

**Jobless rate  
 up as more  
 people look  
 for work. 5**



## This week



**Baltimore-area  
 casino looms  
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**Major solar  
 projects on line  
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**Wilmington Film  
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# DATA CENTER FOR STAR CAMPUS

**A** data center may be coming to the new STAR campus at the University of Delaware.

The Infrastructure Investment Committee of the Delaware Economic Development Office will consider a request for electrical and natural gas improvements at a site that has been dubbed Wolf Technology Center 1. The project is described as a data center and Combined Heat and Power facility.

The project would be built on 43 of the nearly 300 acres at the STAR site, the former location of the Chrysler assembly plant.

Fuel cell maker Bloom Energy is building a manufacturing site at the Star Complex. A



company official briefed Gov. Jack Markell, local officials and the media were briefed on the plant, which is now going up in the area.

The request from the [Data Centers LLC](#) is for up to \$7.5 million in funds for infrastructure improvements at the site that include redundant water sources, the addition of high-pressure natural gas to the campus, and fiber cabling. The request came from the City of Newark.

A spokesman for the Data Centers LLC, did not respond to a request for information on the

**Continued on next page**

# Governor gets briefing on Bloom

**G**ov. Jack Markell and other state officials were briefed last week on the status of the University of Delaware [STAR Campus](#) and the Bloom Energy site.


A report from WDDE-FM said 200,000-square-foot plant should be up and running this summer and meet its initial obligations under a state financial package. That package calls for the California. manufacturer of fuel cells to meet hiring targets for the plant that will employ hundreds of workers and provide a boost to a shrunken manufacturing base in the state.

[Click here](#) for the full story from WDDE, Delaware's NPR station:

The progress has not stopped critics from questioning Bloom's strategy and state assistance. Most prominent is the Caesar Rodney Institute, which was involved in a lawsuit aimed at halting the project and was quick to question on its Facebook page whether Bloom would meet the employment targets.

The main target of critics is a deal with the state that feeds electricity from Bloom servers in New Castle into the grid, with Delmarva Power customers paying an additional \$20 a year.

The STAR Campus is at the former site of the Chrysler assembly plant in Newark. The campus will also house a health sciences building that includes part of the former Chrysler plant administration building.

Developer of the project is DelleDonne and Associates, with Bancroft Construction, both of Wilmington, serving as developer and contractor respectively. 

# Data center site would generate its own power

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proposal. The company is based in West Chester, Pa. The committee will meet Thursday in Dover to discuss the proposal.

An article published on the company website in 2012 said the company has signed a lease with the University of Delaware and has lined up about half of amount of money it needs to finance construction. The site, according to the article would employ 314 persons, with one tenant being the University of Delaware. The site would be completed in late 2014, according to the article.

The article and information on the website indicates the data center would be "off the grid" and would operate without any dependence on the electric grid. Concern over the age and capacity of the grid and its ability to withstand major weather events has led technology companies to look at supplying their own power.

Technology giant Apple Inc. has built a data center in North Carolina that uses solar power and Bloom Energy fuel cells as power sources.

The article confirmed that the company has looked at options that include the Bloom fuel cells that will be produced at the new Newark plant.





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Desktop,  
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[www.delawarebusinessdaily.com](http://www.delawarebusinessdaily.com)

# They will make your mug shots disappear

*"Pepé's got a scar from ear to ear. He will make your mug shots disappear. - Sign In Stranger, Donald Fagen, Walter Becker (Steely Dan).*

A company that lists a business address in Lewes, Del. makes that claim when it comes to mug shots that show up on websites.



Doug Rainey

[RemoveMyMugshots.com](http://RemoveMyMugshots.com) announced the development of what it says are cutting edge technology solutions for the removal of online mugshots for its customers.

The company lists a Coastal Highway address in Lewes that is the home of an incorporation firm.

A RemoveMyMugshots.com spokesperson stated in a release that the firm is committed to remaining true to their mission of providing the most affordable and comprehensive reputation management services in the industry because their credo at RemoveMyMugshots.com is that everyone deserves a second chance."



All 50 states, including the District of Columbia, publish mugshots on websites. In other situations, the public has access through open records laws.

That has led to for-profit mugshot websites that publicly post booking photos and arrest records and ask for money for the removal of the images or information. The mugshots can turn up in searches by employers or others seeking background information. There are currently more than 80 online mugshot posting websites, according to the release.

The RemoveMyMugshots.com spokesperson, stated in the release that one of the most common complaints we hear from our customers is that when they get to us they have already paid several mugshot posting sites, or alleged mugshot removal sites, hundreds or even thousands of dollars only to find that their mugshot photos and listings still remain prominently posted on the Internet.

I did shoot an email to RemoveMyMugshots on whether the company has any employees in Delaware and got a CIA-like reply that the company could not disclose its location, out of safety considerations.

## Dover Downs buffet adds options

As competition stiffens in Maryland and Pennsylvania, [Dover Downs](#) is giving customers more reasons to belly up to the buffet.

The five new options consist of a seafood cook-to-order station, a chef's corner cooking station, dessert action station, carving station, and a daily feature. Nightly specials are also being offered.

Options for upgrades to the buffet include a \$5 filet mignon, lobster tail for \$6, surf & turf featuring both filet and lobster tail for \$10, or stuffed lobster tail for \$10.

The Festival Buffet is open daily for breakfast, lunch and dinner.





# JOBLESS RATE UP AS MORE DELAWAREANS SEEK WORK

**D**elaware's unemployment rate rose to 7.3 percent in March as labor market officials cautioned about reading too much into short-term figures. The jobless rate a year ago was 7 percent.

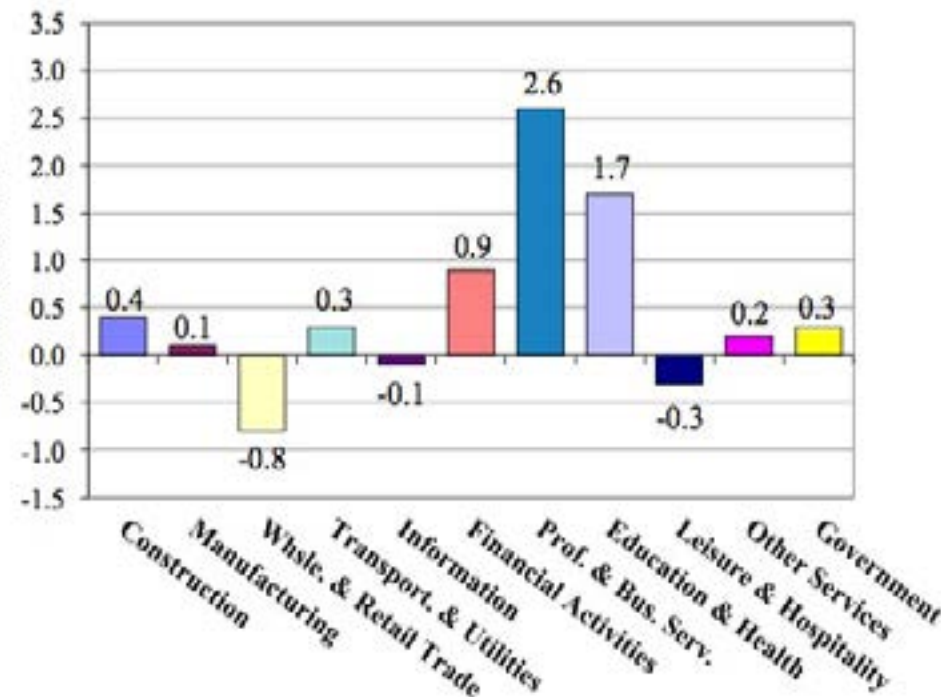
"Month-to-month movements in economic data, especially in a small state, tend to contain as much noise as information. It is always best to keep the longer trends in mind when assessing new data. This month, the business survey data show a drop of 3,100 jobs from February; however, that follows a gain of 1,500 jobs in February, and 3,800 jobs."

The higher jobless rate may also be the result of more "discouraged workers" who had dropped out of the labor market and are now looking for work, the report from the Delaware Department of Labor stated. This pattern is common when a recovery is taking place.

The Labor Department reported 2,100 discouraged workers during the first quarter of this year, compared with 2,700 a year ago and 3,800 at their peak in the first quarter of 2010. The rate of job growth in the state is only slightly below the national average.

George Sharply of the Delaware Department of

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



Labor, said 2013 is shaping up to be a difficult year when it comes to predicting the future course of the labor market. He noted that strong figures in January and February partially were offset by a week job market performance in March.

At the same time, the general trend is on the up side, Sharply said.

One unknown is the effect of the sequester-related cuts in the federal budget. Reduced federal spending will affect the job market, Sharply said, although he

added that the private sector could take up some of the slack.

Despite figures indicating that more people have gone back to work, the jobless rate is expected to lead to concern about the health of the Delaware economy and deals such as the state loan to Fisker Automotive.

Fisker had planned to assemble a car at a former GM plant near Wilmington. Fisker has laid off most of its employees and industry analysts are predicting it will file for bankruptcy protection.

Also, the state is seeing a narrowing of the gap between its jobless rate and the nation's unemployment rate. (That gap has narrowed to .3 %, a change from the days when the Delaware jobless rate was 1 percent below the federal number.

The rise in the rate triggered an additional period of unemployment benefits for the long-term unemployed in the state, whose benefits had run out. How long unemployment benefits are extended is based on the unemployment rate of a state.

Click the following link for more information:  
[March unemployment report](#) 

# Law firm K&L Gates adds office in Wilmington

**K**&L Gates LLP has opened its 48th office in Wilmington, with four lawyers from Potter Anderson & Corroon.

Wilmington office are new partners Scott E. Waxman, Eric N. Feldman, Nicholas I. Froio, and Christina M. Houston, all of whom arrive at K&L Gates from Potter Anderson, Wilmington.

Joining [K&L Gates](#) in establishing the

The office will focus in the areas of alternative

business entities and their use in a range of domestic and cross-border financings and transactions. Waxman leads the group's transition to K&L Gates.

**K&L GATES**

The Wilmington office is K&L Gates' 26th in the United States, and marks the firm's seventh new office in 2013, following openings in Seoul, Houston, and four locations in Australia through the January 1 combination with Australian national firm Middletons.

"Delaware continues as the national center for formation of business enterprises, and these days newly-formed alternative business entities outnumber traditional corporations by three to one," said Peter J. Kalis, K&L Gates' chairman. "Our new team is unsurpassed in experience in this field, as their imprint is felt throughout Delaware law on the subject of alternative business entities."

The lawyers in K&L Gates' Wilmington office have experience advising clients with respect to Delaware alternative entities – namely, limited liability companies, general and limited

**Continued on next page**





# River and Bay ferry gets new stop in New Jersey

**D**elaware River and Bay Authority officials joined with representatives from both New Jersey and Delaware to announce the relocation and rebranding of the Three Forts Ferry system. The renamed “Delaware City-Salem Ferry” will operate between Delaware City, Delaware; Fort Delaware on Pea Patch Island, and Barber’s Basin at the Port of Salem. The passenger ferry service will begin its public schedule on May 4.

“We’re really excited to bring the service to the City of Salem,” said Ceil Smith, DRBA Commissioner from Salem County. “Although Superstorm Sandy dealt the ferry service a blow,



we had the ability to turn a negative situation into a positive one. The opportunity to relocate the dock closer to the City of Salem offers visitors more opportunities to enjoy the heritage and eco-tourism

that the City of Salem has to offer.” The Delaware City-Salem Ferry will begin public service in May, operating on Saturdays and on Memorial Day weekend, and then on Saturdays and Sundays in early June. Beginning June 12, the ferry service will operate up to five days a week, Wednesday through Sunday (and holidays) through September 2, 2013. For details and group reservations, [Click here](#) or call 877-98-PARKS.


“I am very excited to have the DRBA ferry docking locally, connecting the historic towns of Salem City, New Jersey with Delaware City, Delaware,” said Charles Washington, Jr., mayor of the City of Salem. “We are looking forward to helping increase ridership from the New Jersey side for the ferry and even more so to receive riders who can experience the history, architecture and fine business establishments of Salem City.”


## Law firm to serve corporate market

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partnerships, statutory trusts, and special purpose corporations – in a broad range of general commercial and financing transactions, including mergers and acquisitions, joint ventures, securitizations, structured financings, venture capital and private equity funds, master limited partnerships, preferred securities transactions, real estate investment trusts, and special purpose/bankruptcy remote structures. In addition, they regularly advise financial institutions and service providers in a wide variety of capacities, such as

indenture trustee, collateral agent, servicer, backup servicer, trustee, securities intermediary, paying agent, and independent manager/director.

“We are very proud to be opening K&L Gates’ office in Delaware – the state where more than 50% of all publicly traded companies and more than 60% of the Fortune 500 have chosen to form,” said Waxman. “Delaware’s business entity laws are among the most progressive and flexible in the nation, and we are excited to be expanding K&L Gates’ ability to advise and assist clients in many aspects of Delaware law.” 

“The Delaware City-Salem Ferry links the tale of two cities rich in many natural and historic treasures and architectural styles with the Civil War Fort Delaware on Pea Patch Island.” said Scott Green, executive director of the Delaware River and Bay Authority. “And because the City of Salem was a key stop on the Underground Railroad, visitors can now experience another slice of history from this era.” 

# State's largest solar project dedicated in Milford

**O**fficials last week dedicated the state's largest solar energy site in Milford. Gov. Jack Markell was joined by officials from PSEG Solar Source, Delaware Municipal Electric Corporation Juwi Solar, Inc. and Sunolar Power to dedicate the PSEG Milford Solar Farm. Cost of the project was \$50 million. The project went online at the end of 2012.

The 80-acre [PSEG Milford Solar farm](#) uses 62,000 solar panels to generate enough solar energy to power approximately 9,000 homes when the sun is shining.

It displaces approximately 12,000 tons of greenhouse gas emissions annually, equal to removing about 2,300 cars from the road.

"The Milford Solar Farm helps point the way forward toward a sustainable future for all," said Randall Mehrberg, president-PSEG Energy Holdings and executive vice president, strategy and development.

"The Milford Solar Farm is a great fit with Delaware's commitment to a future of clean, renewable energy sources," Markell said. "The project's far-reaching benefits began with the construction jobs it brought to the Milford area and will continue with many years of power production



and economic benefits for the central part of our state," Markell said.

Delaware Municipal Electric Corp. will purchase the electricity generated by the solar farm through a 20-year power purchase agreement. The solar energy will be fed into Milford's municipally-owned electric system. Newark's electric utility is the largest member of the electric corporation and residents have expressed a desire for the city utility to depend less on coal-fired generators. The electric group has also been turning to natural gas plants as a cleaner source of electricity.

"This project again demonstrates that DEMEC and its municipal utility members are leaders in the deployment of solar generation resources in Delaware," said Municipal Electric CEO Patrick

E. McCullar. "Of the 43.8 megawatts of installed or committed solar generation resources in Delaware, a clear majority (26.5 megawatts, or 61 percent of the total) is installed in DEMEC municipal service territories. This becomes an even more striking statistic when you consider that DEMEC municipal service territories make up less than 15 percent of electric service in the entire state."

Delaware Municipal's renewable portfolio includes the Dover SUN Park Project, a 10 megawatt site in Dover, and the 69 megawatt Laurel Hill Wind Farm in Pennsylvania.

Juwi acquired the partially-developed project from Sunolar in mid-2012, after which Juwi, Sunolar, PSEG and the City of Milford worked together to get the project ready for construction. Juwi served as the engineering, procurement and construction contractor and will manage the day-to-day operation of the plant. The \$50 million project occupies 80 acres in Kent County. The construction of Milford Solar created about 100 construction jobs.

"The Milford Solar project is the fifth solar PV project we have built in the United States that

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# Solar farm dedicated

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has a nameplate capacity of more than 10 megawatts,” said Michael Martin, CEO of Juwi Solar, Inc. “Our site team worked tirelessly to build this project over a 90-day time frame – including by celebrating Thanksgiving onsite and enduring the effects of Superstorm Sandy – in order to safely achieve commercial operation before the end of the year 2012.”

PSEG Solar Source owns four additional solar projects, all built by Juwi

The solar projects have drawn fire in some quarters for allegedly contributing to high electric rates in Delaware. At the same time, the cost of solar cells has dropped, although their cost remains above the figure for other generating sources.

The strategy of building large solar plants has also been criticized by those installing smaller arrays of panels on homes and small commercial buildings, since it drives down the price of credits that are bought by utilities to meet their alternative energy requirements. Home owners and businesses sell the credits to reduce the cost of installing solar systems.

Mike Jennings of PG&E Solar said the lower price of solar cells aided the Milford project. He noted that other costs are also a factor in putting a solar plant online.

Click on the following link to view a fact sheet [PSEG Milford Solar Farm fact sheet](#) 

# Scooter Store files for Chapter 11 in Delaware

**T**he Texas company that ran all those commercials on TV for scooters for the elderly plans to sell its operations.

[The Scooter Store](#) announced that it filed for Chapter 11 protection as it puts itself up for sale.


“The company provides a necessary product and service that is valued by a growing sector of the world’s population,” said Martin Landon, the company’s CEO.

“Unfortunately, historical overhangs coupled with an increasingly complex regulatory environment and mounting economic pressure in the healthcare sector have significantly impacted the company’s ability to operate under its current model,” said Landon. “The company is using the chapter 11 vehicle to seek to create a new, financially healthy provider that operates in strict accordance with

all legal, contractual and regulatory requirements,” said Landon, “which would help the company complete the business turnaround that we were brought in to do.”

The company anticipates that it will operate with a streamlined footprint and a new focus on working with healthcare professionals.

The company expects to continue operating with its current workforce level throughout the restructuring process. Published reports indicate the workforce had already been slashed.

The Company is seeking to retain Morgan, Lewis & Bockius LLP and Young Conway Stargatt & Taylor, LLP as restructuring counsel, the investment banking firm of Morgan Joseph TriArtisan to assist in the sales process, and Lawrence Young of AlixPartners, LLP as Chief Restructuring Officer. 

# Maryland Live takes top slot spot in region

The [Maryland Live Casino](#) has taken the top spot in slot machine revenue in the Mid-Atlantic region, with two Delaware sites in the middle of the pack.

The casino announced its revenue of \$44.6 million outperformed all other regional casinos. The property's net revenue was more than 20% higher than the next highest competitor.

The figure was also higher than the combined slots revenues of all three of Delaware's casinos.

The March figures showed Delaware Park and Dover Downs were neck and neck with each having slots revenues of \$15 million-plus.

The figures also reflect the problems at Atlantic City's Revel, a \$1 billion resort that only generated \$4.3 million in slots revenues in March. That was a little more than half the take at Cecil County's Hollywood Casino Perryville. Hollywood has seen a sharp drop in revenue following the opening of Hollywood Live.

Maryland Live opened to the public in June 2012



and has little nearby competition in the Baltimore area. The casino is near the Baltimore-Washington International Airport and also draws customers from the Washington, D.C. Area.

The casino is believed to be a factor in reduced revenues in Delaware.

The competition with Delaware, Pennsylvania and other states is expected to intensify as table games, with Maryland Live adding table games this month.

According to a release, the State of Maryland receives an average of \$1 million a day in taxes from Maryland Live. Maryland has among the nation's

highest taxes on gaming. Maryland Live! Casino is owned and operated by The Cordish Companies, which is actively vying for the final available gaming license in the City of Philadelphia, in order to develop a \$425 million Live! Hotel & Casino in the South Philadelphia stadium area (in partnership with Greenwood Gaming).

In addition, the Company has applied for a license in Massachusetts.

March 2013 Net Slot Revenue. All New Jersey casinos are in Atlantic City.


Maryland Live,	\$44,613,545
PARX, Pennsylvania,	\$36,417,120
Borgata, New Jersey,	\$30,802,751
Sands Bethlehem, Pennsylvania,	\$27,451,189
Rivers, Pennsylvania,	\$27,435,784
Harrah's Philadelphia (Chester, Pennsylvania,	\$23,899,400
Penn National, Pennsylvania,	\$22,884,326
The Meadows, Pennsylvania,	\$21,583,272

**Continued on next page**



# Maryland Live...

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Harrah's, New Jersey, \$20,640,327  
Mohegan Sun, Pennsylvania, \$20,419,377  
Sugarhouse, Pennsylvania, \$17,804,390  
Delaware Park, Delaware, \$15,362,600  
Dover Downs, Delaware, \$15,201,200  
Caesars, New Jersey, \$14,184,995  
Trump Taj Mahal, New Jersey, \$13,452,305  
Mount Airy, Pennsylvania, \$13,127,952  
Presque Isle, Pennsylvania, \$12,651,306  
Tropicana, New Jersey, \$12,250,888  
Bally's, New Jersey, \$11,850,559  
Showboat, New Jersey, \$11,125,562  
Harrington Raceway and Casino, Delaware, \$9,271,600  
Atlantic Club, New Jersey, \$8,164,388  
Hollywood Casino Maryland, \$8,020,347  
Golden Nugget, New Jersey, \$6,561,281  
Resorts, New Jersey, \$6,241,005  
Valley Forge, Pennsylvania, \$5,661,256  
Trump Plaza, New Jersey, \$4,419,235  
Revel, New Jersey, \$4,340,114  
Ocean Downs, Maryland, \$3,948,739 



## Alternative energy sources are here to stay

**O**ne trend that has been evident during the brief history of this publication is energy.

That is again the case this week as two large solar installations went online. One is in [Milford](#). The site will be used to power municipal electric systems in the state. At that same time, the Delaware Municipal Electric Corp. buys all electricity from a Pennsylvania wind farm. Coming next is a solar array for Delaware Electric Cooperative based in Greenwood.

The other installation that went online is at the [IKEA distribution center](#) in Perryville, Md., 21 miles west of Newark. A week earlier, a smaller installation was announced at the [Ultrachem](#) site in New Castle.

Driving the development of solar are incentives and mandates for utilities to buy more energy from alternative sources. That has proved to be controversial, since solar and Bloom fuel cells remain more expensive than natural gas and utility rate payers end up footing the bill. Wind

power, according to some accounts, is becoming competitive with every source other than coal-fired plants with few environmental controls. On the minus side, large solar projects can negatively affect the value of credits that businesses and homeowners use to reduce the costs of operating their own solar systems and moving excess power to the grid.

The combination of such incentives is driving up the costs of electric power and putting Delaware and other states at a disadvantage when it comes to attracting and retaining businesses, critics claim. At the same time, the cost of solar cells has dropped sharply and breakthroughs that would bring greater efficiencies seem possible in coming years.


It is also worth noting that the corporate world has decided that alternative energy is here to stay. Companies operate in a global market that for the most part, is not questioning climate change. It is simply better business to use solar and wind than stubbornly hold out and wait for more evidence.

IKEA, based in Sweden, owns its own solar systems and is investing \$1.8 billion in the next few years. This comes from a company known for its strong financial performance and an ability to hold down costs.

Similar strategies are at place at other companies and regardless of how critics feel, solar and alternative energy sources are entrenched and likely to become more competitive.

### Cecil County expansion

You may have noticed a number of stories in recent editions from Cecil County, Md.

After working for a couple of decades for a company that had been based in the county, I had some understanding of the economy of our neighbor to the west. In recent months, it has become clear that business news often does not travel across the line and sharing those stories would be good for the business community. - **Doug Rainey** 



## Job fair coming to Sussex County this week

**U.S. Sens. Tom** Carper and Chris Coons, and U.S. Representative John Carney announced on Wednesday that nearly 45 employers from around the region have already signed up for their Sussex County job fair on Tuesday, April 30th, but that there is still room for 15 more businesses who are looking for talented new employees. Combined, the employers are hiring for approximately 700 open positions across an array of skill sets.

The job fair will be held at the Rehoboth Beach Convention Center from 10 am to 3 p.m. Employers already registered for the fair include:

Private Companies: American Registry of Pathology, APM Inc., AVON, Atlantic Refrigeration, BAYADA Home Care, Beasley Broadcast Group, Beebe Medical Center, Blood Bank of Delmarva, Bloom Energy, County Bank, CCLTAFNJDE (construction jobs), Dry Zone, Edward Jones, Food Lion, Goodwill Delaware, Griswold Home Care, Hollister, Johnny Janosik, Joshua Freeman Foundation, Kent-Sussex



Industries, Massage & Reflexology of Delaware, Nanticoke Health System, Metro Merchant Services, MedTix, LLC, New Behavioral Network, New York Life, People's Place, ResortQuest, Seawatch International, Starbucks Coffee Company, Telamon Corporation, UPS, Viridian Energy, Ind. Rep., and Wawa.

Government Agencies: Delaware Department of Transportation, Delaware State Police, Dover Police Department, U.S. Department of Homeland Security, New Castle County Government, New Castle County Police, State of Delaware, Small Business Administration, and Wilmington University.

In addition, the following organizations will have tables at the fair on their offerings for job seekers:

University of Delaware Transition to Teaching Partnership, Department of Labor/Vocational Rehabilitation Division, Department of Labor/Employment Training, Hero to Hired, and Job Center at Delaware Libraries.

Sens. Carper, Senator Coons, and Congressman Carney will host an additional job fair in Kent County in June. For more information on how to participate as an employer or job seeker, please call 302-573-6345 or email [workshop@coons.senate.gov](mailto:workshop@coons.senate.gov).

### Grocer spurns Newark

Newark Mayor Vance Funk is asking residents to tell regional grocer [Harris-Teeter](#) that it was wrong to walk away from an earlier plan to operate from the Newark Shopping Center.

Funk took to Facebook to say that the North

**Continued on next page page**

# Harris Teeter no longer interested in Newark site

## From previous page

Carolina-based company had withdrawn its letter of intent to locate to the struggling shopping center claiming it determined the location would not bring in enough business. The grocer, earlier in the year, announced it was exploring the idea of selling itself.

Harris-Teeter, a semi-upscale grocery chain, has located stores in downtown areas in the region, but has typically opted for large urban areas like Baltimore and Washington, D.C.

The company does operate three stores in coastal Sussex County an area with vast swings in population.

A possible factor in the decision is the large amount of grocery store square footage in the city. Both Acme and Pathmark operate stores on the outer fringes of Newark.

Residents have been looking for more of an upscale chain, with a popular candidate being Trader Joe's, which has a store on Concord Pike in north Wilmington. The chain has not expanded beyond that area, perhaps because of Delaware liquor laws. Trader Joe's specializes in lower-priced

wines that have earned good reviews.

## Elkton company named distributor

MKR International Inc has authorized [Integrity Supply](#), Elkton, Md. to distribute and launch the PurMist product line in select markets in the United States.

The College of Physicians and Surgeons of Ontario recommends PurMist, saying, "We have chosen PurMist to enhance our protection and will be installing more sanitation stations in the building. All staff members were issued a Personal Mister they can use outside the office.

PurMist is available in a 0.24 fl. oz. pocket-sized Personal Mister as well as a 3.38 fl. oz. Mister Bottle and an Americans With Disabilities Act-compliant Touchless Wall Mount Mister. Convenient hand



and body wipes will be available soon. PurMist comes in natural lemon, lavender, orange and unscented.

MKR President Patrick Conner said he is excited about the launch of this product, saying, "This is a game-changer in the sanitizer market. PurMist has highly effective kill ratios and continues working for hours. We believe this product will really make a difference, as it kills many different strains of bacteria and viruses."

PurMist was developed by a military veteran and firefighter with a third party lab in the United States and was supplied to the Canadian teams at the 2010 Olympics.

For more information, please call 1-855-PURMIST (787-6478) or visit [www.purmist.net](http://www.purmist.net). PurMist is made in the USA.

Integrity Supply is an authorized commercial, industrial, government and military wholesale distributor.





# *Cecil College constructing \$24M engineering, math building*

**A** **ground breaking** event was held last week for the Engineering and Math Building on the [Cecil College](#) campus near North East, Md.

The three-story, 28,683 square foot building will support the educational and training requirements of the high-tech industries, and their employees, located in Cecil County. As required by Maryland law, the building is being constructed to attain LEED silver certification. This would be the first building in Cecil County to receive such a designation.

“We come together today to officially break ground on a building that will house some of our engineering, physics and mathematics offerings and related academic support,” said Cecil College President W. Stephen Pannill. “With its hundreds of additional parking spaces and roadway improvements, it is a sign of our growth, which affords Cecil Countians greater opportunity.”

Scheduled to be completed in August 2014 at a cost of \$23,492,000, design and engineering services have been provided by Marshall Craft Associates, while the construction is being done by Riparius Construction, Inc.



**Photos courtesy of Cecil College**

The building will provide space for expanding course offerings by Cecil in engineering, math and physics. That will enhance transfer opportunities for its students and greatly support the rapidly growing degree programs in engineering. The center

will also help the college continue to promote the STEM initiative preparing students for careers in science, technology, engineering and mathematics while they are in middle school.

The Engineering and Math Building will have eight labs – four for math, three for general purpose engineering and physics, one for specialized engineering instruction – and two lab prep rooms for engineering and physics. A number of green design elements are being incorporated such as reduced maintenance turf and plantings, an energy management dashboard system that will allow for monitoring and control of energy usage, and the maximization of daylight throughout the building.

Many of the project's components aim to aid the students' academic experience, including a distant learning/teaching system, hi-tech smart boards in the classroom labs, learning dashboards on building operation systems, and wireless access throughout. Wind turbines, solar panels and a weather station will benefit both the functioning of the building as well as the educational aspect through visual displays and access to operational data.





# ILC Dover to make next generation of space suits

**I**LC Dover, the designer and manufacturer of NASA's space suits and a wide range of engineered film and fabric products, was awarded an 18-month contract to design, manufacture and test the next generation of NASA's Spacesuits – the Z-2.

The new suit, designed for spacewalks, will operate at higher pressure levels than previous models. The new technology will greatly improve exploration work efficiency.

“This contract is a testimonial to the continued trust and faith NASA and the Johnson Space Center (JSC) have in ILC Dover – a partnership that has existed since the Apollo space missions,” said Patricia Stoll, space suit assembly product manager, ILC Dover. “We are honored to have been awarded this contract and we look forward to working with NASA to develop the next generation space suit that may eventually walk on the surface of the moon or Mars.”

The Z-2 will be designed to work with NASA's portable life support system currently under development at JSC. The new suit will also be designed to interface with both classical air locks



and NASA's latest suit port design.

ILC Dover will be working with the following teammates on this project: Air-Lock Inc., Analytical Mechanical Associates, University of Delaware Center for Composite Materials, Wolverine World Wide, Devilsfork Consulting, and the Philadelphia University.

Since 1947, ILC Dover has provided engineered solutions to complex customer problems. The

company serves the aerospace, personal protection and pharmaceutical industries.

Known for production of space suits for NASA, ILC Dover uses high-performance flexible materials, allowing for unique solutions to meet customer needs. ILC's products have been used on the moon, on Mars and around the world.





# Legislators consider public benefit corporations

**L**egislation has been introduced that would allow the formation of a new type of corporation that takes into account the interests of non-shareholders.

Public benefit corporations are intended to operate in a responsible and sustainable manner. They are to be managed for the benefit not only of stockholders, but also for other people, the community and public interests according to a release from the state.

“Delaware is rightfully recognized worldwide for its leading role in corporate law,” said Gov. Jack Markell. “With the addition of Public Benefit corporations, Delaware will continue to be a leader and support a new movement of social entrepreneurs and investors who are stepping forward to meet high standards of corporate purpose, accountability and transparency.”

Delaware is the legal home of more than one million legal entities including many of the nation’s largest businesses.



The bill requires directors of a Delaware public benefit corporation to balance the interests of stockholders with the best interests of those materially affected by the corporation’s conduct and the specific public benefits identified by the corporation.

The legislation, Senate Bill 47 was introduced Thursday in the Delaware General Assembly with bi-partisan support.

B Lab, a non-profit organization whose mission is to use the power of business to solve social and environmental problems, is the nation’s leading advocate for benefit corporation legislation.

B Lab also certifies hundreds of companies

that meet rigorous standards of social and environmental performance, accountability and transparency including more than 70 firms that are already incorporated in Delaware.

Says Jay Coen Gilbert, co-founder of B Lab, “Delaware’s introduction of benefit corporation legislation is a tipping point in the acceleration of a global movement to redefine success in business. We are deeply appreciative of the commitment that Delaware had made to this important issue and thank Governor Markell, the bill’s sponsors, the Delaware State Bar Association, the Delaware Court of Chancery, and the Secretary of State for their leadership in supporting legislation that will work in Delaware.”

A public benefit corporation (PBC) will be formed in the same manner as any other corporation formed under the Delaware General Corporation Law. However, in order to be a PBC, the corporation’s certificate of incorporation must identify one or more specific public benefits and must have a name that clearly identifies its status as a PBC.


**Continued on next page**

# New type of corporation

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Public benefits that apply under the proposed law include, but are not limited to, those of an artistic, charitable, cultural, economic, educational, environmental, literary, medical, religious, scientific or technical nature. Once every two years, a public benefit corporation must send its stockholders a statement with respect to its promotion of the public benefits identified in its charter, as well as its promotion of the best interests of those materially affected by the corporation's conduct.

John Grossbauer, vice chair of the Council of the Corporation Law Section of the Delaware State Bar Association, stated "I'm pleased to represent the Delaware State Bar Association in endorsing this legislation which will provide corporations, entrepreneurs and investors who wish to pursue these goals the ability to rely on a long tradition of Delaware corporate law that provides both the stability and predictability that businesses have come to rely upon."

If enacted, corporations would become eligible to form, convert or merge into a public benefit corporation beginning August 1, 2013. 

# Shoe boutique opens in Greenville

The mother-daughter team of Sherri Guggenheim and Jen Rubinstein opened their fifth footwear and accessories boutique, [ViVi G. Shoes](#), in Greenville Center.

After opening its first boutique, just north of the Delaware line, in Glen Mills, Pa. in 2008, ViVi G. Shoes added locations in Palm Beach, Fla., Nantucket, Mass. and Wayne, Pa. before adding the fifth store in Delaware late last month. On Friday, April 19<sup>th</sup> Guggenheim and Rubinstein held a grand opening for the store, with champagne, catered desserts and a gift with purchase. Jewelry designer Marlyn Schiff hosted an in-store trunk show.



"Over the years we found shoppers from northern Delaware frequenting our other locations" Guggenheim said. "So, we decided it was time to bring our exclusive collection, that won't be found at the mall, to Greenville." The store carries products from over 50 designers – from Bettye Muller, Delman, Palm Beach Sandals, Vince Camuto



Signature, Kate Space, and Milly Handbags, as well as jewels by Vaubel, Alex & Ani, and Steven Dweck. In addition to international brands such as Jon Josef and Paul Mayer from Spain; Lori Blu and Butter from Italy; and Wilbur & Gussie from London, ViVi G Shoes also carries an exclusive private label collection from Italy.

Owners say ViVi G. Shoes offers shoes "at every price point and Delaware fashionistas will have access to the most coveted brands that cannot be found elsewhere." Owners travel to the fashion capitals of the world and forge partnerships with the designers. The stores also host designer showcases and trunk shows.







# GOES BIG ON SOLAR

## PERRYVILLE SITE NOW POWERED BY ROOFTOP SYSTEM

Background image courtesy of IKEA USA

**I**KEA last week plugged in the solar energy system at its distribution center at Perryville, about 20 miles west of Newark. The system is the largest rooftop system in Maryland.

The 768,972-square-foot system consists of 18,576 panels. The IKEA distribution center will produce approximately 3.4 million kilowatt hours a year. That figure is the equivalent of eliminating the emissions of 499 cars or powering 359 homes for a year. This installation represents the 36th completed solar project for IKEA in the U.S. IKEA. Adding in current and future projects, the

installations will power nearly 90 percent of its U.S. locations with total generation of 38 megawatts. IKEA owns and operates each of its solar PV energy systems atop its buildings and globally has allocated \$1.8 billion to invest in renewable energy through 2015.

IKEA has installed more than 250,000 solar panels on buildings across the world, and owns and operates approximately 110 wind turbines in Europe.

For the development, design and installation of the Perryville distribution center's customized solar

Continued on next page

# IKEA solar power

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power system, IKEA contracted with Inovateus Solar LLC.

“As one of the largest rooftop arrays in the country, this installation will ensure that the IKEA Perryville distribution center consumes very little power from the electric grid,” said Ed Morris, Perryville Distribution Center manager. “IKEA is thrilled at this opportunity to further our investment in this community while also continuing our commitment of incorporating sustainability into our supply chain operations. We appreciate the continued support of the City of Perryville, Cecil County, Delmarva Power, and Inovateus Solar, our partners in this project.”

Constructed on 278 acres near Perryville, the 1.7 million-square-foot IKEA distribution center began operations in 2002, employs approximately 550 and currently helps provide inventory to many U.S. IKEA stores. IKEA was founded in Sweden in 1943. There are currently more than 330 IKEA stores in 40 countries, including 38 in the U.S., as well as six distribution centers in North America. The company is the world’s largest furniture retailer. For more information, see [IKEA-USA.com](http://IKEA-USA.com).





## WSFS honored; Md. company gets \$100K

**W**SFS Bank was presented the 2013 Community Partner Award at the Girls Inc. of Delaware's 59th Annual Meeting.



Girls Inc. inspires all girls to be strong, smart, and bold through life-changing programs and experiences that help girls navigate gender, economic and social barriers. Accepting the award on behalf of the bank was Vernita L. Dorsey, WSFS vice president of compliance and first vice president of Girls, Inc. of Delaware. Pictured with Dorsey is

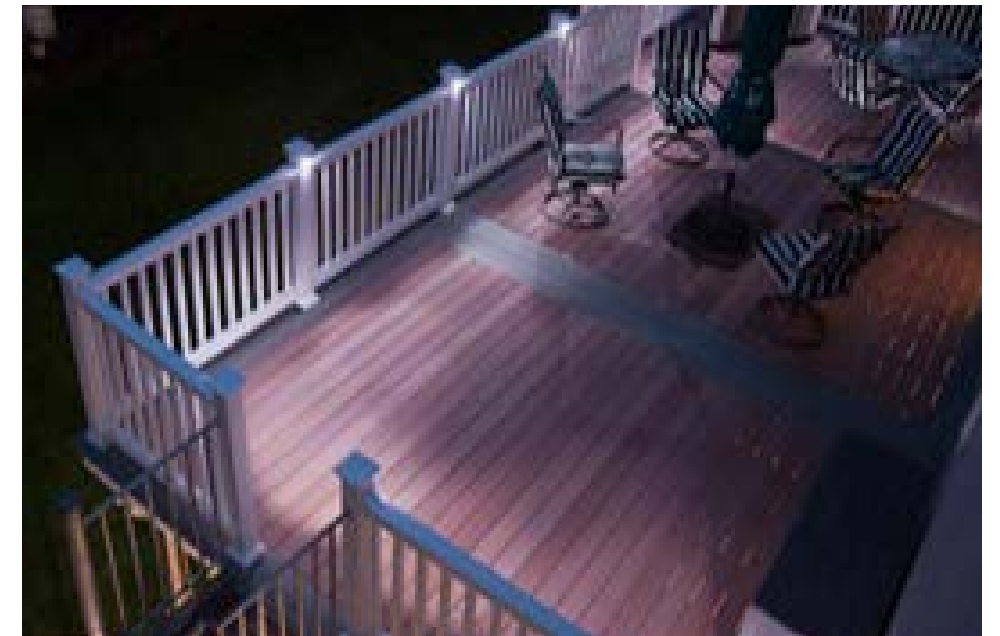
Girls Inc. Board President Suzette M. Schultz.  
**North East company gets \$100,000 prize**

**A** company in the Maryland community last week won a \$100,000 grant in a contest in that state.

I-lighting was one of three winners in the first InvestMaryland Challenge of the Maryland Department of Business & Economic Development. According to the state, 250 companies applied for the grant.

“Tonight we’re fulfilling the need we saw to connect our entrepreneurs with the resources and the experts that turn great ideas into reality,” Maryland Department of Business & Economic Development Secretary Dominick Murray said.

CEO Scott Holland of i-lighting, which



manufactures easy-to-install LED lighting, said his company's \$100,000 win in the general industry category will allow for greater expansion.

“Now that we have more capital, I’m looking forward to moving the company farther faster. We have the right people, we just needed the funding, and now that we have that, we can move on and up,” Holland said.

**Continued on next page**

# KUDOS: State announces conservation award winners

## From previous page

At the awards event, Gov. Martin O'Malley, praised Maryland's innovative companies and said he believed they would play a role in solving worldwide problems.

The contest began as the brainchild of former-DBED Secretary Christian Johansson and O'Malley. Company submissions from across the United States began flowing in in September 2012. Participants were narrowed down from over 250 to 60, then 33 and finally nine, to include three finalists in each of the general industry, life sciences and information technology categories

## Conservation awards

**T**he annual Governor's Agricultural and Urban Conservation Awards were recently presented.

Delaware Department of Agriculture Secretary Ed Kee congratulated the honorees. "The recipients

this year are all excellent stewards of our state. Their daily work proves their commitment to protecting our land and water for future generations," said Kee. "They are fine examples of how our farmers, equine owners and landowners protect our heritage and keep our agricultural tradition strong."

This year's Conservation Award winners are:

### **NEW CASTLE – Agricultural Award**

- Ramsey Farms, Wilmington, Stewart Ramsey Jr., owner

Ramsey worked with USDA's Natural Resources Conservation Service and Farm Service Agency to implement best practices on his northern Delaware farm, which features some of the steepest slopes in New Castle County. Ramsey plants pumpkins on contour strips across these slopes. After the pumpkin harvest, he plants cover crops to use surplus nutrients and protect the slopes from erosion.

### **NEW CASTLE - Urban Award**

- Merit Construction Engineers, Inc., Wilmington

Merit responded to an urgent Friday afternoon request from New Castle Conservation District and DNREC to protect Red Lion Dike from the high tides and surging waves expected from Superstorm Sandy.

The next morning, after analyzing the pre-Sandy condition of Red Lion Dike, Merit's Vince Dills began assembling heavy equipment, manpower, 100,000 pounds of sand and one-ton capacity super-sack sandbags needed to shore up the northern and southern sections of Red Lion Dike.

On Saturday, Merit mobilized, sending a truck west of Baltimore to pick a load of super-sack sandbags, hauling dump-truck loads of sand from a gravel pit and assigning a crew to begin filling sand bags with a ton of sand at a time.

Early Sunday morning, Merit's crews continued filling sandbags while a convoy of equipment consisting of a track excavator, rubber-tired loader, and tractor trailer pulling lowboy trailers rolled downed Route 9 from New Castle through the

**Continued on next page**



# KUDOS: A look at business achievements

## From previous page

gates of the Occidental Chemical facility near the Delaware City refinery down to Red Lion Dike on the banks of the Delaware River.

Merit's crew started work at 5:30 a.m., loading sandbags and equipment, and worked in the wind and rain placing sandbags on the dike from 7 a.m. until 8 p.m.

Merit's efforts prevented Sandy's storm surge and wind-driven tides from overtopping and breaking through Red Lion Dike, which would have released contaminated sediments into the Delaware River and Bay. Their efforts protected the dike and tide gate structure as well as a wide area of the Delaware River and Bay.

## KENT – Agricultural Award

- Vernon Creek Farm, Franklin and Ronnie Hanson, Harrington

Vernon Creek Farm produces corn, wheat and soybeans on approximately 1,400 tilled acres west of Harrington. Conservation features on the farm include irrigation systems with a water management plan, no-tillage practices, and integrated pest

and nutrient management plans.

## KENT – Urban Award

- City of Dover, Scott Koenig, City Manager. In 2012, the City of Dover installed a green roof area on the new Dover Public Library at 35 Loockerman Plaza.

Although green roof technology has been proven in other parts of the county, the library's system is one of the first to be installed in Kent County. A green roof employs a multi-layer system of vegetation planted in a growth medium on top of a drainage collection layer. Partners in the project included architectural design by Holzman Moss Bottino Architecture, engineering by Becker Morgan Group, Inc., and landscaping design by Landscape Architectural Services, LLC.

## SUSSEX – Agricultural Award

- Dean Roles, Centaur Training, LLC, Bridgeville  
Centaur is a training facility for riding horses near



Bridgeville in the Nanticoke River Watershed. Roles has a solid working relationship with the Sussex Conservation District, DNREC's Drainage Section and USDA's Natural Resources Conservation Service staff. Since 2007, Sussex Conservation District planners have written Centaur's nutrient management plan, which includes effluent wastewater application on hay ground.

## SUSSEX – Urban Award

- City of Seaford

Located at the head of the Nanticoke River in the Chesapeake Bay Watershed, the City of Seaford is being recognized for its proven track record of professionalism in working with the Sussex Conservation District on watershed studies, drainage/flooding issues, and sediment and stormwater compliance, and for adhering to its mission to do what is best for Seaford residents.

The City's engineering firm, George, Miles and Buhr, LLC (GMB), designed the Washington Street Flood Control and Stormwater Retrofit Project, implemented in 2012, with systems to provide quantity control for the 100-year storm event.

# Report: Recycling created 111 jobs

**R**eCommunity, Delaware's recycling partner, announced the overall impact of local recycling efforts for 2012.

You can download a copy of the report at <http://www.recommunity.com/asr> for comparisons equating the amount of recycled material to the amount of trees and oil saved, jobs created and other information.

The report indicated more than 100 jobs were created, thanks to the recycling efforts.

Delaware passed a recycling law that requires refuse haulers to offer recycling containers. This came after the state continued to rank low in its recycling rate and costs of adding landfill space were rising sharply.

"Earth Day marks a perfect opportunity for us to showcase our commitment to forward-thinking communities in Delaware," says James Devlin,



ReCommunity CEO, "and to celebrate the community's efforts to reposition waste as a strategic resource instead of a growing liability."

## Highlights

- Delaware residents helped produced 55,700 tons of recyclable materials in 2012. Within all those tons, we found the following facts.

What's contained in 55,700 tons of recyclable material in Delaware?

**Continued on next page**

A man and a young boy are looking at a mirror. The man is holding the mirror and looking at his reflection. The boy is looking at the mirror and smiling. The background is a solid teal color.

**I CAN'T MISS WORK BECAUSE OF THE FLU.**

For more information, visit <http://www.cdc.gov/flu>

Every year, I get my flu vaccine to protect myself, my coworkers, and my family from getting sick from the flu.

Even healthy people can get the flu, and it can be serious. This season, protect yourself and those around you by getting a flu vaccine.

 U.S. Department of Health and Human Services  
Centers for Disease Control and Prevention



# *Wilmington Film Festival*

## *to kick off this week*

The Wilmington Film Festival kicks off this week at the Penn Cinema Riverfront in Wilmington.

The festival is the successor to the Newark Film Festival, which was held in late summer. Films will be screened Friday through Sunday. A benefit event featuring film trailers and an IMAX movie benefitting Easter Seals are slated for Wednesday and Thursday.

Organizer of the festival is Barry Schlecker, who has revived other community festivals and events in the area, such as the Brandywine Arts Festival for the Arts. He is well known locally for pioneering business networking and operating a staffing company.

The festival features films that in most cases won't make their way into your local cinema and often involve serious topics.

One exception will be the midnight movie, *The Big Lebowski*, an oddball comedy that has become a favorite with many movie-goers.

For a full schedule, tickets and other information, click on the following link. <http://www.wilmfilm.com>



## Recycling stats released

### From previous page

- 31,665,682 aluminum cans or enough aluminum to build 7 jumbo jet airliners
- 144,721,384 plastic bottles or the equivalent of saving 2,579,393 gallons of oil
- 8,047,624,352 sheets of paper or the equivalent of 678,631 trees
- 46,759,012 glass bottles or enough energy to power 11,209 computers for a week

What's the economic impact of recovering 55,700 tons of recyclable materials?

- 111 jobs created

Additional environmental impacts of recovering 55,700 tons of recycled materials:

- 161,645 metric tons of CO<sub>2</sub>-equivalent greenhouse gases prevented, which equates to removing 29,605 cars from the road annually
- 71,614 cubic yards of landfill space

saved, which equates to 6,034 Olympic-sized swimming pools filled with garbage

“By definition, sustainability is all-encompassing, including environmental, economic and social benefits to Delaware,” says Michael Parkowski, chief of business and governmental services for the Delaware Solid Waste Authority. “Our recycling efforts have enabled us to save valuable landfill space, create new jobs, and reduce our carbon footprint.”

ReCommunity, headquartered in Charlotte, N.C., is a recycling and recovery company that is focused on dramatically reducing the volume of landfilled waste. The company aims to lead a Recovery Revolution by repositioning waste as a strategic community resource instead of a growing liability. The company has 36 facilities in 13 states.

For more information, visit [www.ReCommunity.com](http://www.ReCommunity.com).

# Patch news site arrives in Perryville

**A**OL's Patch has arrived on the western end of Cecil County, Md.

The hyper local news site made its crossing over the Susquehanna River into Perryville, a community on the western edge of the county. The website is <http://perryville.patch.com>.

There have been no signs that Patch will move into northern Delaware. A few years ago, Patch announced it would operate in Newark but later withdrew that news from its website. Patch does operate in West Chester, Pa. Area, north of Wilmington, but has not moved into Kennett Square or other areas near the Delaware border.

Patch operates with a laptop computer-carrying editor stationed in suburban communities or small towns. As it works to move toward profitability, Patch has given editors two markets and according to some reports has reduced free lance budgets. Perryville is sharing an editor with Havre deGrace, a town on the other side of the river in Harford County. A Patch has also been added in Fallston in Harford County.

Some industry experts have predicted the demise of Patch, but AOL has tweaked the model while underwriting losses. It claims a number of its sites are earning a profit. The CEO of AOL, Tim Armstrong, has said Patch is headed toward a profit.

Patch's footprint includes 1,000 communities on the East and West coasts as well as the upper Midwest.



Patch has already been covering some Perryville news from Havre de Grace, thanks in part to the Hollywood Casino Perryville and other news that crosses county lines.

Cecil County may be an attractive market for Patch, given the decision by the [Cecil Whig](#) more than a year ago to cut its publication schedule from five to three days and the Whig's use of a subscription "paywall" that limits access to 10 stories a month.

However, serving the county with 101,000 residents would presumably involve hiring staff beyond its western edge.



## Riding for Special Olympics

On Sunday, 572 bikers raised more than \$27,000 at the seventh annual Ride to the Tide to benefit Special Olympics Delaware. Both numbers were records for the event, which has now raised more than \$108,000 for Special Olympics Delaware. Joining the bikers on the ride from either Newark or Dover to Rehoboth Beach were 183 passengers. All participants enjoyed a complimentary lunch at Jake's Seafood House in Rehoboth Beach.

The event, sponsored by Delmarva Power and organized by the Delaware Blue Knights - Chapter 1, benefits 3,500 Special Olympics athletes who participate year-round in 20 sports.

**Photo from Special Olympics Delaware.**



## *BBB announces awards*



The Rush and Steinman families.



Atlantic Refrigeration.

Four local companies were honored at the [Better Business Bureau's](#) 48th Annual Dinner on April 9 at the Chase Center on the Riverfront.

This year, the BBB welcomed Major General Francis Vavala as the featured presenter.

The four local companies awarded the Better Business Bureau's Torch Award for Marketplace Ethics were selected, by a panel, based on criteria that shows a company exhibits high ethical standards of behavior toward customers, suppliers, shareholders, and employees. The 2013 award recipients were:

- Delaware Modern Dental
- Dr. Energy Saver, Delmarva
- Atlantic Refrigeration and Air Conditioning
- PJ Fitzpatrick

A common characteristic of all the 2013 winners is that they never lose sight of who made them what they are today—their employees, families, the community and their relationships with their customers. These are all essential components of a successful organization, according to a BBB release.

In addition, the BBB announced the winner of the Annual

**Continued on next page**

# *Better Business Bureau winners announced*

## **From previous page**

Edward M. Rush, Sr. Memorial Award. In 1993, the family of Edward M. Rush, Sr., established this award honoring Rush's memory for setting high standards for family-owned businesses. The award is given to an outstanding family-owned and operated BBB Accredited Business who also exemplifies the ideals of community and civic service. The award, not announced until the moment it is given, was awarded to Delmarva Broadcasting Company owners, the Steinman Family. The Steinman family got into the newspaper business in the late 1800s in Lancaster, Pennsylvania. Today, the family owns Lancaster Newspapers, Inc, which publishes daily, weekly and specialty publications in the region. Delmarva Broadcasting is still 100% owned by the Steinman family and operates 12 radio stations and a rapidly growing Interactive division.

Finally, the Better Business Bureau Education Foundation awarded two, \$2,500 scholarships to graduating Delaware high school seniors. The recipients were: Zachary Boulden from St. Marks High School in Newark and Rebecca Lusk from Cape Henlopen High School in Lewes.



**P.J. Fitzpatrick**



**Dr. Energy Saver.**

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## Beatty named Shore CEO

**Lloyd L. "Scott" Beatty, Jr.**, 60, president of Shore Bankshares, Easton, Md., has been promoted to Chief Executive Officer of the company, effective June 1. Beatty also will continue to serve as President of the bank holding company, succeeding W. Moorhead Vermilye, 72.



**Beatty. Photo courtesy CityBizList.**

Shore owns CNB branches in Camden, Felton and Milford, Del.

Vermilye will remain a director of both the parent company, Shore Bancshares, Inc., and its lead subsidiary, The Talbot Bank of Easton. He will formally become Senior Business Development Officer of Talbot Bank and will also hold responsibility for directing the holding company's strategic corporate citizenship; community. Beatty has served as a Director of Shore Bancshares, Inc.

since December 2000. He has been a Director of Talbot Bank since 1992. Beatty's previous position as EVP and COO is one he has held since August 2007.

Prior to that, Beatty served as Vice President and COO since July 2006 and as Vice President since October 2004. Before joining the company, Beatty was the Chief Operating Officer of Darby Overseas Investments, LP, a global private equity firm, and President of Darby Advisors, Inc., a privately held family investment business, from 1998 to 2005.

Vermilye has served as CEO of Shore Bancshares, Inc. since December 2000. He has also served as Director of Talbot Bank since 1977. From 1988 until July 2006, Vermilye also served as the President and Chief Executive Officer of Talbot Bank.

## Association president

**Joanne Damminger**, assistant vice president for student affairs at Delaware Technical Community College, has been elected to president of the National Academic Advising Association

(NACADA).

NACADA promotes quality in academic advising and professional development to over 10,000 faculty members, professional advisors, administrators, and counselors in academic and student affairs. NACADA is committed to providing quality in education and advisement practices in higher education.



**Damminger**

Damminger currently serves as vice president of NACADA. She has served at the state, regional and national levels for over 15 years. Damminger's one-year term as president will begin October 2013. Joanne is also a published author and nationally-recognized presenter on academic and career advising.

## Zoo director retiring

After 36 years at the Brandywine Zoo, Director Nancy Falasco is retiring the end of April. First hired as zoo curator by New Castle County after

**Continued on next page**

# Personnel news...

From previous page



graduating from the University of Delaware in 1976 with a degree in animal sciences, Falasco became zoo director in 1981. Falasco continued as director when the Department of Natural Resources and Environmental Control's (DNREC) Division of Parks and Recreation took over responsibility of the zoo in 1998.

**Falasco** Under her leadership, the Brandywine Zoo became accredited by the Association of Zoos and Aquariums (AZA) and maintained the accreditation from 1981 to present.

Zoo members, volunteers, former staff, and visitors are invited to come by the zoo during the work week and give their regards to Nancy Falasco before her departure on April 30. The Brandywine Zoo is located at 1001 North Park Drive in Wilmington, Delaware and is open every day of the year, 10 a.m. to 4 p.m. For more information, visit [www.BrandywineZoo.org](http://www.BrandywineZoo.org) or call (302) 571-7747.

The Brandywine Zoo is part of the Delaware State Parks and is managed by the Delaware Division of Parks and Recreation with the support of the Delaware Zoological Society, the non-profit volunteer organization that supports the mission of the Brandywine Zoo.



## AZ signs nano drug deal


AstraZeneca and [BIND Therapeutics](#) announced they have entered into a strategic collaboration to develop Accurin, a targeted medicine from BIND's Medicinal Nanoengineering platform based on [AstraZeneca](#) discoveries.

The collaboration is based on data suggesting that nanomedicines like Accurins selectively accumulate in diseased tissues and cells, leading to higher drug concentrations at the site of the tumor and reduced exposure to healthy tissues.

AstraZeneca is counting on nanomedicines and other leading-edge technologies to help it build a drug development pipeline as its blockbuster drugs go off patent. Sales for the company have dropped sharply as generics come on the market. The company plans to cut 1,200 jobs in Delaware in coming years.

The companies will work together to complete Investigational New Drug-enabling studies of the lead Accurin,

identified from a previously-completed feasibility program. AstraZeneca will then have exclusive development and commercialization rights, while BIND will lead manufacturing during the development phase. BIND could receive up front and pre-approval milestone payments totaling \$69 million, and more than \$130 million in regulatory and sales milestones and other payments as well as tiered single to double-digit royalties on future sales.

"AstraZeneca believes that targeted therapies which specifically address the underlying mechanisms of disease are the future of personalized cancer treatment," said Susan Galbraith, head of AstraZeneca's Oncology Innovative Medicines Unit. "Our oncology teams are actively exploring a range of platforms to deliver targeted therapies, with a strategic focus on unlocking the significant potential of nanoparticles in cancer treatment. We view BIND's targeted nanomedicines as a leading technology in this field." 





# business licenses

*Editor's note: Business licenses are issued by the State of Delaware as a revenue source*

**ABBOTT JOANN HUGGIE BEAR DAYCARE PROFESSIONAL**  
AND/OR PRSL SRVCS-UNCLASSIFIED 105  
COMPASS DR CLAYMONTDE 19703-1301

**ABBOTT JOHN W JWA**  
HOME IMPROVEMENTS CONTRACTOR-RESIDENT  
33563 SHOCKLEY RD  
LAUREL DE 19956-4053

**ABBOTT LABORATORIES**  
ABBOTT SALES  
MARKETING&DISTRIBTN  
WHOLESALE-CHIMICALS,  
PAINT & DRUGS TAX DIVISION  
D367/AP6D 100 ABBOTT PARK  
RD ABBOTT PARK IL  
60064-3500

**ABBOTT LAW FIRM LLC**  
PROFESSIONAL SERVICES-  
LEGAL OFFICE 724 YORKLYN  
RD STE 240 HOCKESSIN DE  
19707-8732

**ABBOTT MARGO L  
BLUE MOON MASSAGE**  
PROFESSIONAL AND/OR PRSL  
SRVCS-UNCLASSIFIED 1061 S  
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DOVER DE 19901-4769

**ABBOTT MEDICAL OPTICS INC**  
MANUFACTURER-VARIOUS  
PRODUCTS 1/1/13 12/31/15  
1700 E SAINT ANDREW PL  
SANTA ANA CA 92705-4933

**ABBOTT MELISSA H IT TAKES  
A CAKE** RETAILER-FOOD  
(EXCEPT RESTAURANT) 25029  
HOLLIS RD GEORGETOWN  
DE 19947-5379

**ABBOTT PROPERTIES**  
COMMERCIAL LESSOR  
ANDREW C ABBOTT  
PTR 107 ELIZABETH ST  
GEORGETOWN DE 19947-1427

**ABBOTT-KENTON DEBRA**  
MOTOR VEHICLE DEALER  
PO BOX 103 FELTON DE  
19943-0103

**ABBOTT-KENTON DEBRA N  
AUCTIONS UNLIMITED**  
AUCTIONEER-RESIDENT  
1/1/11 97 PINE BLUFF ROAD 97  
PINE BLUFF RD FELTON DE  
19943-5141

**ABBOTTS SHOE REPAIR INC**  
RETAILER-VARIOUS PRODUCTS  
ERSONAL SERVICES-GENERAL  
REPAIRPERSON 92 E MAIN ST  
STE 2 NEWARK DE 19711-4684

**ABBOTTSOLUTELY GREEN INC  
LAWN DOCTOR OF NEWARK**  
PROFESSIONAL AND/OR PRSL  
SRVCS-UNCLASSIFIED PO BOX  
8130 NEWARK DE 19714-8130

**ABBVIE US LLC** WHOLESALE-  
PHARMACEUTICAL 1 N  
WAUKEGAN RD NORTH  
CHICAGO IL 60064-1802

**ABBY MEDICAL LLC**  
PROFESSIONAL SERVICES-  
MEDICAL OFFICE

1 CENTURIAN DR STE 106  
NEWARK DE 19713-2154  
**ABBYTEK ENTERPRISES**  
LLC PERSONAL SERVICE-  
TELEVISION REPAIRPERSON  
10382 FAWN RD  
GREENWOOD DE 19950-6026

**ABC CLEANING INC**  
PROFESSIONAL AND/OR  
PERSONAL SERVICES 443  
BOXWOOD LN MIDDLETOWN  
DE 19709-9659

**ABC CONSTRUCTION INC**  
CONTRACTOR-RESIDEN  
32621 OLD STAGE RD STE 2  
LAUREL DE 19956-3342

**ABC DRYWALL COMPANY  
INC** CONTRACTOR-  
RESIDENT 402 WALNUT ST  
BRIDGEVILLE DE 19933-1244

**ABC LENDING CORPORATION**  
FINANCE OR SMALL LOAN  
BOTTLE RECYCLING FEE  
FINANCE OR SMALL LOAN  
AGENCY 624 E BASIN RD NEW  
CASTLE DE 19720-4202

**ABC LENDING CORPORATION**  
BOTTLE RECYCLING FEE  
1944 MARYLAND AVE  
WILMINGTON DE 19805-4605

**ABC LENDING CORPORATION**  
BOTTLE RECYCLING FEE  
RETAILER-VARIOUS PRODUCTS  
FINANCE OR SMALL LOAN  
AGENCY 617 N DUPONT BLVD  
MILFORD DE 19963-1099

**ABC LOCKSMITH SERVICE**  
PROFESSIONAL AND/OR PRSL  
SRVCS-UNCLASSIFIED 2604  
DARTMOUTH WOODS RD  
WILMINGTON DE 19810-1112

**ABC PEDIATRICS LLC**  
PROFESSIONAL SERVICES-  
MEDICAL OFFICE 938 S  
BRADFORD ST DOVER DE  
19904-4140

**ABC PROPERTIES LLC**  
COMMERCIAL LESSOR 32413  
GEORGETOWN LEWES HWY  
LEWES DE 19958

**ABC REFRIGERATION  
INC** CONTRACTOR-NON-  
RESIDENT 12441 CATERPILLAR  
RD # 30 BISHOPVILLE MD  
21813-1711

**ABC REFRIGERTION & AIR  
COND.** CONTRACTOR-NON-  
RESIDENT 6619 JOY RD EAST  
SYRACUSE NY 13057-1107

**ABC SALES & SERVICE INC**  
RETAILER-ELECTRICAL GOODS  
PERSONAL SERVICES-GENERAL  
REPAIRPERSON 2520 W 6TH ST  
WILMINGTON DE 19805-2909

**ABC SERVICES AFFORDABLE  
BUSINESS AND CREATIVE**  
RETAILER-VARIOUS PRODUCTS  
603 LISA LNMIDDLETOWN  
DE 19709-3029

**ABC WILDLIFE CONTROL  
LLC** PROFESSIONAL AND/OR  
PRSL SRVCS-UNCLASSIFIED  
921 GINGERWOOD DR

GREENWOOD DE 19950-2241  
**ABC WINDOW CLEANING  
INC** PROFESSIONAL AND/OR  
PRSL SRVCS-UNCLASSIFIED  
5101 W WOODMILL DR  
WILMINGTON DE 19808-4061

**ABCD LLC** LESSOR OF  
TANGIBLE PERSONAL  
PROPERTY 3505 SILVERSIDE RD  
PLAZA CNTR WILMINGTON  
DE 19810-4905

**ABCO REFRIGERATION SUPPLY  
CORP** WHOLESALE-  
ANY PRODUCTS THE  
CONTROLLER 122 QUIGLEY  
BLVD NEW CASTLE DE  
19720-4104

ABCO SIGNS CONTRACTOR-  
NON-RESIDENT 7300 N  
CRESCENT BLVD UNIT 10  
DELAIR NJ 08110-1541

**ABCWARE LLC MATCH  
SOFTWARE** PROFESSIONAL  
AND/OR PRSL SRVCS-  
UNCLASSIFIED 2207 CONCORD  
PIKE # 816 WILMINGTON DE  
19803-2908

**ABDEL-MISIH RAAFAT Z MD  
PA** PROFESSIONAL SERVICES-  
MEDICAL OFFICE STE 4000  
4701 OGLETOWN STANTON RD  
NEWARK DE 19713-2075

**ABDILL STEVE GOLEGIK  
TECHNOLOGIES LLC**  
PROFESSIONAL PRSL SRVCS-  
UNCLASSIFIED 6 LINETTE CT  
NEWARK DE 19702-6815

**ABDOLLAH MALEKZADEH  
MALEK PROPERTIES**  
COMMERCIAL LESSOR  
1 CENTURIAN DR STE 301  
NEWARK DE 19713-2127

**ABDOU MAHMOUD ZIZO TAXI**  
CAB TAXICAB/BUS OPERATOR  
69 NORTHFIELD RD NEWARK  
DE 19713-2714

**ABDULLAH AKRAM**  
LUCKY SPOTTOBACCO  
PRODUCTS RETAILER  
RETAILER-VARIOUS PRODUCTS  
1101 W 2ND ST WILMINGTON  
DE 19805-3618

**ABDUS-SALAAM** RETAILER-DRY  
GOODS & APPAREL RETAILER-  
CATALOGUE & MAIL ORDER  
HOUSE 7 GRAND HALL  
NEWARK DE 19711-5938

**ABE ELECTRIC LLC**  
CONTRACTOR-RESIDENT  
4549 BRENFORD RD SMYRNA  
DE 19977-3671

**ABE PROPERTIES  
COMMERCIAL LESSOR** 443  
VALLEY BROOK DR HOCKESSIN  
DE 19707-9113

**ABEDNEGO ENVIRO SVCS LLC**  
CONTRACTOR-RESIDENT  
PO BOX 1512 801 BOXWOOD  
RD NEWPORT DE 19804-2041

**ABEGGLEN JOHN V**  
CONTRACTOR-RESIDENT

**Continued on next page**



# business licenses

From previous page

1613 BELGIAN DR BEAR DE 19701-2230

**ABEGUNDE KAYODE A ENTREPRENEURIAL CONSULTING** PROFESSIONAL AND/OR PERSONAL SERVICES 400 S DUPONT HWY APT 79 NEW CASTLE DE 19720-7622

**ABEL CONSTRUCTION CO INC** CONTRACTOR-NON-RESIDENT 3925 COLUMBIA AVE MOUNTVILLE PA 17554-1805

**ABEL CONSULTING ENGINEERS P A** PROFESSIONAL AND/OR PERSONAL SERVICES 814 W DIAMOND AVE STE 360 GAITHERSBURG MD 20878-1453

**ABEL PEO SERVICES INC** PROFESSIONAL SERVICES-EMPLOYMENT AGENT 2 CORPORATE DR CRANBURY NJ 08512-3604

**ABEL RECON LLC** CONTRACTOR-NON-RESIDENT 3925 COLUMBIA AVE MOUNTVILLE PA 17554-1805

**ABELLAS-VALIENTE MARIA F IMPERIAL CLEANING SERVICES** PROFESSIONAL AND/OR PRSL SRVCS-UNCLASSIFIED 300 WESTWIND RD BEAR DE 19701-1282

**ABER GARY W** PROFESSIONAL SERVICES-LEGAL OFFICE 1ST FEDERAL PLAZA STE 600 702 N KING ST STE 600 WILMINGTON DE 19801-3589

**ABER SASHA DRAGONFIRE DESIGNS** RETAILER-VARIOUS PRODUCTS 126 E MAIN ST NEWARK DE 19711-7308

**ABERCROMBIE & FITCH STORES INC** ABERCROMBIE & FITCH #604 RETAILER- DRY GOODS & APPAREL 715 CHRISTIANA MALL # 117 NEWARK DE 19702-3213

**ABERCROMBIE ONLINE LLC** PROFESSIONAL AND/OR PRSL SRVCS-UNCLASSIFIED 403 W 4TH ST LEWES DE 19958-1222

**ABEST COMMERCIAL** LESSOR 103 WATER ST WILMINGTON DE 19804-2406

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

**ABG MEDICINE PLLC** PROFESSIONAL SERVICES- MEDICAL OFFICE 117 PENNWOOD DR DOVER DE 19901-5848

**ABHA ARCHITECTS INC** PROFESSIONAL SERVICES - ARCHITECT COMMERCIAL LESSOR 1621 N LINCOLN ST WILMINGTON DE 19806-2521

**ABHE & SVOBODA INC** CONTRACTOR-NON-RESIDENT 17066 REVERE WAY PRIOR LAKE MN 55372-2978

**ABIEL CONTRACTOR CORP** CONTRACTOR-NON-RESIDENT 9311 ANNAPOLIS RD PHILADELPHIA PA19114-3503

**ABIG INC CONTRACTOR-**RESIDENT 49 BAYVIEW SELBYVILLE DE 19975-9406

**ABIGAIL HANSEN LCSW** PROFESSIONAL AND/OR PERSONAL SERVICES 419 S ERIN AVE FELTON DE 19943-9281

**ABILITY A/C & REFRIGERATION** CONTRACTOR-NON-RESIDENT 1107 MIDDLE RIVER RD STE 22 MIDDLE RIVER MD 21220-2422

**ABILITY NETWORK INC** RETAILER-VARIOUS PRODUCTS 100 N 6TH ST STE 900A MINNEAPOLIS MN 55403-1516

**ABILITY RECOVERY SVCS LLC** MERCANTILE OR COLLECTION AGENCY 1 MONTAGE MOUNTAIN RD STE A MOOSIC PA 18507-1777

**ABILITY TRANSPORT INC** TAXICAB/BUS OPERATOR PO BOX 30188 WILMINGTON DE 19805-7188

**ABJ SPRINKLER COMPANY INC** CONT.-NON-RESIDENT PO BOX 663 GLASSBORO NJ 08028-0663

**ABLE & AIKEN MOVING COMPANY INC** DRAYPERSON/MOVER 13400 COASTAL HWY UNIT 905S OCEAN CITY MD 21842-4572

**ABLE & READY HAULING SVC LLC** DRAYPERSON/MOVER 127544 EASY LN SEAFORD DE 19973-4605

**ABLE CARD, LLC** MANUFACTURER-VARIOUS PRODUCTS1300 W OPTICAL DR STE 600 IRWINDALE CA 91702-3285

**ABLE ENTERPRISES INC** CONTRACTOR-RESIDENT 42 KENMARE WAY REHOBOTH BCH DE 19971-1074

**ABLE HEALTH PRODUCTS** PERSONAL SERVICES-DISTRIBUTOR 2070 SPRINGDALE RD STE 300 CHERRY HILL NJ 08003-4029

**ABLE MECHANICAL INC** CONTRACTOR-NON-RESIDENT 94 RAILROAD AVE BELFORD NJ 07718-1542

**ABLE RECYCLING INC** WHOLESALE-PAPER AND IT'S PRODUCTS 335 AIRPORT RD NEW CASTLE DE 19720-1007

**ABLE SERVICES INC WBE** CONTRACTOR-RESIDENT 645 EVERETTS CORNER RD HARTLY DE 19953-3472

**ABLEMART INC ABLEMART** RETAILER-CATALOGUE & MAIL ORDER HOUSE DAVID NAYLOR 30 S PROVIDENCE RD WALLINGFORD PA 19086

**ABM & S PARTNERSHIP** COMMERCIAL LESSOR STE 301 3105 LIMESTONE RD STE 301 WILMINGTON DE 19808-2156

**ABM SECURITY SERVICES INC** PROFESSIONAL SERVICE-PRIVATE DETECTIVE AGENCY 7324 SOUTHWEST FWY STE 1400 HOUSTON TX 77074-2019

**ABNA LLC** MERCANTILE OR COLLECTION AGENCY 95 WOLF CREEK BLVD STE 2 DOVER DE 19901-4965

**ABNER ANTHONY SR** ABNER & SON ROOFING CO CONTRACTOR-NON-RESIDENT 110520 CHESTERVILLE FOREST RD MILLINGTON MD 21651-1202

**ABNEY STEVEN A ABNEY & SON CONSTRUCTION LLC** CONTRACTOR-RESIDENT 28066 GUM TREE RD DAGSBORO DE 19939-4407

**ABODO NORMAN INC** JOHNNYS FOOD MARKET BOTTLE RECYCLING FEE RETAILER-FOOD (EXCEPT RESTAURANT) RETAILER-FOOD (EXCEPT RESTAURANT)1200 MARYLAND AVE WILMINGTON DE 19805-4732

**ABOUBACAR SIDIBE** DIRECT CARE WORKER(GROSS RECEIPTS < \$10,000) 7 SPRING DR NEWARK DE 19702-5939

**ABOUD ZAIYED M SUPER LIMO TRANS SERVICE** TAXICAB/BUS OPERATOR 550 S DUPONT HWY NEW CASTLE DE 19720-5193

**ABOUNABET ELSAYED A PHILLYSTYLE EXPRESS INC** RETAILER-RESTAURANT BOTTLE RECYCLING FEE 681 E CHESTNUT HILL RD NEWARK DE 19713-1827

**ABOUT MAIDS FRANCHISING LLC** PROFESSIONAL AND/OR PERSONAL SERVICES 1601 MILLTOWN RD STE 6 WILMINGTON DE 19808-4047

**ABOVE & BEYOND EXQUISITE** HOME ST PROFESSIONAL AND/OR PRSL SRVCS-UNCLASSIFIED 109 BOXWOOD RDWILMINGTON DE 19804-1822

**ABOVE & BEYOND LANDSCAPING INC** PROFESSIONAL AND/OR PRSL SRVCS-UNCLASSIFIED 5819 KIRKNEWTON DR SALISBURY MD 21804-1457

**ABOVE AND BEYOND** CONSTRUCTION CONTRACTOR-RESIDENT 114 WORRAL DR NEWARK DE 19711-4819