenwick Island, Ocean View, Georgetown, Millsboro and Frankford.

The 2013 year-to-date network investment builds on the nearly \$75 million that AT&T has invested in its Delaware wireless and wired networks from 2010 through 2012.

AT&T 4G LTE is now available in many areas of the state, including Wilmington, Dover, Rehoboth Beach, Bethany Beach, Lewes, Fenwick Island,

Led by Robin Tait, IIDA, principal of Interior Design, BHH Tait Interiors will become the interior design studio within Bernardon Haber Holloway Architects, and will continue to be located in their Wilmington office.

Bernardon Haber Holloway Architects provides architecture, interiors, landscape architecture and planning services to a wide range of private, corporate, institutional, and governmental clients. The firm has offices in Wilmington and Kennett Square, Pa.

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# Chesapeake earnings up for first six months of yearhome

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Ocean View, Georgetown, Millsboro and Frankford.

## Chesapeake earnings rise in first half

[Chesapeake Utilities Corp.](#) continues to benefit from the shift toward natural gas. The Dover company's net income for the quarter ended June 30, 2013 was \$4.4 million a decrease of \$704,000 from the second quarter of last year. The decline was based, in part, on a charge related to the acquisition of a gas utility.

However, for the the six months ended June 30, the company reported net income of \$19.2 million. This represents an increase of \$3.4 million compared to the same period in 2012.

“Our financial results for the second quarter reflect both continued growth and continued investment in our businesses,” stated Michael P. McMasters, CEO. “In 2012, we extended natural gas transmission service to Worcester County, Maryland, and in May 2013, we completed



the purchase of the operating assets of Eastern Shore Gas Company (“ESG”) and its affiliates in Maryland.

Through our new wholly-owned subsidiary, Sandpiper Energy, Inc., we began serving approximately 11,000 residential and commercial underground propane system customers acquired in this transaction using new tariff rates approved by the Maryland Public Service Commission,” McMasters noted.

“In May 2013, Eastern Shore Natural Gas Company (“Eastern Shore”), our interstate pipeline subsidiary, commenced new services to a Dover electric generation plant owned by NRG Energy Center Dover LLC (“NRG”) and additional services to the PBF Energy Inc. refinery in Delaware City. Additionally, although there is no financial impact in the current quarterly results, in June 2013,

Eastern Shore filed an application with the Federal Energy Regulatory Commission (“FERC”) seeking approval to construct a pipeline lateral to the electric generation plant owned by Calpine Energy Services, L.P. and currently under construction in Dover,” McMasters stated.

The utility also beefed up its corporate staff as it looks for growth opportunities as demand for natural gas increases. See story in the business people section of this publication.

## Shopping center work under way

[MilfordLive.com](#) reports construction began a few weeks ago on a new shopping center on Route 113 in Milford at a location owned by a long-time local favorite restaurant, [Mama Maria's](#). According to co-owner, Salvatore Laragione, the new center is expected to be completed in approximately six to eight months.

**Continued on next page**

## New Milford shopping center; Home health company opens

### From previous page

“We’ve owned the lot for about 15 years, and we just decided it was time to put it to good use,” Laragione said. “I have had a lot of interest in the building, but nothing is official yet. We don’t have any signed leases.” A fixture in the city of Milford for almost 30 years, Mama Maria’s began as a small franchise out of New Jersey, becoming Mama Maria’s in 1985. The restaurant has been in the Laragione family since opening in Milford.

Originally run by Giuseppe Laragione, who semi-retired over ten years ago, the restaurant in Milford, and a second location in Dewey Beach, are now run by his sons, Franco and Salvatore. [Click here](#) for the full story from MilfordLive.

### Generations Home Health Care opens

Generations Home Health Care, a regional company that offers compassionate, respectful care at home, was recently launched in the Mid-Atlantic region.

According to a release from the company based in Stevensville, Md., studies show that 8 out of 10 people prefer to age in place, and the company can provide the services that will allow seniors to remain in their homes. Visitors to the web site can read an overview of Generations Home Health Care tailored



services, which provides care for Alzheimer’s patients and includes people of all ages who need at-home care while recovering from an injury or surgery.

Company president Tom Shankle said the new company fills a growing demand in the area. “People want to stay at home, and they want caregivers that are not only trained, but respectful and compassionate. That’s what Generations Home Health Care does.”

Generations Home Health Care serves clients in Maryland, Delaware, Virginia and Pennsylvania, and offers three levels of care: companion, personal and skilled nursing care. To be considered for a position as a Generations Home Health Care caregiver, send an email with your resume to [info@generationshomehc.com](mailto:info@generationshomehc.com).

### Dispute, wet weather dampen earnings

Wetter weather and a dispute with a water supplier led to lower earnings for Artesian Resources, Newark. Net income for the second quarter of 2013 was \$2.5 million, down \$0.2 million, compared to \$2.7 million in net income recorded during the second quarter of 2012.

Revenues for the second quarter of 2013 were \$17.8 million, a 0.7% decrease from the \$17.9 million in revenues recorded for the same three month period of 2012. A reduction in water consumption decreased water sales revenue \$0.1 million, or 0.5%, to \$16.1 million for the second

**Continued on next page**



# IFA offers auto policies in state

## From previous page

quarter of 2013, compared to \$16.2 million for the same period in 2012. “The decrease in water sales revenue for the second quarter is the result of persistent wet weather across the Delmarva peninsula this year. In the month of June, record rainfall of 12.5 inches broke a 118 year state record,” said Dian Taylor, CEO.

Through the first six months of 2013, Artesian posted net income of \$4.2 million, a \$1.1 million decrease from the \$5.3 million in the same period of 2012.

Revenue during the first six months of 2013 declined by 1.5% to \$34.1 million, while operating expenses, excluding depreciation and income taxes, increased 5.4%.


The increase in operating expenses was primarily due to legal costs associated with litigation against the Chester Water Authority in regard to proper determination of the rate charged for water purchased under contract from the Chester Water Authority.

“In addition to the reduction in water sales revenue resulting from the unusually wet weather

pattern across the Delmarva Peninsula, the legal expense associated with our on-going litigation against the Chester Water Authority has reduced our net income during the first six months of this year as compared to a year ago,” said Taylor. “Our intent in pursuing this litigation is to protect the long-term interests of our customers by ensuring that the price we pay for water purchased from the Chester Water Authority is properly and fairly determined.”

## IFA offers auto insurance

Delaware car insurance is now available through IFA Auto. The company specializes in offering affordable policies. The expansion of services will enable people in Delaware to compare IFA Auto rates against other Delaware auto insurance companies’ rates and see for themselves the money they can save, a release stated. Delaware joins Maryland, New Jersey and Pennsylvania as states served by IFA.

The company said it studied Delaware insurance laws closely to make sure policies meet the needs of motorists in the state. 



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# *Gore's Kelly, DuPont's Kullman to keynote women's conference*

**D**elaware's top science CEOs be on hand for the Inspiring Women in Science & Technology conference on Oct. 3. The all-day event is presented by the Delaware BioScience Association, the Delaware Sustainable Chemistry Alliance and the Technology Forum of Delaware.

Keynote speakers at the event are Ellen Kullman, CEO of DuPont Co., Wilmington and Terri Kelly, CEO of W.L. Gore and Associates, Newark.

The program includes speakers, educational workshops and stimulating panel discussions is aimed at advancing a Science, Technology, Engineering and Mathematics (STEM) career. Those in attendance will have the opportunity to explore ways to give back to the community by inspiring and mentoring the next generation of women scientists.

The conference is designed to encourage and support women involved in all aspects of science and technology in their professional lives, including industrial and government scientists, academic researchers, STEM educators, college students and entrepreneurs, a release stated. Site of the event is Agilent Technologies 2850 Centerville Road, Wilmington.

The event is expected to be a sellout in the near future with no plans to move the session to larger quarters. [Click here](#) for further information, including fees and registration.



**Kullman**



**Kelly**


# **Record-high corn yields expected in Delaware**

**T**he Delaware Department of Agriculture is reporting that the state's farmers are looking at record-high corn yields this year.

The heavy rainfall has been ideal for corn, and farmers have done a good job of managing fields, the department reported. Heavy rain can damage crops in low spots in fields. Farmers use tillage practices that account for such areas.

Production is now forecast to be a record 165 bushels an acre on average, up from 135 bushels last year, which had drought conditions in many areas.

The drought conditions of recent years have resulted in farmers buying irrigation equipment. However, this year's rain is expected to reduce energy costs related to the equipment.

The news was not as good for two other crop categories with one U.S. Department of Agriculture observer calling 2013 the Worst fruit/vegetable year in memory - with growing season heading to its end. Spraying fungicides cannot stop physical water damage." 



# Retired Lockheed C5A transport arrives at Dover Air Force Base

A Lockheed C-5A Galaxy that at one time flew out of Dover Air Force Base came home to the adjacent [Air Mobility Command Museum](#).

The aircraft will not be on display at the museum until November, according to a posting on its website. A ceremony is expected at that time to mark its arrival.


The aircraft rounds out the collection of transports at the museum. The C-5 flew in from Memphis where it was stationed with the Tennessee Air Guard.

It is the first of the giant aircraft to go to a museum. Some C5s are now being retired. Dover Air Force Base now has a combination of C-5 and C-17 transports.

The aircraft was part of a test to determine the feasibility of air launching an ICBM



(intercontinental ballistic missile) from an aircraft. Over the years, the transport was based at Travis Air Force Base in California, and Altus and Lackland Air Force bases in Oklahoma and Texas respectively. The museum is looking for photographs and other information on the aircraft.

The C5-A was first introduced in 1970 during the Vietnam war. After cost-overruns and problems with its wing structure, it went on to become a workhorse for the Air Force. Some C5s, have undergone major overhauls to bring the jets up to date. 



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# Peruvian chicken heads east; Burger Battle coming

**P**eruvian chicken is now available in north Wilmington.

[The Chicken House](#) has opened a restaurant on Philadelphia Pike at the site of the former Eppy's Barbecue. A Chicken House has operated for a number of years on Capitol Trail, just outside



Newark. As the name on the restaurant indicates, the prime attraction is rotisserie chicken with a blend of spices. The chicken also comes with a spicy sauce on the side.

The restaurant also offers a number of other Peruvian items on the menu. Capitol Trail also has another Peruvian establishment, [Perucho's](#). Peruvian food, which has Asian and other influences, has become popular in recent years, especially in the Washington, D.C. area. Dishes can include

everything from fried rice to french fries and even hot dogs.

Philadelphia celebrity chef Jose Garces operating a restaurant with that theme for a time. That restaurant is being replaced with an establishment featuring Cuban food.

## Burger Battle coming later in month

The Second Annual Wilmington Burger Battle, presented by the Kenny Family Foundation, will take place on Saturday, August 24, 2013, noon–4pm at Twin Lakes Brewing Company, 4210 Kennett Pike, Greenville. The \$45 ticket (\$50 at the door, pending availability; see website for child and teen ticket prices) includes food, beer tastings, soft drinks, and music. Tickets are available at [wilmingtonburgerbattle.brownpapertickets.com](http://wilmingtonburgerbattle.brownpapertickets.com). Event proceeds will support the Ministry of Caring's Emmanuel Dining Room.

**Restaurants** will throw down again at this year's outdoor, rain-or-shine charity event to win top honors as the Critic's Choice and/or People's Choice for their burgers.

Participating restaurants at the [Wilmington](#)

## [Burger Battle](#)

include: 2 Fat Guys, BBC Tavern and Grill, Buckley's Tavern, Cantwell's Tavern, Catherine Rooney's, Chelsea Tavern, Ernest & Scott Taproom, Home Grown Café, Jake's

Wayback Burgers, Kid Shelleen's Charcoal House and Saloon, Nage Rehoboth, Pizza By Elizabeths, Redfire Grill Steakhouse, Ulysses Gastropub, World Café Live at the Queen and last year's winners, Kildare's Irish Pub (Critic's Choice Burger) and Union City Grille (People's Choice Burger).

Event co-founder Matthew Curtis, chef/owner of Union City Grille, took home the People's Choice trophy in 2012.

“Most of the chefs in the area know each other, so the competition is good natured,” Curtis said. “On the other hand, restaurants really want to win, and

**Continued on next page**





# Event aids Ministry of Caring

## From previous page

chefs are approaching the competition in creative ways.”

“After a summer of home grilling, people are going to want to get a really good burger from the chef with the trophy,” he added.

This year, the critics panel expands from three to nine judges, to accommodate more competing burgers. Burgers will be judged in two heats, and the top burgers from both heats will advance to a final round, from which the winner will be crowned.

The Twin Lakes farm in Greenville has again agreed to serve as the venue, and event proceeds will continue to support the Ministry of Caring’s Emmanuel Dining Room, over 180,000 nutritious meals a year at no cost, and with no questions asked.

The Kenny Family Foundation is the

Wilmington Burger Battle’s first-ever naming sponsor. “We are really proud and excited to be part of the Wilmington Burger Battle supporting the Ministry of Caring,” said Heather Hook, executive director of the Kenny Family Foundation. “The Ministry of Caring has done so much for the people of Wilmington and we continue to support all of their efforts any way we can.”

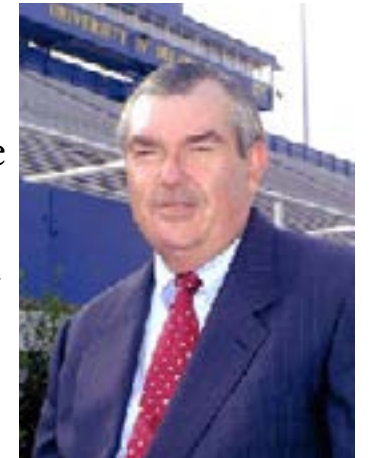
Battle co-founder JulieAnne Cross noted, “Every day, we hear from new supporters – chefs, foodies, beer lovers. We believe we’re on track to double our 2012 donation to the Ministry of Caring, so that the Emmanuel Dining Room’s impact on Delaware’s hungry can be even greater.”

In addition to the Kenny Family Foundation, the Wilmington Burger Battle is also sponsored by Out & About Magazine, and free + abel.



## Newark Mayor Funk moves up his date of departure

**A**fter consultation with City Solicitor Bruce Herron and City Manager Carol Houck, Newark Mayor Vance A. Funk, III will officially end his term on September 30. A special election will be held in November to fill the post.



**Funk**

Funk originally planned to leave the post at the end of the year. He served in the post for nine years. Funk changed the date to accommodate the process for selection of a new mayor to lead seven-member city council.

“Considering that it is not in my best interest health wise to attend the many meetings between now and the end of the year and to allow the election process to move forward in a timely fashion, I determined September 30 to be an appropriate date for my term to end,” Funk stated in a city release.

Funk’s last act as Mayor will be to host the 10th Annual Taste of Newark event on Sept. 29. The event was founded by Funk.

Although the opposition to Wawa submitting plans for a


**Continued on next page**

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business at the corner of South Main Street and Apple Road have added stress to his daily life, it was not the determining factor in his reason to end his term early, Funk stated. Stress had been greater than usual since the store is near Funk's residence and neighbors opposed the project.

“First and foremost, I always wanted to be able to do a good job for this community and it became evident that it was time for me to slow down and avoid the level of work that is necessary to be Newark's Mayor,” says Funk. “My close friends and family are pleased with my decision.”

“While many have taken the news of Mayor Funk's resignation as a surprise, those with whom I have spoken agree that our work can be stressful at times and that making adjustments to improve one's overall health needs to be a priority,” says Houck. “I feel sure that Vance will continue to play an active, if less formal, role in our community.”

City Council plans to hold a special meeting at 6:30 p.m. on September 30 to set the date for a special election that is expected to be held on November 26. Funk will be available to City Council and city staff on an advisory capacity, the city release stated. 

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# Tipton agency for New Castle Chamber; A+bc ad honored

**T**ipton Communications announced its appointment as the public relations agency of record for the [New Castle County Chamber of Commerce](#), an organization supporting business development opportunities for its members and advocating for a strong and stable economic climate in the greater New Castle County region.



Tipton, a fast growing, full-service employee communications, health care communications, public relations and marketing agency serving corporations and healthcare organizations nationwide, will serve as the primary liaison between NCCCC and the media.

“We’re thrilled that Tipton Communications will help us build visibility and awareness for the issues, initiatives and programs that are important to the chamber, its members and the Delaware business community,” said Mark Kleinschmidt, president of

the New Castle County Chamber of Commerce.

Tipton Communications supports clients across the nation with business communications services, including employee communications, human resources communications, public relations, marketing communications, intranet and internet design and development, graphic design and strategic communications planning. For more information, visit [www.tiptoncommunications.com](http://www.tiptoncommunications.com).

The County Chamber advocates for its 1,400 members at all levels of government. The chamber also sponsors networking and other special events, provides emerging businesses with support and services, offers health and insurance benefits to our members, and oversees a wide range of programs for businesses of all sizes.

## Ab+C online ad honored

**T**he firm of Ab+c, Wilmington and its client Klein USA were named winners in the online ad category at the Architectural Record 2013 Excellence in Advertising Awards. The winning banner ad was a collaboration of



ab+c’s Lou Brandsdorfer (Creative Director), Bruce Waters (Associate Creative Director) and Paul Stecca (Creative Director).

“Architectural Record is the leading print and online media vehicle for construction and architecture,” says John Hawkins, president and CEO of ab+c. “We’re thrilled to receive such prestigious industry recognition for Klein, a world leader in high-quality interior sliding door systems.” ab+c is the agency of record for Klein USA. Klein offers partitioning to architects, interior designers and glass dealers in more than 55 countries. Klein, based in Spain, hired ab+c, in January 2012 to increase its U.S. presence.



# Chasing the Dream Entrepreneurship Camp



**T**hirty young entrepreneurs planned, launched and evaluated the success of their own small businesses at the annual Chasing the Dream Entrepreneurship Camp.

Presented by the [Delaware Financial Literacy Institute](#) and sponsored by Chase, the two-week camp offered students, ages 9-15, an opportunity to participate in business-building activities and to hear from the owners of successful businesses, including Eagle One Federal Credit Union, Goodwill, Lamb's Loft and Marini Produce.

The camp culminated in a student-run market on Rodney Square, where the entrepreneurs exhibited their products, and a graduation ceremony attended by students and their parents.



Among the highlights for campers - Dining at Tutto Fresco while learning the do's and don'ts of business lunch etiquette; setting product prices with the marketing team from Capital One; and creating stocking stuffers for soldiers overseas as part of a lesson in social entrepreneurship.

Ronni Cohen, institute executive director, said it's never too early to learn about entrepreneurship. "Chasing the Dream shows kids that entrepreneurship is a viable profession for anyone," she said. "Our campers can be the next generation of business owners and leaders in our community."





# Financial independence elusive for ‘millennials’

*(From PNC Financial Services)*

**F**inancial independence is even more elusive than it was two years ago for 20-somethings coming of age amid global economic uncertainty. Millennials with at least some college education who claim to be “totally independent” decreased 26 percent in 2013 (17 percent) compared to 2011 (23 percent).

The findings come from the second nationwide survey by The [PNC](#) Financial Services Group, Inc. PNC has banking and wealth management offices in Delaware.

“Many of my peers suffer from a failure-to-launch syndrome directly related to the surge in unemployment during the Great Recession and slow pace of recovery,” said Mekael Teshome, economist at The PNC Financial Services Group. “It is not a lack of ambition we are seeing in these data. It is more about a lack of opportunity that has hindered many young adults’ progress against their professional and financial objectives.”

More than half (58 percent) of 20-29 year-olds with some college rate themselves behind where they expected to be in terms of financial success, a 26 percent increase since 2011.

However, for many of these children of baby-boomers, optimism remains high; 60 percent of those who do not identify as “totally independent” are determined to be independent soon.

The second PNC Financial Independence Survey sought insights into the financial mindset of 20-29 year-olds who are establishing their careers in a highly competitive job market in the shadows of the global recession. The unique study compares responses both within the age group and among those with and without higher education.

The top three factors identified by 20-somethings as essential to achieving financial independence are:

**Paying the bills (78 percent):** While paying one’s own living expenses is considered essential to achieving financial independence, only six in 10 (60 percent) of those aged 25-29 have achieved that milestone.

**Obtaining full-time job in preferred profession (59 percent):** Only one third (35 percent) of 25-29 year-olds surveyed described their current job as an



**Teshome**

established position in their chosen field while 71 percent had expected to hit this milestone already. Hard work (64 percent), experience (58 percent) and education (57 percent) are the factors that 20-somethings believe did or will help get that elusive, preferred job. Moving out of parents’ home (55 percent): Forty percent of all 20-somethings and more than one-fourth (28 percent) of 25-29 year olds still live with parents or other relatives. There are also more mama’s boys (44 percent) than daddy’s little girls (37 percent) when it comes to still living with parents.

“Twenty-somethings tend to have fewer skills than their older counterparts and generally earn less as well, which makes it especially difficult for them to cope with a competitive job market and steer their lives in the direction they hoped,” Teshome said.

Only 53 percent say they are better off financially than their parents were at this age. Hispanics are more likely than others to say that they are better off than the previous generation. Those with some college education are more likely to say they are better off. [Click here](#) for the full release from PNC.



## Battle of the Bars to aid Newark's K9 fund

**T**he Main Street Mile announced its fourth annual Main Street Mile Guest Bartender Fundraiser, "Battle of the Bars," on Friday, August 16 from 5 p.m. to 8 p.m. on the patio at the Courtyard Marriott at the University of Delaware at 400 David Hollowell Drive, Newark. The event brings together prominent community leaders and supporters of the Newark Police Department K-9 fund and the Downtown Newark Partnership.

This year's event pits four downtown Newark restaurants against each other in the battle for bragging rights and the "Paco Cup, named in memory of Newark's first K-9 officer. Bartenders from Catherine Rooney's, The Deer Park Tavern, Klondike Kate's, and Taverna will compete to generate the most tips and drink sales.

"Battle of the Bars" includes the Bartender Olympics adding an athletic and entertaining element in which the winning bartenders receive a "bonus" from all the other bars' tip jars to be added to their final total. All tips and donations



support the Newark Police Department K-9 fund and the Downtown Newark Partnership. The live entertainment for the evening, donated by the Courtyard by Marriott, is Paul Cullen. For additional information, visit [www.mainstmile.com](http://www.mainstmile.com) or [www.facebook.com/MainStreetMileNewarkDelaware](http://www.facebook.com/MainStreetMileNewarkDelaware)

### Dr. J praises Christiana boosts blood program

NBA legend and Philadelphia 76er Julius "Dr. J"

Erving thanked Christiana Care Health System for providing for new mothers a safe, effective way to donate their babies' cord blood during a special event late last month at the John H. Ammon Medical Education Center.

At age 19, while a freshman at the University of Massachusetts, Erving lost his 16-year-old brother Marvin to lupus erythematosus, an autoimmune disease. When Erving was 34, his older sister Alexis died of colon cancer at age 37. In 2005, Erving successfully lobbied Congress to pass a bill that increased stem cell research by using umbilical cord blood.

"It is exciting for me to lend myself to this cause, and it is specifically exciting for me to come to Christiana Care," Erving said. "From what I understand, most of the babies born in Delaware are delivered by Christiana Care, so we're with the right group today, and we're with the right team."

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Through Christiana Care's new partnership with CORD:USE, new mothers now have the option to donate their newborn's cord blood to the nation's top cord-blood banking organization. Although 4 million births take place in the United States each year, cord blood is stored in only 5 percent of those births.

"Christiana Care entered this partnership with CORD:USE because we have a unique opportunity to tremendously increase the number of mothers who are able to donate their cord blood," said Janice Nevin, chief medical officer for Christiana Care. "At Christiana Care, it is our responsibility to help increase the rate of cord blood storage through our innovative systems of care and through the innovative system of storage that CORD:USE uses."

Through the partnership, Christiana Care educates new mothers about their options of cord blood donation and family banking, and coordinates donations. CORD:USE collects blood from within the donated umbilical cord — the part of the placenta that transports nutrients to a fetus — after a baby is born. CORD:USE prepares the cord



**Accompanied by Richard Derman, M.D., Marie E. Pinizzotto, M.D., Endowed Chair of Obstetrics and Gynecology at Christiana Care, Ed Guindi, CEO of CORD:USE, Kim Petrella, RN, and Sherry Monson, vice president of Women's and Children's Services at Christiana Care, Julius "Dr. J" Erving visits Jenny Dexter with her husband Quentin and newborn daughter Quinn. The Dexters agreed to donate the cord blood of their daughter for public banking. Dr. J gave them an autographed basketball to thank them for donating cord blood.**


blood and stores the stem cells that eventually can be harnessed to treat diseases that require stem cell transplants.

To date, more than 70 different diseases are

currently treated with stem cells from umbilical cord blood, including leukemia, lymphoma and sickle-cell anemia. Christiana Care is the only hospital system in the Philadelphia area that partners with CORD:USE.

**Food Lion raises \$75K for Easter Seals**

Forty-three local Food Lion, LLC stores raised \$75,475 in the 22nd annual Shop&Care campaign to support [Easter Seals Delaware and Maryland's Eastern Shore](#) in their mission to provide services so that people with disabilities can live more independently within their communities.

For the second year in a row, the top fundraising spot went to the Food Lion store on Tilghman Road in Salisbury, Md., which raised over \$5,100. Stores in Delmar, Del., Lewes, Ocean City, MD, Berlin, Md. and another Salisbury, Md. location followed close behind each raising between \$3,000 and \$4,000 for Easter Seals. At the checkout counter, customers were asked to donate \$1 to help Easter Seals in the Shop&Care campaign. Shoppers could also help by purchasing General Mills cereal, Breyers ice cream or Food Lion 24-pack bottled water. 

**Fogarty new land use chief**

New Castle County Executive Tom Gordon selected **Eileen Fogarty** to head the Department of Land Use. The move was unusual for Gordon who traditionally hired locally, often within county government.



**Fogarty**

Fogarty, founder and president of The Fogarty Group since July 2011, has 30 years of experience in urban land use planning, zoning and development review, transportation planning, and economic development. She most recently served as Director of Planning & Community Development for Santa Monica, Calif. from 2006 to 2011.

Prior to Santa Monica, Fogarty served as Director of Planning, Zoning and Development for Alexandria, Va. from 2000 to 2006 and Director of Community Development for Santa Cruz, Calif. from 1996 to 2000. “She’s really uniquely qualified,

Gordon said. “She’s the real deal. We can’t afford not to grab her. She’s very qualified to deal with the unique issues we face.” The fact that Fogarty was an outsider unconnected to anyone in Delaware was also important, Gordon said.

“I don’t know anybody that knows her; that’s a good thing,” he said. “Land Use is the reason the county government was formed and I think we have failed in the last number of years. There have been so many exceptions to the Unified Development Code. She has the ability to dig into the code and bring award winning concepts here.”

**Chesapeake adds business development management**

Chesapeake Utilities Corp., Dover, announced that **John “Jack” Lewnard** has joined the company as Vice President of Business Development. In addition, **David De Caro** and **Gregory Ballheim** have both joined the company



**Lewnard**

as Strategic Development directors. The company has acquired a natural gas and electric utility in Florida and a small propane utility in the Ocean City, Md. area in recent years and is expanding its utility and pipeline system.

As Vice President of Business Development, Lewnard will identify and develop new business growth opportunities throughout the company. Prior to joining Chesapeake, Lewnard was Vice President and Chief Technology Officer of the Gas Technology Institute (GTI), an organization serving the global natural gas industry and energy markets, where he led GTI’s Office of Technology and Innovation and was responsible for the development and implementation of GTI’s long-term technical strategy and business development initiatives.

As Strategic Development Directors, David De Caro and Gregory Ballheim will be responsible for project evaluation and management, participating in the development of strategic growth projects, and ensuring effective day-to-day project management.

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“Chesapeake is increasing resources in our Strategic Development group to further augment our capacity to identify and develop new growth opportunities,” said Michael P. McMasters, CEO of Chesapeake Utilities Corporation. “The addition of Jack, Dave and Greg to our team greatly enhances our ability to evaluate and build these opportunities to further grow our business. This expansion of our team reflects our relentless commitment to take full advantage of existing and new growth opportunities in our natural gas and energy markets that will benefit our customers, communities and shareholders.”

De Caro brings more than 20 years of management and technical experience to Chesapeake. He comes to Chesapeake from Cardno ENTRIX, Inc. where he was a Senior Consultant and Project Manager. With more than 12 years of energy industry experience, Ballheim’s primary focus has been on the natural gas market and related infrastructure. He comes to Chesapeake from Bradley Energy U.S.A., where he was a Senior Vice President and the strategy development advisor.

**3 Belfint wealth managers honored**

Belfint, Lyons & Shuman, P.A., a certified public accounting and consulting firm with offices in Delaware and Pennsylvania, announced that **Steve D. Ritchie**, CPA, **Jordon N. Rosen**, CPA, AEP® and **Kathy S. Schultz**, CPA were recognized as Delaware 2013 Five Star Wealth Managers in the August issue of Delaware Today Magazine.

Delaware Today and Five Star Professional partnered to find wealth managers who satisfied 10 objective eligibility and evaluation criteria that were associated with wealth managers who provide quality services to their clients. Among other distinguishing attributes, the average one-year client retention rate for this year’s award winners was more than 96 percent. The 2013 Five Star Wealth Managers represent less than 7 percent



**Ritchie**



**Rosen**

of the wealth managers in the Delaware area.

**Curran named DelDOT finance chief**

Delaware Transportation Secretary Shailen Bhatt has named **Hugh E. Curran** as DelDOT’s new Director of Finance.



**Schultz**

“DelDOT’s chief financial officer plays a crucial role in helping our agency manage the complicated mix of state and federal dollars that comprise our approximately \$1 billion budget,” Bhatt said. “Doing so requires someone with broad experience in credit markets, cash management and accounting. Curran began his career at Maryland Bank, National Association in 1984, with roles in Collections, Credit, Accounting, and Treasury. He was a part of the team completing the Initial Public Offering that spun off from Maryland National Bank to form the independent company, MBNA

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Corporation, in 1991. In 1993, Curran relocated to Chester, England, as part of the team launching MBNA Europe where he was responsible building the finance function. Upon return to the United States, Hugh held finance leadership roles in U.S. Credit Card, Corporate and Strategic Planning.

In 2006, Curran became Finance Director for Barclays Bank Delaware, where he was responsible for building the bank's finance infrastructure. He departed Barclays in 2010 and has spent the past three years building wealth management practices at both Morgan Stanley and Merrill Lynch.

## Ableman wins award

**Peggy Ableman**, special counsel in the products liability practice group at law firm McCarter & English LLP, will receive the 2013 U.S. Chamber Institute for Legal Reform Judicial Leadership Achievement Award at the 14th Annual Legal Reform Summit in Washington, D.C. on October 23.

The awards honor individuals and organizations

whose outstanding work contributes to making America's civil justice system simpler, fairer and faster.

Ableman is being recognized by the Institute for her "leadership in raising serious questions about asbestos lawyers' non-disclosure of trust claims while serving as a Delaware Superior Court Judge" and "ongoing work in this area since leaving the bench, including (her) public commentary and legislative testimony on the need for fairness and openness in asbestos litigation."

Ableman joined the Wilmington office of McCarter in February after serving for 29 years as a state trial judge, first on the Delaware Family Court and ultimately on the Superior Court of Delaware.

During her tenure on the Superior Court, Judge Ableman presided over the asbestos litigation docket for nearly two years, comprised of more than 500 cases involving litigants from all over the world.



**Ableman**

## DRBA names assistant finance chief

Delaware River and Bay Authority officials announced the selection of **Joseph M. Nadel** of Magnolia, Del., to serve as the agency's new Assistant Director of Finance. As the Assistant Director of Finance, Nadel is responsible for managing the accounting, financial reporting and budgeting functions of the authority.



**Nadel**

He was hired as the Director of Corporate Accounting by Allen Family Foods in June 2005, Nadel oversaw the accounting operations of three business segments, a position he held for more than six years. In this capacity, he was responsible for the businesses' accounting operations.

For the last two years, Nadel served as the Corporate Controller for Hertrich Family of Auto Dealerships



# Permit revoked for building debris recycler

**D**NREC Secretary Collin O'Mara revoked the resource recovery facility permit for Mike Davidson Enterprises, LLC, located west of Camden in Kent County.

The license had been suspended earlier. ([See story](#)).

The permit allowed the facility to accept, process, and recycle construction and demolition waste. The revocation was handed down after the company failed to address continuing environmental violations and after MDE failed to comply with numerous requirements, including most recently a secretary's order issued by DNREC in June, and illegally increased material onsite more than three-fold.

This action prohibits the facility from accepting any more solid waste, while allowing the company to sell and distribute mulch onsite if the company takes steps required by DNREC to protect public health and the environment – especially the removal of all solid waste on the

facility and adjacent properties.

Revocation of the resource recovery permit by DNREC is effective immediately. The order requires Mike Davidson Enterprises LLC to provide records associated with operation of the facility; requires that the company provide additional financial

assurance to cover costs for proper disposal of materials at the facility (currently estimated at more than 100,000 tons), and also assesses a penalty of \$10,000 per day for every day after August 9 that any solid waste remains on site.

bb




# Delaware gets \$304,000 for post-Sandy business help

**L**ong-term assistance for small businesses affected by Hurricane Sandy is being made available through expanded funding to the U.S. Small Business Administration's resource partners working in conjunction with state and local organizations.

SBA's resource partners will issue \$13.1 million to collaborative teams, which will integrate local economic recovery efforts and bring distinct delivery of business services.

This second phase of funding, part of \$19 million in emergency appropriations approved by Congress, will be distributed by SBA's resource partners -- the Small Business Development Centers (SBDCs), SCORE, and Women's Business Centers (WBCs) -- to collaborative teams in 11 states and a U.S. territory. The following grant is expected to go to Delaware:

\$304,000 - The Delaware Small Business & Technology Development Center (SBTDC) will lead the Delaware Disaster Prevention and Business Recovery Program to serve the entire state. SBTDC's statewide collaborative approach involves the following partners: WBC - Delaware YWCA Center for Women's Entrepreneurship; Delaware Economic Development Office; Delaware Emergency Management Agency; New Castle County Chamber of Commerce; Lewes Chamber of Commerce; Rehoboth Beach, Dewey Beach Chamber of Commerce; Greater Seaford Chamber of Commerce; and Southern Delaware Convention and Visitor's Bureau. 



## *County builds ties with Israel*

**Consul General Yaron Sideman met with a delegation of Delaware representatives, where they discussed economic and cultural exchanges that could occur between Israel and New Castle County. Both County officials and Jewish Federation representatives attended, and a release stated that everyone left with a better sense of what role Israel and Israeli companies could play in the growth of Delaware. From left: New Castle County Council President, Christopher Bullock; New Castle County Chief Administrative Officer, David Grimaldi; Consul General of Israel to the Mid-Atlantic Region, Yaron Sideman; and New Castle County Councilman Bob Weiner.**



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

## COMMERCIAL LESSOR

**AIRPORT BUSINESS CENTER I** EMORY HILL REAL ESTATE SERVICES 10 CORPORATE CIR STE 100 NEW CASTLE, DE 19720-2418 COMMERCIAL LESSOR

**AIRPORT BUSINESS CTR II** C/O EMORY HILL REAL ESTATE SVCS 10 CORPORATE CIR STE 100 NEW CASTLE, DE 19720-2418

**AIRPORT BUSINESS CTR IV** C/O EMORY HILL REAL ESTATE SVCS 10 CORPORATE CIR STE 100 NEW CASTLE, DE 19720-2418

**AIRPORT BUSINESS CTR V LP** C/O EMORY HILL REAL ESTATE SVCS 10 CORPORATE CIR STE 100 NEW CASTLE, DE 19720-2418

**AIRPORT BUSINESS CTR VI** L P C/O EMORY HILL REAL ESTATE SVCS 10 CORPORATE CIR STE 100 NEW CASTLE, DE 19720-2418

**AIRPORT PROPERTY INC** 425 OLD AIRPORT RD

NEW CASTLE, DE 19720-1001

**AIRWAVE TECHNOLOGY PROPERTIES** 1238 FORREST AVE DOVER, DE 19904-3311

**AJAY & ASHOK REALTY A & A REALTY** 407 RED CLAY DR KENNETT SQ, PA 19348-2683

**AJAY PATEL** 407 RED CLAY DR KENNETT SQ, PA 19348-2683

**AJIT AMIN** 214 WELDIN LN WILMINGTON, DE 19809-2823

**AKP HOLDINGS LLC** 300 E AYRE ST NEWPORT, DE 19804-2546

**AKW PROPERTIES LLC** 31 BROOKSIDE DR WILMINGTON, DE 19804-1101

**AL FAMILY REAL ESTATE LLC** 15 SUMMIT LN PO BOX 320 MONTCHANIN, DE 19710-0320

**AL SPOON AUTOMOTIVE** 121 CEDAR AVE NEWARK, DE 19711-4716

**AL&R REAL ESTATE ASSOCIATES LP** 4745 OGLETOWN STANTON RD STE 207 NEWARK, DE 19713-2074

**ALBERT LASHANDA** 1232 N KING ST UNIT 7 WILMINGTON, DE 19801-3226

**ALDERMAN AUTOMOTIVE ENT INC** 2317 N DUPONT HWY NEW CASTLE, DE 19720-6304

**ALEMAR ERNESTO J MR & MRS CARPETS BY E J ALEMAR INC** 2600 LANCASTER AVE WILMINGTON, DE 19805-3739

**ALEMENT LLC** 18 S WALNUT ST MILFORD, DE 19963-1954

**ALEXANDER DAVID W** 26770 DEEP BRANCH RD MILTON, DE 19968-2704

**ALEXANDER EDWARD L III** M D 819 S GOVERNORS AVE DOVER, DE 19904-4158

**ALEXANDRA LEE LLC** 5 SUMMIT LANE PO BOX 205 MONTCHANIN, DE 19710-0205

**ALFRED L. WILLIAMS** PO BOX 686 SEAFORD, DE 19973-0686

**ALGER-LITTLE SHARON DVM** 4978 PARK BROWN RD HARRINGTON, DE 19952-5437

**ALH ENTERPRISES, LLC** 3105 LIMESTONE RD WILMINGTON, DE 19808-2147

**ALL PRO PAPER & CHEMICAL INC** 1546 SAVANNAH RD LEWES, DE 19958-1624

**ALLEN JOHN L & HELEN R**

301 S REHOBOTH BLVD MILFORD, DE 19963-1531

**ALLEN PROPERTIES, LLC** 105 BARKSDALE PROFESSIONAL CTR NEWARK, DE 19711-3258

**ALLIANCE ENTERPRISES, LLC** 1003 S CHAPEL ST STE D NEWARK, DE 19702-1357

**ALMA PROPERTIES LLC** 529 TERMINAL AVE NEW CASTLE, DE 19720-1426

**ALODE PARTNERS** 510 N UNION ST WILMINGTON, DE 19805-3028

**ALPHA TRUST SUITE** 200 2126 W NEWPORT PIKE STE 200 WILMINGTON, DE 19804-3748 COMMERCIAL LESSOR

**ALTRAVAR I LLC** 715 S BOARDWALK REHOBOTH BCH, DE 19971-2924

**ALTRAVAR II LLC** 1 WILMINGTON AVE REHOBOTH BCH, DE 19971-2925

**ALTRAVAR III LLC** 57 63 REHOBOTH BLVD REHOBOTH BCH, DE 19971

**AMAA MANAGEMENT CORPORATION** COMFORT INN & SUITES 764 DOVER LEIPSIC RD DOVER, DE 19901-2055

**AMBAX INC** 616 S COLLEGE AVE NEWARK, DE 19713-1314

**AMBAX PROPERTIES LLC** 616 S COLLEGE AVE NEWARK, DE 19713-1314

**AMERICAN CEDAR AND MILLWORK INC** NEAL MICHAEL C & JULIE 17993 AMERICAN WAY LEWES, DE 19958-4799

**AMERICAN INTERNAT'NL FACILITIES** 80 PINE ST LBBY 3 NEW YORK, NY 10005-1729

**AMERICAN TRADING & PRODUCTION CO** 10 E BALTIMORE ST STE 1600 BALTIMORE, MD 21202-1622

**AMERICAN VENDING PROPERTY LLC** 1624 N LITTLE CREEK RD DOVER, DE 19901-4706

**ANAGNOSTOW PETER & MARY** 1312 W NEWPORT PIKE WILMINGTON, DE 19804-3521

**ANDREW CHUPP JR** 25263 CANDLEBERRY LN GEORGETOWN, DE 19947-4887

**ANGLERS MARINA LLC** 113 SAVANNAH RD LEWES, DE 19958-1437

**ANGLERS RESTAURANT INC** ANGLER RD LEWES, DE 19958 COMMERCIAL LESSOR

**ANNE S MACHSON TRUST** 22 LAWRIDGE DR RYE BROOK, NY 10573-1021

**ANNETTELEH LLC** 2517 EATON RD WILMINGTON, DE 19810-3557

**ANOINTED HANDS UNISEX SALON** 131 S KIRKWOOD ST DOVER, DE 19904-3241

**ANZILOTTI MIDDLETOWN LLC** 112 SAINT ANNES CHURCH RD MIDDLETOWN, DE 19709-1495

**APPLING ROBERT D** ENTERPRISES RENTALS 2648 SHARON HILL RD DOVER, DE 19904-5339

**ARC ASSOCIATES I,LLC** 36773 LIGHTHOUSE RD SELBYVILLE, DE 19975-3957

**CARCH STREET ASSOCIATES LLC** 20408 SILVER LAKE DR UNIT 1 REHOBOTH BCH, DE 19971-2091

**ARELLANO LAMBERTO M MD** 811 MONROE TER DOVER, DE 19904-4117

**ARGO H RUSSELL & DIANE** 4549 CEDAR NECK RD MILFORD, DE 19963-4338

**ARMENTO ASSOCIATES LP** 249 E CHESTNUT HILL RD NEWARK, DE 19713-3734

**ARMION GROUP LLC** 129 S WEST ST WILMINGTON, DE 19801-5014

# Arson ruled cause of Coach House blaze in Claymont

**T**he Delaware State Fire Marshal's Office is has determined arson was the cause of a Tuesday morning fire at the former Coach House restaurant in Claymont.

The historic building which had also housed the Bourbon Street Grill, had been closed for some time.

The Claymont Fire Company was called to the 2600 block of Philadelphia Pike, shortly before 5 a.m.

Heavy smoke and fire was seen coming from the building. The fire quickly went to a second alarm bringing several area fire companies to the scene,

State Fire Marshal deputies were called to the scene and determined that the fire was intentionally started by unknown person or persons. The investigation into the blaze continues and no further details were released.

No injuries were reported. Damage to the structure is extensive and estimated at about \$550,000.

Anyone with information is asked to call the State Fire Marshal's Office, attention Chief Deputy Robert Fox, at 323-5375.

Witnesses can also contact Crimestoppers at 1-800-TIP-3333 or text a message to 274637(crimes).

## Code violations lead to closings of Wilmington food spots

**T**hree food establishments in Wilmington were shut down after failing inspections.

The city Department of License and Inspection, working with the Department of Fire, Police and state Health and Social Services, shut down the businesses through coordinated code enforcement inspections.

The reasons for the wave of inspections were not initially disclosed.

“Coordinated efforts such as this are important and necessary to protect Wilmington’s consumers,” said Mayor Dennis P. Williams. “City codes,

licensing and permitting measures are in place to help ensure that our residents, business community and visitors are safe when purchasing services from these establishments.”

The departments conducted joint inspections of all establishments that sell food on the West 4th Street corridor, in an effort to identify any code violations relating to building, housing, fire or health related issues.

As a result, the 201 Concord Avenue Deli, Walnut Street Deli and Richardson Deli were all cited for various code violations and were ordered to shut down until all violations are corrected. The violations included: cleanliness issues, open asbestos, exposed food, electrical and mechanical issues, gas leak and various others.

“The joint inspections allowed the various departments to work effectively and collaboratively when determining and citing code violations,” said Jeff Starkey, commissioner of the Department of License and Inspection. “Working together allows us to better serve the community, and ensure all establishments are abiding by the city and state codes.” 