Idea Challenge seeking ways to improve life in Wilmington

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The Technology Forum of Delaware will host the 2015 Idea Challenge to demonstrate how new technology, innovation and collaboration can result in new concepts to make Wilmington a better place to live and work.

The one-day event will be held on February 18, 2015 at the Hercules Building.

The 2nd Annual 2015 Idea Challenge will feature competition between five and six-person teams comprised of people with different high-tech skills, according to the Tech Forum.

The teams work together to solve a far-too familiar problem using new technology and creative thinking. Each team is presented the same problem in the afternoon. They then collaborate to develop a solution that is presented to the membership of the Technology Forum of Delaware that evening. The concepts will be judged by a panel of experts and the audience.

Each team in this year’s competition will

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have people with a combination of skills in mobile technology, social media, big data, GIS systems, eMarketing, IT security, digital printing, communications, biotechnology, software architecture, green energy, clean water technology, lean manufacturing and other areas.

The teams will address issues of economic growth, personal security, quality of life, traffic, job creation and other issues.

“The Tech Forum is working with Downtown Visions and the Wilmington Renaissance Corporation to define the specific topic for this year’s Challenge,” states George Rotsch, board member of the Technology Forum of Delaware.

“We have teams from Startup Delaware and Loft, Wilmington University, and we have at least two teams returning from last year. And, we have space available for people interested in participating on a team” stated Rebecca Faber, also a Board Members of the Technology Forum of Delaware

“Judging the quality of the ideas can be very difficult. The winning concept must be innovative, implementable and make a difference” Faber stated. “The teams leverage the latest technology to create compelling concepts that are inspiring.”

This year, investor Ben DuPont will again lead the panel of judges along with Kjell Hegstad of Digital Viking and the captain from last year’s winning team, and entrepreneur John Kirk. Kirk is also president of MUNI, a new business concept.

The winning team will be given a chance to turn their concept into reality. During the first Idea Challenge in February 2014, the winning two teams received a grant to further explore their ideas from the City of Wilmington and in February 2015, the winning team will get the opportunity to see their ideas published as well as the opportunity to present their ideas to the Mayor’s Office and at the board at Wilmington Renaissance Corporation.

“Attending the 2015 Idea Challenge is exciting. We can see the teams explore potential for technology to enable us to make Wilmington a better place to live and work. Innovative, futuristic solutions can be leveraged to generate really creative solutions. The event will introduce all of us to how these new technologies can make a difference in our community,” stated Rick Sommer, President of the Tech Forum.

For more information about the 2015 Idea Challenge, contact George Rotsch at grotsh@trellist.com or Rebecca Faber at rfaber@wtdcde.com

The Technology Forum of Delaware is a not-for-profit association that provides a dynamic environment for identifying business opportunities and building profitable relationships with key leaders in high technology businesses throughout the region.
DuPont moving headquarters to Chestnut Run

DuPont will move its corporate headquarters to its Chestnut Run complex, west of Wilmington, with a corporate spin-off to occupy the space in Wilmington.

DuPont and The Playhouse theater. All will remain. The building has been in the news of late as DuPont investor Nelson Peltz has demanded that the company sell off the hotel and other holdings to reduce corporate overhead.

The decision is a blow to Wilmington, the city where the DuPont Building is a long-time landmark and meeting spot. The building also houses the Hotel duPont.

Over the years, Wilmington has lost a number of corporate headquarters including Wilmington Trust (now M&T), MBNA and Delmarva Power.

The company will consolidate the headquarters at Chestnut Run on July 1, 2015, following the separation of the Performance Chemicals business, which has been renamed The Chemours Company. Chemours may not stay at the downtown site forever, as a final decision has not been made on a permanent location.

DuPont spokesman Dan Turner said 800 to 1,000 DuPont employees will move to Chestnut Run, with an equivalent number transferring to the downtown building.

The DuPont headquarters is a short distance from where the company was founded in 1802 on the banks of the Brandywine River as a maker of gunpowder.

DuPont has had a presence at the Chestnut Run site for more than 60 years and has been headquartered in downtown Wilmington for a century. The DuPont Experimental Station and the company’s Stine-Haskell Research Center are also located in New Castle County.

“For more than a century, we have been proud to call the city of Wilmington home. We are grateful to the city for its continued support and welcoming spirit.”

Continued on next page
DuPont employment has been shrinking in Wilmington

From previous page

Wilmington home,” said DuPont CEO Ellen J. Kullman. “Looking ahead, we concluded that a single location for our headquarters offices will help facilitate the close collaboration essential to our success and to the growth of DuPont. A consolidated headquarters at Chestnut Run where most of DuPont’s businesses are headquartered will make it possible to draw on people and knowledge across the company even more dynamically, on a daily basis.”

The Chemours Company, will assume ownership of the DuPont Building in Wilmington and its employees will relocate to the building by mid-2015.

The move will bring Chemours employees together in one location, enabling them to continue to build their operating model and to establish a unique identity and culture, the release stated.

A final decision has not been made with respect to the final headquarters location for Chemours.

DuPont has reduced its presence in downtown, selling the Nemours and Brandywine buildings, while downsizing staff and moving some positions to suburban sites.

The DuPont Building and Rodney Square.

“It could have been worse,” said Delaware State Chamber of Commerce President Rich Heffron. The decision to move Chemours jobs to downtown “buys time” to convince the spin-off company to remain in the city, he added.

Heffron said the city and state have work to do to ensure that the business environment can be competitive for big and small companies.

“DuPont has been a major employer in Delaware for 200 years and we hope it grows from its Chestnut Run headquarters for another 200,” said Gov. Jack Markell. “The Chemours business is building on DuPont’s legacy of invention and it is well-positioned to do that from its new headquarters downtown. We will continue to talk to the new leadership of Chemours about their business and how Delaware is a great location from which it can write a new story of growth and innovation in the chemical industry.”

Wilmington Mayor Dennis Williams and Council President Theo Gregory issued the following:

“The DuPont Company has had a long and productive relationship with the City of Wilmington. We view their announcement today as part of the evolution of the company. We are eager to ensure that the move of the Chemours Company employees to Wilmington is a permanent decision and that these employees become a permanent part of the local workforce. The city looks at DuPont’s decision to reorganize as one that can positively affect the future growth of the DuPont Company, and therefore have positive benefits for Wilmington, New Castle County and the region.”

The move will have some impact on finances for the City of Wilmington, which levies a wage tax. A comparable number of Chemours staff will move to downtown, but the highly paid executive suite at DuPont will now be exempt from the tax.
Delaware's unemployment rate fell sharply 6.4 to 6 percent in November, with the number of employed residents rising by 1,500 and the number unemployed falling by 1,800, the Delaware Department of Labor reported.

The state's jobless rate is still slightly higher than the national figure, after decades of often being a percent or more below the U.S. number.

The state also saw an increase in the labor participation rate, which now stands at 61.5 percent as more "discouraged workers" entered the labor force. In recent years, lower participation rates led to lower unemployment rates, without the feeling that the market was turning around.

The higher participation rate has come as a surprise in some quarters, due to an aging population taking early retirement, as well as a large pool of workers without the skills required in the current economy. The labor department reported 3,200 new jobs in a separate business survey. As it stands, the four-tenths of one percent drop in the unemployment rate is the biggest monthly decline on record. The job gain is also unusually large. The department reported that past jobless rates are likely to be revised downward, perhaps by several tenths of one percent, with similar revisions downward with the total workforce. States use sampling methods, with harder data coming in later and leading to revisions.

However, 2014 is still likely to be the best year for job growth in Delaware since the late 1990s, the department reported. The state recently reported record total employment, with the state making up for the sharp loss of jobs that came in 2009 and the state lost both auto plants and saw sharp downsizings at other employers.

The U.S. unemployment rate was 5.8 percent in November unchanged from October. In November 2013, the U.S. unemployment rate was 7.0 percent, while Delaware's rate was 6.3 percent. In November 2014, seasonally adjusted non farm employment was 446,800, up from 443,600 in October 2014.

Since November 2013, total non farm jobs in Delaware have increased by 12,600, an increase of 2.9 percent. Nationally, jobs during that period increased 2.0 percent. On the minus side, wages remained stagnant, according to state figures, although the average number of hours worked increased, leading to slight gains in paychecks.
Minor league baseball company buys majority stake in Blue Rocks

MLB.com reported that Clark Minker and Main Street Baseball, LLC, have purchased the Blue Rocks, the Carolina League affiliate of the Kansas City Royals.

Minker is the son of the late founder of the Blue Rocks Matt Minker. Ownership had been comprised of a group that included the Minker family. Clark Minker will oversee team operations with the current management team remaining in place.

The Blue Rocks kept the name of a minor league team that had been defunct for many years. The name refers to the rock formations that underlie Wilmington and Brandywine Hundred areas and can be seen along Brandywine Creek.

Minker will be the club’s Managing Partner and League Director; Main Street will hold the majority of shares in the club.

Wilmington joins the Quad Cities River Bandits, Single-A affiliate of the Houston Astros in the Midwest League, the High Desert Mavericks, Advanced-A affiliate of the Texas Rangers in the California League, and the Billings Mustangs, the short-season affiliate of the Cincinnati Reds in the Pioneer League, as teams in the Main Street Baseball family.

The Blue Rocks have been one of the most... Continued on next page
Delaware again wins CAA Blood Challenge

Once again, the University of Delaware was the top donor in the The 13th annual Colonial Athletic Association (CAA) Blood Challenge.

A total of 2,209 productive units of blood were collected from 1,984 donors on CAA campuses.

Over the 13-year history of the event, the CAA Blood Challenge has resulted in 41,831 productive units of blood. UD captured the CAA Blood Challenge for the fourth year in a row and eighth time overall with 700 donors.

Jerry Oravitz, Associate Director of Athletics for Football Administration and UD’s Blood Challenge Site Coordinator, said, “This special achievement was made possible through the great efforts of everyone at the Blood Bank of Delmarva, the UD campus community, and all our donors who worked together as one team.” Drexel University finished second in the CAA Blood Challenge with 433 donors and UNCW placed third with 219 donors.

“We are thrilled and proud of the results achieved with this year’s CAA Blood Challenge,” said Roy Roper, CEO of Blood Bank of Delmarva. “For the University of Delaware to capture the trophy for the fourth consecutive year (and eighth overall) is a significant accomplishment. Our staff and volunteers are always excited for this annual undertaking and appreciate the unbridled enthusiasm of the students, administration and staff at the University of Delaware.”

Minker to be managing partner of Blue Rocks

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successful teams in minor league baseball, despite having a stadium near major league ballparks.

The Blue Rocks have been affiliated with the Kansas City Royals during most of their recent history, with the exception of a short stint with the Boston Red Sox.

The team pioneered family friendly events and mascots that include Mr. Celery and Rocky Bluewinkle.

The team has also been a stop for many major leaguers over the years. Perhaps the most famous former Blue Rock is retired Red Sox and Yankee star Johnny Damon. The new ownership group plans to make improvements to Frawley Stadium, home of the Blue Rocks.

Construction of the stadium on the once desolate riverfront area helped spur a wave of development in the area that now includes restaurants, apartments, office space, a hotel-conference center and cinema.

In recent years, the Blue Rocks have seen declines in attendance. Meanwhile, minor league stadiums with more amenities are being built elsewhere.
Rogers Corporation signed a definitive agreement to acquire Arlon, LLC, currently owned by Handy & Harman Ltd. for $157 million.

Arlon manufactures circuit materials and has a headquarters operation in Bear, Del. Arlon’s history dates back to Newark in the 1890s when it was known as Continental-Diamond Fibre.

The transaction, which is subject to regulatory clearances, is expected to close in the first half of 2015. Rogers, based in Rogers, CT, intends to finance the transaction through a combination of cash and borrowings under an existing bank credit facility.

Bruce Hoechner, CEO of Rogers said, “This transaction is truly a unique strategic fit for both Rogers and Arlon. We are energized by the opportunity to serve our customers with our complementary capabilities and technologies in circuit materials and engineered silicones and to enhance value for our shareholders. We look forward to closing this acquisition as another significant milestone in Rogers’ growth as a premier global engineered materials solutions company.”

The proposed acquisition of Arlon is consistent with Rogers’ strategy as it adds complementary solutions to its Printed Circuit Materials and High Performance Foams business segments and expands Rogers’ capabilities to serve a broader range of markets and application areas, according to a release.

Arlon’s circuit materials product family positions Rogers for additional growth in the rapidly expanding telecommunications infrastructure sector, as well as in the automotive, aerospace and defense sectors, a release stated. Arlon also produces its circuit materials in Rancho Cucamonga, California; and Suzhou, China.

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The engineered silicones product family of Arlon will further diversify the company’s solutions and market opportunities in sealing and insulation applications, according to a release.

Arlon will bring new capabilities in precision-calendered silicones, silicone-coated fabrics and specialty extruded silicone tapes. Used primarily for electrical insulation, these materials serve a wide range of high reliability applications across many market segments, including aviation, rail, power generation, semiconductor, foodservice, medical and general industrial. This product family is primarily manufactured in Bear.

Revenue and operating income for the Arlon segment of Handy & Harman Ltd. were $100.4 million and $16.7 million, respectively, for the trailing twelve months ended September 30, 2014 (compiled based on amounts reported by Handy & Harman Ltd. in Forms 10-K and 10-Q filed with the Securities and Exchange Commission).

Rogers Corporation is a manufacturer of engineered materials.

Rogers’ products are used in clean energy, internet connectivity, advanced transportation and other technologies. Rogers operates manufacturing facilities in the United States, China, Germany, Belgium, Hungary, and South Korea, with joint ventures and sales offices worldwide. For more information, visit www.rogerscorp.com.

Poultry waste operation pulls coastal permit request

Green Recovery Technologies, LLC, a company with plans to develop product for the pet and fish food industry, has notified DNREC that it has voluntarily withdrawn its Coastal Zone Act (CZA) permit application.

Green Recovery Technologies, LLC applied for a Coastal Zone permit in August to construct and operate a facility in the Riveredge Industrial Park in New Castle that would be designed to convert proteins and lipids from poultry processing operations into pet and fish foods. The company withdrew its application following receipt of a letter from DNREC Secretary David Small dated December 10.

Small encouraged the company to voluntarily withdraw its CZA application due to certain irregularities in the application and the public hearing process conducted in late October. Under Regulations Governing Delaware’s Coastal Zone, applicants can voluntarily withdraw their application at any time, and may resubmit the application and start the permitting process over.
Business college dean outlines successes, challenges

What college at the University of Delaware has a famous alumnus and operates an ice cream truck?

The answer is the Alfred Lerner College of Business and Economics at the University of Delaware.

Dean Bruce Weber offered an inside look at the fast-growing college at final 2014 monthly Bio Breakfast presented by Delaware Biotechnology Association (Del Bio).

The standing of Lerner, named after the Cleveland investor who bought Maryland Bank and spun off a credit card operation into MBNA, has grown over the years.

Lerner now accounts for about a quarter of all UD applications, with entering freshman earning high SAT scores. The faculty numbers 141.

A recent addition to the list of major is financial planning. The college launched a finance doctorate program in big data.

Lerner is also home of the Department of Hotel, Restaurant & Institutional Management. The department is known for providing real world hotel experience, as well as work in hospitality finance, through the on campus Courtyard by Marriott and the Vita Nova restaurant.

UD’s MBA program has moved into the top 50, according to the annual US News and World Report annual rating.

Weber, who came to Lerner from the London Business School about three and a half years ago with a background in information technology, has worked to set the college apart from others in a region populated by top 50 institutions.

Priorities, according to Weber, are research, evidence based management and big data.

Evidence based management is based on using data to make management decisions, rather than the “seat of the pants” approach of the past.

One fast-growing area is the online MBA program. The program employs faculty members, rather than outsourced educators. Online technology allows a high level of interaction.

Weber says. At the same time, the college is not immune from the challenges facing higher education. Pressures include a reduced percentage of support from the state and the need to cut the rate of tuition increases.

The percentage increase from the most recent tuition hike at UD was the lowest in 18 years, Weber said. The college would also like to see more Delawareans in its student population and more grads stay in the state. Weber noted that about one in five Lerner students are from the First State, compared to more than one-third of the total student body.

Weber also sees room for improvement when it comes to the number of UD business grads who...
Dueling country fests coming to Kent County

The organizers of Firefly Music Festival have signed up country superstars Blake Shelton, Miranda Lambert and Carrie Underwood, along with the legendary Merle Haggard and Loretta Lynn for a three-day event at their site at Dover International Speedway.

The announcement sets the stage for a summer of country music from two rival festivals.

Big Barrel Country Music Festival will take place in from June 26-28, 2015. at The Woodlands of Dover International Speedway, shortly after the annual Firefly Music Festival.

Hosted the weekend following Firefly, the festival will also feature Jake Owen, Chris Young, Gary Allan, Lynyrd Skynyrd and more than 40 other acts.

The announcement comes shortly after the news of three headliners for the Delaware Junction music festival to be held at the Delaware State Fairgrounds in August. The Delaware State Fair also features country music acts in its entertainment schedule this summer. So far, Delaware Junction lists more than a dozen acts that include Toby Keith.

The two festivals come with experienced

Ravens quarterback Lerner alumnus

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find jobs in Delaware and in average starting salaries ($53,400). On the plus side, within nine months of graduation nearly all Lerner grads have a job or have moved on to graduate school a year getting their diplomas.

As for the food truck mentioned above, it's part of an effort by Lerner to bring real world experience to its students.

The truck, which visits community events and area businesses, sells ice cream from student-run UDairy Creamery, a part of the UD College of Agriculture and Natural Resources.

Lerner's most famous graduate is Super Bowl-winning quarterback Joe Flacco. After that victory, Flacco signed a $120 million deal with Baltimore Ravens. An accounting major Flacco, earned a 3.1 grade point average.
partners. Firefly now has an alliance with festival organizer Goldenvoice and its Stagecoach business. Concert giant, LiveNation, which also has country events, partnered with Highway One, a Delaware hospitality business to produce the Delaware Junction event.

Big Barrel moved aggressively to grab market share, with a $99 three-day pass that can be made in three payments. That compares to $199 for Delaware Junction. A look at the websites on Monday showed tickets were available on both sites for the lowest priced passes. Higher prices are charged for camping at both festivals.

Cindy Small, who heads Kent County Tourism called two events a “great early Christmas present. It looks like Greater Dover/Kent County is becoming the East Coast Music Capital. We’re thrilled to see the infrastructure being used in new ways, and for the positive economic impact for all of Delaware.”

Big Barrel headliner, Shelton’s career has been on the rise, thanks in part to serving as a judge on NBC’s hit show, “The Voice,” allowing him to gain non-country music fans. Lambert, Shelton’s wife, has also moved into the ranks of country superstars.

Delaware Junction headliner Keith is a long-time star in country music and has a deep-pocketed sponsor with Ford.

With the Firefly infrastructure in place, the Big Barrel site will be tweaked to include a large-scale dance hall, barbecue area, saloon and marketplace with western goods and products.

Unlike Firefly, the site will also have a family-friendly area. “Firefly, combined with its home at The Woodlands of Dover International Speedway, has established the East Coast’s standard when it comes to delivering a top-notch music festival,” says Greg Bostrom, director of Firefly and Big Barrel.
Delaware has been awarded $35 million in federal funds that will fuel efforts to improve patient care, support the health of all Delawareans, and reduce the costs of care.

The grant, announced by the Center for Medicare and Medicaid Innovation (CMMI), is designed to help states implement innovative approaches to delivering and paying for health care.

The state’s grant proposal presentation, led by Gov. Jack Markell, highlighted the intended focus to amplify investments already being made by Delaware’s health care system to transform health care delivery from a fee-for-service system toward one that rewards quality care and efficiency.

Click on the following link for a Fact Sheet:

If successful, Delaware’s Health Care Innovation Plan is projected to create more than $1 billion in cost-of-care savings through 2020. About half of the savings would be reinvested in the delivery system to improve quality and access, and the other half would support improved affordability.

The state’s Health Care Innovation Plan was developed starting in spring 2013 by representatives from a broad group of Delaware’s health care stakeholders, including physicians, hospitals, other providers, insurers, businesses, consumer advocates, educators, researchers and government officials, according to a state release.

The plan takes aim at key shortcomings here: The state’s health outcomes rank below the national average in several categories, including diabetes, obesity, and cancer mortality; however, Delawareans pay 25 percent more for health care than the national average; health care spending in Delaware exceeds $8 billion per year for employers, consumers, and taxpayers combined; Medicaid and the State Employees Health Plan in particular consume nearly a quarter of Delaware’s budget.

The goals of the strategy are to strengthen the primary care system so that patients experience well-coordinated team-based care that delivers better health outcomes, align incentives for providers and health insurers to focus on quality and affordability, support patients to engage in their own health, and support communities to work together to promote health, the release stated.

“This grant will make it possible to put their plan into practice and we will begin to transform our system to one in which providers are rewarded for quality rather than quantity of care and for their innovative efforts to better serve our people. Together we will ensure Delawareans are healthier than ever before,” Markell stated.

Praise for the initiative was not unanimous. Dr. Christopher Casscells, an orthopedic surgeon who reviews health policy for the Caesar Rodney Institute, told the News Journal Delaware’s plan is more stale “rah-rah” than real change.

“These are ideas that have failed consistently, resurfacing from the old HMO model,” he said. “I applaud the fact that they got a $35 million grant. Something good can come of it. But you’re not going to improve quality or lower cost until everybody has some skin in the game.”
News that DuPont was moving its headquarters to the Chestnut Run campus brought back memories of a meeting I attended while working as editor of the Delaware Business Review.

Lawyers, accountants and other professionals were itching to bring some of the energy of the Route 202 corridor north of the state line to northern Delaware. The vibrancy of that area dates back to the late 1980s and early 1990s.

Some of the hopes in that room were dashed as presenters noted that DuPont Co. and others did not cotton to such things.

Granted, DuPont had helped spawn a number of start-ups, the most notable being W.L. Gore, a company driven by its founder’s distaste for the stifling corporate structure of companies like DuPont and its ability to leverage its fiber technology into a host of areas.

Gore, meanwhile, added manufacturing and R&D jobs in neighboring Cecil County, perhaps in response to DuPont operating massive sites in the Newark area and by some accounts due to not in my backyard concerns from residents. Gore, while having land in Delaware, has never added many jobs in the state in recent decades.

VCs persisted and had a number of successes, but the action remained to the north, driven by pharmaceutical and technology start-ups. At the time, DuPont employed about 25,000 and heavily influenced daily life in the state. Not that long ago, DuPont family interests sold the News Journal to fast-growing Gannett, which paid a hefty price at the time.

It operated a diverse set of businesses that included coal and oil companies and a sizable pharmaceutical and medical equipment operation. The head count is now less than 8,000, depending on how you add in outsourced positions.

Our struggling publication, the Delaware Business Review, wrote lots of nice stories about the company and its spin-offs ICI and Hercules, but any advertising money that fell off the table went elsewhere.

That had nothing to do with DuPont. The Business Review was not part of the “club” that had surfaced elsewhere when the start-up community embraced business journals that tracked their ups and downs.

At the time, DuPont’s Delaware operations, Continued on next page
packed with administrative staff, had not felt the threat of a changing global economy. One heard a lot of grumbling in the ranks about an absent-minded slow-moving Uncle Duppie that had not come up with the next nylon, despite an army of researchers.

There were even gripes about the company spending too much on Kevlar, the lightweight protective material that has saved many lives and made its way into a number of industries. A few years later, things changed and a wave of downsizings and restructurings that continue to this day sent many into early retirement or to careers elsewhere.

DuPont would never be the same and it was inevitable that the company would continue to shed mature businesses while placing its bets on faster growing areas such as agribusiness, food ingredients and safety.

It made a few, perhaps many mistakes, failing to put promising businesses in the hands of entrepreneurs. It retained others, a few that show promise and might have moved to greater heights under a different mindset. Along the way, the entrepreneurial fires that could have brought us another DuPont have been lacking.

MBNA came along to cushion the blow to the economy and for a time in the 1990s, offered six-figure salaries to even moderately motivated liberal arts grads. There was also First USA, an entrepreneurially driven company that eventually cashed out with a sale to BankOne (later Chase).

Along the way, credit cards changed, becoming a commodity business driven by information technology. MBNA ended up being acquired by Bank of America, which has since cut thousands of jobs, many at the sprawling former headquarters of the credit card giant in downtown.

Since that time, the entrepreneurial community has become more active. A few vibrant companies have emerged, the most recent example being computer monitoring company SevOne.

But much more needs to be done in terms of tax and other policies to increase the odds that a few more SevOnes will emerge and balance out the decline of corporate giants.

There is also the issue of a struggling city with a sickeningly high homicide rate, and a licensing and inspection bureaucracy that makes life difficult for many businesses. That’s a topic for another day. For now, it is time to focus on building home-grown companies and providing an environment for those companies looking to relocate in the region.

Events like the upcoming Idea Challenge (see front page story) are a way to build that community and get us out from under the nostalgia that holds us back.
Newark has another dining option. Arena’s opened its first northern Delaware location on Main Street, at the former location of a Coldstone and a sandwich wrap franchise.

The building had seen better days and the structure saw some demolition and a complete refitting.

Arena’s built a thriving business in the sometimes difficult seasonal market in Rehoboth. The concept, which includes breakfast, lunch, dinner and a drink or two, worked in other locations as far north as Milford.

Arena’s will be a good Main Street business meeting spot and an alternative to nearby Starbucks and Panera. It is also a part of a trend toward established operator, with the ability to ride out the ups and downs of a college town.

On side note, The Business Bulletin and DelawareBusinessDaily website moved forward thanks in part to a couple of breakfast meetings with our webmaster Dave Burris at Arena’s in Five Points in Lewes. The Five Points location is a friendly place with tasty sandwiches. If those qualities can be replicated in Newark, the future of the establishment is bright.

Grotto closing Bear location

Grotto Pizza is closing its restaurant in Bear. A sign at the establishment said the location will move to Middletown on Route 301 in the spring.

The Bear restaurant had been offering a 25 percent off promotion since the summer to spur business.

Grotto has opened and closed a number of locations in New Castle County over the years. It operated a location in Middletown for a few years off Broad Street only to close the store. But growth has continued in the MOT area and the numbers probably add up for a return.

Growth has been steadier downstate, with the Rehoboth-based company steadily adding stores, one of the most recent being in Dover. Also added was a restaurant in the Annapolis area.

Fuddruckers review

The top-ranked post in the nearly two-year history of the Business Daily website involved the long-running effort to open the Fuddruckers at the former Cheeseburger in Paradise location across from the Delaware Tech Stanton campus.

Based on that web traffic, it was clear a lot of folks had visited Fuddruckers over the years and had a decent experience. At its zenith,
Fuddruckers had locations in the Baltimore-Washington area, Springfield Delaware County, Pa and even Lancaster.

Two of the most recent locations we visited in the region closed their doors a while back as the chain struggled.

After permitting delays and other factors that come with converting an existing site, Fuddruckers finally opened earlier this month.

It will be a popular option for the thousands who work in the area at Sallie Mae, Christiana Care, JPMorgan Chase etc.

Over the weekend, we braved the crowds and parking woes that come this time of year to stop by for lunch.

First of all, Fuddruckers is a blend of self-service and sit-down restaurant. You line up at the counter to pay and pick up the order when the order buzzer flashes.

On the plus side, staff is always around cleaning tables and offering refills on non-alcoholic beverages. That’s also self service.

The arrangement works well. The line forms and by the time the order is taken, a table is usually available.

The Stanton Fuddruckers is compact by the Furddruckers standards. Their traditional restaurants were sprawling establishments with a separate bakery counter.

That size and overhead that came may have contributed to the decline of the chain, which is now owned by Texas-based cafeteria chain Luby’s. The concept also was stuck in the 1980s, with a photo of Ronald Reagan part of the decor during much of its history.

Based on our visit, it appeared that Luby’s has worked to tighten up service that at times was uneven at Cheeseburger in Paradise.

Staff was friendly and did not seem to be struggling with the problems that come with a restaurant that has been open a short time.

The smaller Fuddruckers should be a more efficient place that will help the restaurant compete with rivals like Red Robin.

The reason for the interest in Fuddruckers centers on the burgers and in this visit, we were not disappointed. There is nothing in particular that stands out. Still, the combination of bun, burger and fixings wasn’t a disappointment.

Worth the extra money are french fries and onion rings. One of the best values is the steak sandwich, which runs about $10, a couple of bucks below rivals. It is not a Philly-style creation and features a modestly sized strip steak.

Overall, the total bill for a steak, burger, drinks and a couple of sides runs about $25. That’s Red Robin territory and somewhat higher than Five Guys or Jakes. Overall, Fuddruckers is a good option for a quick business lunch or night out with the kids.
Doherty acquires medical billing company

Doherty & Associates, announced the acquisition of Medical Billing Management, Inc.

The sale will allow Doherty and Associates to increase its portfolio of expertise to offer a broader range of services to healthcare practices including: medical, dental, chiropractic and physical therapy service providers.

Medical Billing Management Inc. was established in 2012. As a new medical division, Medical Billing Management will augment the services already provided by Doherty & Associates. Mark Piluso has joined the firm as the Operation Manager of the Medical Billing Management division and will use his financial background and expertise to lead the expansion, according to a release.

Doherty noted that its accounting practice commonly sees large account receivables, especially with health care clients. That impedes the practice’s cash flow and in turn stymies growth. In addition, with the Affordable Care Act, many practices with limited staff are being challenged by increased patient load, working with various insurance companies, managing complex compliance issues and dealing with operating costs. Doherty & Associates consulted with their clients and it was evident that outsourcing enables growth for Healthcare Practitioners by providing a lower cost yield and expanded revenue channels, the release.

Doherty reported the company “will deliver high value at a low cost to the overall medical billing and collection process with a staff of professional, experienced individuals who have the know how” to work through red tape and to get things done efficiently and effectively.”

Medical Billing Management also brings the Medical Coding expertise and a negotiation strategy, with the insurance companies, to ensure billing is done right the first time, a release stated.

Founded in 2001 by CEO & President, Debbie Doherty; Doherty & Associates brand is a tax and financial services company with an experienced staff that has increased over the years to accommodate an expanded client base ranging from start-up companies to companies with revenues of as much as $45 million. The company manages numerous corporate accounting departments, including daily account management and personalized services customized for each individual business.

Doherty & Associates has expanded over the years from general Bookkeeping Services to adding full CFO Services, Virtual CFO, IRS Representation, Tax Preparation Services, Tax Planning, Business Consulting, Personal Finance Management and now Medical Billing. Doherty & Associates represents clients throughout the United States and worldwide. Doherty is based in the Pike Creek area between Newark and Wilmington.

Baltimore company moving to Glasgow

The Baltimore Sun reported that Plastic container maker Hedwin Corp. will move operations to Delaware early next year, with plans to shut its local operations down by 2017. The company chose a site believed to be in the Pencader area in Glasgow.

Fujimori Kogyo Co. Ltd. bought Hedwin for $22.2 million at a bankruptcy auction this year. The Baltimore plant employs about 300.

Landing Hedwin is good news for Delaware, which has struggled to hold on to manufacturing jobs.

After searching in Maryland, and in Virginia, Pennsylvania, southern New Jersey and Delaware, the company chose the site that had been the headquarters of Kubetech Custom Moulding Inc., a company that was acquired earlier this year.
The event had an old fashioned touch as some of those in attendance gathered around the piano played during the evening by Tech Forum Chairman David Gates.

Tech Forum offers education and networking events for those in the area’s growing technology community.

Next month’s event will focus on regenerative healthcare, one of the emerging technology trends for the next decade. Tech Forum events are held on the third Wednesday of every month.

For more information on joining the Technology Forum and upcoming events, [Click here](#).

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**Former Tower Hill head master found guilty**

Former Tower Hill Head of School Christopher Wheeler, 54, was found guilty on Monday by a Delaware Superior Court judge of 25 counts of dealing in child pornography.

Each count of dealing in child pornography carries a two-year minimum mandatory sentence, meaning that Wheeler faces a minimum of 50 years in jail when he is sentenced in March by Superior Court Judge Eric M. Davis.


There was no evidence of the images having any ties to the exclusive private school, whose alumni include DuPont CEO Ellen Kullman and TV’s Dr. Oz.

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**Tech Forum celebrates the holidays**

The event had an old fashioned touch as some of those in attendance gathered around the piano played during the evening by Tech Forum Chairman David Gates.
Leadership transition announced at Belfint, Lyons & Shuman

Certified public accounting and consulting firm Belfint, Lyons & Shuman, P.A. (BLS) announced that after 21 years as managing director, Barry A. Crozier, will transition leadership of the firm to Michael T. French.

French will become managing director of BLS on January 1. Ninety-two-year-old BLS has offices in Delaware and Pennsylvania.

Crozier will continue to service clients as a director/shareholder at BLS while assisting and advising French over the next two years.

During that time, Crozier will also play a key role in business development opportunities for the firm.

“I am just as proud to be a part of BLS today as I was 36 years ago when I joined the firm as a manager,” stated Crozier. “Leadership transition and succession planning is simply smart business for any organization, and we are not an exception to that rule. I am honored to be a part of this planned and methodical leadership change in our firm. Throughout my years as the managing director, Michael has been an integral part of our success, and I am excited for him to be assuming this well-earned role.”

French states, “I am privileged to have been elected by my fellow shareholders as the next managing director of BLS and know that I have an amazing legacy to uphold. The BLS team is embracing this change, and along with our new ideas, we will never lose sight of our founding commitment of building strong, mutually beneficial relationships with our clients, business associates and the community. I am very lucky to have Barry by my side during the next few years as my mentor, peer and friend.”

French’s career in public accounting began in 1980 when he joined BLS as an intern while attending the University of Delaware. He quickly rose to a leadership position and was named director in 1994.

French’s primary focus is assisting small businesses, individuals and families with the appropriate planning and tax structures needed to help manage their various business, real estate and investment interests. Specializing in family groups, he works closely with all generations to help minimize taxes, accumulate and preserve family wealth and further grow their related businesses.

Tatoian named Dover Speedway President

Dover International Speedway announced the promotion of Michael Tatoian to the post of president, effective Jan. 2., as the company sees a new revenue stream from music festivals.

Tatoian retains his position of Executive Vice President and Chief Operating Officer of parent

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people

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company Dover Motorsports, Inc. He will continue to report to Denis McGlynn, CEO of Dover Motorsports, Inc.

“Mike joined us eight years ago and immediately immersed himself into the operations and culture of our team while earning the respect of both his co-workers and those outside the company as well,” said McGlynn. “Mike is a valuable and popular contributor to our efforts here and Dover International Speedway will benefit from his leadership for many years to come.”

Tatoian has worked to bring additional events to the Dover International Speedway schedule, including the popular Firefly Music Festival and the new Big Barrel Country Music Festival. Held on the Speedway’s property since 2012, Firefly Music Festival is a four day event attracting 80,000 fans a day.

Big Barrel Country Music Festival, announced this week will bring some of the biggest names in country music to The Woodlands at Dover International Speedway for the three day event, June 26-28, 2015.

The track continues to hold two NASCAR weekends a year, but has seen declining attendance for many years for reasons ranging from the effects of the economy on the fan base and less interest in the sport.

Tatoian has more than 25 years of experience in professional sports ownership, management and operations. Prior to joining Dover Motorsports, Inc., Tatoian served as CEO and Managing Partner of Victory Sports Group, LLC. In his role there, he oversaw the development and management of professional sports organizations, including minor league baseball, minor league hockey and arena football.

Tatoian also previously served as Chief Operating Officer of United Sports Ventures, Inc., an umbrella sports company that owned and operated eight minor league teams.

Tatoian is a graduate of the University of Northern Iowa, with a degree in Public Relations and Marketing. He and his wife Tammy live in Middletown, Del.

PBF management changes

PBF Energy Inc. and PBF Logistics LP announced management changes to take effect in January 2015 to address the previously announced retirement of President, Michael Gayda, PBF is based in Parsippany, NJ. Its flagship refinery is in Delaware City.

Matthew Lucey, currently Executive Vice President, will become President of PBF Energy. Lucey has been with PBF Energy since its formation in 2008. He served as Senior Vice President, Chief Financial Officer from April 2010 to April 2014, and most recently as Executive Vice President. “We have very strong management teams at PBF Energy and PBF Logistics and this Continued on next page
reallocate of resources strengthens the focus of each entity on maximizing and growing the value of their respective businesses.”

Todd O’Malley, currently PBF Energy’s Chief Commercial Officer, will serve as President of PBF Logistics’ general partner. O’Malley joined PBF Energy in 2010 as Director, Clean Products, in 2013 he became Vice President, Products and in April 2014 was named Chief Commercial Officer. Thomas O’Connor and Paul Davis will become PBF Energy’s Co-heads of Commerce.

Thomas D. O’Malley, Executive Chairman of PBF Energy and Chairman of PBF Logistics, said, “We have very strong management teams at PBF Energy and PBF Logistics and this reallocation of resources strengthens the focus of each entity on maximizing and growing the value of their respective businesses.”

Meyeroff joins Morris James
Morris James LLP announced that Joshua H. Meyeroff has joined the firm’s Wilmington office as an associate in the Professional Liability Litigation group. His practice will focus on the defense of medical malpractice claims.

Meyeroff is an experienced litigator, having been involved in all stages of litigation including discovery, trial and appeals. He is a member of the Delaware State Bar Association and the Richard S. Rodney Inn of Court.

Meyeroff graduated from Widener University School of Law in 2007 and received his B.A. in Business Administration from Franklin and Marshall College in 2004.

He served as the Wolcott Fellow for the Myron T. Steele of the Supreme Court of Delaware.

Pearce joins Reger Rizzo
Reger Rizzo & Darnall LLP announced that Robert K. Pearce has joined the firm. Pearce will be located in the Firm’s Wilmington office and will join members of RRD’s Litigation Group.

Pearce has been an attorney for 40 years. Prior to joining Reger Rizzo & Darnall Pearce was a partner in the law firm of Ferry, Joseph & Pearce P.A. Additionally, he served as an assistant public defender from 1976-1977 and was a member of the Supreme Court Discovery Abuse Committee in 1982.

Pearce is an active member of the Delaware State Bar Association and the Delaware Trial Lawyers Association, and has been honored by his inclusion in the AM Best’s Directory of Recommended Insurance Professionals. He is a 1974 graduate of Villanova University School of Law and a 1971 graduate of the University of Delaware and is admitted to practice in Delaware, the U.S. District Court for the District of Delaware, the U.S. Court of Appeals, Third Circuit and the U.S. Supreme Court.

Vitale joins Berkshire
Gail Renulfi, manager of Berkshire Hathaway Berkshire Hathaway
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HomeServices Fox & Roach, Realtors Hockessin Pike-Creek Home Marketing Center, welcomed Gina Marie Corridori Vitale as a Sales Associate.

Vitale has more than 30 years of experience in sales, finance, customer service and property management.

Winstead named public safety chief

Timothy E. Winstead has been appointed to the position of director of public safety at Delaware Technical Community College.

In this role, Winstead will provide Collegewide leadership and oversight of the Public Safety Department at all campus locations.

Most recently, Winstead served as gaming inspection manager at the Delaware State Lottery and Sussex County regional director for U.S. Senator Thomas Carper. Winstead retired from the Delaware State Police with the rank of captain after 27 years of service during which he held several leadership positions including troop commander, director of public information and director of human resources. In these roles he was responsible for the combined management and operational leadership of 120 personnel.

Winstead served as the Delaware State Police director of planning and research and was responsible for research, statistical data analysis and grant writing.

He also served as director of community services.

Mulrooney named digital supervisor

ab+c Creative Intelligence has hired Erin Mulrooney as digital media supervisor. Mulrooney will concentrate primarily on leading the digital media team, crafting paid media programs, and researching the newest paid media opportunities across search, display, video and social media.

She will deliver campaign results by leveraging a combination of media performance, analytics and SEO. She has extensive experience building brand awareness.

Along with a Google AdWords certification, Mulrooney has more than a decade of digital media experience, planning campaigns in the health, beauty, ecommerce and education industries.

Previously, she was the associate director of digital marketing at Temple University.

She attended SUNY Albany and holds a BA in political science, and history as well as an MA in women’s studies.
Business licenses are sued in Delaware as a revenue raising tool. The following license are from Sept. 1, 2014.

**Lessor**
- IRONMINE INC
  - 3909 LEIPSIC RD
  - DOVER, DE 19901-2924

**Services**
- MAGNOLIA RIVER SERVICES INC
  - 711 NANCE FORD RD SW STE E
  - HARTSELLE, AL 35640-3767

**Contractor**
- J AND J FENCE CO. LLC
  - 3619 VICKERS XING
  - LAUREL, DE 19956-3095
- KEEVE KEVIN
  - KEENE DENTAL STUDIO
  - 2000 CYPRESS ST
  - DOVER, DE 19901-7903

**Retail**
- NADOLNY ADA
  - 1 FOREST CREEK DR
  - HOCKESSIN, DE 19707-2017
- KESSLER JAMES E SR
  - DRAGON FORCE
  - 5546 DORAL DR
  - WILMINGTON, DE 19808-2629

**Sales**
- KOBOLAK AND SON INC
  - 1818 BANNARD ST
  - CINNAMINSON, NJ 08077-1808

**Care Worker**
- JONES SHIRLEY
  - 605 COMMONS LN

**Wholesale**
- KELLEY BRENDA M
  - ANDERSON COUNTRY STORE
  - 764 THICKET RD
  - CAMDEN WOY, DE 19934-3608

**Collection Services**
- LAW ENFORCEMENT SYSTEMS, LLC
  - 633 W. WISCONSIN AVENUE
  - MILWAUKEE, WI 53203-1920

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Business bulletin