



**1220 N. Market Street building has new owners, leasing team.**  
**9**

## This week



**Tech Forum event features tour of new UD labs** **5**

**Book of Business Lists project announced** **10**



Rank	Name	Assets	Members
1	First State Credit Union	\$1.2B	150,000
2	Delaware Valley Credit Union	\$850M	120,000
3	Seafair Credit Union	\$600M	90,000
4	Delaware Valley Credit Union	\$550M	85,000
5	Seafair Credit Union	\$500M	80,000
6	Delaware Valley Credit Union	\$450M	75,000
7	Seafair Credit Union	\$400M	70,000
8	Delaware Valley Credit Union	\$350M	65,000
9	Seafair Credit Union	\$300M	60,000
10	Delaware Valley Credit Union	\$250M	55,000



**Case made for tougher power plant standards.** **16**

### *DECON First report*

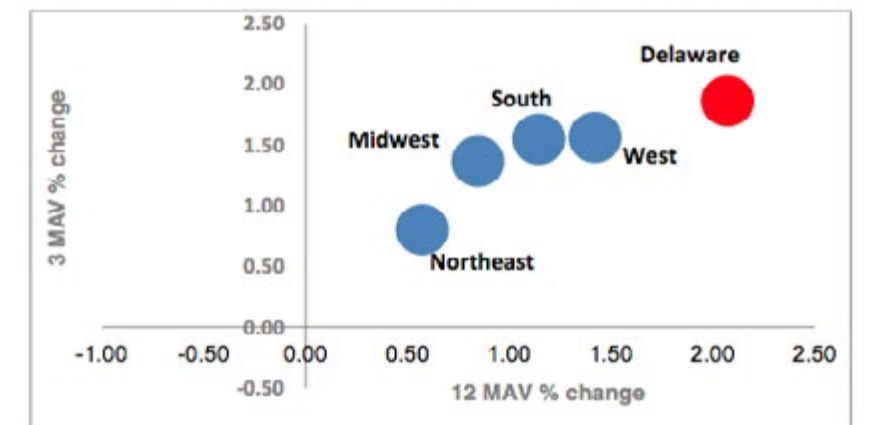
# JOB GROWTH SURGES, BUT FULL RECOVERY REMAINS A WAYS OFF

**D**elaware total employment continues to rise at a strong annual 12 month moving average growth rate of 2%, pulling the unemployment rate down to 5.8%.

The three month moving average growth is dropping, signaling a cooling off of the pace of total employment growth in months to come and there has essentially been no change in total employment for the past six months. The Philadelphia Fed's leading index for Delaware remains strong, projecting no recession through the end of 2014.

A quick and easy way to see how strong Delaware's job market currently is performing

One year vs. three month employment growth rates - thru April, 2014



relatively is to compare it to the four major regions across the nation. As shown in the bubble chart above, Delaware out performing its region by a wide margin. And Delaware is stronger than the high-growth South and West regions of the

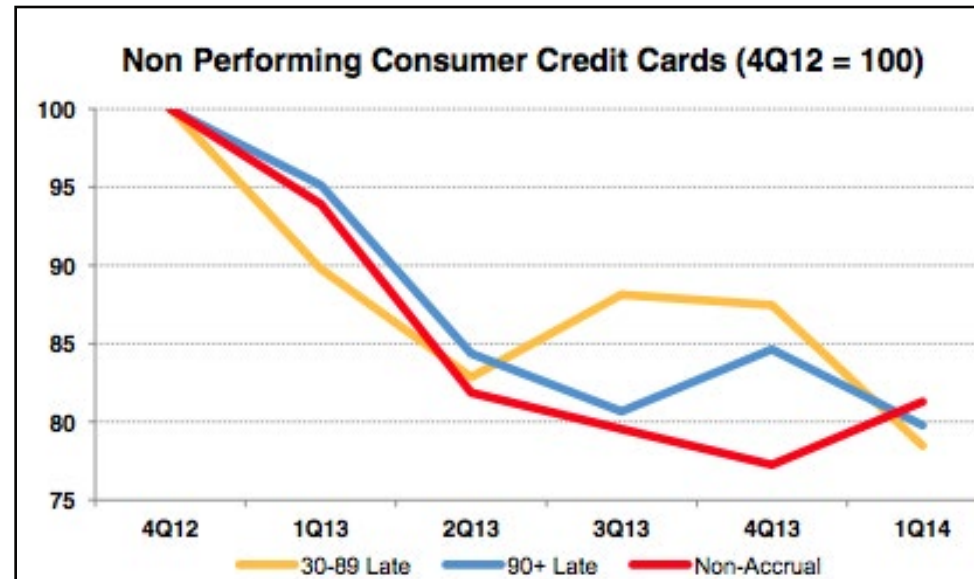
**Continued on next page**

### From previous page

nation, especially with respect to the 12 month moving average employment growth rate. Over time as Delaware's 3 month growth rate falls in line with these two regions, their 12 month growth rates will become similar.

As noted by economist George Sharpley of Delaware's Department of Labor, the condition of the state's labor market is improving as employment is recovering, but there is a way to go. In 2006 before the recession the median unemployment period was 9.4 weeks with just 8.9% of the unemployed being out for over a year. During the most recent 12 months, the median duration of unemployment was 16 weeks and 23.9% of those unemployed have been out of work for over a year

The major contributors to Delaware's job growth continue to be professional and business services, finance and health care, although the growth rates are moderating in all but finance. A welcome change is a return to moderate job growth in the state's construction industry. This is being driven by continuous increase in residential construction as measured by the number of building permits and start-ups and by some recovery in heavy construction, mostly public, as the industry recovered from the harsh winter weather. However, the near future doesn't look promising as the rate of



increase in both, new permits and start-ups began to decrease after the peak reached during the 3Q 2013 with the three-month moving average turning negative in annual basis as recently as April.

Following the pattern since the recession, retail trade employment remains flat. On top of the structural issues of retail sales shifting to the Internet away from brick and mortar sites and shifting to big box discount stores, retail sales were slowed by tough winter weather. The April data is also weak due to a pick-up in inflation and slow growth in average wages. Auto sales and activity at building and garden supply outlets is expected to drive a rebound in May and June.

The rate of consumer price inflation in the region continues to accelerate, now reaching 1.4%, driven by increases in food and gasoline costs. This may lead to further increases in interest rates which will

retard single family home sales and make home equity loans less attractive.

In consulting with financial institutions, DECON First keeps close track of the financial health of Delaware households. As shown in the graph at left, non performing credit card debt, one of the first affected when income problems arise, shows improvement in the 30-89 days and 90+ days but some deterioration in the non accrual part. However, analysis of the data shows that the deterioration is in just one of the reporting banks while all the others show improvement. In our view, households finances are improving.

DECON First Expects positive but slower job growth for the remainder of 2014 with a return to pre-recession employment by late 2015. We also expect the rebound in construction industry employment to slow down and reach a plateau by the end of the summer. After that, employment in the construction industry should receive a moderate boost from heavy construction due to repairs to infrastructure. - **Dr. John Stapleford, principal.**

*DECON First uses economics to strengthen Delaware business. This is accomplished by providing accurate, objective, and relevant analysis of the economy, coupled with best practice recommendations that deliver new customers. The detailed analysis for the Indicators above is found in the DECON First quarterly Delaware Economic Review ([www.deconfirst.com](http://www.deconfirst.com)). Direct questions to [info@deconfirst.com](mailto:info@deconfirst.com)*

# First State Community Loan Fund sees growth in lending

**W**ith nearly three-quarters of [First State Community Loan Fund's](#) lending going to small businesses, First State CLF's small business lending is expected to experience growth in the region, President & CEO Vandell Hampton, Jr., said in addressing business and community leaders at the organization's recent annual luncheon. Hampton noted that current volume is more than double the amount of five years ago.


"We have been positioning First State CLF to be a prominent player in the small business sector," Hampton said. "Through enhanced products and services, expanded regional presence and improved collaborations, in 2013 alone, First State CLF made 24 loans totaling more than \$2 million." With an eye on further strengthening partnerships, the annual luncheon included a panel discussion specific to growth in the regional small business and retail sectors.

The panel featured representatives from government, non-profit and private industry, including Tim McLaughlin, director, business development, Delaware Economic Development Office; Gary Smith, president & CEO, Chester County Economic Development Council; and Rick Ferrell, principal, Retail Market Answers, LLC. Also at the event, First State CLF welcomed four new board members, who were approved at the annual meeting prior to the luncheon. Joining the board of directors for 2014 are:

- Rich Campbell, Senior Vice President, Citizens Bank
- James Gise, Vice President, WSFS Bank



**Gary Smith of the Chester County Economic Development Council speaks at the First State Community Loan Fund meeting.**

- Jonathan Klass, Vice President, Customers Bank
- Mark Pelletier, Vice President, Fulton Bank 



# County poised to make bid on Fisker/GM plant

*Concerns that site off 141 could end up with stores, fast food spots spurs possible \$9M offer*

**W**orries that the GM Boxwood plant could end up as retail space are leading New Castle County to move toward an offer for the industrial property.

The plant near Newport was acquired [earlier this year](#) by Chinese parts maker Wanxiang when it acquired the assets of Fisker Automotive. Fisker had planned to build a mid-sized plug-in hybrid sedan at the plant and started preliminary construction work.

County Executive Tom Gordon is focused on bringing quality manufacturing jobs to New Castle County, said county spokesman Antonio Prado when asked about the possibility of a sale.

“No disrespect to fast food restaurants and big box stores, but the executive believes we’ve got to bring back manufacturing jobs back to Delaware before no one is able to shop at box stores and convenience stores or eat at fast food restaurants,” Prado says.

Wanxiang has not ruled out building the car, known as the Fisker Atlantic, at the site. However, it is currently exploring its options that include selling the property. In general, developers of former industrial plants have wide latitude in converting sites to other uses.

Fisker fell victim to a host of financial problems, negative reviews for


its luxury Karma automobile and the bankruptcy of its battery supplier. Wanxiang has since acquired the battery company.

Even if Wanxiang used the plant for manufacturing, it is likely that only a small portion of the plant that once turned out hundreds of thousands of General Motors vehicles a year would be used. The site is near Route 141 and the Prices Corner retail area.

Plans for a mixed use project at the former DuPont Barley Mill site, further up Route 141, are on hold as court battle over rezoning and a traffic study continues. The county has intervened in behalf of residents opposed to the project and Chancery Court ruled a County Council vote on rezoning was not proper.

The *News Journal* has reported that the county is willing to pay \$9 million for the plant with the goal of bringing manufacturing jobs to the site. Wanxiang and Fisker paid about \$17 million for the plant.

Gordon has also ordered a long-term economic strategy for New Castle County, which unlike many government units its size does not have a sizable economic development department and has typically relied on the Delaware Economic Development Office. Both Kent and Sussex counties in Delaware have economic development entities.

The county does support the New Castle Economic Development Council, which operates under the auspices of the New Castle County Chamber of Commerce and provides economic development services. 

# Tech Forum to hold tour of new science, engineering laboratories

**T**he **Technology Forum** of Delaware will hold an event focusing on the new Interdisciplinary Science and Engineering Laboratory at the University of Delaware.

The event is slated for 5:30 p.m. until 7:30 p.m. at the laboratories at 221 Academy St., Newark. Opened



## University of Delaware photo

in October, 2013, the ISE Lab brings together students and faculty from various disciplines to teach, learn and conduct research in a collaborative environment.


The laboratories and classrooms are designed for

interdisciplinary topics, integrating teaching, learning and research, with the research providing curriculum content.

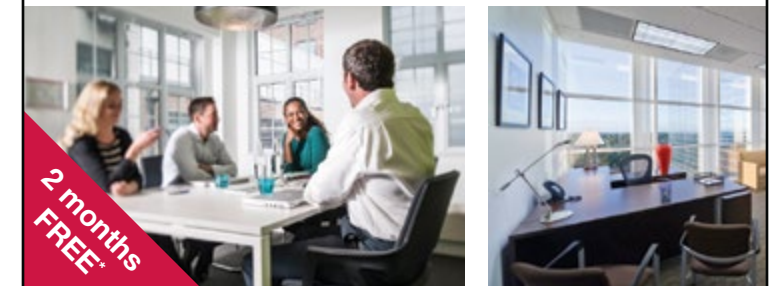
Vice Provost for Research Charlie Riordan will provide an introduction to the ISE Lab.

He will also detail opportunities for the business community to collaborate with researchers and research facilities at the ISE lab, which include an imaging and microscopy suite, a 10,000 square foot nano fabrication facility, and an advanced materials characterization lab.

The evening will end with tours of select laboratories and classrooms at the ISE Lab. [To learn more or register, click here.](#)







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# *Drug application to FDA expected for treatment of blood disorder* **Incyte's Jakafi shows promise in late stage trial**

**I**ncyte Inc. reported a late stage study shows Jakafi is effective in treating a blood disease.

The study used the drug to treat polycythemia vera (PV), a disease affecting 100,000 in the U.S. The findings mean Incyte will seek approval from the Food and Drug Administration to offer the drug.

Stock in Incyte rose on the news by 3 percent to \$53.85 by this week. Shares have traded as high as \$71 in the past year.

Findings from the study are being presented in an oral presentation at the 50th Annual Meeting of the American Society of Clinical Oncology in Chicago.

[Incyte](#) is converting a former department store building near Wilmington into a headquarters and research center. Jakafi is now being used in treatment of other types of blood disease.

“Patients with advanced PV whose disease is not well-managed with existing therapies are at increased risk for thrombosis and suffer from multiple debilitating symptoms,” stated Srdan

Verstovsek, M.D., of the University of Texas MD Anderson Cancer Center. “Data from the Response trial demonstrated that treatment with ruxolitinib can consistently control hematocrit, reduce spleen size, and improve symptoms such as fatigue and itching. Importantly, there appears to be a lower rate of thrombosis (blood clots) in the ruxolitinib arm compared to best available therapy.”

“One out of four patients with polycythemia vera remain uncontrolled, face a profound symptom burden and are at greater risk of cardiovascular complications such as stroke and heart attack,” stated Hervé Hoppenot, CEO of Incyte. “These Phase III data give us confidence that ruxolitinib has the potential to become an important new treatment option for patients with uncontrolled PV who are no longer responding to or are intolerant of hydroxyurea.”

Polycythemia vera (PV) is characterized by an overproduction of normal red blood cells, white blood cells and platelets that leads to an increased risk of thrombosis.

PV may occur at any age but often presents later

in life, with a median age at diagnosis of 60 years.

The most common signs and symptoms of PV are fatigue, night sweats, bone pain, fever and weight loss. In patients who experience severe and burdensome symptoms, data show that the disease erodes the quality of life.



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# Contractor selected for Wildcat Point power plant

**O**ld Dominion Electric Cooperative (ODEC) awarded the contract to build its Wildcat Point Generation Facility, a combined-cycle natural gas power plant in Cecil County, Md. to White Oak Power Constructors.

White Oak Power Constructors, named for the state tree of Maryland, is a joint venture between PCL Industrial Construction Co., of Houston, Texas and the engineering firm of Sargent & Lundy LLC, of Chicago.

“White Oak has demonstrated extensive knowledge and experience within the power industry and we are confident that their team will bring significant added value to our project. We look forward to working with White Oak as we bring Wildcat Point to life,” said Rick Beam, senior vice president of power supply for ODEC.

The \$675 million Wildcat Point facility will boost the regional economy, improve reliability on the region’s electric grid, and help ODEC deliver power to its 1.2 million members in Maryland, Virginia, and Delaware. Greenwood-based Delaware Electric Cooperative is a member of Old Dominion.



Wildcat Point is expected to generate 1,000 megawatts of electricity, enough to power roughly 390,000 homes annually at the site about 30 miles west of Newark, Del. ODEC solicited bids from several major contractors with suitable capability and experience in designing and building the combined cycle power plants.

The bids were evaluated based on their proposed costs, design features, estimated plant performance, and approach to on-site construction work.


White Oak’s proposal was selected as offering the best value to ODEC and its member-owners after considering all factors.

“White Oak Power Constructors was chosen from a field of very good EPC contractors to build our

project,” said Beam. “We are looking forward to building a state-of-the-art power generation plant that proves to be cost effective and energy efficient for our member-owners while increasing local and regional reliability.”

Construction is expected to begin in late 2014 and will create a peak construction workforce of approximately 600 jobs.

Once in operation in mid-2017, Wildcat Point will support up to 30 permanent jobs. A report authored by Chmura Economics & Analytics estimates that Wildcat Point will create a \$1.2 billion total economic impact for Maryland and south central Pennsylvania over 30 years. In addition, an agreement between ODEC and Cecil County guarantees \$124.2 million in tax revenue for the county.

Wildcat Point will be built on existing property at the ODEC constructed Rock Springs Generation Facility, in Cecil County, Maryland, which became operational in 2003. That power plant is fired up during periods of peak demand. Wildcat Point will be a base load power plant that will run continuously. 

# Southbound lanes on 495 bridge may reopen by Labor Day

**T**he troubled bridge on Interstate 495 will not be fully open until after Labor Day. Price tag for a temporary fix is \$20 million. The closing has snarled traffic and led to back-ups on adjacent I-95.

The southbound lanes of the I-495 bridge on the Christina River in Wilmington, could be open as soon as Labor Day this year, and the northbound lanes would be opened several weeks afterward, [DelDOT](#) Secretary Shailen Bhatt stated in a briefing on Tuesday.

“The timeline that we are announcing today is only possible because we have acted quickly to mobilize firms and personnel that have a proven track record of reopening critical transportation infrastructure under deadline pressure,” Bhatt said. “As of today, the people, materials and equipment needed to reopen the I-495 bridge is on its way to Delaware from across the United States.”

Design for the project is being managed by international engineering firm [AECOM](#). Construction will be performed by [J.D. Eckman, Inc.](#), Chester, Pa. DelDOT stated that the two



firms have a history of successful collaboration of rapidly reopening other bridges on the U.S. interstate highway system, including structures on I-95 in Philadelphia and Wilmington. The department came under fire from Delaware contractors who said they were not consulted on the project, according to a [News Journal](#) story.

The plan to reopen the bridge to traffic calls for the construction of new concrete-filled shafts that will go down to the bedrock beneath the columns that have tilted out of alignment, the department reported. The shafts will create a stable surface above the underlying unstable soil.

The concrete shafts will be tied together with a reinforced concrete grade beam. Temporary jacking towers would be erected on the grade beam to

restore the bridge's superstructure to its original position, and lift the weight off of the existing, rotated piers. Once the bridge has been rendered safe for traffic, permanent new concrete columns will be erected to take the place of the piers.

The first phase of construction to re-open the bridge is estimated to cost \$20 million, while the cost of the permanently fixing the structure has not yet been determined, Bhatt said. A number of options were studied, Bhatt said. “We first looked at just shoring up the existing bridge, but that option was quickly ruled out because of the poor soil conditions. Another idea was to fully reconstruct this section of the bridge. That option would've put us at an early 2015 opening, which was not a viable option given the traffic volume the bridge normally carries.”

The bridge was closed Monday after an engineer, a few days earlier, saw that piers were out of alignment.. Dirt dumped near the piers is suspected of being a factor. Following the removal of the dirt, the piers moved a tiny distance toward alignment. That led to a flurry of second guessing and claims that DelDOT moved too slowly.





# 1220 Market has new owners, leasing team

The Colliers International's Delaware office team of Rick Kingery and Lisa Bariglio was selected by Gearing Capital Partners to manage the leasing of their 99,115 square-foot, Class A, office property at 1220 N. Market Street in downtown Wilmington.

The property, built in 1983, was recently acquired in a partnership between Gearing Capital Partners ([www.gearingcapital.com](http://www.gearingcapital.com)) and Castlelake, L.P. ([www.castlelake.com](http://www.castlelake.com)). Terms were not immediately released.

Gearing Capital Partners is a national commercial real estate focused specialty finance company. Gearing manages commercial mortgage loans and properties throughout the United States with a focus on value creation and preservation, according to a release.

Kingery says the new owners bring an institutional focus and financial strength that will build value for the building.

Kingery says the building has a number of drawing cards including “fantastic views” with some 360-degree vistas of the area.



Occupancy of the building is about 50 percent. The new owners plan to provide a rapid response approach to leasing with an ability to “fast track” fit outs of space for tenants, Kingery says.

One advantage of the building, according to Kingery is the 10,000-square-foot floor plates that mean smaller tenants will not get lost in corridors of a larger building. The building has a diverse base of tenants that include bank and wealth management operations, Kingery said.

“We are extremely excited about 1220 N. Market Street and find the building to offer a combination of quality, location and economic

efficiency that is unmatched in the Wilmington office market. Combining a new capital campaign with an aggressive leasing strategy via our real estate broker, Colliers International, 1220 N Market will be re-positioned to offer an attractive alternative to new tenants in the downtown market”, stated Tavis Holsinger of Gearing Capital Partners.

For additional information, cocontact: Kingery at 302 425 4078; [rick.kingery@colliers.com](mailto:rick.kingery@colliers.com) or Bariglio at 302 304 3043; [lisa.bariglio@colliers.com](mailto:lisa.bariglio@colliers.com)



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# Delaware business book of lists project announced

Delaware Business Daily and the Business Bulletin have launched a Business Book of Lists project.

The state's electronic business journal has teamed up with [Data Joe](#), a Colorado-based software and research firm.

Data Joe works with research departments of business journals and other media outlets to produce high quality data. The company's aim is to provide a solid research platform to sell and manage data.

In preparation for the rollout of the Business Book of Lists project, Data Joe has produced lists of credit unions in Delaware. The lists will be posted on the [www.](#)

[DelawareBusinessDaily.com](#) website.

Opportunities to sponsor lists or run ads alongside the information are now available.

"I continue to receive requests to bring back the book of lists and I am pleased to work with Data Joe to bring back this key business tool to Delaware," said Doug Rainey, chief content officer for [www.DelawareBusinessDaily.com](#).

Rainey was the founding editor of the Business Ledger, which was published from 1994 until 2010. To make suggestions for future lists or to learn more about sponsorship and advertising opportunities, call Rainey at 302.753.0691. Email is [drainey@delawarebusinessdaily.com](mailto:drainey@delawarebusinessdaily.com)

## Delaware Credit Unions - Top 10

Ranked by 12/31/2013 Assets

RANK	Credit Union Name Address	Phone Website	No. Members	Assets (000) 12/31/2013 12/31/2012	Percent Change	Deposits & Shares (000) 12/31/2013 12/31/2012	Top Executive	Year Chartered
1	Dover 1075 Silver Lake Blvd. Dover, DE 19904-2411	(302) 678-8000 <a href="#">www.doverfcu.com</a>	38,944	\$395,155,416 \$389,908,599	1%	\$355,929,201 \$347,905,499	David Clendaniel	1958
2	Del-One 270 Beiser Blvd. Dover, DE 19904-7790	(302) 739-4496 <a href="#">www.del-one.org</a>	44,146	\$322,469,519 \$306,544,838	5%	\$293,838,815 \$278,763,724	Dion Williams	1960
3	Sussex County PO Box 1800 Seaford, DE 19973	(302) 629-0100 <a href="#">www.sussexcfcu.com</a>	14,800	\$249,558,224 \$252,015,872	-1%	\$213,773,968 \$215,753,519	Pamela Fleurette	1959
4	Louviers 185 S Main St. Newark, DE 19711	(302) 733-0426 <a href="#">www.louviers.com</a>	11,066	\$234,315,944 \$235,665,532	-1%	\$216,193,053 \$211,381,595	James Everhart, Jr.	1968
5	Dexsta 300 Foulk Rd, Suite 100 Wilmington, DE 19803	(302) 571-0522 <a href="#">www.dexsta.com</a>	28,518	\$206,595,937 \$201,337,117	3%	\$189,745,001 \$184,598,453	Jerry King	1937
6	Delaware State Police PO Box 800 Georgetown, DE 19947	1-800-288-1080 <a href="#">www.dspfcu.com</a>	9,606	\$120,440,159 \$119,794,728	1%	\$109,523,564 \$107,715,627	Stephen Cimo	1960
7	Community Powered 1758 Pulaski Highway Bear, DE 19701	(302) 392-2930 <a href="#">www.cpwrfcu.org</a>	9,247	\$113,755,788 \$116,858,634	-3%	\$101,717,531 \$101,177,842	Anthony Hinds	1962
8	Chestnut Run P.O. Box 5037 Wilmington, DE 19808-0037	(302) 999-2967 <a href="#">www.chestnutrunfcu.org</a>	9,116	\$65,662,806 \$63,722,248	3%	\$58,809,248 \$56,109,809	Nancy Kitzinger	1959
9	American Spirit 1110 Elkton Rd Newark, DE 19711	(302) 738-4515 <a href="#">www.americanspirit.org</a>	12,053	\$63,938,833 \$63,299,827	1%	\$56,306,148 \$55,084,164	Maurice Dawkins	1963
10	Eagle One P O Box 543 Claymont, DE 19703	(302) 798-7749 <a href="#">www.eagleonecu.com</a>	11,025	\$57,731,389 \$44,660,795	29%	\$51,339,494 \$39,287,496	John King	1935

# PATS Aircraft Systems sold to investment group

**N**ew York City-based Moelis Capital Partners (MCP) has acquired PATS Aircraft Systems, one of the largest aviation employers in Delaware.

PATS offers aircraft services, components and integrated systems.

Headquartered in Georgetown, Del. PATS has been in existence for nearly four decades and according to a *Cape Gazette* story has 300 employees.

The company was owned by DeCrane Aerospace, but was spun off in 2010 as a separate company under the majority ownership of Wayzata Investment Partners. It was also recapitalized in 2011, a move that improved its financial strength.

Aviation employment has been growing in Delaware with Delaware Technical Community College expanding its programs geared at providing education and employment for PATS and other companies.



PATS, and subsidiary Hollingsead International, have provided auxiliary fuel systems and other integrated systems and specialty components to aircraft equipment manufacturers and aerospace industry suppliers.

In addition, PATS is a leading service provider for Boeing Business Jets and other aircraft, performing maintenance, modification and interior completions. Specialties include refitting Boeing 737 aircraft for long-distance travel with fuel tanks and interior modifications for governments, companies and wealthy families.

Sussex County and the state of Delaware have

been working to extend the runway at Sussex County Airport so PATS can refit larger aircraft that are now coming out of airline service.

The company operates out of a single complex that includes seven hangar bays on Sussex County Airpark, with over 221,000 square feet of space.

“We are very excited about this partnership which we are confident will help us grow and better meet the needs of our customers,” said John Martin, President and CEO of PATS Aircraft Systems. “There is tremendous opportunity ahead and with MCP we have found a partner that is as passionate about the future as we are and excited to support the company in achieving its goals.” John will continue in his roles as president and CEO and the other members of the PATS management team will remain in their current positions.

Jim Johnston, a Partner at MCP, said, “We were impressed by PATS’ strong leadership team, successful track record, heritage of innovation, blue-chip customer base and dynamic culture.”  
**Continued on next page**


# Management team remains in place

Continued on next page

The company has built a reputation for providing high-quality service to very demanding customers, employing a hands-on management style with an emphasis on meeting the customer's expectation no matter what it takes. We're particularly excited by the company's growth prospects and we look forward to working with this talented management team."

JetCapital and Propeller Investments served as buy-side advisors to MCP on the transaction, and Parr Brown Gee & Loveless served as counsel to MCP. PNC Bank, in continuing its relationship with PATS, provided the senior debt financing.

Moelis Capital Partners (MCP), an affiliate of Moelis Asset Management, is a middle market private equity firm founded in 2007. MCP manages more than \$870 million of private equity capital.

For more information, visit [www.moeliscapital.com](http://www.moeliscapital.com). For more information about PATS, [CLICK HERE](#). 


# Hagley named Smithsonian affiliate

[Hagley Museum and Library](#) is the first organization in Delaware to be designated an Affiliate of the Smithsonian Institution. "We are delighted to have been accepted into the [Smithsonian Affiliations](#) program," says Hagley Executive Director David Cole. "Hagley is a place where people can experience the history of innovation and be inspired to innovate in their own lives. The Smithsonian offers an unmatched set of resources that we can use to fulfill our vision." Hagley is at the first site of the DuPont powder mills near Wilmington.

The missions and strategic goals of both institutions align. Both seek to use technology to expand audience access, increase relevance to communities through programming, and build partnerships to strengthen impact. Hagley's partnership with the Smithsonian will facilitate the loan of artifacts and traveling exhibitions, and development of innovative educational programming at Hagley, a release stated.

"The Hagley Museum and Library has long been recognized for its excellence in preserving the story of America's early industrial heritage and of linking it in highly relevant ways to the present and future. The arts and industries of America

have long defined the Smithsonian's core interests as well. Together, and through this new affiliate partnership, we look forward to developing collaborations that will amplify the story of innovation and entrepreneurship, and inspire a new generation to apply their creative talents to the opportunities of our times," says Harold Closter, director of Smithsonian Affiliations.

In addition to opportunities with the Smithsonian Institution, Hagley will also gain access to the expertise and collaborative opportunities. There are currently 192 Smithsonian Affiliates in 45 states, Puerto Rico, and Panama. 



The advertisement is enclosed in an orange border. At the top left is the University of Delaware logo, and at the top right is the Courtyard by Marriott logo. The text in the center reads: "Live Entertainment Friday, June 13 6-9 p.m. Bryan Parr at our Brickyard Grille Great music to start the weekend. 'Bryan is an amazing talent'"

# GOP lawmakers seek prevailing wage reforms

**A** group of Republican lawmakers outlined two proposals to reform state spending on public projects.

Both bills would make changes to Delaware's prevailing wage system, which sets base hourly wages for skilled and unskilled workers on state-funded projects.

The bills - like the right to work zones proposed earlier by Republican lawmakers - stop short of outright repeal of the measures. Passage of either is impossible, given the sizable Democratic majorities in both houses and a governor of the same party who has not been inclined to take on organized labor.

The wages are based on a survey conducted by the state Department of Labor (DOL) and vary by county, occupation and type of project. All projects using state funding are mandated to pay the government-set wages. Critics argue that the current process often results in the setting of wages well above market conditions. Over the years, they have claimed that the prevailing wage adds 20 to 30 percent to the cost of projects.

"Tell me that won't stimulate the economy and put people back to work," said Senate Republican Leader Gary Simpson (Milford). "And it doesn't cost Delaware taxpayers a dime."

The first bill would eliminate the state survey system, which has long been criticized for its poor participation rate and skewed data collection. Instead,



**Short**

the measure calls for the state to use the data already gathered by the U.S. Department of Labor Bureau of Labor Statistics (BLS). Rep. Daniel Short, R-Seafood said the proposal would ensure that workers employed on Delaware public works projects would receive fair market wages; would maximize the use of taxpayer dollars; and, by using already gathered data, would save the thousands of dollars the state is currently spending on its system.

The second proposal discussed would update prevailing wage thresholds for the first time in at least 20 years. Currently, new state-funded construction projects in excess of \$100,000, and renovation projects above \$15,000, are subject to the prevailing wage law. The measure would raise those thresholds to \$350,000 and \$100,000, respectively. The proposal is pending action as a bill (House Bill 6) and will also be offered as an amendment on an existing prevailing wage bill.

"We're not trying to repeal prevailing wage," said Sen. Brian Pettyjohn, R-Georgetown, conceding that opposition from organized labor, and Democratic supporters in the House and Senate, would make such an attempt futile.

"If the intent of prevailing wage is to ensure workers are being appropriately compensated, we can do that by reforming the system we use for establishing those rates, while employing more workers on more public projects with no additional expenditure," Pettyjohn said. "That's a win for workers. That's a win for taxpayers. That's a win for everybody."

## No outside vendors at New Night

# Downtown Partnership revamps, renames Newark Nite

**T**he City of Newark and the Downtown Newark Partnership have introduced a new festival, New Night Downtown Newark, on Saturday, June 21, from 3 p.m. to 9 p.m.

Main Street will be closed to traffic from Chapel Street to South College Avenue so that businesses can expand onto sidewalks and parking spaces, and pedestrians can take over the street for an evening of arts, music and food.

The street will have live music and performances, fine arts, food, shopping, games, and children's activities.

The festival showcases downtown's restaurants, shops, and its art scene. Musical performers will be positioned along the center of Main Street throughout the night, through a partnership with Gable Music Ventures.

The Newark Arts Alliance will offer "Art on the Lawn" at the Academy Building Lawn featuring a variety of local and regional artists and artisans. Across the street, the Newark Historical Society will feature an exhibit about the history of Main Street in Newark.

This is a rain or shine event. Main Street will be closed to traffic



beginning at 2 p.m. until approximately 10 p.m. the day of the event to allow enough time for businesses to set up their expanded displays, and to remove items from the right of way following the event.

The festival is a successor to Newark Nite. The long-running event had run into problems with scattered reports of crime and large gatherings of youths after the event ended.

Some downtown businesses were also unhappy with the use of street vendors that competed with their offerings.

The area where New Night will be held has virtually no empty retail spaces as Main Street continues to thrive. 

The advertisement for the 'Ice Cream Festival' is a rectangular graphic with a light brown background. On the left, there is a circular logo with 'Ice Cream' in large yellow script, 'FESTIVAL' in a yellow box, and 'AT ROCKWOOD PARK' in a green banner. The logo is surrounded by several ice cream cones in various flavors. To the right of the logo, the text reads: 'VENDORS WANTED!' in large bold letters, followed by 'RESTAURANTS • CATERERS' and 'BUSINESSES • ARTS &amp; CRAFTS' in smaller bold letters. Below that, 'JUNE 28-29' is written in large bold letters, followed by 'ROCKWOOD PARK' and 'WILMINGTON, DE' in smaller bold letters. At the bottom right, it says 'REGISTER ONLINE AT: ROCKWOODICECREAM.COM' and 'BARRY'S EVENTS • FOR INFO: (302) 690-5555'. There are also small social media icons for Facebook and Twitter at the bottom left of the graphic.

# Local delivery start-up partners with Chicago women's mobility foundation

**D**elivery Circle, a start-up company housed in the Emerging Enterprise Center incubator at the New Castle County Chamber of Commerce, announced it will partner with the [Women With Drive Foundation](#) to help launch their entry into the Chicago market.


Molly Cantrell-Kraig, founder of Women With Drive Foundation, is a marketing and sales executive with knowledge in customer engagement, social media and direct sales. She has been featured as one of the CNN visionaries in 2014.

“Molly represents a very strong addition to the Delivery Circle team,” said Vijaya Rao, founder of [Delivery Circle](#). “Delivery Circle’s core philosophy is focused on empowering individuals and merchants at a local level. Molly’s Women With Drive Foundation, empowers women with difficult personal situations to take charge of their life and become independent, by providing them with vehicles as they complete the program. We are so pleased that we can work together to expand

our markets and provide an opportunity to these women”

“Women With Drive Foundation is about transformation and mobility,” according to Cantrell-Kraig. “It’s about identifying those with drive and a willingness to strive for one’s own independence. Transportation just happens to be the conduit through which we work. As a business model, Delivery Circle represents a nimble solution for business (being able to eventually offer the opportunity to women who qualify is just icing on the cake). Giving women options for autonomy and empowerment is one of our founding principles.”

Delivery Circle is a connected network between shoppers, merchants and delivery drivers. Shoppers will have a choice in shipping and will be able to pick their delivery person based on the charges, ratings or timings.

Small merchants can expand their customer base without investing in distribution logistics, Delivery Circle noted. 



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

The Business Bulletin is now accepting reservations for advertising as well as sponsorship opportunities.



For further information on advertising and sponsorships, e-mail [drainey@delawarebusinessdaily.com](mailto:drainey@delawarebusinessdaily.com)

The Business Bulletin and the companion [DelawareBusinessDaily.com](#) website are proud members of Local Independent News Publishers (LION).

*State praised for progress in cutting coal dependence*

# Case made for clean air standards at Calpine tour

**G**ov. Jack Markell, Environmental Protection Agency Administrator Gina McCarthy, and Delaware Secretary of Natural Resources and Environmental Control Collin O'Mara made the case for proposed clean air standards during a tour of a natural gas plant now under construction in Dover.

Markell, McCarthy, and O'Mara joined members of the General Assembly, city and county leaders, and state environmental officials for a tour of the City of Dover's Garrison Oak Technical Park which hosts Calpine Corporation's Garrison Energy Center, a 309-megawatt natural gas facility and the 10-megawatt Dover SUN Park.

The projects were praised as a way to live up to EPA's Clean Power Plan. The plan aims to reduce carbon pollution from power plants by more than 30 percent nationwide by 2030.

"Our Clean Power Plan is all about flexibility and allowing states, and regions, to determine how to achieve maximum energy efficiency, and that's exactly what we are seeing here in Delaware with industry and government coming to the



**Above is a photo of the Calpine plant slated to go into operation in 2015. At right, Gov. Jack Markell discusses the project during a tour of the site in Dover. Photos courtesy of the Governor's Office.**

**[CLICK HERE FOR MORE.](#)**  
**PHOTOS FROM EVENT.**



table together," said McCarthy. "We don't have to choose between a healthy economy and a healthy environment; our action will sharpen America's competitive edge, spur innovation, and create jobs

Over the past five years, Delaware has decreased emissions by a greater percentage than any other state in the nation. Local generators have fuel switched or shut down nine out of 10 coal plants, while the remaining unit installed \$300 million in pollution controls.

Meanwhile, the state claims the initiative has spurred investment in low-emission natural gas generation, increased deployment of solar technology 30 times since 2008, and invested more than \$100 million in efficiency upgrades to reduce energy consumption.

The Garrison Energy Center will occupy 37 acres within the Garrison Oak Technical Park and follows Calpine's commitment to stop using coal at its Delaware plants.

**Continued on next page**



### From previous page

At its peak the energy center will provide enough power for about 250,000 homes, based on average usage. The project is creating about 250 construction jobs for the Delaware building trades and the first phase is slated to begin commercial operations by mid-2015.

Calpine previously converted the former Delmarva Edgemoor generating plant north of Wilmington from coal to natural gas. Calpine has been aided by a decline in natural gas prices as production from Pennsylvania hydraulic fracturing wells goes on line.

The favorable market conditions also led Old Dominion Electric to decide to build a 1,000 megawatt natural gas site west of the Delaware line in Cecil County, Md. Old Dominion serves member cooperatives, including Greenwood-based Delaware Electric Cooperative. [Click here](#) for that story.

“By this time next year the 309-MW Garrison Energy Center will be one of the cleanest, most energy efficient and most reliable electric generating facilities in the Mid-Atlantic,” said Calpine CEO Thad Hill. “The fact that we are able and willing to develop this asset on a purely competitive basis, without the need for long-term contracts or government subsidies, demonstrates that our industry can and will respond to important environmental policy initiatives with market-based solutions.”

The facility is under construction next to the 34,000 solar photovoltaic panels that comprise the Dover SUN Park developed by LS Power and SunPower Corporation. The Dover SUN Park is one of the largest utility scale solar projects in the Mid-Atlantic region and produces electricity to supply 1,500 homes. The State and Delaware Sustainable Energy Utility supported

the project’s financing using a portion of auction proceeds from the Regional Greenhouse Gas Initiative. Delaware has also worked with eight other Northeast and Mid-Atlantic states as part of the Regional Greenhouse Gas Initiative, a market-based system that has helped reduce carbon pollution from power plants in those states by more than 40 percent since 2005.

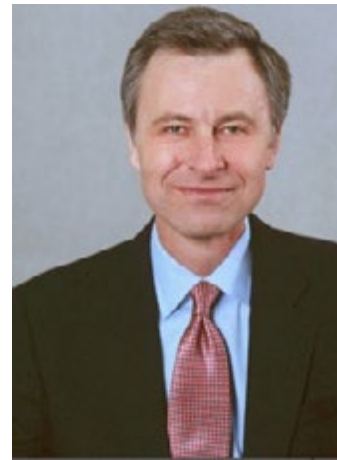
By capping pollution, auctioning pollution allowances, and investing the proceeds in energy efficiency and clean energy, the RGGI states have simultaneously reduced energy bills, supported construction jobs, and cleaned up the air, according to a release from the governor’s office. Others have blamed the “cap and trade” program for high electricity prices and sluggish economic growth. In 2011, critics said the Dover solar site would raise electric bills for residents by \$17 a year, according to a [Dover Post](#) story.



A promotional banner for the Technology Forum of Delaware. The background is dark blue with a pattern of light blue and yellow hexagons. The text "June 18th" is in yellow at the top right. "TECHNOLOGY FORUM" is in large white letters in the center, with "of Delaware" in smaller white letters below it. In the bottom left, there is a small circular inset photo of two people looking at a document. Below the photo is the text "Summer on ISE". In the bottom right, there is a red button with white text that says "Click Here to Register".

# Nemours CEO named to 50 Most Influential list

**N**emours Foundation President & CEO David J. Bailey, MD, MBA, was named one of Modern Healthcare Magazine's 50 Most Influential Physician Executives and Leaders. Bailey leads Nemours Children's Health System, an integrated children's health system headquartered in Jacksonville, Fla. that operates two free-standing hospitals and 45 pediatric and specialty care locations in four states.



**Bailey**


[Nemours](#) operates a child health system in Delaware and Mid-Atlantic.

The only pediatrician and children's health care CEO on the 2014 list, Dr. Bailey's vision calls for transforming the nation's health focuses on instilling healthy behaviors early in a child's development, emphasizing prevention and improving literacy in childhood, all of which are important predictors of future adult health, according to a Nemours release. He believes these actions would dramatically improve the nation's health by reducing the burden of chronic disease as well as significantly lowering the overall cost of health care.

Under his leadership, Nemours has evolved into a resource for children's health. In addition to focusing greater attention on population health and children's health advocacy, in the past three years Nemours has invested more than \$600 million in capital improvements to meet the health care needs of children. This includes opening the 97-bed Nemours Children's Hospital in

Orlando, Fla., in 2012 and the expansion of the Nemours/Alfred I. duPont Hospital for Children in Wilmington, Del., set to open in the fall of 2014. In total these projects represent more than 1.1 million square feet of new care space. Nemours is among a small group of U.S. health systems which have achieved HIMSS Stage 7 for both hospitals and ambulatory service sites.

A pediatric gastroenterologist by training, Dr. Bailey completed an internship and residency program in Pediatrics at Walter Reed Army Medical Center in Washington, D.C. His Army Medical Corps service included duty as a pediatrician at Fort Rucker, Alabama; a clinical professor appointment to the Uniformed Services Medical School as director for medical student pediatric clinical training; completion of a fellowship in Pediatric Gastroenterology at the University of Florida; and appointment as Chief of Pediatric Gastroenterology at Tripler Army Medical Center in Honolulu. After leaving the military in 1987, Dr. Bailey established the Division of Pediatric Gastroenterology at the Arnold Palmer Hospital for Children in Orlando.

In 1997, he joined Nemours when the Nemours Children's Clinic in Orlando opened. In 2003, he was appointed the first Chief Operating Officer of Nemours with responsibility for day-to-day operations for all Nemours entities in the Delaware Valley and Florida. In 2006, he was named President and Chief Executive Officer of The Nemours Foundation by the Board of Directors. 

# Downtown revitalization legislation signed by governor

**G**ov. Jack Markell signed Senate Bill 191 to establish economic development incentives that promote revitalization of Delaware's downtowns.

SB 191 allows for the creation of Downtown Development Districts – a small number of areas in cities in towns that would qualify for development incentives and other state benefits. Senators Margaret Rose Henry (D-Wilmington East), Brian Bushweller (D-Dover), and Robert Marshall (D-Wilmington West), as well as Representatives Helene Keeley (D-Wilmington South), Stephanie Bolden (D-Wilmington), and Darryl Scott (D-Dover) were the prime sponsors.

The bill passed unanimously in the General Assembly after receiving support from various municipalities and community organizations.

“Across the country, people from all walks of life are re-discovering our cities and towns as places where they want to live, work, start a business, and raise a family,” said Markell. “This urban resurgence is beginning to happen in Delaware as well—but it could use a ‘shot in the arm.’ It is my



## Downtown Milford

hope that this innovative new program to revitalize our downtowns will bring much-needed energy and resources to areas of our state that have been overlooked for too long.”

Through the new program, localities will be able to apply to have a portion of their city, town, or unincorporated area designated as a Downtown Development District (DDD).

Applications will be evaluated using three main criteria: (1) need; (2) the quality of the development plan submitted by the applicant; and (3) local incentives offered. Following the initial round of applications, the Governor will select at least one but no more than three Districts.

Under the program, the first three districts must include 1 District in each county. Up to 15 total districts will be able to qualify at one time.

Subject to funding, investors in the selected districts would be entitled to grants of up to 20 percent of their construction costs. Grants will be available for all types of projects (residential, commercial, and mixed-use), and may be used by for-profit builders and investors, nonprofit organizations, businesses, and homeowners. The grants will be administered by the Delaware State Housing Authority (DSHA).

In addition to the above grants, state agencies will provide additional incentives for qualified activity within districts. For example, DSHA will offer additional funding to renovate vacant and abandoned houses in DDDs, and several state agencies (including DelDOT) will prioritize work in Districts. In addition, under SB 292, a percentage of the state's existing Historic Preservation Tax Credits will be designated to fund qualifying projects in DDDs, recognizing that this tax credit has been a powerful tool in not only preserving historic structures but also in revitalizing communities. *(From the Governor's Office)*

# McCormick looking for headquarters locations

McCormick & Co. Inc.'s search for a new site for its headquarters just widened to the entire mid-Atlantic – Maryland, Delaware, southern Pennsylvania and Northern Virginia, well beyond the scope of options earlier outlined by CEO Alan D. Wilson, the *Baltimore Business Journal* has reported.



The spice company is considering sites of between 300,000 and 350,000 square feet across all these regions, the report said, citing real estate documents it obtained.

The spice giant has been looking for a new headquarters and the Philadelphia area has been mentioned from time to time.

However, Virginia and Delaware are new to the list.

Click on the link below for the story from CityBizList

via [McCormick Expands Search for New Headquarters | Baltimore Citybizlist.](#)

## DuPont selling surface cleaning business

Laticrete and DuPont announced that they have reached a definitive agreement for Laticreteto purchase the DuPont Surface Care business. The transaction is expected to close later this month, subject to customary closing conditions and regulatory approvals.

Laticrete is a family owned company based in Connecticut. Terms were not disclosed.

“Laticrete knows the stone and tile market well and sells complementary products, and we believe

the DuPont Surface Care business can best pursue its potential and most effectively meet market needs through this transaction,” said Thierry F. J. Vanlancker, president, DuPont Chemicals & Fluoroproducts. “The DuPont Surface Care business has a strong team that will join Laticreteto continue to support these products.”

Laticretewill merge the DuPont StoneTech DuPont Stone Care, and DuPont Paver Armor Pro branded products with its existing portfolio of products, which are already placed in professional and retail channels around the world.

“This business is an excellent fit with our strategic approach,” said Ed Metcalf, Laticret president, North America. “We are excited about working with the team to build on the strong foundation they have put in place and to achieve the full potential of this business in the future. We will continue to focus on providing customers with high quality products and service to deliver

**Continued on next page**



**Continued on next page**

solutions that meet their stone and tile care needs.”

DuPont Surface Care offers a range of solutions to protect and preserve stone and tile against the damaging effects of everyday living.

Laticrete is a leading manufacturer of construction solutions for the building industry. Laticrete offers a broad range of products and systems covering substrate preparation, tile and stone installation, concrete construction chemicals and decorative flooring.

**Event explores bringing 5,000 people to city**

An event later this month will explore how to attract 5,000 residents to Wilmington.

“Sound crazy? We don’t think so. We need to think big about the future of Wilmington and we want to harness the collective wisdom of our real estate, development, business, political and community leaders to chart a path that will help our city achieve this goal,” according to a statement from the Wilmington Business Leaders Network of the County Chamber.



“This will not be a typical conference, workshop or seminar. This will be a working session carefully designed to elicit the best ideas from every participant. By the end of the session, we will have a detailed list of action steps that need to be taken to promote policy, regulations and incentives designed to spur growth,” the chamber stated.

The event will be held from 8 a.m. until noon on June 25 at the World Cafe Live on Market Street in downtown Wilmington. Cost is \$25. [Click here](#) to register.

**Tech news network coming to Delaware**

Start It Up Delaware and [Technical.ly](#) Delaware will hold a kick off event for its redone space in downtown Wilmington, and to kick off a partnership with Technical.ly Delaware.

The event will be held on June 23<sup>rd</sup> at 5 p.m. The event will include remarks by Gov. Jack Markell. The location is 605 N. Market St., 2nd Floor, Wilmington.

Technical.ly Delaware is part of a local technology news and events network founded in 2009. The venture now covers Philadelphia, Brooklyn and Baltimore and will add Delaware to its territory.

The move by Tecnicl.ly is viewed as evidence of a growing technology community in the state.

The kick-off event is free of charge [Click here](#) to register.

In a related note, Start It Up Delaware will hold a meet-up and star-up pitch competition Upstairs at The Queen at 500 N. Market Street on June 17th from 6:30 p.m. until 8 p.m.

Judges will be looking for the best idea for a charitable/civic start-up. The winner will get a Firefly festival package.

[Click here](#) to register for the Meetup.

# Plans under way for 2015 economic summit

**A**fter four days, 38 speakers and 16 invigorating sessions attracting more than 250 people, organizers the first Delaware Economic Summit have started preparations for a second summit in April of 2015.

The summit, earlier in the spring, was the first event held at the Westin Wilmington Hotel on the Riverfront, the first new hotel built in Wilmington in more than two decades.

Session topics extended from cyber security among the local banking industry to social media to a political panel featuring State Rep. Byron H. Short, State Rep. Mike Ramone and State Rep. Quinn Johnson, the over-arching theme returned again and again to the significant role quality education plays in bolstering the local economy.


Alan B. Levin, director of the Delaware Economic Office, spoke about the importance of strong local educational offerings in attracting large employers, and the growing rift between educators and potential employers in how prepared they feel young graduates are as they enter the workforce. Gov. Jack Markell spoke about his administration's focus on early childhood

education programs, adopting Common Core academic standards, and giving additional help to qualified high school students as they apply to institutions of higher learning.

And at lunch with Sam Calagione, the founder of Dogfish Head Brewery, attendees got to hear firsthand stories about growing a business in Delaware, from the days when his system could only brew 12 gallons at a time to becoming one of the top craft brewers in the nation.

The goal of the Delaware Economic Summit is to promote financial literacy and economic understanding among both the business community and private individuals, according to a release.

The next Delaware Economic Summit will take place April 21-23, 2015. Plans call for next year's summit to extend into the evening hours, to allow more people to attend sessional on personal finance after work hours.

To see a video recapping the speakers and sessions of the 2014 Delaware Economic Summit, [click here.](#) 



## *Nickle supports hospice event*

**Delaware Hospice representatives (l to r) John Ward, Chuck Palmer, and Peggy Dolby receive a check from Nickle Electric's Debbie Dignan, Jeromy Newton, and Dave Schreffle to sponsor the organization's upcoming Delaware Hospice 5K Run and Family Fun Walk.**

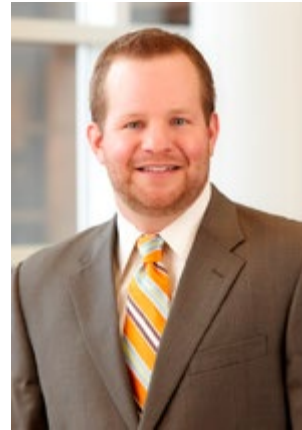
**Nickle Electrical Companies' representatives visited the Delaware Hospice Center in Milford to formally present a check for sponsorship of the Delaware Hospice 5K Run and Family Fun Walk.**

**The annual fundraiser will be held on Wednesday, July 9th, at the Delaware Hospice Center, 100 Patriots Way, Milford..**

# Falls at construction sites costly for all involved

By **Matthew E. Forest**

**B**ad things happen after a fall accident at a construction site: A person gets injured or killed, the project gets interrupted, business productivity takes a hit, management time gets diverted, and insurance losses pile up. And: The bottom line suffers, too.



**Forest**

Residential and commercial construction is a bellwether of economic growth for Delaware and the region. Real estate companies, home builders, Fortune 500 firms and other companies eagerly build their future base of business with new or renovated buildings.

Cranes, cement trucks, scaffolding and trucks carrying construction materials -- whether in the suburbs or downtown -- perk up the economic spirits of everyone from laborers and labor union leaders to bankers to office workers to recent college graduates looking for work.

But an accident on a job site -- a fall from elevation from a ladder, scaffold, equipment or building -- can literally bring construction to a standstill, and bring haunting consequences to an otherwise positive scenario:

1) Falls are more common than any other type of deadly accident: Of 775 construction worker fatalities nationally, falls accounted for 278 (36 percent) in 2012, the most recent data available from OSHA (Occupational Health and Safety Administration).

2) Workers compensation insurance claims for construction workers falls are higher than for other industries. Average claims costs of a fall in the 2005-07 policy years were about \$50,000, OSHA reported, but falls by construction workers were significantly worse:

- Falls by carpenters cost an average of \$97,169.
- Falls by roofers cost an average of \$106,648.

3) Fall protection is also OSHA's number-one rules violation, with more than 7,250 citations in 2012 nationally.



A fall doesn't simply injure or kill the worker. It causes a negative wave swamping that person's family on a personal and emotional level. It also can hit the financial stability of the family.

Beyond the tragic personal costs are the downbeat trends for the companies with construction workers who suffer a fall on the job:

Workers compensation insurance costs soar. The insurance laws allow carriers to practice experience modification rating (EMR) for workers

**Continued on next page**

# Workers comp insurance premiums can skyrocket

## From previous page

compensation, a coverage required by law in Delaware and other states. EMR measures three years of actual losses divided by expected losses for each individual company, and use that to rate (i.e., set the premium for) the risk of the company. Thus, insurance claims this year will affect the workers compensation rating of a firm until at least 2018.

For example, three companies with expected losses of \$100,000 and with EMR measures of 0.50, 1.0 and 1.5 could pay premiums of \$50,000, \$100,000, and \$150,000. Companies with average or worse-than-average premiums can be at a competitive disadvantage when bidding for new business.

Delaware workers compensation costs continue to increase at a pace well above inflation: Rates increased 11.4 percent for the residual market and 14 percent for the voluntary market, beginning December 2013, according to the state insurance department.

Accidents bring hidden costs. A workers compensation claim for a work injury might bring \$4,200 of direct claim costs, for example. But experience shows that indirect costs (including lost productivity and downtime; wages and training for replacement workers; and management time to document, investigate and manage the situation) range from 1.1 times all the way up to 4.5 times the amount of the claim, according to OSHA and the National Council on Compensation Insurance.

To translate this into dollars and cents, a business with a profit margin of five percent needs to make and sell an additional \$100,000 worth of goods/services to pay for \$5,000 of indirect accident costs.

The bottom line: Falls at construction sites are a too-frequent and expensive accident. A safe environment, by contrast, leads to efficiency, injury prevention and productivity. Firms with strong safety programs stand to suffer the least in terms of hits to profit over the long run – and avoid the human heartaches of these accidents.

*About the Author: Matthew E. Forest, MS, ARM, is director of risk control services for Lyons Companies ([www.lyonsinsurance.com](http://www.lyonsinsurance.com)), an insurance brokerage, risk management and human capital management and employee benefits firm based in Wilmington, Delaware. Matt can be reached at (610) 952.5591 or [mforest@lyonsinsurance.com](mailto:mforest@lyonsinsurance.com).*



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# \$tand by Me Hispano financial Program launched in Delaware

**L**ast week at the Latin American Community Center in Wilmington, community leaders launched [\\$tand By Me](#) Hispano, a program to increase the economic security of Hispanic immigrants and residents in the state of Delaware.

\$tand By Me Hispano is designed to help Hispanics in Delaware understand more about their finances and achieve their financial dreams, a release stated.

\$tand By Me, is made up a coalition of community partners, led by the State of Delaware and United Way of Delaware. Through \$tand By Me Hispano, the program is now offering personal financial coaching and educational workshops about money in Spanish to ensure that each member of the Hispanic community has access to the information and support they need to set and achieve personal financial goals. The program offers one-on-one personal financial coaching in convenient locations in communities, at

employers, and educational institutions across the state.

In addition to the coaching that helps individuals deal with personal financial challenges, the program offers workshops on topics such as budgeting and building credit. The program aims to address the unique challenges of immigrants, such as sharing living costs with other families, sending money home, navigating the financial mainstream in America, and avoiding scams and predatory financial services. Workshops will be offered in English and/or Spanish in partnership with the Delaware Department of Adult Education's ESL classes.

\$tand By Me Hispano is partnering with the Delaware Hispanic Commission, the Latin American Community Center, La Esperanza, and the Department of Education's ESL programs. TD Bank provided support through its foundation to fund program operations.



CREATIVE INSIGHT FROM THE STATE'S  
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# Biz BUZZ

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## Perkins to head Business Roundtable

The Delaware Business Roundtable announced it has named **Robert W. Perkins**, a Wilmington business executive and former senior Delaware government official, to serve as its Executive Director, effective immediately. The announcement was made by Mark Turner, CEO of WSFS Financial Corporation, the parent company of WSFS Bank, who serves as Chairman of the Delaware Business Roundtable.



**Perkins**

education transformation and developing and supporting entrepreneurs in Delaware.

Perkins is President of Brandywine Public Strategies, LLC, a consulting firm he founded in 2012. The firm develops strategies for dealing with challenging public issues by working at the crossroads of policy and politics.

He served as Vice President of Global Public Policy at AstraZeneca, At DuPont Pharmaceuticals, he created an innovative nationwide initiative on patient safety that protected patients and dramatically improved sales performance.

In the non-profit sector, Perkins served as Executive Director of Together Rx, a coalition of major pharmaceutical companies offering senior citizens discounts on prescription drugs prior to the advent of Medicare Part D. Under his leadership, Together Rx became the largest private sector prescription drug savings card in the U.S. with more than one million cardholders.

In the government sector, he served as Chief

of Staff and Press Secretary to two Delaware Governors, Pierre S. du Pont IV and Michael N. Castle. He was Deputy Campaign Manager for Pete du Pont for President during the 1988 Presidential campaign.

Perkins has been active over the years in a number of professional and civic organizations, including the Board of directors of Easter Seals of Delaware. He presently serves on the Board of Directors of the Delaware Public Policy Institute, an affiliate of the Delaware State Chamber.

## Valihura nominated to Supreme Court

Governor Markell announced the nomination of **Karen L. Valihura** to serve on the Delaware Supreme Court. If confirmed by the Delaware Senate, Valihura will fill the vacancy left by Justice Jack B.



**Valihura**

**Continued on next page**

## From previous page

Jacobs, who retires on June 24th. “Karen Valihura is an attorney of uncommon skill, intelligence, and integrity who has earned a well-deserved reputation for excellence in her 25 years in private practice,” said Markell. “As important, she has a long track record of service to the community. If she is confirmed by Senate, I believe Karen will serve our state well as a member of Delaware’s highest court.”

Valihura is a partner at Skadden, Arps, Slate, Meagher and Flom, LLP, where she has practiced law since 1989. Her practice involves litigation involving an array of corporate and commercial issues, including mergers and acquisitions, fiduciary duties of directors, and federal and state securities fraud claims.

In addition to her work in the courtroom, Valihura has served her community and colleagues. For 18 years, she served as a member of the Board of Directors for the Delaware Special Olympics, and also served for eight years as a member of the Delaware Bar Foundation. She currently serves as a member of the advisory board of the John L.

Weinberg Center for Corporate Governance and as a member of the Delaware Supreme Court’s Permanent Ethics Advisory Committee on Delaware Rules of Professional Conduct.

She previously served as a member of the Board on Professional Responsibility, having served as Board Chair for six years and as a member of the Corporation Law Council of the Delaware State Bar Association.

Valihura, 51, received a Bachelor of Arts in Economics and Political Science from Washington and Jefferson College in 1985. She earned her law degree at the University of Pennsylvania Law School and was admitted to the Delaware Bar in 1989. She resides in Wilmington.

## Jameson named Rehoboth TD Bank manager

TD Bank named **Tom A. Jameson** as Store Manager of the store located at 34980 Midway Outlet Drive in Rehoboth Beach, Del.

He is responsible for new business development,

consumer and business lending, managing personnel and overseeing the day-to-day operations at the store serving customers throughout the area.

Jameson has more than 20 years of retail banking experience. Prior to joining TD Bank, he served at The Columbia Bank as AVP/Branch Manager in Timonium, Md. Jameson is a member of the Lewes/Rehoboth Beach Chamber of Commerce and the Rehoboth Beach/Dewey Beach Chamber of Commerce.

A resident of Bethany Beach, Del., Jameson is a 1978 graduate of Appalachian St. University in Boone, N.C.

## Nanticoke welcomes Jones

Nanticoke Health Services welcomed **Dr. Arthur Jones**, DO to its active medical staff. Dr. Jones joins Nanticoke Health Services specializing in



**Jones**

**Continued on next page**

## From previous page

Obstetrics and Gynecology. He is accepting new patients at 8472 Herring Run Road in Seaford.

Dr. Jones completed medical school at the Philadelphia College of Osteopathic Medicine in Pennsylvania. He completed his residency in Detroit, Mich. Dr. Jones is Board Certified Osteopathic Obstetrics and Gynecology. He is a member of the American College of Osteopathic Obstetrics and Gynecology, and the American Osteopathic Association.

## Wilson joins Master Sidlow

**Samuel D. Wilson** has joined the Certified Public Accounting and Consulting firm of Master, Sidlow & Associates, P.A. He joins as a Staff Accountant in the Accounting and Assurances Division. Wilson is a 2014 graduate of Widener University and holds a Bachelor degree in accounting.

Master, Sidlow & Associates, P.A. is a regional certified public accounting and consulting

firm serving businesses primarily in Delaware, Pennsylvania, and New Jersey. The firm provides accounting and auditing, tax, financial planning, and business valuation services. The firm also provides technology solutions through its subsidiary, Intellitec Solutions, LLC.

## Surgeon Carpenter joins Bayhealth

Bayhealth announced that **Darrell Carpenter, MD**, has joined Bayhealth General Surgery, Dover. He joins the practice by Edward Alexander and Assar Rather.



**Carpenter**

The practice is part of the Bayhealth Medical Group, a partnership of physicians, clinical staff, and an administrative support team that operates practices throughout central and southern Delaware.

Dr. Carpenter's areas of proficiency include minimally invasive/advanced laparoscopic surgery, colorectal surgery, breast surgery, hernia repairs,

gastrointestinal surgery, and endoscopy. He came to Delaware after serving for the past four years as a contracted physician in Trauma Services and the Department of General Surgery at Walter Reed Army Medical Center in Washington, DC, and Walter Reed National Military Medical Center in Bethesda, Md. He led the integrated care of Wounded Warriors and taught minimally invasive surgery to general surgery residents.

Dr. Carpenter was the first residency trained laparoscopic general surgeon in the United States and has since gone on to offer his knowledge to surgeons throughout the country. He has served on the teaching staffs of Cedars-Sinai Medical Center in Los Angeles, Calif., and City of Hope Cancer Center/Breast Center in Duarte, Calif.

## Buckaloo named executive director

**Bridget Buckaloo**, has been named the Executive Director of Women's Health Services at Beebe Healthcare.

**Continued on next page**

## From previous page

Buckaloo, who has more than 27 years of perinatal nursing experience, joined Beebe Healthcare from the Delaware Chapter of the Perinatal Cooperative and Delaware March of Dimes where she was serving as Perinatal Project Coordinator.



**Buckaloo**

During her years of experience, Buckaloo has served in many roles in high-risk antepartum and labor and delivery settings. She has worked as a nurse educator, charge nurse, research coordinator, nurse manager, clinical director, and adjunct faculty. In her role as the Perinatal Project Coordinator, she worked with providers, hospitals, and other key partners in the State of Delaware to promote Best Practice and Standards of Care through Quality Improvement initiatives.

She is a member of both the Education and Prevention and the Standards of Care committees of the Delaware Healthy Mother and Infant Consortium (DHMIC).



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Editor's note: Business licenses are issued by the State of Delaware as a revenue raising tool. These are licences for new businesses, dating from Jan. 1, 2014

#### Services

**PATHFINDER MARKETING LLC** 101 PEIRCE RD WILMINGTON, DE 19803-3727

**PEARCE LISA S PEARCE'S BOOKKEEPING** 4000 HEATHER DR WILMINGTON, DE 19807-2120

**PELESKI MARIAN** 1845 DIXIE LINE RD NEWARK, DE 19702-1037

**PHILAFCPUG LLC** 100 E BRADYS LN DOVER, DE 19901-6316

**POP-UP PARTY** 902 N ADAMS ST WILMINGTON, DE 19801-1323

**POWELL LOIS C AQUARIUS WELLNESS** 1 CASPIAN WAY REHOBOTH BCH, DE 19971-4639

**POWERS AARON** 6 ANDREW JACKSON CIR NEWARK, DE 19702 3081

**POWERS AARON** 6 ANDREW JACKSON CIR NEWARK, DE 19702-3081

**PRESTON MICHEALJ GENTLE TOUCH HOUSE CLEANING** 764 JAVELIN WAY BEAR, DE 19701-3107

**PRISTINE CLEAN LLC** 15 LORE AVE WILMINGTON, DE 19809-3127

**QUINNTABULOUS, LLC** 23090 LAKEWOOD CIR MILLSBORO, DE 19966-2842

**QUIROZ RODRIGUEZ ANTONIA GABRIEL'S CAR DETAILING** 1659 COLEMAN ST WILMINGTON, DE 19805-4637

**R. SMILEY LLC** 7 METTEN RD NEWARK, DE 19713-1565

**RAYCO AUTO AND MARINE UPHOLSTERY** 62 SOUTHGATE BLVD STE E NEW CASTLE, DE 19720-2090

#### Contractor

**PATRICK S. MCGRORY LLC** 100 SCOTTS WAY WILMINGTON, DE 19810-4158

**PERANIO MICHAEL R M R P CONSTRUCTION INC** 420 STAFFORD RD CENTREVILLE, MD 21617-1786

**PERFECT CUT LANDSCAPE AND LAWN** 30625 HOLLYMOUNT RD HARBESON, DE 19951-3010

**PERFECT TOUCH APPLICATORS** 8 S WEST ST HARRINGTON, DE 19952-1042

**PERSONAL TOUCH FLOORING LLC** 2052 TOWER RD HARTLY, DE 19953-1951

**PINE CONSTRUCTION & DRYWALL LLC** 25703 COVERT ST APT B20 SEAFORD, DE 19973-8413

**PIPELINE CONTRACTING LLC** 855 HIDDEN HOLLOW DR GAP, PA 17527-9564

**POLE BUILDINGS LIMITED, INC.** 23 FOREST CREEK DR DOVER, DE 19904-6516

**PREMIER PAINT & DRYWALL INC** 3394 ELAMVILLE ST CLIO, AL 36017-3202

**PRO CARPET LLC** 32002 SIHAM RD LEWES, DE 19958-2030

**R.C.REPAIRS** 34834 E SHERWOOD DR FRANKFORD, DE 19945-3329

**PROPERTY PARTNERS INVESTMENT GRO DESIGN PARTNERS** 65 HILLCREST LN NORTH EAST, MD 21901-5112

**PROTOTYPE BUILDERS LLC** 5648 FLAGLER DR CENTREVILLE, VA 20120-2992

**RAHN MARK RAHN CARPENTRY** 1378 APPLETON RD ELKTON, MD 21921-3908

**RANSBOTTOM CONSTRUCTION CONSTRUCTION** 34182 WHISPERING LN FRANKFORD, DE 19945-3126

**Repairperson PC RODS** 12964 UNION STREET EXT MILTON, DE 19968-2658

**PROCTOR JOSEPH SPANNERS CAR & COMPUTER REPAIR** 46 CLEARVIEW DR MILFORD, DE 19963-4185

#### Broker

**PEER UNI LLC** 7 ROCKFORD RD APT C25 WILMINGTON, DE 19806-1032

#### Photographer

**PERFECT PHOTOGRAPHY** 220 W 30TH ST WILMINGTON, DE 19802-3131

**Architect PERIOD ARCHITECTURE LTD** 120 NORTH CHURCH STREET 120 N CHURCH ST STE 102 WEST CHESTER, PA 19380-3093

#### Retailer

**PET SUPPLY OUTLET THE** 241 S DUPONT HWY NEW CASTLE, DE 19720-4141

**PRIMETIMESUPPS** 4400 N FEDERAL HWY STE 210-25 BOCA RATON, FL 33431-5187

**PLETHORA TRADING** 334 E MAIN ST APT L4 NEWARK, DE 19711-7121

#### Wholesaler petroleum products

**PETROLEUM HEAT & POWER CO., INC.** 2187 ATLANTIC ST STE 6 STAMFORD, CT 06902-6890

**PROTEC FUEL MANAGEMENT LLC** STE 210 750 PARK OF COMMERCE BLVD HIGHLAND BCH, FL 33487-3611

**Sals representative PHOENIX SPINE LLC** 1200 VETERANS HWY STE C9-B BRISTOL, PA 19007-2525

**Collection agency PIONEER CREDIT RECOVERY INC** 4501 N SUPERIOR DR STE 2 MUNCIE, IN 47303-6437

**PIONEER CREDIT RECOVERY INC** 308 W ROUTE 38 MOORESTOWN, NJ 08057-3212

**PIONEER CREDIT RECOVERY INC** 20 PARKER LN PERRY, NY 14530-9772

**PIONEER CREDIT RECOVERY**

**INC** 197 SW WATERFORD CT STE 101 LAKE CITY, FL 32025-0773

**Cigarette tax POMEROYS INC** 38531 DUPONT BLVD SELBYVILLE, DE 19975-3043

#### Manufacturer

**POPDOT LLC** 1010 N UNION ST STE

#### Telecommunication

**PURETALK HOLDINGS LLC** 4113 MONTICELLO ST SW COVINGTON, GA 30014-3544

#### Wholesaler

**QSS, INC.** 102 COBBLE CREEK CURV NEWARK, DE 19702-2437

**Motor vehicle dealer/wholesaler QUALITY ASSURANCE AUCTION INC** 408B MECO DR STE 56 WILMINGTON, DE 19804-1112

#### Motor vehicle service

**QUALITY ENTERPRISES LLC** 75 LARK AVE BEAR, DE 19701-1162

**QUINNTABULOUS, LLC** 23090 LAKEWOOD CIR MILLSBORO, DE 19966-2842

#### Architect

**R SQUARED DESIGN LLC** 3600 SANIBEL CIR UNIT 3610 REHOBOTH BCH, DE 19971-2715

#### Contractor/developer

**R W HOME SERVICES GALE FORCE CLEANING/RESTORATION** 109 ROGERS RD WILMINGTON, DE 19801-5707

#### Retailer

**R. T. GRAHAM** 202 W VAN BUREN AVE NEW CASTLE, DE 19720-2569