

JOBLESS RATE UP A BIT TO 7.2%

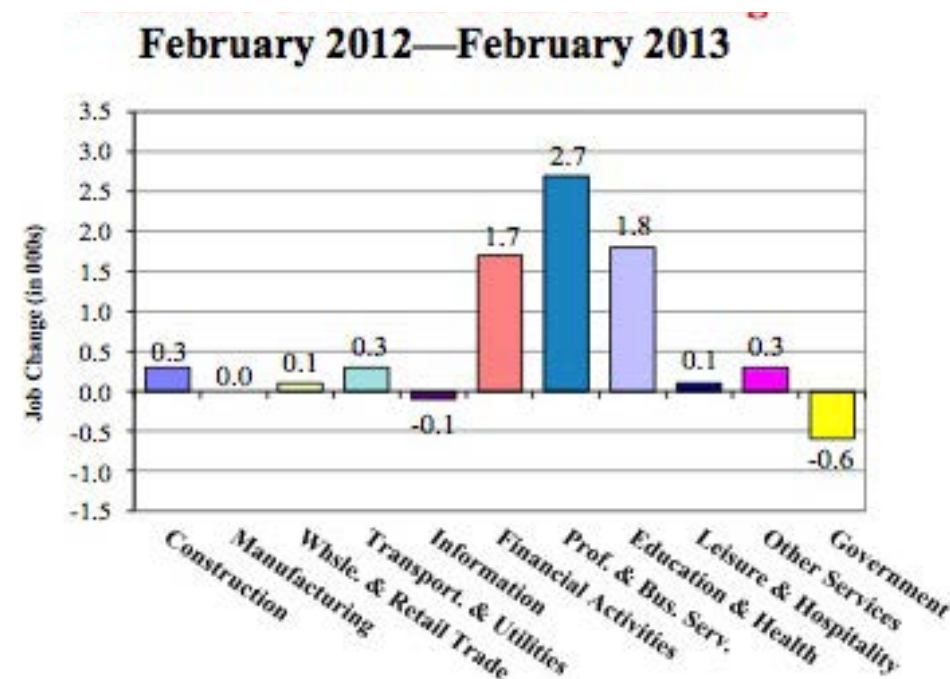
Delaware's seasonally adjusted unemployment rate in February 2013 was 7.2%, up from a revised 7.1% in January 2013. It added up to 32,000 unemployed Delawareans in February 2013, compared to 31,200 in February 2012.

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

The national unemployment rate was 7.7% in February 2013, down from 7.9% in January 2013. In February 2012, the U.S. unemployment rate was 8.3%.

In February 2013, seasonally adjusted nonfarm employment was 425,000, down from 425,600 in January 2013. The decrease of 600 jobs was mainly due to decreases in construction, manufacturing, and education and health.

Since February of last year, nonfarm



employment in the state increased by 6,600, up 1.6%. Nationally, jobs during that period increased 1.5%.

Over the past year, the job gains in Delaware were in Professional and Business Services, up 2,700, Education and Health, up 18,800 and financial activities at 1,700. The largest over-the-year job loss was in state government at 700. 

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MINIMUM WAGE INCREASE BILL CLEARS SENATE



Marshall touts compromise.

takes into account concerns I heard from my colleagues in the Senate, as well as the business community and I'm hopeful that it will win support in the House and from the governor."

Opposed to the bill was State Sen. Gerald Hocker, who operates small businesses in Sussex County.

"From my more than 40 years experience of running a business, when you raise the minimum wage you end up hurting the ones you think you're helping," Hocker said.

"Someone's got to pay for those increased labor

The Delaware Senate passed a less ambitious plan to increase Delaware's minimum wage to \$8.25 per hour by 2015. The bill dropped a controversial cost of living formula.

"This isn't what we sought at the outset," said Sen. Robert I. Marshall, D-Wilmington. "But we in the Senate listen and I think this compromise

costs. That means higher prices for customers, and reduced hours or even layoffs for my employees. Typically those that end up suffering the most are the ones in the lower income brackets."

"Everything is connected," Hocker said. "When the minimum wage goes up, so do all the expenses that go with it. A lot of business owners can't afford it. It's a tough time right now."

The bill cleared the Senate on a 12-9 vote. The measure faced stiff opposition from the business community, which claimed the measure would drive up all wages. Active in the effort to stop the bill were chambers of commerce and the Delaware Restaurant Association.

Marshall originally proposed an \$8.75 hourly rate, with a cost of living increase built in as well as language keeping Delaware's minimum wage rate \$1 above the federal rate. The compromise

holds Delaware's rate at its traditional position of \$1 above the federal rate, but eliminates the cost of living and automatic increase above the federal rate.

Delaware's minimum wage automatically increased to the federal level in 2009 when the last of a part of a 2006 law increasing the rate to its current level of \$7.25 per hour took effect. Marshall worked on an effort to increase the rate last year, but his legislation stalled in the House.

"I put this off because I didn't want to impose additional hardship on businesses that were struggling to get by at the height of the recession," Marshall said. "But now that the economy is slowly getting back on its feet, I think workers at the lower end of the income scale who have suffered unduly should get a hand up."

"I think people, especially here in the Mid-Atlantic and Northeast, where the cost of living is traditionally higher than other parts of the country, are seeing the harm caused by stagnation in the minimum wage," Marshall said. "While this isn't an organized strategy, we're responding to human need and trying to make things better for the people we represent."



Hocker says wage increase drives up other costs.

Delaware gets national monument

President Barack Obama signed a Proclamation to designate First State National Monument in Delaware under the Antiquities Act. It is one of five national monumnets that include the Harriet Tubman site on the Eastern Shore of Maryland. [Click here](#) for a story on the history of all five monuments.

The First State National Monument is similar to national park legislation introduced by Delaware Sens. Tom Carper and Chris Coons and Reps. Carney, D-Del., and Patrick Meehan, R-Pa. The designation preserves and interprets resources associated with early Dutch, Swedish and English settlement as well as Delaware's role in the events leading up to the signing of the Constitution.

The sites in the national monument are located in Delaware and Pennsylvania and include the Woodlawn Trustees Property, Old Sheriff's House, Old New Castle Courthouse, New Castle Green and Dover Green.

Carper and the Delaware delegation have been working with federal officials, state officials, and community leaders to identify a theme and a



White House photo.

concept for a park. Carper noted in a Facebook post that the national monument designation will be an economic boon to the state. Each state with a national park sees at least \$1 million in tourism & economic development every year, the senator noted. I

In 2009, the Bush Administration finalized a National Park Service Special Resource Study concluding that a national park should be placed in Delaware. Since that time, the Delaware congressional delegation, led by Carper, has introduced legislation in Congress that establishes the First State National Historical Park Act.

Although legislation has made progress every year, time was running out on a deal to preserve one of the historic sites in the national park proposal, the Woodlawn Trustees property. Sen. Carper and others sought use of the Antiquities Act of 1906 to preserve this land and the other historic sites listed in the legislation.

Despite the monument designation, Delaware and Pennsylvania congressional leaders will continue to pursue national park legislation that not only includes the sites in the national monument but also the remaining sites listed in prior legislative efforts.

“This is not the finish line, but it’s a very good step toward the end goal, which is a National Park for Delaware. Before today, Delaware was the only state in our great nation not in the national park system, which through its parks and monuments brings at least \$1 million, if not much more, in tourism and economic development to each state with a park or monument every year,” Carper says.

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Artesian, Chesapeake City complete water link

Artesian Water Company, Inc., a subsidiary of Artesian Resources Corporation based near Newark and the Town of Chesapeake City announced the successful completion of an interconnection that will provide a new source of high quality water service to the Chesapeake City community.

Artesian and the Town of Chesapeake City placed in service an interconnection and 1.57 miles of

National monument

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“I want to thank President Obama for recognizing the importance of preserving these historic sites. On behalf of the thousands of Delawareans that have supported this project over the years, I want to especially thank Ken Salazar, the Secretary of Interior, and Jon Jarvis, the National Park Service Director, for their unflappable support and work on this project. Without the efforts of Secretary Salazar, Director Jarvis and their hardworking staffs, we would not be celebrating today,” Carper says.

The designation also stopped short of including Sussex County, which has been a part of the National Park proposal. Lewes, settled by the Dutch, was the



new water main to provide water to the Town from Artesian’s Chesapeake City Road plant, located in Delaware.

Artesian installed 2,286 feet of 12-inch ductile iron main in Delaware while the town installed approximately 6,000 feet of 12-inch ductile iron main in Maryland.

The completion of this project enables the town to place its existing two water plants off line and no longer bear the cost of an iron removal systems.

“It has been a fantastic partnership with Artesian Water,” said Dean Geracimos, mayor of Chesapeake City. “We are very happy to be able to shut down both water plants and to save the town well over \$100,000 a year. It was not only a smart

business move but also a great move to provide residents with high quality drinking water.”

Dian C. Taylor, CEO of Artesian Resources said, “We are pleased to be able to provide the Town with a safe and reliable source of high quality treated water. It was our pleasure to partner with the mayor and Town Council to get this project to completion.”

Currently the Chesapeake City, with a population of almost 700, serves public water to residences and businesses. It is expected that the town will use 60,000 to 120,000 gallons per day, depending on the season.

In addition to supplying water to the town, it is expected that the new connection will also serve the Bohemia Manor School.

Artesian’s Chesapeake City Road plant is capable of producing up to three million gallons of water a day and is part of Artesian’s regional system with a production capacity of up to 28 million gallons per day.



Markell defends administration's economic strategy

Gov. Jack Markell made a case for his administration's economic development strategy and budget priorities at a Delaware State Chamber of Commerce event in Dover.

Speaking at the legislative update and manufacturing conference of the chamber, Markell took note of a visit earlier in the day to poultry processor Harim, which now operates the former Allen Family Foods plant in Harbeson.

Work by the state, Sussex County government and others "saved hundreds of jobs at the plant," Markell said. Allen ran into financial difficulties during a downturn in the industry.

Markell said any discussion of the economic performance of the state has to be viewed in the context of the situation in 2008 when he took office. At the time, "we were losing our auto industry" with the closing of the GM and Chrysler plants, the poultry industry was going through tough times, the Valero refinery had closed and it was not certain whether the state could hold on to jobs in its banking sector.

Markell said the refinery has since opened with the help of a state financial package, the Allen plant was saved and steel is going up for a Bloom Energy

plant at the former Chrysler site.

Bloom is "months away" from manufacturing fuel cells at the plant, Markell said.

Financial services companies such as Capital One, Bank of America, Chase and Citi have pledged to boost employment as jobs are trimmed elsewhere.

Markell said an ambitious plan to build Fisker vehicles at the former GM plant has "been much more challenging." The company is now seeking capital and perhaps a buyer after a federal loan that would have led to production of a car at the GM site was suspended. Markell said in "dozens of cases," the state was able to aid in efforts to preserve and add jobs throughout the state.

He cited plans by ILC Dover to bring jobs from a recently acquired manufacturing plant to Delaware



State of Delaware photo.
Markell speaking at State Chamber event.

from Mexico. Kraft also added nearly 30 jobs that had been in Mexico. Assistance from the state also helped Milton-based Atlantis Industries stay in Delaware after taking a serious look at a plant site in neighboring Maryland.

The state did suffer a major setback when AstraZeneca announced plans to slash 1,200 jobs from its north Wilmington headquarters as it realigns its research and development functions.

The governor said the company will remain an important part of the Delaware economy with 2,000 employees, but described the decision as "very disappointing." Markell did note that domestic sales of AstraZeneca have dropped from \$18 billion to \$10 billion, making a tough decision necessary.

The state has come under fire for a package put together a decade ago to bring the company headquarters to the state. However, state and AstraZeneca officials have said the financial and highway improvement package costs were offset by tax revenues and the economic impact of company operations. . Markell also made a case to the business leaders for the taxes and spending policies of his administration as the proposed state budget is studied by the General Assembly. - Doug Rainey 

Bloom, solar cells powering Apple site

Apple is using Bloom fuel cells in its goal to get 100 percent of its electricity from renewable energy sources at company facilities.

Bloom is currently building a plant in Newark, Del. at the University of Delaware Star Campus, the former site of a Chrysler assembly plant.

Fuel cells are currently being built in California. The Newark plant is expected to open up more East Coast and perhaps overseas markets for the company.

Apple reported on its website that its massive data center in Maiden, N.C. is now using a combination of solar power and fuel cells from Bloom. The website also included a photograph of a large array of Bloom cells, often known as Bloom Boxes.

The Bloom cells can produce 10 megawatts in the largest non-utility fuel cell installation in the nation. Powering the fuel cells is landfill gas.

With the combination and solar and fuel cells, Apple will be producing enough on site renewable



Photo courtesy of Apple.

energy to power the equivalent of 17,600 homes for one year. These power sources are connected to the local energy grid. Bloom fuel cells are also producing electricity in Delaware as part of the deal that brought the Bloom plant to the state. The fuel cells in Delaware are powered by natural gas.

Click on the link below for information on Apple's green energy program.

via [Apple - Environment - Renewable Energy](#).



Christina River cleanup slated

Volunteers are being sought for the Christina River Cleanup along the river and several of its tributaries on Saturday, April 6 from 8 a.m. until noon at 12 sites throughout northern New Castle County.

Two sites will begin the cleanup early – the City of Newark at 7:30 a.m. and the Naamans Creek site at 8 a.m.

“Helping to beautify our waterways is the perfect way to spend a few hours on a Saturday morning,” said Delaware Environmental Secretary Collin O’Mara. “Clearing debris from the Christina watershed not only improves the landscape for residents and visitors to enjoy, it improves the health and water quality of the river and

Continued next page

Christina Cleanup entering 22nd year

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its tributaries, the primary sources of public water supply for New Castle County.”

The annual cleanup, now in its 22nd year, will be held rain or shine. Since the cleanup began in 1992, more than 350 tons of tires, appliances, household items, and plastic and styrofoam have been cleared from the Christina River, White Clay Creek and other tributaries.

DNREC has been a sponsor and a key part of the Christina River Watershed Cleanup since its inception, providing funding and other support. DNREC’s Division of Fish and Wildlife provides staff, boats, and specialized equipment to move volunteers and remove trash from remote locations. The cleanup of the river within the city of Wilmington benefits DNREC’s ongoing marsh restoration work at the Russell W. Peterson Urban Wildlife Refuge, DNREC reported.

For a list of cleanup sites with directions and to register, visit www.ChristinaRiverCleanup.org or call 302-838-1897. Volunteers are encouraged to register for one of the 12 sites before Monday, April 1 so adequate supplies can be provided to each site

captain. Due to insurance requirements, volunteers under the age of 16 must have adult supervision.

Participants are encouraged to wear brightly-colored clothing, long sleeves and pants, boots or water-resistant shoes, hats and heavy-duty gloves and to use insect repellent and sunscreen. Waders or hip boots are also helpful for the City of Wilmington and Churchman’s Marsh – Christiana and Newport sites. Additional jon-boat-type work boats are still needed for Wilmington’s Riverfront and the Churchman’s Marsh – Newport area. All participants must wear a life jacket while on board any boat.

All volunteers will receive a 2013 Christina River Watershed Cleanup t-shirt designed by Daniel Cortes, an 11th grader who attends Delcastle Technical High School near Newport. More than 50 organizations and businesses sponsor the cleanup each year. Primary sponsors besides DNREC include: Christina Conservancy, Inc.; Partnership for the Delaware Estuary; Artesian Water Company; United Water Delaware; Noramco, Inc.; GE Ceramic Composite Products and Dow Chemical.



You can help
people affected
by disasters —
big or small.

 **Donate today**



**American
Red Cross**

Deadline nears for recycling grants, loans

Applications are being accepted through March 28 for Universal Recycling grants and low interest loans for Delaware's commercial sector to assist them in collecting, transporting, processing and marketing recyclables.

All for profit, not-for profit retail or wholesale stores, offices, food service establishments, warehouses and other manufacturing, industrial or processing entities and institutions, such as social, charitable, educational, health care, professional and government services, are eligible to apply.

Grant and loan guidance, the application, frequently asked questions, and recycling toolkits can be found by visiting DNREC's website, grant guidance and application at www.recycling.delaware.gov. For more information, contact James Short at James.Short@state.de.us or 302-739-9403.

Established by the Delaware Solid Waste Recycling Law, the Universal Recycling Grants and Low Interest Loan Program is designed to help implement:

- Source separated recyclables collection and



Delaware Solid Waste Authority photo.

processing with emphasis on start- up costs for residential single-stream recyclables collection; and

- Start-up costs for initiatives which result in recycling solid waste materials which would otherwise be land filled, with emphasis on commercial waste.

- This competitive grant and loan program has no maximum fund limit that can be requested per applicant; however, there is a limit on the total amount of funding that will be awarded.

The types of materials that must be recycled

by commercial entities are not specified in the Universal Recycling Law; however, businesses need to divert as much material as possible from their waste stream. Commercial sector recyclables include, but are not limited to: corrugated cardboard; scrap metals; scrap lumber; office paper; aluminum; and rigid plastics. For a more complete list of acceptable recyclables, as well as a variety of toolkits to assist with recycling program work. For more information, check the website listed in the third paragraph of this story.

Delaware's Universal Recycling Law establishes a comprehensive statewide system of recycling that, with full implementation, will provide efficient and convenient recycling programs for every Delaware residence, business, and institution.

Universal Recycling is structured to maximize recycling rates and diversion of waste, and to support and stimulate job growth and new businesses in Delaware. All businesses and commercial institutions are required to implement comprehensive recycling programs no later than January 1, 2014.





Cape May-Lewes Ferry to offer earlier crossings in new spring schedule

The Cape May-Lewes Ferry has a new schedule that will offer early morning departures from both New Jersey and Delaware.

The following is the new schedule for the ferry:

Leaving Cape May

6:30 a.m., 9:30 a.m., 2:30 p.m., 6 p.m.

Leaving Lewes

8 a.m., 11:15 a.m., 4:15 p.m., 7:45 p.m.

According to Heath Gehrke, Director of Ferry

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Not the right time for a minimum wage hike

The Delaware State Senate last week passed a proposed increase in the Delaware minimum wage, mirroring an action taken last year. See the story on page 2 in this issue.

It remains to be seen if the amended measure will meet as a similar proposal that died in the House last year. Some of the most controversial features were stripped out of the bill, including a cost of living formula.

Still, the timing for an increase in the minimum wage is not the best. Small businesses in Delaware are facing higher costs in a number of areas that include health insurance for full-time employees. The minimum wage also puts pressure to increase wages for all workers at some employers.

A struggling business suddenly has to pay more for a part-time workers will find itself with unhappy

employees making more than the minimum wage who may not have seen a raise in years. Businesses already have faced grumbling from employees, thanks to the end of a Social Security tax break.

It is also no surprise, that the leading proponent of a minimum wage increase Sen. Robert Marshall is from New Castle County. Thanks, in part, to sprawl that makes a car a necessity, many employers in the county pay above the minimum wage.

Employers in Kent and Sussex counties face similar transportation challenges in finding workers. However, in the resort and retail-based economies in the two counties, a minimum wage job is an option for many workers seeking to make ends me.

An increase in the minimum wage would not be the economic disaster some have predicted. However, it would make the outlook for teens or others seeking their first job more dismal. It would also worsen

often lousy customer service at many big box stores, which would simply cut the number of part-time and in some cases full-time staff. But the situation is far more dire for a restaurant owner or retailer who may simply decide that the business simply can't expand or even keep its doors open.

It is a good time for a conversation about ways to reduce the number of minimum wage jobs through training, education and smarter management. A couple of examples come from retailers Costco and Trader Joe's. Both make money and pay a living wage. It is worth noting that these retailers typically operate in larger metro areas. Retailers in smaller communities have less traffic and less room to raise wages. [Click here for story on the two companies.](#)

But simply imposing a higher wage in a sluggish economy is a bad idea.. - *Doug Rainey*



How the SBA serves underserved communities

By **Natalia Olson-Urtecho**
Regional Administrator

Each January we honor the life and legacy of Dr. Martin Luther King. Each February we celebrate the important milestones highlighted by Black History Month - reaffirming our commitment to helping individuals across this nation achieve the promise of the American dream.



Olson-Urtecho

At the U.S. Small Business Administration, we recognize that many Americans continue to struggle to fulfill their American dream, especially in underserved communities where times are tough, jobs are few, and many small businesses struggle. That is why we remain committed to helping these small businesses, especially here in Delaware, so they can grow and create jobs in our community.

Many underserved communities - which can include inner cities and rural areas and may include

populations such as women, minorities, veterans, tribal groups and others - were disproportionately affected by this recession. But the fact remains that minority-owned businesses and women-owned businesses are some of the fastest growing segments of the economy.

Together with our resource partners, SBA is engaged at every level to help to all small businesses reach their full potential. Whether your small business needs a loan, you need advice on how to start or grow your business, or you're interested in getting your business into government contracting, SBA is here to help with loan programs, free counseling and government contracting help.

Loan Programs. Across the country and particularly in underserved communities, small business owners are often faced with the challenge of accessing capital - getting the loans needed to start and grow their business. Through a variety of loan programs, SBA can help you take this important step by facilitating a loan with a third party lender, guaranteeing a bond or helping businesses find

venture capital. One option may be SBA's Small Loan Advantage (SLA) Program. SLA 2.0 offers lenders the opportunity to invest in neighborhoods hit hardest by the recession, streamlining the process to get more loans into the hands of small businesses and entrepreneurs. SLA 2.0 also makes it easier to process low dollar 7(a) loans by expanding the pool of lenders to include entities outside the SBA Preferred Lender Program.

The loan limit for the program is \$350,000 and banks may use their own documentation and underwriting process. Thus far, Delaware banks have loaned \$395,000 to local small businesses through the program, and with several other loans pending, the Small Loan Advantage program is growing rapidly. For more information and a complete listing of SBA's loan products, visit <http://www.sba.gov/content/sba-loans>.

Free Counseling. Starting a business can be daunting, but SBA is uniquely positioned to help you find ways to start and grow your business and

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Business assistance programs listed

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to connect you with the local assistance you need to do just that. SBA and our resource partners (including Small Business Development Centers, Women Business Centers, SCORE and Procurement Technical Assistance Centers) are committed to assisting small business owners with the diverse challenges they face at every stage of development.

Don't know where to start? Visit www.sba.gov or contact your local SBA Delaware District Office at (302) 573-6294 to learn what programs might be right for you.

Government Contracting. Small businesses have access to nearly \$100 billion worth of government contracts a year. In addition to connecting small businesses with capital, SBA can help you compete for set-aside contracts in the federal marketplace through programs such as the Women Owned Business Certification Program, HUBZone Certification Program and the 8(a) Business Development Program.

In particular, the 8(a) Program offers a broad scope of assistance to socially and economically

disadvantaged entrepreneurs to help them gain a foothold in government contracting. The program does not obtain contracts for small businesses, but instead helps a business position itself to compete successfully in the federal marketplace. Participation in the program is divided into two phases over nine years: a four-year developmental stage and a five-year transition stage.

Another option is SBA's network of Community Advantage lenders. These non-profit, mission-based lenders can originate SBA 7(a) loans up to \$250,000 with a 7(a) guarantee. The SBA is working with these alternative lenders that have a reach into underserved communities to expand access to capital.

Interested in learning more about how SBA can help your business? Staying connected is a key to success. Follow us on Twitter at <http://twitter.com/SBAMidatlantic> and Facebook <http://www.facebook.com/SBAMidAtlantic> and explore what SBA has to offer at www.sba.gov.



Earlier ferry trips

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Operations, the new schedule was the result of customer feedback

“From our comment cards, telephone calls, and even a number of conversations onboard the ferries, we’ve had many customer requests to have earlier departures on both sides of the Delaware Bay,” Gehrke said.

Gehrke said that the new schedule allows commercial and leisure travelers to get an earlier start on their trip. It will also make it easier for people to use the ferry for day trips, with more time for locals and visitors to explore the attractions and adventures available on the other side of the Bay and still return home the same day.

The current base schedule is effective from April 1 to October 31 and will be re-evaluated at that time.”

The Cape May-Lewes Ferry is owned and operated by the Delaware River and Bay Authority.

The ferry is open year-round and has carried more than 40 million passengers since going into operation in 1964.

In 2012, the ferry service, which connects the two states, transported approximately 275,000 vehicles and nearly 1 million passengers. 

Top shark named as County Chamber holds annual dinner

The [New Castle County Chamber of Commerce](#) last week lected the winner of its first “Swim with the Sharks” Video Pitch Competition and presented its annual awards at its 2013 dinner and networking event at the University of Delaware’s Bob Carpenter Center.

Entrepreneur Mac Nagaswami, founder of PenguinAds, received the majority of the votes placed by visitors to the event’s “Shark Tank,” where event sponsors and John viewed the submissions of three finalists and voted for the winner of the competition’s \$2,500 grand prize. PenguinAds sells advertising on wraps on automobiles of drivers who are paid for allowing their vehicles to be wrapped.

Daymond John of the TV show “Shark Tank” joined Chamber President Mark Kleinschmidt and



New Castle County Chamber of Commerce photo.
Check presentation of the 'Shark video' winner.



New Castle County Chamber of Commerce photo.
Daymond John at the County Chamber annual dinner.

Paul Pomeroy, the new chairman of the chamber’s board, in presenting the oversized check to Nagaswami following John’s moderated presentation and Q&A session.

“More than 20 area entrepreneurs took part in the competition, and thousands of visitors to our site voted and helped us determine the finalists,” Kleinschmidt said. “Mac’s presentation then really impressed the sharks in our reception before the dinner and earned him a well-deserved infusion in what has the potential to be a very successful endeavor. The competition and the evening in general perfectly embodied our goal here at the Chamber—giving area businesses the chance to take root and grow through opportunity and support.”

The chamber recognized the winners of its three annual awards. Vance A. Funk III, Mayor of Newark, received the Free Enterprise Award for his exemplary record of supporting the free enterprise system and proven record of achievement in the areas of economic development and job creation.

Clint Walker, General Counsel at Barclaycard U.S., received the Dr. Wallace M. Johnson Community Service Award in recognition of his leadership in service that has positively affected local citizens and communities. Newark High School student Taylor Brown received the William V. Roth Citizenship Award in recognition of her outstanding and diverse service to her community.

More than 700 attend the annual dinner and networking event.



5th anniversary for InfoSolutions

Info Solutions, an information technology consulting and infrastructure firm and one of the earliest residents of the New Castle County Chamber of Commerce's Emerging Enterprise Center, marked its fifth anniversary with a celebration last week at the chamber's office.



Two-time Stanley Cup Champion and ESPN and Comcast Sportsnet hockey analyst Bill Clement was the keynote speaker of the event, to which Info Solutions has also invited special guests, customers, vendors, local and state officials and members of the chamber's staff.

Since its start in a home office in 2008, when it recorded revenue of \$503,000, Info Solutions has grown to a staff of 12 people who recently closed a \$6.1 million year in services and sales. Much of that growth has occurred within the Emerging Enterprise Center, the Chamber's small business incubator, where Info Solutions took up residence in 2009.

"The support of the center and the Chamber as a whole enabled us to avoid some of the stress other new companies face and to lean on people with more experience when we did encounter challenges," said Managing Partner Mark Olazagasti. "With that, we've been able to focus on developing our business, and our unique model has fueled a great deal of success and growth in a short time."

The company was founded after the sale of long-time information technology company InfoSystems.

A CDC advertisement for the flu vaccine. It features a photograph of a man and a young child. The man is holding a mirror, and the child is looking into it. The text "I CAN'T MISS WORK BECAUSE OF THE FLU." is overlaid on the image. Below the image, there is a green box with the text "For more information, visit http://www.cdc.gov/flu" and an orange box with the text "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." At the bottom, there is a blue box with the CDC logo and the text "U.S. Department of Health and Human Services Centers for Disease Control and Prevention".

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

Startup Weekend May 3-5

Delaware will hold Startup Weekend, May 3-5 at The location is coIN Loft, 605 North Market Street, Wilmington.

Startup Weekend is a global movement of entrepreneurs who are learning the basics of founding startups and launching successful ventures.



The movement held more than 400 past events in 100 countries around the world in 2011. The non-profit organization is headquartered in Seattle. Startup Weekend organizers and facilitators can be found in more than 200 cities.

All Startup Weekend events follow the same basic model: Anyone is welcome to pitch their startup idea and receive feedback from their peers. Teams organically form around the top ideas (as determined by popular vote) and then it's a 54 hour period of business model creation, coding, designing, and market validation. The weekend ends with presentations in front of local entrepreneurial leaders, offering another opportunity for feedback.

To participate, [REGISTER HERE.](#) 

Newark seeks business input on comp plan

The City of Newark Planning Commission is hosting a Public Workshop to gather input for updating the City's Comprehensive Development Plan. The workshop will be focused on downtown economic development.

The workshop will be held on Tuesday, March 26, at 7 p.m. in the City Council Chamber at the Newark Municipal Building, 220 South Main Street.

The event is sponsored by the City of Newark Planning Commission to gather public input for the Newark Comprehensive Development Plan. Topics will include:

- Doing business in Newark: strengths, weaknesses, opportunities and threats;
- Current economic characteristics;
- Future business recruitment opportunities;
- Commercial space in Newark: current inventory and future needs.

The public is invited to review a presentation on downtown economic development in Newark and to discuss with Planning Commissioners members Newark's downtown economic development needs and policy preferences.

The intent of the comprehensive development planning process is to develop and integrate Newark's plan for land use, annexation, redevelopment, economic development, housing, transportation, infrastructure, natural and cultural resources, and intergovernmental coordination, according to a release.

The 18-month planning process effort began at Newark Day this past June. It includes a series of public workshops and meetings sponsored by the Newark Planning Commission. Public feedback from these meetings assists the Planning Commission in developing a recommendation to City Council for their adoption. For more information, contact Richard Nietubicz, Planner, at 302-366-7030 or e-mail: rnietubicz@newark.de.us.

Bioscience job fair draws hundreds

The [Delaware Bioscience Association](#) reported more than 300 people participated in the Delaware Bio Life Science Career Fair last week in Newark.

Alok Patel, operations director for the group, said companies were looking for candidates ranging from undergraduates to experienced PhDs.

“There was a good balance of candidates as we had a number of students seeking internships and seasoned professionals looking for higher level positions. The students came from colleges and universities throughout the surrounding region and as far away as Utah,” Patel said.

Bob Dayton, president of the association said company recruiters were impressed with the job seekers.

VWR, a sponsor and participant in the event for the last six years, employs over 8,000 people around the world distributing laboratory products and services. Dayton said the company remains pleased with the job fair, Dayton said.



Among the other companies participating were QPS, ANP and Wilmington PharmaTech. Johnson & Johnson's Noramco unit in Wilmington was in attendance as well as Incyte, Inc., Wilmington, a company with a successful new drug.

QPS now has 1,200 people around the world and CD Diagnostics is a young company that recently moved to north Wilmington. It is headed by former Newark-based SDIX founder Rick Birkmeyer. Registration for the event was extended and coincidentally came as AstraZeneca announced plans to cut 1,200 positions from its north Wilmington site. The job fair did see some AstraZeneca staff in attendance. 



Photos courtesy of Delaware Bio

Graham Cancer Center named healthy workplace



The [Care Management Department](#) at Christiana Care Health System's Helen F. Graham Cancer Center received the American Psychological Association's (APA) 2013 Psychologically Healthy Workplace Award.

One of only four employers from across North America to receive the award this year, Christiana Care won in the not-for-profit category. The Helen F. Graham Cancer Center department previously won the Delaware Psychological Association's state-level Psychologically Healthy Workplace Award, qualifying it to be nominated for the APA award.

Christiana Care is only the fourth hospital system

ever to win the national award. The APA also recognized the Helen F. Graham Cancer Center department as a Best Practices honoree for employee growth and development.

"The real winners of this award are our colleagues, our patients and our community," said Robert J. Laskowski, M.D., Christiana Care president and CEO, "By partnering with our patients and their loved ones in their care, we create greater value for our patients. This not only benefits the patient and their loved ones; it supports our care team to do the best they can."

The Helen F. Graham Cancer Center excelled in its efforts to foster employee involvement, health and safety, employee growth and development, work-life balance and employee recognition, according to the APA. The annual employee retreat, wellness website and flexible scheduling are some examples of the workplace practices that helped earn a 2013 award.

Emory Hill honored

The Delaware State Chamber of Commerce's

Small Business Alliance continued its tour of 2012 Superstars in Business winners.

DSCC president Joan Verplanck presented a commemorative plaque to Emory Hill Co.'s Robert Hill and Carmen Facciolo, whose company captured the 60-150 employees category at the 2012 Marvin S. Gilman Superstars in Business Awards.

Established in 1981, Emory Hill provides commercial brokerage, construction, property

Continued on next page



DELMARVA SEEKS ANOTHER RATE INCREASE

Delmarva Power, based near Newark, asked the Delaware Public Service Commission (PSC) to authorize a delivery rate increase of about \$42 million to help pay for improvements to its electric system. The base rate adjustment is subject to approval of the Delaware Public Service Commission. It is the second such request.

In a release, Delmarva says it has worked to enhance

system reliability; improve its response to major storms; improve customer service and customer satisfaction and develop mechanisms to assist customers with energy management.

“We are committed to improving reliability for all of our customers,” said Gary Stockbridge, Delmarva Power Region president. “The rate adjustment request, if approved, will allow Delmarva Power to continue

ongoing reliability commitments to our customers through infrastructure investments.”

If the rate hike is approved a residential customer using 1,000 kilowatt hours per month would see a total monthly bill increase of approximately \$7.63, or \$141.23 to \$148.86 per month. That would represent a nearly 5.4 percent increase over rates currently in effect.

Delmarva Power expects to invest approximately \$397 million from 2013 to 2017. A large portion of this amount would be used for reliability upgrades, the utility stated.

Under deregulation, Delmarva charges customers for the cost of delivering power. Customers can buy power from Delmarva or another supplier. However, the delivery charge affects all customers in the Delmarva service area. Delmarva Power will implement an interim \$2.5 million adjustment effective June 1, 2013 while regulators review the full revenue request.

Emory Hill presented with award

From previous page

management and maintenance, as well as residential real estate sales to Delaware and the Mid-Atlantic region.

The Marvin S. Gilman Superstars in Business Award, named for one of Delaware’s leading small business entrepreneurs, honors businesses and non-profit corporations for their outstanding

achievements and model approaches to business and management. The awards are presented to companies that have been in business for at least three years, are small businesses based on number of employees, and are members of the Delaware State Chamber of Commerce. Awards of Excellence are also granted to deserving companies.



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Delaware robotics team headed to world event

A Delaware robotics team invited to compete in the FIRST robotics World championship

Heading to the championship is MOE FTC FIRST Tech Challenge team. The team is made up of 11 high school students who design, build, and program robots to play games released every year by FIRST. (FIRST stands for For the Inspiration and Recognition of Science and Technology). MOE stands for Miracles of Engineering, and is a nod to the slogan Miracles of Science of its main sponsor, DuPont.

“When it comes to analyzing problems, developing options, and implementing solutions, this team is exceptional. They are the face of Social Media in FIRST. Their team spirit and gracious professionalism stands out. You can’t miss these guys on the street....365 days a year, they are truly a role model for FTC.” said Thomas Zawislak, Pennsylvania FIRST FTC Affiliate Partner when presenting the Inspire award.

A total of 104 teams from Connecticut, Delaware, Maryland, New Jersey, New York, Ohio, Pennsylvania, and Washington DC, competed in



four qualifying events, the top 35 of those teams were eligible to compete in the Pennsylvania FIRST Tech Challenge (FTC) event in March. Of the 35 teams, two are invited to participate in the World Championship, the Inspire Award Winner and the team with the top scoring robot.

MOE was recognized by Delaware Gov. Jack Markell and the Board of Education for their work promoting STEM.

The MOE team attends events such as Children’s Day at the Delaware Art Museum and Blue Rocks Science Day to encourage kids to get involved with engineering and science. The team has worked with science teachers to help them better understand

robotics design and programming. The MOE team is recognized easily by their neon green jerseys and loud team cheer.

FTC is designed for those who want to compete head to head, using a sports model. Teams are responsible for designing, building, and programming their robots to compete in an alliance format against other teams. Teams, including coaches, mentors and volunteers, are required to develop strategy and build robots based on sound engineering principles.

MOE 365 FIRST Robotics FTC Team members are Amy Andrews, Noah Andrews, Joshua Gross, Georgia Mackay, Peter McCartney, James Prettyman, Rachel Prettyman, Ethan Price, Christina Sanford, Sam Snow and Matthew Warner.

Dean Kamen inventor of the Segway pedestrian vehicle, founded FIRST (For Inspiration and Recognition of Science and Technology) in 1989 to inspire an appreciation of science and technology in young people. More than 200 of the Fortune 500 companies support FIRST.



Wilmington man charged with securities fraud

Attorney General Beau Biden announced that the Delaware Department of Justice Securities Division has obtained an indictment charging a New Castle County man with theft, securities fraud, and tax evasion following its investigation of a scheme to defraud investors out of nearly \$1 million.

David Attarian, 46, of Wilmington, who was indicted Monday by the New Castle County Grand Jury, was released on \$260,000 unsecured bail following his arrest.

The indictment charges Attarian with soliciting his victims on multiple occasions between October,

2006 and October, 2008. In addition to five counts of theft, the indictment charges Attarian with five counts of securities fraud, five counts of selling unregistered securities, and 3 counts of acting as an unregistered agent. The securities were described as interests in a company.



Attarian

Delaware law prohibits misrepresentations in the sale of securities, requires that securities for sale in Delaware be registered with the State, and requires persons selling securities in Delaware to be properly licensed with the Attorney General's Securities Division.

The indictment also charges Attarian with five counts of income tax evasion for failing to file an income tax return or pay state income taxes from 2006 through 2010 on more than \$1.3 million dollars in taxable income.

The Attorney General's Office, through its Securities Division, enforces the Delaware Securities Act, which regulates the sale of investment products and the activities of investment professionals in Delaware.



Encore Entrepreneurship events coming in April

The Small Business Administration Delaware District Office and AARP will again hold “Encore Entrepreneurship” events in April in each of the state’s three counties. The program was last held in October of last year. The information sessions are for people 50 and over, who are interested in starting a business as a second career. The AARP/SBA events are scheduled as follows:

April 5 - 9:30 a.m. -12:30 p.m., Delaware State University, Bank of America Building Dover, Room 309

April 12 - 9:30 - 12:30, New Castle County Chamber of Commerce, 12 Penns Way, New Castle, Delaware.

April 19 - Sussex County, 10 a.m to 1 p.m. Location to be determined.

Further information can be obtained from the Delaware SBA Office.

Wellness, weight loss program

GOLO, **Wilmington**, has launched a wellness and weight loss system that has been in development by a team of doctors for over three years, in trials for two years, and has been proven successful in achieving long-

term weight loss and health benefits. Many of the initial trial participants are from the Delaware area. In addition to weight loss, they have reversed their insulin resistance, eliminated pre-diabetic conditions and reduced or completely eliminated their prescription medications.

GOLO decided to launch their product through the popular crowd funding site Indiegogo. Dr. Keith Ablow, New York Times bestselling self-help author and Fox News contributor has teamed up with GOLO as their spokesperson, according to a release.

Med Society signs agreement aimed at improving care

The Medical Society of Delaware (MSD) has signed an affiliation agreement with HealthTeamWorks, a Colorado non-profit organization.

In conjunction with HealthTeamWorks training, mentorship and tools, MSD will exclusively deliver local practice support to Delaware’s medical community. HealthTeamWorks and MSD bring combined experience and knowledge in assisting primary care physicians transition into CMH practices.

The collaboration between HealthTeamWorks and MSD will result in the development of integrated medical communities or “medical neighborhoods” to improve efficiency and quality along the entire continuum of care.

The affiliation marks the beginning of a long-term relationship, which includes efforts underway with Delaware’s first statewide PCMH initiative, established in May 2012 by Highmark Delaware and MSD.

“The PCMH model has gained acceptance as the new standard of medical care with a focus on patient outcomes and continuity of care,” said Stephen J. Kushner, president of the medical society.

Kushner continued, “The affiliation with HealthTeamWorks will benefit patients and doctors across Delaware by allowing our program to capitalize on the lessons learned in numerous other markets, and enable us to expedite the implementation of the recommended quality improvement processes. This partnership establishes MSD as a leader in reforming how health care is delivered to improve access to quality care and ultimately to improve the health status of Delawareans.”



SNAPSHOTS



This street car layout was one of the displays at the Greenberg model train show that drew large crowds to Wilmington's Chase Center on the Riverfront over the weekend. Photo by Doug Rainey.



**David Niehaus
at the exhibit for
Croda, Inc.,
New Castle
at last week's
manufacturing
event in Dover
sponsored by
the Delaware
State Chamber of
Commerce.**

Photo by Doug Rainey



The Downtown Newark Partnership and local restaurants held the Annual Wine and Dine event over the weekend. Wine and Dine featured low-priced glasses of wine and food offerings to complement the wine selections. Downtown Newark Partnership photos.

Editor's note: Send your personnel stories and photos to drainey@delawarebusinessdaily.com.

Silverstein inducted

The American College of Bankruptcy recently announced that **Laurie Selber Silverstein**, partner and chair of the Bankruptcy and Corporate Restructuring practice at Potter Anderson & Corroon LLP, was inducted as a Fellow of the College. She is one of 39 nominees being honored and recognized for professional excellence and exceptional contributions to the fields of bankruptcy and insolvency.



Silverstein

Silverstein primarily represents non-debtor entities, including corporate secured and unsecured creditors, committees, agents to syndicated lending groups, commercial lenders and lender groups and acquirers in connection with bankruptcy and restructuring matters in a variety of industries and market sectors. She is The Best Lawyers 2013 Lawyer of the Year, Litigation – Bankruptcy, Wilmington and is nationally recognized for her bankruptcy work by industry ranking organizations

including Chambers USA, The Best Lawyers in America and Practical Law Company.

The American College of Bankruptcy is an honorary professional and educational association of bankruptcy and insolvency professionals. The College plays an important role in sustaining professional excellence.

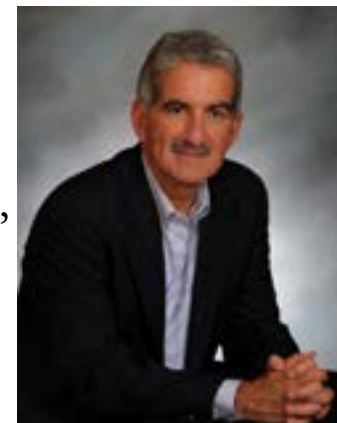
The College currently has 821 Fellows, each selected by a Board of Regents from among recommendations of the Circuit Admissions Council in each federal judicial circuit and specially appointed Committees for Judicial and Foreign Fellows.

Mollica heads local SPCA

The Delaware Society for the Prevention of Cruelty to Animals, announced that it has appointed Albert Mollica, to the post of Executive Director.

Mollica took the reins of the organization last week.

“Al joins us at a very exciting time, as Delaware SPCA approaches its 140th anniversary,” said



Mollica

Pamela Biddle, president of the board of directors. “He brings high energy, depth of experience from a career in development and management consulting, and creativity. We are thrilled that Al has agreed to assume the leadership role as we look toward a strong, mission-driven future.”

Mollica comes to Delaware SPCA from the Boys & Girls Clubs of Philadelphia, where he served as chief development officer since 2008. During the last year in the position, he also served as the interim chief executive officer, managing the operations for an organization with an \$8 million budget that serves 13,000 inner-city youth. As chief development officer, he managed a broad-based \$2 million annual fund program that included grant-writing to private and public sector prospects, major gift cultivations and solicitations, and special events. He also successfully managed a \$6 million capital campaign – the first in the organization’s 125-year history – that generated almost \$7.4 million in donations.

Since 2004, Mollica has also served as the principal partner for Mollica Consulting Group, LLC, which provides fundraising, strategic planning, campaign

Continued on next page

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preparation and management counsel to non-profit clients primarily in Delaware.

Earlier in his career Mollica served as Vice President of University Advancement/Executive Director of the SU Foundation, Inc. at Salisbury University, Salisbury, Md; vice president of institutional advancement at Cabrini College, Radnor, Pa. and Director of Development at Delaware State University, Dover.

Delaware SPCA is the oldest animal welfare organization in the state. Established in 1873, it has provided continuous service to pets and their companions for nearly 140 years. Today, Delaware SPCA operates shelters in Stanton (New Castle County) and Georgetown (Sussex County), providing animal welfare, adoption, spay/neuter and educational services.

Joe named to accounting chair at UD

Jennifer R. Joe, an associate professor at the J. Mack Robinson College of Business at Georgia State University, has been named the Whitney Family Endowed Chair in Accounting and professor in the

Alfred Lerner College of Business and Economics. Her appointment begins Aug. 1.

The position is funded through the support of from Kenneth C. and Elizabeth K. Whitney, and is the first for the Department of Accounting and MIS intended to support a talented scholar in the field of accounting.

A 1980 UD graduate and member of the Board of Trustees, Ken Whitney is senior managing director in the Investor Relations and Business Development Group at Blackstone and, with wife Liz, a longtime supporter of the University.

Voss joins practice

Bayhealth Family Medicine, Smyrna and Christina Bovelsky, MD, welcomed Nurse Practitioner Sandi Voss. Voss received her undergraduate degree in Nursing from Wesley College, her master's degree in Adult Nursing from Widener University, and her post graduate certificate



Joe



Voss

as a Family Nurse Practitioner from Wilmington University.

Voss has been employed by Bayhealth for many years and was instrumental in the development of Bayhealth's school based Wellness Centers at Smyrna, Dover, Caesar Rodney, Lake Forest, PolyTech, Milford, and Woodbridge. She is a member of the American Academy of Nurse Practitioners. In addition to her clinical practice, Voss has been an active member of the community serving as a volunteer Nurse Practitioner for Delaware Special Olympics.

Weiss named to roundtable

Ginger Weiss of Wilmington, Senior Partner with Creative Financial Group in Greenville, has achieved membership in the insurance industry's Million Dollar Round Table.

Weiss is only the second Delaware woman to achieve this honor. Inclusion in the Million



Weiss

Continued on next page

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Dollar Round Table is the industry's highest honor and reflects sales excellence in the life insurance and financial services field.

Hershman president of University & Whist Club

Bayard announced that **Douglas M. Hershman**, a director with the firm and Chair of its Executive and Associates Committees, has been elected as President of the University & Whist Club of Wilmington, serving a two-year term. As president, he will provide guidance and leadership as the club pursues a new vision.



Hershman

"Doug has been an invaluable member of the University & Whist Club over the past 14 years," said outgoing President Fred V. Quercetti. "He is dedicated to the growth of the club and its further integration with the Delaware business community and I am pleased he will be my successor."

A director at Bayard for more than ten years, Hershman leads the firm's diverse real estate practice, representing clients engaged in all aspects of the real estate industry throughout Delaware and its surrounding states. His practice includes representations of both buyers and sellers of commercial and residential real estate, as well as borrowers in financing transactions. Hershman also represents lenders making commercial real estate loans.

Hershman has been recognized as a leading attorney in the field of real estate law by Chambers USA and Lawdragon 3000 (2006 through 2012) and Delaware Super Lawyers (2007 through 2010). The University & Whist Club is a social club dedicated to providing superior food, beverage and service to its members.

Weaver earns certification

Kelly B. Weaver, clinical research specialist at Beebe Medical Center's Tunnell Cancer Center, has earned her Oncology Nursing Certification (OCN),

Kelly, originally from Baltimore, graduated from Towson University's School of Nursing in 2006 with a Bachelor of Science degree in Nursing.

In 2007, she accepted a new graduate nurse position at Beebe Medical Center, and worked for five years on the third floor in the Medical-Surgical Unit. While there, she cared for patients across the lifespan with varied diagnoses and developed an interest in oncology.



Weaver

Kelly was accepted into the University Of Delaware School Of Nursing's Clinical Nurse Specialist program in September, 2009. Her graduate clinical experience came at the Sidney Kimmel Cancer Center at The Johns Hopkins Hospital in Baltimore.

She accepted a clinical research position at the Tunnell Cancer Center in November 2012 and passed her OCN certification in December. Days later, she completed her graduate coursework and earned the Master of Science degree in Nursing.

To date, 53% of the clinical nurses working at Tunnell Cancer Center have earned the Oncology Nurse Certification.



business licenses

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

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Continued on next page



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DE 19933-0188

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DR MILLERSVILLE MD 21108-
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PROFESSIONAL AND/OR PRSL
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DE 19951-2827

A CARING DOCTOR
(MINNESOTA), PA BANFIELD
THE PET HOSPITAL #1103
PROFESSIONAL SERVICES-
VETERNINAN 3010
BRANDYWINE PKWY
WILMINGTON DE 19803-1498

**A CARING DOCTOR
(MINNESOTA), PA BANFIELD**
THE PET HOSPITAL #1220
PROFESSIONAL SERVICES-
VETERNINAN 1291
CHURCHMANS RD NEWARK
DE 19713-2149

A CARING SOLUTION INC
PROFESSIONAL SERVICES-REAL
ESTATE BROKER 3009 MAPLE
SHADE LN WILMINGTONDE
19810-3423

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RECYCLING FEE 230 S DUPONT
BLVD SMYRNA DE 19977-1573

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WELLNESS CSP A CENTER FOR
MENTAL WELLNESS**
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COUNSELOR RETAILER-
VARIOUS PRODUCTS 121 W
LOOCKERMAN ST DOVER
DE 19904-7325

**A CENTER FOR MENTAL
WELLNESS INC** PROFESSIONAL
AND/OR PERSONAL SERVICES
38301 HUMMINGBIRD LN UNIT
267 SELBYVILLE DE 19975-
4659

A CHEFS PERSPECTIVE LLC
PROFESSIONAL AND/OR
PERSONAL SERVICES 703 ABBEY
RD WILMINGTON DE 19808-
1501

A CREATIVE EDGE LLC
PROFESSIONAL AND/OR
PERSONAL SERVICES 111 W
MAIN ST MIDDLETOWN DE
19709-1018

A CRYSTAL GARDEN RETAILER-
VARIOUS PRODUCTS 821
PARKSIDE BLVD CLAYMONT
DE 19703-1038

**A CURTIS ANDREW AUCTION
INC** NON-RESIDENT
AUCTIONEER 6939 AMERICAN
CORNER RD DENTON MD
21629-2550

A CUT ABOVE HAIR DESIGNS
PERSONAL SERVICES
BEAUTICIAN 92 E MAIN ST
NEWARK DE 19711-4681

A CUT ABOVE HAIR DESIGNS
RETAILER-VARIOUS PRODUCTS
92 E MAIN ST NEWARK DE
19711-4681

A+ CUTS & SALON PERSONAL
SERVICES-BARBER BAYPORT
BUSINESS PARK 223 ELLENDALE
RD UNIT B MILTON DE 19968

A+ CUTS & SALON
PERSONAL SERVICES
BEAUTICIAN BAYPORT
BUSINESS PARK 223 ELLENDALE
RD UNIT B MILTON DE 19968

A CUTTING EDGE CORP
CONTRACTOR-NON-RESIDENT
278 BRIDGEWATER RD
BROOKHAVEN PA 19015-2115

**A D MARBLE & COMPANY
INC** PROFESSIONAL AND/OR
PRSL SRVCS-UNCLASSIFIED
375 E ELM ST STE 101
CONSHOHOCKEN PA 19428-
1973

**A. D. S. EAST COAST
FURNITURE SERVICES**
PROFESSIONAL AND/OR PRSL
SRVCS-UNCLASSIFIED 625
DAWSON DR STE E NEWARK
DE 19713-3433

A D S DRYWALL INC
STAR GATE DINER RETAILER-
RESTAURANT 16967 S DUPONT
HWY HARRINGTON DE 19952-
2487

A D TRANSPORTATION
TAXICAB/BUS OPERATOR
130 CONCORD AVE
WILMINGTON DE 19802-4108

A DANCE THROUGH TIME
RESALE SHOP RETAILER-
VARIOUS PRODUCTS 903
BRANDYWINE BLVD
BELLEFONTE DE 19809-2527

A DECK INC
CONTRACTOR-NON-
RESIDENT 990 E MAIN ST
NORRISTOWN PA 19401-4106