



I-95 project moves forward. 4

### This week

**Tough choices** face any effort to aid gaming industry. 5





**Christiana Care** goes 'outside the box.' 8



**Bloom Energy** building fuel cells in Newark. 18



### Movie options will grow along I-95

#### From page 1

The operator of the theater has yet been announced.

While movie theaters remain a \$10 billion a year industry in the U.S. and Canada according to the Motion Picture Association, the sheer number of screens would seem to be a stretch in a market of a half a million people.

At the same time, the industry has shown an ability to make higher ticket prices stick as it adds amenities such as stadium seating, powerful sounds systems and 3D. Theaters now can operate with smaller staffs. At the digital Penn Cinema Riverfront, the traditional box office is gone, with kiosks and the concession stand handling ticketing.

Construction on the newest Regal will begin this year with completion in 2014 for a 60,000 square foot building with 14 screens and seating for more than 3,000 people. The site is near the Delmarva Power regional headquarters at the site of the Sears outlet store.

"Promenade at Christiana is an ideal location for a fantastic entertainment destination. Adjacent to the Delaware Turnpike, you'll almost be close enough to smell the fresh-popped popcorn when you drive by," stated Todd Boruff, senior vice president of real estate for Regal Entertainment Group. "Christiana is a successful retail corridor, and our location is highly convenient allowing patrons to avoid the congestion of mall traffic with a choice of two I-95 exits at Routes 1 and 273."

Regal will be part of a planned new open air community center with a large parking area located just outside the main theater, entrance. More than 300,000 people live within a seven-mile radius of the construction, according to a Regal release. Promenade at Christiana is being developed by KIMCO, a publicly traded REIT and the nation's largest owner of neighborhood shopping centers with locations in 44 states.

Earlier, Cinemark announced plans to build a complex at Christiana Mall. Cinemark has a multiplex in Stanton at First State Plaza. Already in operation is the 15-screen Penn Cinema at the Wilmington Riverfront, off I-95.

The newest Regal theater will feature all

**Continued on next page** 



### BOOK A GROUP EVENT FROM NOW THROUGH AUGUST 31, 2013 AND RECEIVE A FREE IPAD MINI!

Receive a complimentary iPad Mini by booking \$7,500 on your next group event. Simply book and host your event no later than August 31, 2013.

CONTACT OUR SALES & CATERING DEPARTMENT AT 302.631.1542
OR MGOAD@HILTONESTATE.COM TO BOOK YOUR EVENT TODAY!



100 Continental Drive Newark, DE 19713 www.HiltonEstate.com | 302.454.1500

Valid for new contracts that are booked and hosted by August 31, 2013. The above offers are subject to availability. Some restrictions apply. Can not be combined with any other special offer or discount.

### Surround sound, 3D experience coming to new theaters

#### From previous page

digital projection, an immersive 3D experience with cutting edge surround sound and a high impact giant screen. RPX presents movies the way filmmakers intended with powerful, uncompressed surround sound and bright eye-popping images in 2D and 3D, the Regal release stated.

"Our company has a very loyal and enthusiastic following in the region for our existing Regal Cinemas at Peoples Plaza and Brandywine Town Center. And we can't wait to open an all-new Regal Cinemas in Delaware," stated Ronald Kooch, Regal Entertainment Group's senior vice president of construction. "With the new Christiana theater, we will be adding another jewel to the Regal crown for moviegoers in the Diamond State."

It will also give Regal a dominant market share in northern Delaware, since it operates two other theater complexes in Glasgow and in north Wilmington. The complex is a boost for the Promenade, which is fighting for retail business along with the <u>Christiana Fashion Center</u> development adjacent to the mall. The development from the Acierno family had long been mentioned as the site of a cinema complex, with the company website listing a cinema as a possible tenant. Although many tenants have been rumored for



the Fashion Center site, no signings have been announced.

Potential tenants are reportedly waiting to see how the I-95, Route 1 interchange project plays out in terms of managing traffic flow during weekends and the holiday season. At the same time, the lure of a sales-tax free market is said to be keeping retailers and restaurateurs interested in the mall area. Much of the work on the I-95 project is slated to be completed by the holiday shopping season. (See story, this edition).

In choosing the site near Route 273, Regal hedged its bets on traffic in the area as the company executive noted above. Moviegoers can get on Route 273 or swing over to Route 1 to get on to

Interstate 95. Christiana Mall is also emerging as a major movie player, thanks to the Cinemark complex and Cabela's, an outdoor goods superstore. Both Cabela's and Cinemark are slated to open next year as construction is completed on the I-95 and Route 1 project.

The project could make life tougher for the owners of the Cinema Center Three in Newark. The theater is planning a renovation as its home at Newark Shopping Center undergoes a rehab and expansion project. The project is driven in part by the need to convert from projectors to a digital format. Theaters are under a deadline by distributors to convert to the format.

### I-95 interchange project moves forward

he Interstate 95-Route 1 interchange project is headed for completion, although the overall cost has increased as weather-related delays pile up. The Delaware Department of Transportation confirmed last week that the project is now 80 percent complete.

The northbound I-95 to northbound Route 7 ramp was opened in May 2013, with construction continuing on the rest of the bridges, decks, overpasses, roadway paving, and retaining walls. Steel was delivered throughout the spring for installation. It was also confirmed via DelDOT email that overtime costs, brought on by record rainfall, have increased the project's cost to more than \$100 million, up about \$20 million from the low bid.

DelDOT ordered the overtime in order to get the bulk of the project completed in time for a holiday shopping season that will bring higher traffic to nearby Christina Mall. The I-95 interchange project is now running close to the original DelDOT estimate. Cherry Hill Construction had come in with a bid that was nearly \$20 below the state estimate.

Construction and paving will continue during the holiday season, weather and temperatures permitting. Paving is unlikely after the holiday season, due to lower temperatures and the closing of many paving plants for seasonal maintenance.

The project has also been a boost for the Delaware economy. Exact numbers



on the number employed on the project were not known by DelDOT. The department noted that 40 to 50 DelDOT employees have been working on the project during its various stages, with more than 50 different people involved on the design side of the project.

This is in addition to the large number of employees from Cherry Hill and subcontractors.



### Gaming industry: Delaware faces tough choices

elaware faces a dilemma when it comes to the racino industry.

The stage was set when Delaware faced a budget crunch during the recession of 2008 and 2009. Taxes were increased on casinos. with the hope that longer hours of operation and other changes would make a difference.



**Doug Rainey** 

Given the state of the economy at the time, it seemed like the prudent course of action. The wild card turned out to Maryland. While it was clear at the time that Pennsylvania would have an effect on local casinos, few would have predicted that our neighbor would go all in.

After a lengthy battle over slot machines, the state approved a massive casino in the form of Maryland Live after giving Cecil County the first casino in the sate at Perryville.

The Maryland Live casino is near the Baltimore International Airport. It quickly emerged as the a favorite destination in the region as one of the so called "Walmart" casinos with lots of slots and without the overhead of hotels and other amenities.

Maryland takes a big chunk of revenues, but at this point, few at Maryland Live is complaining.

The Markell administration found \$8 million to help casinos in the state, while a commission looks for ways to reduce the tax burden.

Whatever emerges will result in painful choices in a state where revenue growth remains sluggish.

Outside of Kent County it may be hard to conjure up a lot of sympathy for the industry among voters, even if layoffs result. Sadly, we have become somewhat numb to downsizings.

Racinos continue to support horse racing in the state and led to Delaware approving However, lower gaming revenues and a changing demographics have led to less interest in the sport. Any major tax break is likely to be seen as catering to powerful business interests that did not prepare for the day when competition would become cutthroat.

Dover Downs deserves credit for investing in its hotel and conference center in an effort to become a destination resort. On the minus side, the company ended up with a debt load. The delicate dance will have to take place in Delaware or we will see damage to the economy in the form of a downsized gaming industry and a downward spiral of gambling tax revenues.

During the downturn, it might have been better to have made deeper cuts in the budget, imposed a smaller gaming tax increase and perhaps used a portion of the state's "Rainy Day" Fund.

That did not happen and the General Assembly seems likely to face some unpleasant election year choices.



# Senators home community moving into phase three

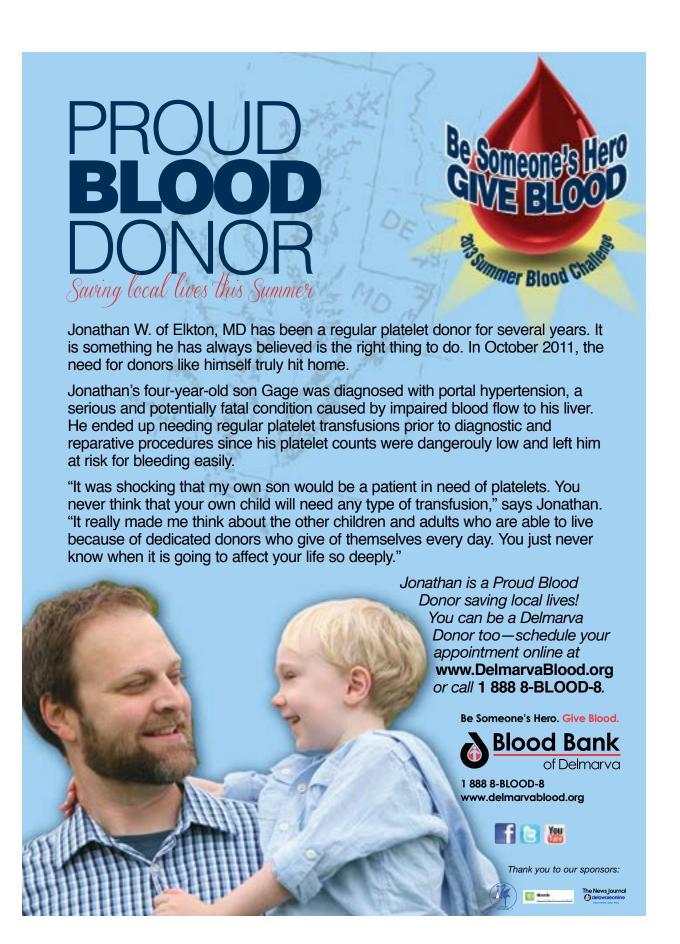
he firm of Jack Lingo Asset Management, sponsor of Senators Lewes, LP, announced the launch of the third construction phase for its 229 single family home community in Lewes, Del. known as Senators.

Senators Lewes entered into an agreement for the project with builder Schell Brothers. Schell of Rehoboth Beach, has sold more than 70 homes since releasing the community in the fall of 2012. Based on the sales pace and sell out of phase two, Lingo has kicked off development of phase three and accelerated all land development timelines.

Bill Lingo, managing partner of Jack Lingo Asset Management, said, "We are very pleased with the success of the project to date. We firmly believed home buyers would recognize the high caliber community coupled with the attractive value that Senators offers - and the sales have reflected that. Our focus will remain on delivering a best-in-class community for our stakeholders."

Jack Lingo Asset Management represents a broad range of capital sources, including high net worth individuals and institutional investors. JLAM focuses on creating value at each stage of the development process, while leveraging its team's 100+ years of combined real estate and finance experience, to deliver successful projects and generate positive returns.

Jack lingo Assset Management is currently setting plans in motion for future investment projects in the Delmarva region to continue capitalizing on the recovering market and meet growing investor demand for land development opportunities, the release stated. For more information on the company and its portfolio, visit <a href="https://www.jacklingoam.com">www.jacklingoam.com</a>.



### Mozaic joins Delaware Financial Literacy Institute's Center for Business Growth

he Delaware Financial Literacy Institute (DFLI) recently recognized Mozaic, a minority-owned, full service document management company, and its owner, Dan Boddie, as one of the first participants in its Center for Business Growth, an incubator for local entrepreneurs.

Founded as a partnership between Boddie Documents and Ennis, Inc., one of the largest private-label printed business suppliers in the United States, Mozaic provides printing and document management solutions to clients in the financial, healthcare, education, government, utilities and retail sectors.

"Our unique partnership with Dan offers customers the minority-owned creative solution aspect of Boddie Documents along with the national industry footprint of Ennis," said Terry Pennington, vice president of sales at Ennis, Inc.

Mozaic founder Dan Boddie added that through his partnership with Ennis, he is better positioned to win contracts with and provide services to larger



customers. As one of eight inaugural participants in the Center for Business Growth, Boddie receives dedicated office space, training, and networking and brainstorming opportunities.

Funded by Capital One and located in the Claymont Community Center, the Center for Business Growth serves startup and emerging minority and/or women-owned businesses.

For more information about Mozaic, visit www. gomozaic.com.



# Trending this week

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

- 1. (Updated) Regal to build theater at Sears site at I-95 and Rte. 273
- 2. Noodles & Co. opens at Christiana Mall
- 3. Business Bites: Shoprite gets aggressive in Glasgow; Governor in Switzerland
- 4. Businessman John W. Rollins, Jr., 71
- 5. Update: Sporting goods giant Cabela's not seeking government help in Delaware
- 6. Man charged with tossing bodily fluid on woman at New Castle Walmart
- 7. Management shake-up at AstraZeneca



### Christiana Care goes 'outside the box' with institute

hristiana Care is hiring mathematicians, economists and project managers as it looks for way to improve quality and deal with higher health care costs.

The Delaware Bio Breakfast on Tuesday featured presentations that centered on the work of <a href="Christiana Care">Christiana Care</a>, including its Value institute. The institute is based at the John H Ammon Medical Education Center on the Christiana Hospital campus south of Newark. The breakfast was hosted by the Delaware BioScience Association.

<u>Christiana Care</u> President Robert Laskowski kicked off the presentations by emphasizing that the work of Christiana Care's effort will center on the word "value," rather than focusing on the latest trend or technology.

Eric Jackson, director of The Center for Health Care Delivery Science and associate director of the Value Institute, said the group wants to gather the "collective wisdom" of various industries and disciplines. Jackson, a physician who holds and MBA, cited the construction industry as a knowledgable source. Contractors have strong project management systems that might aid the effort to come up with innovative ways to improve efficiency and outcomes.





Robert Dayton, president of Delaware Bio, speaks at the BioBreakfast. Prior to the presentation by Christiana Care, members and guests networked at the breakfast. One area needing that collective wisdom is preventable patients deaths. The number of patient deaths each day is greater than the number of passengers on the Asiana flight that crashed in San Francisco Jackson said.

The work, systems and overall commitment that come in investigating jet crashes needs to go into the area of preventable deaths, Jackson said.

One potentially groundbreaking project for the institute will center on Ischaemic heart disease. The disease is defined as a reduced blood supply from the heart muscle, often the result of coronary artery disease. Ischaemic heart disease is now believed to be the leading cause of death in the world, according to the World Health Organization. Its impact will grow as the population ages and becomes more prone to the disease.

William S. Weintraub, director of Christiana Center for Outcomes Research at Christiana Care Health System, said the effort, which will involve a number of partners inside and outside the state aims to harness the power of information technology, project management and other areas to

**Continued on next page** 

### Beebe keeps debt rating after settlement

itch Ratings kept a BBB- rating on \$37 million in bonds issued on behalf of <u>Beebe Medical Center</u>, Lewes, by the Delaware Health Facilities Authority.

The ratings outlook was raised from negative to stable, due to the settlement of the case involving former pediatrician Earl Bradley. Beebe and others reached a settlement in lawsuits regarding sexual abuse of children by Bradley.

Beebe was required to pay \$14.7 million, plus \$100,000 per year for five years and will provide \$1 million of free medical services to the victims. The remaining portion of the \$122.2 million settlement was covered by Beebe's insurers.

The rating was not raised because of what Fitch termed as weaker operating results. Beebe reported a \$3.2 million operating loss, due to costs of the new electronic records platform and higher losses from the employed physician group.

The state electronic records program led to a decision to scrap its current information technology system, which was not believed to be robust enough for the records system.

The new system will cost \$37 million over seven years.

All hospitals in Delaware are part of the electronic records program that aims to improve the quality of care.

The physicians network, which employs 41 physicians, had an operating loss of \$10.4 million in fiscal 2012 and management expects the loss to be \$12 million in fiscal 2013 based on the growth of the group.

At the same time, Beebe has returned to profitability in fiscal 2013, with an operating profit of \$2.5 million through the third quarter of the fiscal year that ended on June 30. That amounted to 1.2 % operating margin.

Beebe does have cash and investments totaling \$70.6 million and no longer has to provide collateral on \$18.5 million in debt issued by PNC Financial.

Aiding Beebe is a debt load that is lighter than the average for medical centers in the BBB category at 1.9% of revenues.

The coastal Delaware health system also maintains a good market position in its area, Fitch stated. Beebe is also opening satellite locations in Sussex as competition intensifies. Beebe Medical Center is a 210 licensed-bed acute hospital in Lewes, with \$280.4 million of operating revenues in 2012.

### BioBreakfast looks at costs, outcomes

#### From previous page

provide better outcomes and deal with soaring costs.

The broad-based approach is needed because the disease affects areas ranging from multiple emergency room admissions to nursing homes and even home care, Weintraub said.

The data-driven approach could also be used to address "super users" of emergency rooms and individuals who do not use community health care resources and end up extremely ill before going to the emergency room.

The BioBreakfasts have been taking place for a dozen years, according to DelBio President Robert Dayton. The latest breakfast proved to be popular with more than 130 in attendance. The next breakfast is slted for September.



# Delaware launches summer leadership employment program

he Delaware Department of Health and Social Services (DHSS announced the launch of the Pilot Delaware Leadership In Service Program (DLISP).

Initiated by the Division of State Service Centers through its State Office of Volunteerism and modeled on the national AmeriCorps Service-Learning program, DLISP is providing 30 youth in Southbridge, Wilmington, with summer employment instilled with the AmeriCorps ethos of community service.

The program, for young people between age 14 and 18, consists of employment at various sites (24 hours per week), plus service and educational workshops (6 hours per week) for an eight-week cycle. In addition, adult members of the families will receive training in financial literacy and, where necessary, case management.

"Service-Learning integrates meaningful community service with instruction and reflection to enrich the learning experience, teach civic responsibility, and build community leadership and connections," said Erastus Mong'are, senior social services aministrator. "In-Service Mentors,

who are current AmeriCorps members, work with youth to determine meaningful community service projects, and support the recruitment of additional adult volunteers."

The Delaware Leadership In Service Program is funded by two federal programs and implemented through a collaborative partnership with four nonprofits.

"The comprehensive nature of this program is possible due to the collaborative relationships formed across DHSS' Division of State Service Centers, and extending out to the nonprofit community," said Robert Broesler, snior social services administrator. "By looking for connections while retaining the integrity of each funding source, the partners have developed an initiative that engages the entire family in service learning, financial empowerment, job readiness and energy conservation."

A \$50,000 Community Services Block Grant (CSBG) is underwriting 18 of the youth positions. These youth will serve in a variety of entry-level employment and internships at government agencies, hospitals, summer camps, non-profits,



he Delaware Business Bulletin is an electronic business journal published in a digital format each Wednesday by Bird Street Digital, LLC, Newark, Del.

The Business Bulletin is now accepting



reservations for advertising and sponsorship opportunities.

For further information on advertising

and sponsorships, email <u>drainey@</u> <u>delawarebusinessdaily.com</u>

The Business Bulletin and the companion <u>DelawareBusinessDaily.com</u> website are proud members of Local Independent News Publishers (LION).

We've got you covered

- m a the determination of the Pelewer Burness Date Mobile,
Desktop, TOUGHTO BEARCH Type Represed and his way. delaware business daily Aminer dellate man populate HAVIGATION MEMU **Tablet** business bulletin to 2 200 0000 street, legs a frame. tally, mentily repolate as This week was come and the the said over pour name course only - Dead course only - Dead course, Comp. delaware business daily JT THE APRIL 9 2013 ISSUE OF THE DELAWARE delaware businessdaily.com



## Leases signed at 1201 North Market

wo law firms and a global information technology services provider have leased space for their Wilmington offices in the 1201 North Market high-rise owned by McConnell Johnson.

In addition, Bain's Deli will become the first tenant in the food court at McConnell Johnson's newly renovated Hercules Plaza, 1313 North Market St.

The new tenants at 1201 North Market are DLA Piper, Venable LLP and CAI Inc. DLA Piper LLP is leasing the building's 21st floor, about 17,050 square feet, and will move in by Oct. 1, said McConnell Johnson partner Scott Johnson.

DLA Piper has s 4,200 lawyers representing businesses in more than 30 countries around the world. It has 15 lawyers in its Wilmington office, including former Delaware Governor and Congr. Michael N. Castle.

Venable LLP, whose practice focuses on bankruptcy and creditors' rights, moved into

its 3,571 square-foot space on the 14th floor in March. Headquartered in Washington, D.C., the firm also has offices in California, New York, Maryland and Virginia.

CAI Inc. recently moved into its offices on the 14th floor, where it is leasing 2,778 square feet. The company currently provides IT services to more than 100 Fortune 1000 companies and government agencies around the world.

Bain's Deli will open its second Wilmington location in the Hercules Plaza food court in September. Bain's is leasing 617 square feet, Johnson said. Bain's, founded in Philadelphia, has been promising "uncompromising quality since 1910." Its other Wilmington location is at 225 Market St.

Two other tenants at 1201 North Market have leased additional space in the building. Marketing Associates, the Detroit-based marketing communications firm, is more than tripling its space in its Wilmington office, from 1,836 square feet to 6,372 square feet. Brown Advisory, an investment management firm, has doubled the

size of its Wilmington office, to more than 3,400 square feet.



#### **Lottery outlaws Google Glass**

he Delaware State Lottery has banned "Google Glass" (wireless computers with webcam) and similar devices from the state's three racinos – Harrington, Delaware Park and Dover Downs.

Delaware Park advised that patrons wearing Google Glass or similar devices must remove them

#### Continued on next page



### Capriotti's expands in Pennsylvania; Bayhealth settlement

#### From previous page

or be subject to being escorted out of the casino. Casinos are concerned Google Glass could lead to cheating.

Photography and recording is generally discouraged at casinos, although enforcement has become more difficult with cell phone cameras.

The Google Glass technology has been banned from a number of places, due to concerns over privacy.

### Capriotti's expands in Pa.

apriotti's Sandwich Shop, opened ts newest store in Folsom, Delaware County, Pa. The shop is the eighth for the company in Pennsylvania.

The new shop will offer quick delivery to local businesses, as well as appetizing catering options for get-togethers of all sizes.

Capriotti's was founded in nearby Wilmington and has grown to a nation wide group of more



than 80 sandwich shops. The company is now based in Las Vegas. The company has its largest concentration of shops in the Las Vegas area. Capriotti's recently announced major franchise expansions in the Dallas and Washington, D.C. areas.

"Neighboring our home state of Delaware, Pennsylvania residents have been longtime supporters of our hand-crafted subs," said Ashley Morris, CEO of Capriotti's. "We look forward to bringing even more of Capriotti's East Coast flavor to one of our most loyal markets." Capriotti's is located at 237 MacDade Blvd.

#### **Bayhealth hospitals pay settlement**

Bayhealth hospitals in Delaware will pay more \$1 million to settle claims that they overcharged Medicare for a back procedure known as "kyphoplasty."

The settlements resulted from the federal government's ongoing investigation into billing for kyphoplasty procedures by hospitals nationwide.

Earlier, Christiana Care, the state's largest health care provider agreed to a \$3 million settlement in a similar case.

It was alleged that Kyphon, which sold the equipment and materials used to perform the procedure, persuaded hospitals to submit false claims to Medicare and other government health care programs by showing how much greater their revenues would be by billing kyphoplasty as an inpatient, rather than an outpatient, procedure.

#### Continued on next page



### US Airways shareholders approved American merger

#### From previous page

Inpatient care generally isn't medically necessary for routine, scheduled kyphoplasty procedures. Kyphoplasty is used to treat certain spinal compression fractures often due to osteoporosis.

A balloon device pumps up the compressed vertebra, and then bone cement is injected into the cavity after the balloon is removed. The Bayhealth hospitals in Delaware Kent General Hospital, Dover and Bayhealth Milford Memorial Hospital, Milford.

The total settlement was \$1.1 million.

Douglas Parker, chairman and CEO of US

Airways, and incoming CEO of the combined company, said, "This approval is a major milestone on our path to completing the merger, and we continue to make excellent progress overall

### **US Airways shareholders approve** merger

S Airways Group, Inc. shareholders approved the merger agreement with AMR Corporation, the parent company of American Airlines, Inc.

The merger agreement was approved by the affirmative vote of the holders of a majority of the



### A STAR ALLIANCE MEMBER

outstanding shares of US Airways stock.

Douglas Parker, chairman and CEO of <u>US</u>
Airways, and incoming CEO of the combined company, said, "This approval is a major milestone on our path to completing the merger, and we continue to make excellent progress overall thanks to the focused efforts of the dedicated representatives from both companies. By bringing together two highly complementary networks and generating significant revenue synergies, the new American Airlines will deliver enhanced value for its shareholders. I want to thank our shareholders, our customers and our more than 100,000 dedicated employees for their support throughout this process and look forward to moving forward as an even stronger airline."

As previously announced, AMR and US Airways agreed to combine to create the new American Airlines. Headquartered in Dallas-Fort Worth, the new American Airlines will become a highly competitive alternative for consumers to other global carriers and is expected to offer more than 6,700 daily flights to 336 destinations in 56 countries, according to a release. The companies continue to expect to complete the combination in the third quarter of 2013.

The day of the vote featured a demonstration by airline contract workers who earn close to minimum wage and are angered by bonuses that are slated to be paid to top executives.

American Airlines is emerging from Chapter 11 bankruptcy proceedings. US Airways had earlier undergone the same process the cut labor costs and increased the number of workers earning around the minimum wage.



### Mayor continues 'Lunch Bunch

ity employees and community members are dinig together at Wilmington Mayor Dennis P. Williams' "Lunch Bunch."

Future lunch spots are:

- Paradise Palms, 825 North Market Street, Wilmington, Delaware on Friday, July 19th at 11:30 a.m.

- A&G Steak Shop, 501 West 9th Street on Friday, July 26th at 12:00 p.m.

Members of the community are encouraged to attend the lunches.

"I was very appreciative of the people who came out to eat with me and the Lunch Bunch at Madeline's," Williams, following a lunch earlier this month. "Lunch Bunch is intended to promote and support local businesses, so having members of the community join us in this effort is a great step."

### Add us to your

### **BUSINESS TOOL KIT**



Opportunities are now available for advertisements and sponsorships at Delaware's only business news website, <a href="DelawareBusinessDaily.com">DelawareBusinessDaily.com</a> and the state's electronic business journal, <a href="The BusinessBulletin">The BusinessBulletin</a>. For more information, call Doug Rainey at 302-753-0691. (email drainey@delawarebusinessdaily.com)



## PJM launches 'black start' initiative to ensure restarts after blackouts

JM Interconnection has launched an initiative to ensure the best mix of resources to restart the grid in the event of a large power failure.

Restoring the system would require generators that can start up without an outside source of power and deliver electricity to the grid. It's known in the utility industry as black start service.

PJM issued a request for proposals as part of its first five-year selection process for black start service. The 90-day market window for proposals will be open until Sept. 30.

"The purpose of the RFP is to investigate other black start options beyond what we currently have in order to have the most effective balance of black start resources," said Michael J. Kormos, PJM executive vice president - Operations.

"We re-examined black start service and system restoration approaches in light of several developments such as new state and federal environmental regulations, which are causing the retirement of a significant number of existing black start generators. The RFP results from the new

strategy developed by stakeholders, PJM and the independent market monitor working together for more than a year."

PJM will examine the proposals it receives and make selections based on needs, capability of units, location of units and cost. Existing black start generators are expected to continue providing black start service under their current commitment terms.

The PJM Interconnection, founded in 1927, ensures the reliability of the electric power system serving 61 million people in all or parts of Delaware, Illinois, Indiana, Kentucky, Maryland, Michigan, New Jersey, North Carolina, Ohio, Pennsylvania, Tennessee, Virginia, West Virginia and the District of Columbia.

PJM coordinates and directs the operation of the region's transmission grid, which includes 62,556 miles of transmission lines; administers a competitive wholesale electricity market; and plans regional transmission expansion improvements to maintain grid reliability and relieve congestion. Visit PJM at www.pjm.com.





### Program may lead to more new chicken houses in Md.

coalition of agricultural groups met in Salisbury to hear about a relatively new Maryland Department of the Environment program that should ease the process of building chicken houses in the state.

<u>Delmarva Poultry Industry</u> Executive Director Bill Satterfield said it has been easier to build chicken houses in Delaware and that may continue, although Maryland could close the gap with the new program.

Thanks to federally required procedures related to the handling of rain water on new or expanded chicken farms, chicken house construction in Maryland has been limited.

Under a plan developed three years ago by the Maryland Department of the Environment and administered by the county governments, burdensome, time consuming, and costly steps were in place to make sure that rainwater on new and expanded chicken farms was properly handled to prevent pollution.

When seeing that the new rules were stifling construction, Maryland Gov. Martin O'Malley directed the Department of the Environment to streamline the process. At the meeting, the department explained the new "standard plan" that should make for an easier, more timely, and less costly permitting process while maintaining the environmental benefits of enhanced stormwater management.

Because the authority for issuing stormwater management permits lies with the county governments, the agricultural groups urged each county to accept the new state plan as written and not add to the state's requirements.



**Delmarva Poultry Industry photo.** 

Satterfield told the more than 60 people at the meeting that for the new state plan to work, "we need the cooperation of each county permitting authority to accept it with few, if any, additional county-specific requirements."

Bob Summers, secretary of the Maryland Department of the Environment, said his department stands behind the new state program. Summers and Maryland Department of Agriculture Secretary Buddy Hance personally have been involved in the discussions to create the new "standard plan."

Kurt Fuchs, government affairs officer for MidAtlantic Farm Credit, and Matt Teffeau, assistant director of Government Relations for the Maryland Farm Bureau, said the meeting was a successful effort to inform the counties and soil conservation districts about the new state "standard plan" that should lead to the construction of more Maryland chicken houses to help keep the chicken industry strong.

### Bloom Energy now building fuel cells in Newark

Bloom Energy is starting to manufacture fuel cells at its plant in Newark.

The News Journal reported the plant is not completed but has been cleared to begin production of the fuel cells, which have been delivered to a Delmarva Power site in New Castle County. The report said the plant employs 50, with the total job count expected to go into the hundreds when the site goes into full production.

The early production is geared to the requirement that Bloom fuel cells used at Delmarva Power sites be built in Delaware. The Indeed.com job board lists 15 professional-technical openings for the plant. Hiring has been under way during much of the year.

The Bloom site is on the STAR campus of the University of Delaware campus at the former site of the Chrysler plant.

The fuel cells are powered by natural gas, with the electricity going into the electrical grid and helping Delmarva meet alternative energy standards.

The amount of power produced by the Bloom cells is slated to rise in coming months from 9.2 megawatts in June to 15.3 megawatts in August as more units built in Newark go online. With



the final rollout of Bloom fuel cells at Delmarva substation sites, the systems will produce 30 megawatts of power. Bloom says the servers will decrease carbon dioxide emissions by approximately 50 percent compared to Delaware's electric grid, nearly eliminate smog-forming particulate emissions and use less than 0.002% of the water required by conventional electricity generation.

Critics continue to see the Bloom project as a boondoggle, with some claiming the project would go the way of the Fisker Automotive project at the former GM Boxwood plant. Fisker, which had planned to build hybrid vehicles at the plant, essentially halted all activity after problems with a battery-maker, quality issues and funding.

Delmarva Power customers pay an estimated

\$1.30 a month extra for the energy from the Bloom cells, with critics claiming that figure will go up as more fuel cells go into operation in northern Delaware. The Caesar Rodney Institute was part of an effort to stop the Bloom deal claiming the state did not consider other possible bidders in providing financial assistance that brought the California company to Delaware. Critics also claim the high cost of electricity in the state is driving jobs away.

According to the story, State Rep. John Kowalko, D-Newark, has joined conservative critics, claiming that Delmarva should not pass added costs of the fuel cells to customers since employment goals are not close to being met. Delmarva has praised the Bloom cells for their reliability, a plus in dealing with the ups and downs of demand.

Kowalko is a long-time critic of Delmarva Power, which is currently seeking a power delivery rate increase. Kowalko has called for increased disclosure of information on charges related to environmental mandates and other areas.

A privately held company that makes few announcements about its activities, Bloom has been low key about its work in Delaware. The company did not respond to a request for comment.



From left: Patricia Ungemah, Matthew McDavitt, Liam McDavitt, George Ungemah, and Amber.

### **Vehicle milestone for ferry**

At about 10:50 a.m. on Friday, the <u>Cape May- Lewes Ferry</u> registered its 14 millionth vehicle at the Lewes Ferry Terminal. George and Patricia Ungemah of Millsboro, Del. purchased a ticket for the 11:15 a.m. departure bound for Cape May, N.J.

Lewes terminal manager Nikki
Fisher presented the Ungemahs with
a gift package of Cape May - Lewes
Ferry logo items and a book of six
vehicle tickets valid for future travel
aboard the Cape May - Lewes Ferry.

Accompanied by their dog, Amber, the couple was traveling to New Jersey with their grandsons, Matthew and Liam McDavitt, to visit family. Originally from Homdel, N.J., the Ungemahs use the Ferry at least once a month to visit with family in Lincroft, N.J.

For nearly 50 years, the Cape May - Lewes Ferry has offered continuous service between the resort areas. In addition to 14 million vehicles, the popular ferry service has served more than 42 million passengers in its history.

## Cyber Challenge camp held at Wilmington University

Wilmington University hosted the fourth annual United States Cyber Challenge Delaware "camp" for high school, undergraduate and graduate students at the New Castle campus

The program is held in conjunction with the University of Delaware, Delaware State University, Wilmington University, Delaware Technical Community College and the State of Delaware.

The camp is designed to provide attendees with intensive training and other opportunities to enhance their skills and become the nation's next generation of cybersecurity professionals. Camp curriculum includes indepth workshops on a range of topics including penetration testing, packet crafting, tactical attacks, and forensics, all taught by college faculty, SANS

Institute senior instructors, and other cybersecurity experts. The week was capped off by a virtual Capture the Flag competition and awards ceremony on Friday.

More than 50 individuals attended the Delaware camp. Attendees to the invitationonly camps were selected based in part on their scores from Cyber Quests, an online competition offered through the U.S. Cyber Challenge (USCC) in April. Camp participants gain an understanding of the dimensions of the workforce shortage - and see how critical their technical skills are to the solution. They also learn about opportunities available to them through USCC and its partners. The camps are part of several initiatives underway through USCC, a national campaign focused on identifying and developing cyber security talent.bb

## Carney sponsors America Star legislation

S. Rep. John Carney announced his sponsorship of HR 2664, the Made In America Act. The legislation was introduced to highlight American-made products and provide an incentive for manufacturers to increase domestic production.

The legislation creates the America Star Program, a voluntary, standardized labeling program that would allow consumers to easily identify made-in-America products.

"We need to make things in America again," said Carney, D-Del. "The America Star program will make it easier for consumers to find American-made products and support the companies that are committed to employing American workers. It also creates an incentive for companies that are deciding whether to move production facilities back to the U.S."

Over the past several years, global economic factors and increased efficiencies in U.S. manufacturing have led to an "in-sourcing" trend that has seen more companies locate manufacturing facilities in the U.S.

U.S. manufacturing facilities have also started attracting consumers by identifying their products as American-made. This legislation standardizes that identification process.

Rep. Mike Fitzpatrick, R-Pa. introduced the Made In America Act with Rep. Carney.

Carney was joined at the press conference by Frank and Donna Masley, founders of Masley Enterprises, a Wilmington-based small business that



From left: Wilmington Councilman Darius Brown; Cong. John Carney, Donna Masley, and Frank Masley.

designs and manufactures specialty gloves for U.S. military and commercial use.

"Masley Enterprises is the perfect candidate for the America Star program," said Frank Masley. "All of our materials are made in the U.S., and every glove is assembled and finished right here in Wilmington. America Star will make it easier for us to compete and clear up some of the confusion about which products are truly made in the U.S.A. It's also a great marketing tool. Many of our customers look specifically for American-made products."

### DuPont expands Silicon Valley tech center

uPont announced the expansion of its Silicon Valley Technology Center to include new innovations and collaborations in the fields of energy and electronics.

The company plans to use this center to further accelerate product and process development, as well as increase application support to customers around the world and specifically in the Silicon Valley.

"For <u>DuPont</u>, this expansion is about collaborating more closely on developing technological innovations for the broad base of industry sectors we serve, including solar energy and consumer electronics," said David B. Miller, president, DuPont Electronics & Communications. "We have a comprehensive ability to perform research, product development, testing and application support all under one roof and we're excited about the new innovations now on our horizon. A stronger presence in the Silicon Valley community means we can build even stronger relationships that support our customers' success globally."

In 2011, DuPont acquired Innovalight, a Sunnyvale based start-up company located at



the same site. Since the acquisition, DuPont has continued to invest in facilities, tools as well as lab improvements to enhance the site capabilities. No other material supplier in the world has capabilities for fully integrated development, from solar materials, to cell and panel assembly, manufacturing and testing, according to a release.

The extended capabilities of this recently renamed DuPont Silicon Valley Technology Center include commercial-grade tools and process capabilities to produce solar cells and solar panels. A rooftop testing station for solar panels is planned for later this year. A new technology lab has been added to explore the formulation of new DuPont Solamet photovoltaic metallization pastes for more efficient solar cells.

The lab also will focus on advanced electronic

materials and support overall business growth for systems such as radar detection, automotive collision avoidance, high-speed wireless communications, and bendable, stretchable circuit materials to better fit today's electronic designs.

DuPont is a market leader in advanced materials that enable both the solar photovoltaic and electronics industries. In solar, DuPont is a leading supplier of specialty materials with the largest portfolio of products designed to boost the power output and reliable lifetime of solar panels, lowering overall system costs and improving system investment returns for solar.

Recently recognized as a leading solar patent producer by the Clean Energy Patent Growth Index, DuPont has been granted nearly 200 patents worldwide for solar innovations since 2008, with over 1,300 patent applications pending.

The Silicon Valley Technology Center is part of a global network of innovation and technology centers within DuPont that unites its integrated science and engineering expertise with advanced applications support to benefit its global customer base, and one of nine global technical centers.





### Skadden, Arps ranks first in regional ranking

**kadden, Arps,** Slate, Meagher & Flom, ended at the top of of Regional Law Firm Rankings released by <u>Vault.com. Skadden, Arps</u> gain beat Morgan Lewis & Bockius to reign as the No. 1 firm in the Mid-Atlantic region.

"While our Vault Law 100 provides a broad overview of the most prestigious firms in the nation, legal practice is largely local throughout most of the country. Our Regional Rankings offer jobs-eekers a more targeted perspective on the top firms in specific legal markets," said Vera Djordjevich, Vault. com's director of research and consulting.

"Today's rankings reflect the insights of attorneys on the strengths of peer firms within their geographic region," added Djordjevich. "The law firms in our Regional Rankings include firms that may be renowned nationally or even internationally as well as locally; regardless of size, what they all have in common is that they have established themselves as leaders in their area."

The Top 10 Mid-Atlantic firms based on Vault's

Annual Law Firm Associate Survey are:

- 1. Skadden Arps
- 2. Morgan Lewis & Bockius
- 3. Dechert
- 4. Jones Day
- 5. Reed Smith
- 6. K&L Gates
- 7. Pepper Hamilton
- 8. Duane Morris
- 9. Ballard Spahr
- 10. Drinker Biddle & Reath

Thanks to a 60-attorney office in Wilmington, Del. and a powerful global network known for its large-scale transactions and litigation, Skadden debuted on the Mid-Atlantic list with a bang last year and proved its performance was no fluke.

Associates at peer firms describe Skadden as "massive," the "king of M&A," a "top dog," and

"the best of the really, really big firms."

While the No. 1 and No. 2 firms in the Mid-Atlantic remained the same, some minor changes saw Jones Day and Dechert swap third and fourth place, Duane Morris break out of a ninth-place tie with Ballard Spahr to move into sole possession of the No. 8 spot, and Drinker Biddle & Reath slip two spots to No. 10.

Newcomers to the Top 25 rankings this year include two Philadelphia-based firms — Hangley Aronchick at No. 20 and Dilworth Paxson at No. 24. At the same time, three firms were nudged off the list, including Woodcock Washburn, Young Conaway, and Potter Anderson & Corroon.

Nearly 17,000 law associates from such locations as Atlanta, Texas, New York, Boston, Miami, California, Chicago, and Washington, D.C., rated law firms in their regions.

## A.I. duPont hospitals named 'most wired'

emours/<u>Alfred I. duPont Hospital</u> for Children in Wilmington, and Nemours Children's Hospital in Orlando, Fla. have both been named to the 15th annual Hospitals and Health Networks magazine 2013 Most Wired list.

This is the third consecutive year duPont Hospital for Children made the list, while Nemours Children's Hospital is being recognized for the first time since opening in October 2012.

"Most Wired" is a coveted distinction that acknowledges excellence in the use of information technology in four key areas: infrastructure, business and administrative management, clinical quality and safety, and clinical integration, according to a release.

Nearly a third of all hospitals nationwide responded, but less than 300 made the 2013 Most Wired list.



### Add us to your business tool kit



Opportunities are now available for advertisements and sponsorships at Delaware's only business news website, <a href="DelawareBusinessDaily.com">DelawareBusinessDaily.com</a> and the state's electronic business journal, <a href="The BusinessBulletin">The BusinessBulletin</a>. For more information, call Doug Rainey at 302-753-0691. (email drainey@delawarebusinessdaily.com)





## business bulletin not for profit Your weekly electronic business journal

### Community Foundation awards capital grants

Click here to view photo gallery

the Delaware Community Foundation has announced recipients of \$289,975 in capital grants.

#### Recipients are:

- Arc of Delaware (New Castle County), \$8,000
- CHEER (Sussex County), \$15,000
- Children & Families First (Sussex County), \$20,000
- Children's Beach House (Sussex County), \$12,000
- Delaware Center for the Contemporary Arts (New Castle County \$12,000
- Delaware Wild Lands (Kent County) \$12,000
- Dover Interfaith Mission for Housing (Kent County) \$16,000
- Elizabeth W. Murphey School (Kent County) \$20,000
- Family Outreach Community Center (Sussex County) \$4,500
- Friends of Historic Riverview Cemetery (New



#### **Zumba at CHEER center in Sussex County**

Castle County \$8,580

Gaudenzia (New Castle County) \$22,895

- Habitat for Humanity (New Castle County) \$12,500
- Hilltop Lutheran Community Center (New Castle County \$10,000
- Kent-Sussex Industries \$22,000
- Ministry of Caring (New Castle County) \$10,000
- Modern Maturity Center (Kent County) \$15,000
- MOT Senior Center (New Castle County) \$7,500
- One Village Alliance (New Castle County) \$15,000

- Smyrna Opera House (Kent County) \$10,000
- Wilmington Public Library, \$22,000
- YWCA Home-Life Center (New Castle County) \$15,000.

Over the years, the DCF has awarded 510 capital grants totaling more than \$5 million, funded mainly through the State of Delaware Fund. Other field-of-interest endowments also contribute to these grants. Capital grant may be used to fund construction, renovation or repair of buildings, and/or land purchases. Capital grants typically range from \$5,000 to \$20,000, with a \$25,000 maximum.

"Capital grants support nonprofit organizations in all three Delaware counties to develop projects that may not have been possible with nonprofits' own funding," DCF CEO Fred Sears said. "We have chosen this group of nonprofits out of dozens of grant applications because we believe that this year's grant recipients will be able to create a lasting impact on their communities." but we have chosen the project of the project



#### Markevich named to top position at Axalta

**teve Markevich** joined Axalta Coating Systems, Wilmington, a l global supplier of liquid and powder coatings, as Senior Vice President of the company and President of its OEM coatings segment. Axalta Markevich is the former DuPont automotive coatings business.



"Steve's extensive leadership and experience in the industry will bring added customer focus to our global OEM offering," said Charles Shaver, Axalta CEO. "Many of our OEM customers are truly global and we intend to match their scale, scope and requirements with an Axalta team that shares that same perspective and capability, providing a virtual one-stop-shop of global products and services. Having Steve join us reflects our commitment to continue to make substantial investments in the key automotive OEM sector and enable us to grow alongside our customers."

Markevich joins Axalta from global engineering giant GKN where he served most recently as Chief Executive Officer of GKN Driveline and was located in the United Kingdom. GKN Driveline develops and builds an extensive range of all-wheel drive and driveshaft products and systems for the automotive industry.

Markevich holds a finance degree from University of Michigan's Ross School of Business and is a Certified Public Accountant.

#### Gifts administrator named

he Delaware **Community** Foundation welcomed Calisa Emerson as gifts administrator.

Emerson graduated with an **Emerson** accounting degree from Delaware State University in May 2012. She is now pursuing her master's degree in business administration with a concentration in finance.

"We're very fortunate to have Calisa join the

DCF team," DCF President and CEO Fred Sears said. "Her skills will be an asset to the Foundation as we manage gifts from an ever-growing group of generous donors."

The Delaware Community Foundation manages charitable funds for individuals, families, businesses and organizations, and distributes income from the funds as grants to humanitarian, educational, health and cultural entities throughout the state.

#### **Director, of counsel promotions**

ichards, Layton & Finger, Wilmington, announced the election of **Sara Toner** as a director and Mark Kurtz and Claire Love as counsel of the firm.

Toner focuses her practice on transactions involving the acquisition, sale, lease, finance and development of commercial



**Toner** 

real estate properties. She has represented major real

Continued on next page



#### From previous page

estate developers, significant holders of commercial real estate and institutional clients in all types of real estate transactions. Toner also has experience representing clients before zoning boards and planning commissions to obtain development approvals and to resolve land use disputes.

Toner has been recognized in Chambers USA since 2011. She has contributed to several published guides regarding licensing, construction and commercial leases under Delaware law. Toner received a B.S., summa cum laude, from Philadelphia University and a J.D. from Temple University School of Law.

Kurtz concentrates his practice on commercial transactions involving financings, secured transactions, cross-border transactions, and mergers and acquisitions, including bankruptcy Section 363 sales.

He has substantial experience representing clients in the sale



Kurtz

and acquisition of businesses. In addition, Kurtz provides legal advice and opinions with respect to limited liability companies, limited partnerships, corporations and other Delaware entities in connection with formation, authority and security issues. He earned a B.A. from Colgate University, an M.B.A. from Washington University Olin School of Business, and a J.D. from Washington University in St. Louis School of Law.

Love focuses on transactional matters involving Delaware statutory trusts and other alternative business entities. She provides advice on the formation, structuring and operation of such entities in a variety of commercial transactions, including assetbacked securitizations, trust backed securitizations, structured finance transactions, covered bond issuances and investment fund transactions. Love has represented banks and trust companies in connection with their corporate trust and agency services.

She earned a B.A. from Goucher College and a J.D., with honors, from the University of Maryland

School of Law, where she was the managing editor of The Business Lawyer.

#### **Green named Sussex Realtor of Year**

Sandy Greene, associate broker of ResortQuest Real Estate, Bethany Beach, was awarded the Sussex County Association of Realtors (Realtor-of-the-Year) Award at the Annual Luncheon. Greene currently serves on the National Association of Realtors Multiple Listing Issues and Policy Committee. She has also served on numerous local, state and national committees.

"Real Estate is a people business and meeting people and creating relationships is what I love to do best," said Greene. "Earning the trust of fellow realtors along with my customers and clients is truly humbling and I'm honored to have been awarded Sussex County Realtor of the Year."

Licensed for more than 28 years, Greene is currently the Sales Manager for ResortQuest Real Estate, LLC and has won numerous awards as Top Producer.

#### Continued on next page

### Food, Brew coming this month

owntown Newark will host the 10th Annual Downtown Newark Food and Brew Festival. On Saturday, July 27, more than 40 craft and imported beers paired with food offerings will be showcased at 19 downtown Newark restaurants.

This year the Food and Brew Fest line up of participating restaurants welcomes four new establishments: 16 Mile Taphouse, Café Ole, Taverna, and The Greene Turtle. Unlike most beer festivals, this event takes place in the restaurants. Guests travel from restaurant to restaurant to sample the featured brews and tasty dishes designed to spotlight the brews at that particular establishment. Tickets are not required.

This is a pay as you go event. All guests need is their wallet and state issued photo I.D. Beer tastings and food specials begin at 2:00 p.m. and run until 8 p.m. The first 2,500 guests will receive a Food & Brew Fest 10 commemorative five ounce tasting mug.

The mugs are available at all participating restaurants and at the information booth on the Academy Building lawn on the corner of Academy and Main streets. Guests may sample one of the restaurant's featured brews for \$1.00 as well as sample featured restaurant fare for the event at varying prices.

Musical entertainment will be located on the Academy Building lawn along with a stand for kids to sample specialty sodas until 6 p.m. or until supplies run out, whichever comes first.









### business licenses

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

#### **BROKER**

GIOFFRE BENEFIT SERVICES INC 2505 CONCORD PIKE STE A WILMINGTON, DE 19803-5029

HERITAGE TRANSPORTATION 307 CORBITT CIR BEAR, DE 19701-154

HOLLY TREE CAPITAL LLC 3 HAVEN LAKE AVE MILFORD, DE 19963-1623

**HUDSON ENTERPRISES INC** 37034 HUDSON RD
SELBYVILLE, DE 199753362

**HURRICANE EXPRESS LOGISTICS INC** 219 E POPLAR
ST SEAFORD, DE 199733317

IFS BENEFITS LLC 220 CONTINENTAL DR STE 209 NEWARK, DE 19713-4312

INDEPENDENCE INTERNATIONAL LLC 38 EVERGREEN PL CHADDS FORD, PA 19317-9691

INDEPENDENT ADVISERS
GROUP CORP DEPT 17 9785
TOWNE CENTRE DR DEPT 17
SAN DIEGO, CA 92121

INGUI JOSEPH JCI MORTGAGE CONSULTING 115 CARISBROOKE CT LANDENBERG, PA 19350-8330

INTEGRITY BENEFIT STRATEGIES LLC 560 PEOPLES PLZ STE 192 NEWARK, DE 19702-4798

J.P. MORGAN BROKER
DEALER 500 STANTON
CHRISTIANA RD NEWARK, DE
19713-2105

**JOHN STORMS** 20 SHEFFIELD RD REHOBOTH BCH, DE 19971-1400

JZ INSURANCE & FINANCIAL AGENCY 131 CANTWELL DR DOVER, DE 19904-1584

KEVIN J. COBB &
ASSOCIATES INC QUEST
ENERGY SOLUTIONS 203
SOUTHBRIDGE ST STE
2 AUBURN, MA 015012549

**LADENBURG THALMANN & CO INC** 601 LEXINGTON AVE
FL 49 NEW YORK, NY 100224636

LINCOLN FINANCIAL ADVISORS CORP PO BOX 7869 FORT WAYNE, IN 46801-7869

**LINCOLN FINANCIAL DISTRIBUTORS** PO BOX 7869
FORT WAYNE, IN 46801-7869

LINCOLN FINANCIAL SECURITIES 100 N GREENE ST STE M GREENSBORO, NC

LINCOLN INVESTMENT
PLANNING INC FORST
PAVILION 218 GLENSIDE AVE
OFC WYNCOTE, PA 190951595

LINDSAY DAVIS BURNHAM HICKORY FINANCIAL GROUP LLC 10 BERGER CT MIDDLETOWN, DE 19709-7947 BROKER

**LLAMASERVERS LLC** 40 E MAIN ST STE 248 NEWARK, DE 19711-4639

**LOKKEN INVESTMENT GROUP** LLC 16698 KINGS
HWY STE D LEWES, DE 19958-4936

LOOP CAPITAL MARKETS 111 W JACKSON BLVD STE 1901 CHICAGO, IL 60604-3514

LPL FINANCIAL LLC 75 STATE ST STE 2420 BOSTON, MA 02109-1807

MADISON BROKERAGE CORP. 4772
65 MADISON AVE STE 200
MORRISTOWN, NJ 079607307
MOR

MARKER PRINTING & GRAPHICS NETWORK 38834 WILSON AVE SELBYVILLE, DE 19975-4415

MATTHEW H. GARRITY
GARRITY INSURANCE AGENCY

355 SORRELL CIR SMYRNA, DE 19977-4314

MBSC SECURITIES CORPORATION 200 PARK AVE LOWR 7 NEW YORK, NY 10166-0090

MERRILL LYNCH PIERCE FENNER & 1201 N MARKET ST WILMINGTON, DE 19801-1147

MERRILL LYNCH PIERCE FENNER & 55 KINGS HWY DOVER, DE 19901-3816

MERRILL LYNCH PIERCE FENNER & 19535 CAMELOT DR REHOBOTH BCH, DE 19971-1197

MILLER RICHARD T CPA 615 W 18TH ST WILMINGTON, DE 19802-4707

MONTEREY ENTERPRISES LLC 111 CONTINENTAL DR STE 114 NEWARK, DE 19713-4302

MORGAN STANLEY SMITH BARNEY LLC 18344 COASTAL HWY LEWES, DE 19958-4772

MORGAN STANLEY SMITH BARNEY LLC 919 N MARKET ST STE 300 WILMINGTON, DE 19801-3068 BROKER

MORGAN STANLEY SMITH BARNEY LLC 4001 KENNETT PIKE STE 216 WILMINGTON, DE 19807-2029

**MORGAN STANLEY** 

SMITH BARNEY LLC 2751 CENTERVILLE RD STE 104 WILMINGTON, DE 19808-1600

MORGAN STANLEY SMITH BARNEY LLC 2 RIGHTER PKWY WILMINGTON, DE 19803-1532

MORTGAGE NETWORK SOLUTIONS LLC 223 PINE CLIFF DR WILMINGTON, DE 19810-1312

NORTHWESTERN MUTUAL - STE 6
DELAWARE NORTHWESTERN 1486
MUTUAL 2 RIGHTER PKWY
STE 215 WILMINGTON, DE 19803-1529
PRIN LLC

NW CAPITAL MARKETS INC 2 HUDSON PL STE 800 HOBOKEN, NJ 07030-5515

ON-DEMAND ENERGY L P ONDEMAND ENERGY 500 CHERRINGTON PKWY STE 400 CORAOPOLIS, PA 15108-4749

P. LAUBER LLC ADVANCE PRESTIGE REALTY 1230 PULASKI HWY BEAR, DE 19701-1321

PARADEE FINANCIAL LLC 2 N STATE ST DOVER, DE 19901-3833

PARAMONT HOLDINGS LLC 113 BARKSDALE PROFESSIONAL CTR NEWARK, DE 19711-3258

**PERSHING LLC 1 PERSHING** 

PLZ JERSEY CITY, NJ 07399-0002

PRC MANAGEMENT CO INC PRC MANAGEMENT CO 60 STATE ROUTE 36 W LONG BRANCH, NJ 07764-1463

PREFERRED FUNDING LLC 6
GRAHAM CT MIDDLETOWN,
DE 19709-7969

PREMIER ENERGY GROUP, LLC 1275 BOUND BROOK RD STE 6 MIDDLESEX, NJ 08846-1486

PRINCETON HR SOLUTIONS LLC 16 SADDLE WAY CROSSWICKS, NJ 08515-2920

PRUDENTIAL INSURANCE CO OF AMERI PRUCO SECURITIES LLC 751 BROAD ST NEWARK, NJ 07102-3714

**PWT ENTERPRISES LLC** 30759 THOROGOODS RD DAGSBORO, DE 19939-4502

RAPID POWER MANAGEMENT LLC 19111 DALLAS PKWY STE 125 DALLAS, TX 75287-6937

RAYMOND JAMES & ASSOC INC 200 BELLEVUE PKWY STE 425 WILMINGTON, DE 19809-3713

RAYMOND JAMES FINANCIAL Continued on next page



#### From previous page

SERV INC 880 CARILLON PKWY ST PETERSBURG, FL 33716-1100

**RAYMOND JAMES** FINANCIAL SVCS ADV 880 CARILLON PKWY ST PETERSBURG, FL 33716-1100

**RBC CAPITAL MARKETS LLC** 2751 CENTERVILLE RD STE 212 WILMINGTON, DE 19808-1627

RBC CAPITAL MARKETS LLC **RBC WEALTH MANAGEMENT** 1000 N WEST ST STE 110 WILMINGTON, DE 19801-1051

RIVERSIDE MORTGAGE GROUP, LLC. 1440 **CONCHESTER HWY STE 8A** GARNET VALLEY, PA 19060-2105

**ROBERT W BAIRD & CO INC** 1201 N MARKET ST STE 400 WILMINGTON, DE 19801-1164

**ROOSEVELT & CROSS INCORPORATED** ONE **EXCHANGE PLAZA 1 EXCHANGE PLZ FL 22 NEW** YORK, NY 10006-3731 **BROKER** 

**ROUSE INSURANCE AND FINANCIAL LL** 1252 FORREST AVE DOVER, DE 19904-3311

**ROZANSKI INVESTMENTS,** 

LLC 106 BRIGGS LANE CHANTERELLE NEWARK, DE 19711

**SCOTTRADE INC** 1257 CHURCHMANS RD NEWARK. DE 19713-2149

**SCOTTRADE INC** 1220 N MARKET ST STE 110 WILMINGTON, DE 19801-2540

**SECURITIES MANAGEMENT** & RESEARCH INC **RESEARCH INC** 701 TAMA ST BLDG B MARION, IA 52302-4806 BROKER

**SELLING LOW LLC SOUTH COAST MARKETING** 2183 FAIRVIEW RD STE 219 COSTA MESA. CA 92627-5674

SHIMP STEVEN L AMERIPRISE FINANCIAL 3520 SILVERSIDE RD STE 27 WILMINGTON, DE 19810-4933

SKILLED NURSING INC. 955 HORSHAM ROAD 955 **HORSHAM RD STE 205** HORSHAM, PA 19044-1252

SUSTAINABLE STAR LLC 3060 MITCHELLVILLE RD STE 216 BOWIE, MD 20716-1397

**TD WEALTH MANAGEMENT SRVCS INC 2005 MARKET ST** STE 200 PHILADELPHIA, PA 19103-7022

**TICKET SPECTRUM, LLC** 

TICKET SPECTRUM 234. 5149 COUNTRY HILLS BLVD. NW CALGARY. ALBERTA CANADA T3A5K8

TRINITY PORT SERVICES **LLC 504 ROGERS RD** NEW CASTLE, DE 19720-1324

**UBS FINANCIAL SERVICES INC** 500 DELAWARE AVE STE 901 WILMINGTON, DE 19801-7409

**VALLEY FORGE ASSET** MANAGEMENT VALLEY **FORGE ASSET MNGMT** CORP. C/O SBI PAYROLL LB-2FLR-HR 26 N CEDAR ST LITITZ, PA 17543-1514

**VANDYK MORTGAGE CORPORATION** 2449 CAMELOT CT SE GRAND RAPIDS, MI 49546-6001

**VERBANAS MARK A** 105 BARKSDALE PROFESSIONAL CTR NEWARK, DE 19711-3258

**VF TIMBER COMPANY LLC** 310 TILGHMAN RD SALISBURY, MD 21804-1919

WADDELL & REED INC 6300 LAMAR AVE SHAWNEE MSN. KS 66202-4200

WAGNER ROBERT A ROB WAGNER CHARTERS 102 GLEN AVON CT NEWARK. DE 19702-20822010606115

WE NEED LAND DE 2300 N

DUPONT HWY NEW CASTLE, DE 19720-6327

WEB AND APP CREATIONS, INC. WEB AND APP **CREATIONS** 704 SLOOP CT NEWARK, DE 19702-4826

**WELLS FARGO ADVISORS** 1 N JEFFERSON AVE # M02480 SAINT LOUIS, MO 63103-2205

**WENDY BUNCH INC 5806** KENNETT PIKE WILMINGTON. DE 19807-1116

**WILLIAM CLIFTON HOLLOWAY PC** 30426 PLANTATION DR PRINCESS ANNE, MD 21853-1045

**WILMINGTON BROKERAGE SERVICES CO WILMINGTON BROKERAGE SERVICES CO INC** RODNEY SQ N LBBY WILMINGTON, DE 19890-0001

**WOODHAVEN INVESTMENTS INC** 501 SILVERSIDE RD STE 12 WILMINGTON, DE 19809-1375

YEARLEY ALEXANDER G **CMMNTY PRIDE FINANCIAL ADVISORS** 39 BALTIMORE AVE STE 3 REHOBOTH BCH. DE 19971-2183

**ZIV INVESTMENT COMPANY** 700 ROCKLAND RD PO BOX 198 ROCKLAND. DE 19732-0198

#### **CIGARETTE WHOLESALER**

**ALLEN BROS WHOLESALE** DIST INC 120 W ERIE AVE PHILADELPHIA, PA 19140-

**ASSOCIATED WHOLESALERS INC** 600 ARSENAL RD EAST YORK, PA 17402-2127

**C & S WHOLESALE GROCERS INC** 4875 SUSQUEHANNA TRAIL TOWER 4 YORK, PA 17402

**CENTURY DISTRIBUTORS INC** 15710 CRABBS BRANCH WAY ROCKVILLE, MD 20855-2620

**COOPER-BOOTH** WHOLESALE CO 200 LINCOLN WEST DR MOUNTVILLE, PA 17554-1543

**CORE-MARK** MIDCONTINENT INC 100 W END RD HANOVER TWP. PA 18706-5449

**COSTCO WHOLESALE CORPORATION COSTCO** DEPOT #175 10 COSTCO DR MONROE TWP. NJ 08831-1129

COSTCO WHOLESALE **CORPORATION COSTCO** WHOLESALE 900 CENTER BLVD NEWARK, DE 19702-

**CUMBERLAND FARMS INC** 100 CROSSING BLVD

FRAMINGHAM, MA 01702-5401

**CVS PHARMACY INC** 1 BERRY DR LUMBERTON, NJ 08048-5063

EBY F.A. DAVIS LLC 6610 CABOT DR BALTIMORE, MD 21226-1754

FOOD LION LLC FOOD LION PO BOX 790 GREENCASTLE. PA 17225-0790

FRANCHISE WHOLESALE **COLLC 713 N FRONTIER** RD PAPILLION. NE 68046-4354

G A ANDRON & CO INC 3591 SE OLD OLYMPIC HWY STE C SHELTON, WA 98584-7733

GEORGE J FALTER CO THE 3501 BENSON AVE BALTIMORE, MD 21227-1098

HAROLD LEVINSON **ASSOCIATES INC** 21 BANFI PLZ N FARMINGDALE, NY 11735-1544 CIGARETTE AFFIXING AGENT/ WHOLESALER

**KEYSTONE TOBACCO CO INC**. 1575 LAKE ST ELMIRA, NY 14901-1217

LJZUCCA INC. 760 S DELSEA DR VINELAND, NJ 08360-4613



### Police, Fire Log: Derailment near Millsboro; copper theft

ransportation officials determined a
Sunday morning derailment of a Norfolk
Southern north of Millsboro. was caused
by a tree that fell across the tracks.

State Police reported that a preliminary investigation determined that at about 4 a.m. a Norfolk Southern freight train, with about 70 cars and two locomotives, was traveling southbound in a wooded area north of Millsboro.

The derailment occurred on a section of the tracks east of US 113. The tracks run parallel with the highway between West State Street and Patriots Way. It was later determined that a pine tree fell on the track after heavy remain, resulting in the derailment. Fifteen of the cars spilled stone and went off the tracks, while the rest remained upright. The locomotives also derailed but remained upright.

The conductor and engineer were not injured. A quarter-mile length of track was destroyed or heavily damaged, troopers reported.

An assessment of the scene found no threats to the environment or surrounding communities. No detours or road closures were posted in the area of the derailment.



### Man arrested after copper theft

Steinbeiser, IV, 33, of Newark for theft of copper piping from several unoccupied townhomes under construction in the unit block of Fountain View Drive.

The incident was reported to Newark Police on July 5th, after a construction supervisor discovered copper piping had been stolen overnight from several homes under construction. Detectives began an investigation into the incident and learned that Steinbeiser, who lives in the vicinity, had sold copper to a local scrap yard on July 5th. Upon further investigation, detectives linked Steinbeiser to the theft. Steinbeiser was arrested on July 9th and taken to Howard R. Young Correctional in lieu of \$10,100 secured bail.

#### Scrap metal theft arrest

Wilmington man was arrested on charges of stealing scrap metal from a business.

On Sunday, at about 2:25 a.m., Newark Police were called to the 700 block of Interchange Boulevard regarding the theft of scrap metal from a business. The caller advised that scrap metal, valued at \$1,000 had just been stolen from the site.

Newark Police developed Kyle Mason, 45, as a suspect and later prepared search warrants for Mason's residence and vehicle. While executing the search warrants, NPD seized 12 air conditioning coils as well as tools used to cut metal. Mason was taken into custody without incident. The coils were turned back over to the business. Mason was arraigned in front of JP Court # 11 and released has been suspensed by the court # 11 and released has been suspensed by the court # 11 and released has been suspensed by the court # 11 and released has been suspensed by the court # 11 and released has been suspensed by the court # 11 and released has been suspensed by the court # 11 and released has been suspensed by the court # 11 and released has been suspensed by the court # 11 and released has been suspensed by the court # 11 and released has been suspensed by the court # 11 and released has been suspensed by the court # 11 and released has been suspensed by the court # 11 and released has been supposed by the cour