

DELAWARE BUSINESS TIMES

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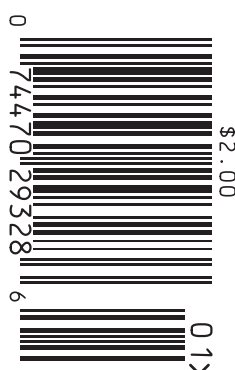
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COVID-19 Case Rates compared to DE's Wealthiest ZIP Codes									
ZIP Code	Population	COVID-19 Cases	Case Rate	Median Income	Median Age	Median Education	Median Home Value	Median Rent	Median Commute
19701	1,000	10	1.0%	\$100,000	40	High School	\$200,000	\$1,000	10
19702	1,000	10	1.0%	\$100,000	40	High School	\$200,000	\$1,000	10
19703	1,000	10	1.0%	\$100,000	40	High School	\$200,000	\$1,000	10
19704	1,000	10	1.0%	\$100,000	40	High School	\$200,000	\$1,000	10
19705	1,000	10	1.0%	\$100,000	40	High School	\$200,000	\$1,000	10
19706	1,000	10	1.0%	\$100,000	40	High School	\$200,000	\$1,000	10
19707	1,000	10	1.0%	\$100,000	40	High School	\$200,000	\$1,000	10
19708	1,000	10	1.0%	\$100,000	40	High School	\$200,000	\$1,000	10
19709	1,000	10	1.0%	\$100,000	40	High School	\$200,000	\$1,000	10
19710	1,000	10	1.0%	\$100,000	40	High School	\$200,000	\$1,000	10



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- increasing medical response capacity and access to health care
- powering minority-owned small businesses through access to capital
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We know there's a lot of work to be done, but we promise to keep listening as we work together on this shared mission.



Chip Rossi
Delaware Market President

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NIIMBL aims to help vaccine developers refine products

BY JACOB OWENS

NEWARK – More than five dozen companies, universities and organizations around the world are racing to find a vaccine for the COVID-19 virus that has killed more than 650,000 globally.

While many of them are keeping their advancements secret in the competitive environment, the National Institute for Innovation in Manufacturing Biopharmaceuticals (NIIMBL) based at the University of Delaware has launched a high-level series of webinars aimed at getting them to talk to each other to accelerate development and distribution.



Kelvin Lee

“I don't think we can help any of those big companies get across that first finish line any faster,” NIIMBL Director Kelvin Lee told the Delaware Business Times on July 28 after the first of three planned NIIMBL-hosted webinars with the competing vaccine developers.

“But what we can do is work on developing and advancing some of the technologies that can make their manufacturing processes more efficient, and later on we might help in a second or a third generation [vaccine].”

NIIMBL, a public-private partnership tasked with accelerating biopharmaceutical innovation, supporting more efficient manufacturing, and educating a biopharmaceutical manufacturing workforce, is playing a multi-faceted role in the pandemic's response. Funded by the National Institute of Standards and Technology (NIST) as well as dues from its roughly 150 members, NIIMBL is a member of Manufacturing USA, a diverse network of federally sponsored manufacturing innovation institutes.

NIIMBL convenes stakeholders to talk about issues, identify problems, and deploy grants to help solve them. It also has its own group of researchers who are working on projects that have not yet been publicly shared, Lee said.

“We have active programs to develop what we like to call ‘test beds’ for new technologies,” he said, noting they explore ideas like new approaches for testing a vaccine or for manufacturing a therapeutic protein. “It's really trying to get people comfortable with how those next-generation platforms work or don't work.”

NIIMBL's webinars are designed to enable vaccine developers to talk about challenges and processes and potentially pick up some best practices and insights. Among the companies represented were Pfizer, Johnson & Johnson, GlaxoSmithKline, Merck, Sanofi and MilliporeSigma.

NIIML Executive Director Barry Buckland noted that while there are dozens of vaccine candidates being studied by the world's largest pharmaceutical companies, each has chosen different platforms, including live attenuated viruses, recombinant protein, or messenger RNA.

“Everyone's really gone forward very fast, and, in a way, these are like the first generation,” he said, noting future iterations will likely produce better products. “Then I think there's more room to collaborate and share ideas about how to make vaccines that are more temperature stable and how to have common methods for testing for foreign viruses that you don't want, etc.”

Buckland said that the second webinar scheduled



Graduate student Erica Green works in one of NIIMBL's new labs to continue critical research during COVID-19 restrictions.

PHOTO COURTESY OF UD

for the end of August will bring stakeholders together to see where NIIMBL can apply its expertise to help, while the third will highlight small to medium-sized companies with novel technologies that could be utilized. He expects that NIIMBL will look to issue a request for proposals in October for projects that may aid in the vaccine development work.

Buckland expects the working group to discuss how to test the potency of a vaccine, how to compare the effectiveness of different vaccine platforms, and how to ensure that a vaccine is sterile, he said.

This is likely going to be a race with many winners.

KELVIN LEE

Director, NIIMBL

“This is likely going to be a race with many winners,” Lee said, noting that if multiple vaccine candidates are determined to be effective, they all will be sold to consumers.

The public should think about a future COVID-19

vaccination much like they do an annual flu vaccine, Lee explained. Every year, multiple manufacturers produce different influenza vaccinations that are disseminated through doctors' offices and pharmacies and consumers rarely ask about the provenance of their shot. If the U.S. Food and Drug Administration has determined it to be effective, it's sold to consumers.

Once approved, scaling up to the level of vaccine production that will be needed – ostensibly upward of 7.8 billion doses to inoculate everyone on the planet – will be a historic challenge, Buckland said. In the U.S. alone, manufacturers anticipated producing about 160 million doses of the annual flu vaccine last fall, meaning production of the COVID-19 vaccine would need about twice as many doses to treat all Americans.

“It's just a different scale,” Buckland said. “It takes a while to build new facilities, so people are really looking around to see what exists and figure out whether they can use an existing facility to make their product.”

Lee agreed, adding that might be where NIIMBL-backed advancements could help later deliveries of even first-generation vaccines.

“The technological achievements that our community will realize might not impact the first 500 million doses that are manufactured, but it could have an impact on the next 500 million or the second or third billion,” he said. “All of which are going to be needed.” ■

Delaware hotels, tourism business fight to survive pandemic

BY PETER OSBORNE

REHOBOTH BEACH — The Bellmoor Inn & Spa at Rehoboth Beach lost \$200,000 in reservations in just five days after other states placed Delaware on their quarantine lists.

“It was like a light switch,” Bellmoor General Manager Ben Gray said. “We lost 30% of the reservations on the books for the next 90 days. We saw a bounce back when we were taken off the list and then saw an impact when we were put back on the lists.”



Ben Gray

Gray said there are some glimmers of hope. The Bellmoor was fully occupied during the weekend of July 24-26 and was 70% booked on July 28 for the Aug. 1-3 weekend. He was also optimistic that he could increase that by 20 percentage points later in the week — as happened the previous week — if the forecast is for good weather.

But these challenges aren't limited just to the beach.

The news last week that the University of Delaware would move classes online was another blow to nearby hotels.

The question remains whether the next four months will be much better than the last four as Newark hoteliers now expect to lose business on Move-In Weekend, Homecoming, Parents Weekend, and Alumni Weekend. UD represents a large part of these hotels' business and many were already sold out for Parents Weekend, when thousands of families visit the campus to see their children.

Delaware hotels have generated

\$65.7 million in room revenue this year, compared with \$121.7 million for the first six months of 2019 and \$112.5 million in 2018. Statewide occupancy rates were 50.7% in June versus 71.5% for June 2019. Year-to-date hotel occupancies are 41.6% in 2020, compared with 58.3% in 2019.

But even worse, revenue per available room (RevPAR) — a key indicator that multiplies a hotel's average daily room rate by its occupancy rate — fell 49.7% over 2019 to \$39.34 and by 45.6% for June alone.

Besides the impact on revenues to the hotels themselves, the impact on the state operating coffers known as the General Fund, local and state tourism offices, and beach replenishment activities is equally devastating.

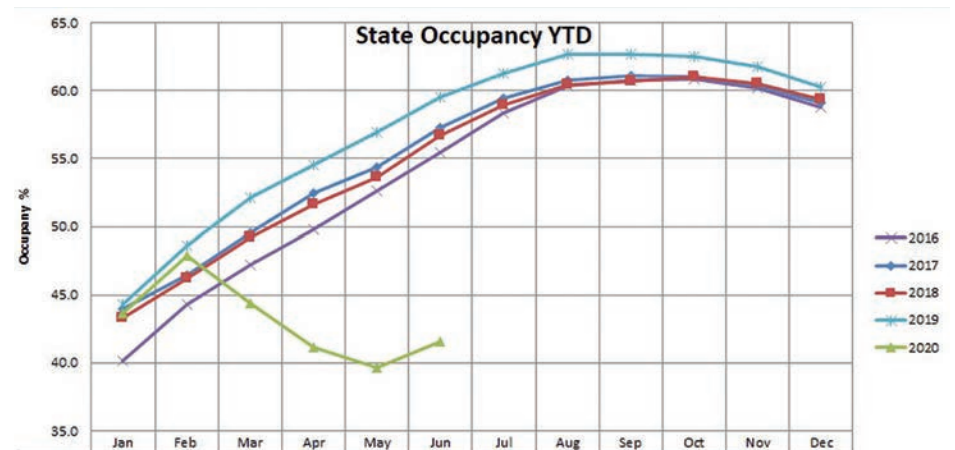
Those stays generate an accommodation tax of 8% that is allocated to:

- Delaware General Fund: 5%
- County tourism bureaus receive a prorated share of 1%
- Delaware Tourism Office: 1%
- Beach replenishment: 1%

Through the first half of 2020, hotel accommodation taxes added only \$5.26 million to the General Fund, compared with \$9.75 million for the same six months in 2019 and \$9 million in 2018.

The picture is even worse if you look at the numbers for April through June, when hotels were closed except for business travelers. Only \$1.44 million was generated during the second quarter of 2020, compared with just under \$6 million in 2019 and \$5.6 million in 2018.

For Sarah Willoughby, CEO of the Greater Wilmington Convention & Visitors Bureau, the impact was devastating. In 2019, her organization



received \$458,000 in the second quarter (April to June). This year, the number was just under \$96,000 with hospitality-industry restrictions in full effect.

“We missed our fiscal year budget projections by \$240,000 ... and we had been having a good year,” she said. “We had to furlough five people and four more of us took pay cuts. But we started invoicing our members again [in July] and we are seeing really great support from all sectors.”

The outlook isn't any better statewide as companies cut back on corporate travel; other states put Delaware on their quarantine lists, thereby choking off out-of-state vacation visitors; and Gov. John Carney delays moving to Phase 3 and while restoring restrictions on downstate bars.

In addition, Sussex County gave up more revenue in early April when it suspended its 3% county accommodation tax on hotels in unincorporated areas to help ease their financial burden.

“The market has become relatively numb with only four weeks of summer left,” Gray said. “Sellouts for the next

four weeks will not save the season.”

Gray, who also chairs Southern Delaware Tourism, pointed to a survey by the Rehoboth Beach Chamber of Commerce released on July 28 that said Sussex County hotels have lost more than \$31.5 million in revenue during the first six months of 2020, with 70% of that from Rehoboth Beach hospitals.

“The Bellmoor is still financially viable despite the circumstances,” he said of the downtown Rehoboth hotel that was bought by a New York-based real estate investment firm in February, before the pandemic hit. “I think the seasonal hotels are most at-risk because they only have five to seven months to make their livings. You can actually find a parking spot in downtown Rehoboth on Friday nights and Saturday afternoons and I've never seen that. I think the state of Delaware will see some ownership changes [among hotel operators] or some hotels won't survive the season.”

As Delaware reopened, Southern Delaware Tourism created an

Continued on page 5

Concerns in hotel portfolio drive WSFS to \$7M loss in Q2

BY PETER OSBORNE

WILMINGTON — WSFS Financial Corp. took an aggressive approach to its COVID-19 battered loan portfolio in its second-quarter earnings release, reporting a 156.2% increase in problem assets to \$568.5 million over the first quarter and a 74% increase in loan-loss provisions to \$98.4 million.

That loan-loss provision compares to \$12.2 million a year ago.

In total, WSFS reported a quarterly loss of \$7 million thanks to the increase in its loan-loss provision, compared with a profit of \$10.9 million in the first quarter and \$36.2 million for the second quarter of 2019.

WSFS, which has about \$500 million in loans to hotels in Delaware, Pennsylvania, and New Jersey, mostly to large chains, said that 70% of its growth in troubled loans during the second quarter came from that part of its portfolio.

The \$500 million portfolio does not include recent \$150,000-plus Paycheck Protection Program (PPP) loans to hotels, including Hyatt Place Wilmington at the Riverfront and two loans to the Hilton

Wilmington/Christiana near Christiana Mall. WSFS also lent 56 Delaware restaurants loans exceeding \$150,000, according to recently released SBA data.

“When the pandemic started, occupancy was in the low- to mid-single digits,” Chief Commercial Banking Officer Steve Clark told participants in its earnings call July 24 before telling them that owner-operators are seeing improved occupancy. “[But] there is significant uncertainty about the future. And while we do expect a decent portion of our hotel book to resume contractual payments, payments alone don't necessarily dictate risk ratings and there are other potential weaknesses and clearly the economy as described earlier is weak and uncertain.”

Those uncertainties center on travel restrictions within the tri-state region and opening and closing of restaurants.

WSFS Chief Financial Officer Dominic Canuso said \$39 million of the growth in WSFS's reserve can be attributed to the economic forecast assumption across the portfolio and \$44 million of what he described as the “migration impact from hotels with some additional from the retail and food services industries.”

In response to an analyst question, Clark said the primary metric for moving hotels, restaurants, and retail into the problem-loan bucket is “cash flow and coverage, the ability to cover debt service.”

Canuso said WSFS granted 90-day payment deferrals early in the process when the hospitality industry had just been shut down so they could “get their sea legs underneath them, adjust their businesses, if they could, and then start working with us on a forecast on what the future looks like. What you see in the risk-rating migration in the hotels is Steve and the team sitting down with those customers, getting the updated occupancy, revenue per active rate (RevPAR), average daily rate (ADR) and then forecasting them out under multiple scenarios.”

WSFS executives told the analysts that the loan-loss also increased as they continue to assess the impact of a new regulatory credit-loss accounting model called Current Expected Credit Losses (CECL) that estimates expected losses over the life of a loan.

At the market's closing July 27, WSFS shares have dropped 36.5% since the beginning of the year to \$28.45 per share. ■

HOTELS *Continued from page 4*

additional advertising campaign and communications utilizing alternative grant funding from the University of Delaware Sea Grant Program to help offset the revenue losses from the hotel closures, said Scott Thomas, executive director of the Sussex County tourism office.

“We only have so much time to reinforce traveler sentiment before our high visitation season is over,” he added.

Kent County Tourism President Pete Bradley said his organization only received \$42,000 in state accommodation tax revenue during the second quarter, compared with \$117,000 a year ago.

“**We only have so much time to reinforce traveler sentiment before our high visitation season is over.**”

SCOTT THOMAS

Southern Delaware Tourism

“We have made staffing adjustments and other expense adjustments to reflect the impact while still ensuring we can continue to promote our county and partners as we recover,” he said.

Axia Management owns six hotel properties in Delaware – including four in

Dover and one each in Middletown and Lewes – and another in Ocean City, Md.

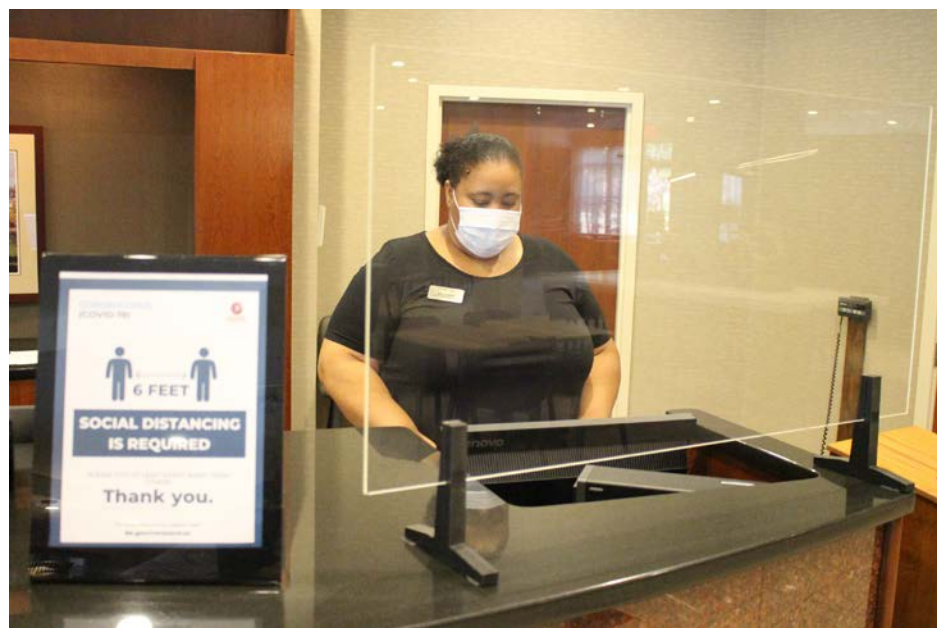
“We survive and rely on NASCAR events, then Firefly was cancelled, and corporate travel – which represented 20% to 25% of our business – is now obsolete,” Axia Vice President Sophia Kramedas-Ghanayem said.

“It’s difficult to plan these days,” she said. “We got a lot of cancellations when other states added us to their quarantine lists. June business was down 60% and we’re down about 40% for July because even though DE Turf jumped back into the mix after doing nothing in June, we’re deeply concerned about their tournaments, particularly if New York and New Jersey teams start canceling.”

Statewide occupancy data shows that everyone bottomed out in March and has seen an uptick since then, but it’s not enough for many businesses.

“We need around 65% to break even and a lot of places haven’t brought back the majority of their staffs,” said Bill Sullivan, a board member of the Delaware Hotel and Lodging Association. “Some were getting loan-payment deferrals; for others the [U.S. Small Business Administration’s] Paycheck Protection Program (PPP) helped, but right now it’s prolonging the inevitable. They have to make cash flow or they can’t pay the bills. And downstate, their window for making money is going to close pretty quickly.”

Sullivan said the situation has put pressure on all parts of his business.



Raeneshela Torain, front office manager at the Courtyard by Marriott Newark-UD, wears a mask while working at the front desk. | DBT PHOTO BY JACOB OWENS

“Cleaning a room is about double [the cost] of what it used to be,” he said of his hotel, the Courtyard by Marriott at the University of Delaware. “We’re doing almost zero banquets. We’re trying to maintain a level of food and beverage services, but we’ve reduced the items on our menus and significantly cut the hours our bar is open. We’ve opened up, but it’s no longer business as usual.”

Kramedas-Ghanayem, of Axia Management, said that like many other hotel operators, Axia applied for and received the PPP loan and an Economic Injury and Disaster Loan (EIDL), as well as a state HELP grant. While all

have been helpful, she’s still worried about published reports questioning whether hotels can survive through the challenging fall and winter seasons – the American Hotel and Lodging Association said this month that more than 8,000 U.S. hotels could close in September if business travel does not pick up and funding from the PPP runs out.

“We just have to keep the engine running,” she said. “We’re trying to remain optimistic, but it’s easy to be optimistic when you have no other options.” ■

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Will UD remain a 'college town' this fall?

Moving classes online will cost UD as much as \$100M

BY JACOB OWENS AND PETER OSBORNE

NEWARK – After weeks of planning and debating, the University of Delaware made the difficult decision July 22 to move most of its fall semester courses online amid the continued resurgence of COVID-19 virus cases in the state and the surrounding region.

It means that thousands of students won't be coming to the Newark campus until 2021 at the earliest, leaving the university with a revenue loss upward of \$100 million and the city of Newark with yet another economic blow.

Restaurants and retailers throughout the city that depend on the annual influx of more than 22,000 college students are left to find ways to shore up their businesses with an estimated 60% fewer students returning in just a few weeks.

UD faces varied fiscal hit

With fewer students coming to campus, an increasing number of students applying for financial aid as families are hit by the economic hardship of the pandemic, and trips aboard for students called off, UD anticipates losing between \$75 million and \$100 million in revenue this fall, according to university spokeswoman Andrea Boyle Tippet.

That reflects a \$20 million increase in financial aid; lost room and board income of \$20 million to \$24 million; and \$8 million from the Study Abroad program, she said.

UD will also likely contend with a more difficult fundraising environment during the pandemic, a loss that isn't accounted for in the revenue estimate, Boyle Tippet said.

"In an environment where we will not be able to invite large groups back to campus for athletics games or special events, we look forward to finding creative and innovative ways to involve our Blue Hen community in the life of the university," said Jim Dicker, university vice president for development and alumni relations.

The university will not reduce tuition for online classes and out-of-state students will not see a tuition reduction, even if they take classes from home, because state residents pay less due to an appropriation from the Delaware General Assembly. Students will be able to take extra credits this winter or next summer for free though.

"While the delivery of courses may be different, the university is committed to maintaining the high quality of instruction that students expect from UD to earn their degree," the university wrote on its website regarding the move to families. "UD's distinguished faculty continue to teach these courses, and the course curricula continue to prioritize the learning outcomes that faculty have established. In fact, the cost for online instruction is actually higher, reflecting



The University of Delaware has moved most of its fall coursework online, which means often crowded lecture halls like Memorial Hall will largely be empty this semester.
DBT PHOTO BY JACOB OWENS

the expense of computer equipment, software, instructional technology expertise and other needs. UD has invested significantly in education technology over the summer to ensure that students can continue their academic progress and graduate on time; those higher costs are not being passed on to students."

The university will limit dorm occupancy to one person per room with eligibility confined to students in classes that require in-person participation, such as engineering labs, hands-on nursing instruction, animal-handling courses, and music instruction. International students, students completing clinical rotations or field placement, and students who need housing due to hardship will also be eligible.

Meanwhile, the online instruction will include most undergraduate and graduate classes as well as all courses offered in its Associate in Arts program.

That means there will only be space for about 3,000 people in dorms that had a pre-pandemic capacity of 7,500. UD had 22,265 students on its Newark campus last year, with 18,135 of them undergraduates.

Classes will still begin Sept. 1. All classes and final exams will shift online after Thanksgiving break.

Will they come?

The big unknown right now is how many students will choose to take a semester-long or year-long leave of

absence and how many students will move into off-campus housing despite the move to online instruction. UD students normally sign leases during the previous fall with their leases starting on June 1, and many have already moved in.

While upward of 3,000 students can be accommodated under the university's plan in dorms, Newark has about 7,500 students who rent off-campus housing each year, according to city officials. Some business owners say they've heard estimates of upward of 9,000 students still being on campus this fall despite their coursework primarily being online – thanks to many students being locked in to off-campus housing rental contracts that started on June 1.

UD area landlords did not return calls about whether they'll let students out of their leases, given the situation.

Boyle Tippet said incoming freshman who aren't currently eligible to live in the dorms could choose to register for classes that would make them eligible – "although we're not going to encourage that." She also said that there's evidence that some students who already have apartments are seeking to sublet them.

What also concerns UD administrators is the result of a student survey a few months ago that indicated students were willing to wear masks and social distance in an academic setting, but less so in social settings, she said.

The school did not survey students on how they feel about online classes, but it does expect fewer students this semester.

"Our Enrollment Management area is putting together a packet to help students who chose to take a leave of absence to make good use of that time," Boyle Tippet said, adding that UD will do everything it can to help students graduate on time within four years.

'We're all disappointed'

The decision to move most courses online was also another blow to Newark's downtown business owners, said Gianmarco Martuscelli, owner of the popular Main Street restaurant Klondike Kate's and a board officer of the Delaware Restaurant Association.

"To be frank, we're all really disappointed right now. We thought the kids would be coming back," he said. "We felt that with the numbers and the case counts going down that we were on the right path."

After losing all but a month of the spring semester and now losing most students in a fall semester, Martuscelli noted that his restaurant has essentially lost most of its customers for an entire year. Before the pandemic, Newark's businesses also had to deal with the disruptive construction project on Main Street that drove away many customers.

Ryan German, owner of Caffè Gelatto, has had to get creative in the last few months to bolster his business, including offering bagged ingredients as groceries to customers and starting a power-washing side business to keep his workers employed. The restaurant is a

mainstay for students' families, university conferences and even visiting athletic teams, but that also leaves its revenues heavily reliant on a university that has been quiet for months.

"We're on Main Street for a reason. Newark is a college town," he said.

While German had hoped to phase out some of his restaurant's side gigs to focus on returning customers, he suspects they may be around for a bit longer now. He's also looking to market the offering of a grab-bag of artisanal meats and cheeses that may not be found in traditional grocery stores.

Cindi Brooks, owner of National 5 & 10, the preeminent, non-university-affiliated retailer for UD merchandise, said that her business has also faced difficulties, but she's trying to remain optimistic.

"People will be in town, there's still a lot of students that live in apartments who are going have to eat and shop on Main Street," she said. "It won't be like a normal year, but I don't think it's going to be as bad as the complete shutdown."

Brooks said that her business has become focused on online sales, targeting families of new graduates and students as well as alumni. She noted that many customers were buying UD-branded party supplies to host graduation and acceptance parties at home.

"What we were hearing from our customers was that getting the packages from our store was a highlight of their day," Brooks said.



Although UD won't have many in-person classes this fall, city officials are still anticipating up to 9,000 students to return and live on and off campus. | DBT PHOTO BY JACOB OWENS

During the pandemic, Martuscelli said that he's had to cut back on staffing and the restaurant's hours because the customers aren't there. While Klondike Kate's served upward of 90 lunches per day before the pandemic, he said they're lucky to serve 20 right now with so many people still working from home.

Although the residence halls may not be full this fall, Martuscelli said

that he hoped the thousands of UD students who lease off-campus housing still come to Newark in the fall and patronize the city's businesses while taking their courses online. He said that he too has already seen a number of students returning to campus despite the pandemic.

"I just think students are tired of being at home," he said.

To try to capitalize on what students

do return, Martuscelli said that he is planning to beef up Klondike Kate's entertainment options, in a socially distanced manner, including live music, trivia, and more.

"We just have to get the word out that it's OK to come dine in our restaurants. We're doing a lot to ensure your safety," he said. "But needless to say, it's going to be a long semester." ■



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New ATLAS platform intends to reduce spike in overdose deaths

BY PETER OSBORNE

Shatterproof founder and CEO Gary Mendell fought to control his emotions during the introduction of his company's new ATLAS addiction treatment platform, which Delaware launched July 21 as part of a six-state rollout.

Mendell's son Brian lost his battle with anxiety and addiction, committing suicide in 2011. Mendell said he kept asking himself, "How did I let my son die?" He said he started Shatterproof in hopes that ATLAS "will spare other families the tragedy that my family suffered."

So far in 2020, 218 Delawareans have died from suspected overdoses, according to the Delaware Division of Forensic Science. That number — which includes a record-tying 39 deaths in May — represents a 47% increase over the first six months of both 2018 and 2019.

State officials say the increase has been influenced by the impact of the COVID-19 pandemic on patients finding and sustaining treatment.

"The coronavirus pandemic has brought isolation, uncertainty, and fear—conditions that create additional burdens and hazards—to those struggling with addiction. Delaware was already experiencing an increase in overdose deaths before the pandemic, but COVID-19 has exacerbated the addiction crisis and made the need for high-quality, appropriate care even more urgent," said Alexis Teitelbaum, who was announced July 29 as the new interim director of the state's Division of Substance Abuse and Mental Health (DSAMH).

The Department of Health and Social Services (DHSS) is offering Delawareans access to ATLAS, which creators say is the first resource of its kind to help those looking for addiction treatment find high-quality and appropriate care.

ATLAS is essentially a consumer-facing dashboard that reinforces the importance of patient-experience data. Alongside Delaware, the platform launched in Louisiana, Massachusetts, New York, North Carolina and West Virginia on July 21.

State officials said ATLAS will support statewide improvement in the quality of addiction treatment by helping facilities and health care payers such as employers and insurers align market forces with best practices.

"When my family was looking for addiction treatment for my son Brian, the system was impossible to navigate," Mendell said. "If ATLAS was available then, I believe we could have found evidence-based treatment and my son might be alive today. The last time I saw him, we sat on the back porch and he told me, 'I'm not a bad person. I'm a good person with a disease. I'm doing my best.'"

In a statement, outgoing DHSS Secretary Dr. Kara Odom Walker said state officials are worried about the impact that COVID-19 is having on

Delawareans who already are struggling with substance use disorder

"For Delaware families who are trying to navigate treatment services for their loved ones, this new tool from Shatterproof will help them find evidence-based, high-quality care that they can trust," she said.

Visitors to the site answer a 13-question assessment to get suggestions on addiction treatment facilities, with a menu of information on the facility and its services and adherence to best practices. The platform also highlights which facilities keep people engaged in treatment and helps families access the services, particularly given the increasing use of telehealth programs.

Teitelbaum said that Shatterproof and its partners across Delaware will spend the next five months promoting ATLAS, identifying priority areas for improving qualities and putting metrics into place to assess progress. Shatterproof will also be introducing working groups and monthly webinars to ensure ongoing quality improvement, and plans to develop case studies of facilities that are demonstrating best practices.

"One of our biggest challenges is making sure [Delawareans] have information on the available resources," said outgoing DSHMA Director Elizabeth Romero, who participated in the televised launch.

"The coronavirus pandemic has brought isolation, uncertainty, and fear—conditions that create additional burdens and hazards—to those struggling with addiction. Delaware was already experiencing an increase in overdose deaths before the pandemic, but COVID-19 has exacerbated the addiction crisis and made the need for high-quality, appropriate care even more urgent."

"ATLAS is an important resource right now because it gives families searching for the right treatment for their loved ones access to trusted information to help them make critical decisions,"

Romero said. "This new platform also increases transparency and accountability among addiction treatment programs, supporting improved quality of care."

DSAMH launched the START quality improvement initiative in October 2018 to increase access to care and treatment for individuals living with substance use disorder, Romero told the Delaware Business Times. As part of this initiative, DSAMH began tracking quality and clinical measures for addiction treatment across the state, which it shared with providers to help them improve their services. The partnership with ATLAS helped to enhance these efforts by providing a common set of measures for providers to benchmark themselves against.

Romero said the state is trying to avoid "information overload," noting that it can be difficult to reach target audiences through It's difficult to break through the noise" of platforms such as social media. Delaware is supplementing the ATLAS platform with ongoing efforts to address "social determinants and [reduce] the stigma of addiction and racial equity/social justice issues.

State agencies, health insurers and employers can also use ATLAS to align policies and payment decisions. It enables treatment facilities that voluntarily submit data to benchmark themselves against their peers and design data-driven quality improvement initiatives, making this information transparent to the public in a user-friendly manner. Information is also made transparent to providers, payers, and states in a way that can drive quality improvement.

While all 67 addiction treatment facilities across Delaware are listed on ATLAS, nearly two-thirds of the facilities voluntarily reported on their services and practices. ATLAS also displays feedback from other patients once a minimum threshold of 20 responses per facility is met. This data updates every 24 hours.

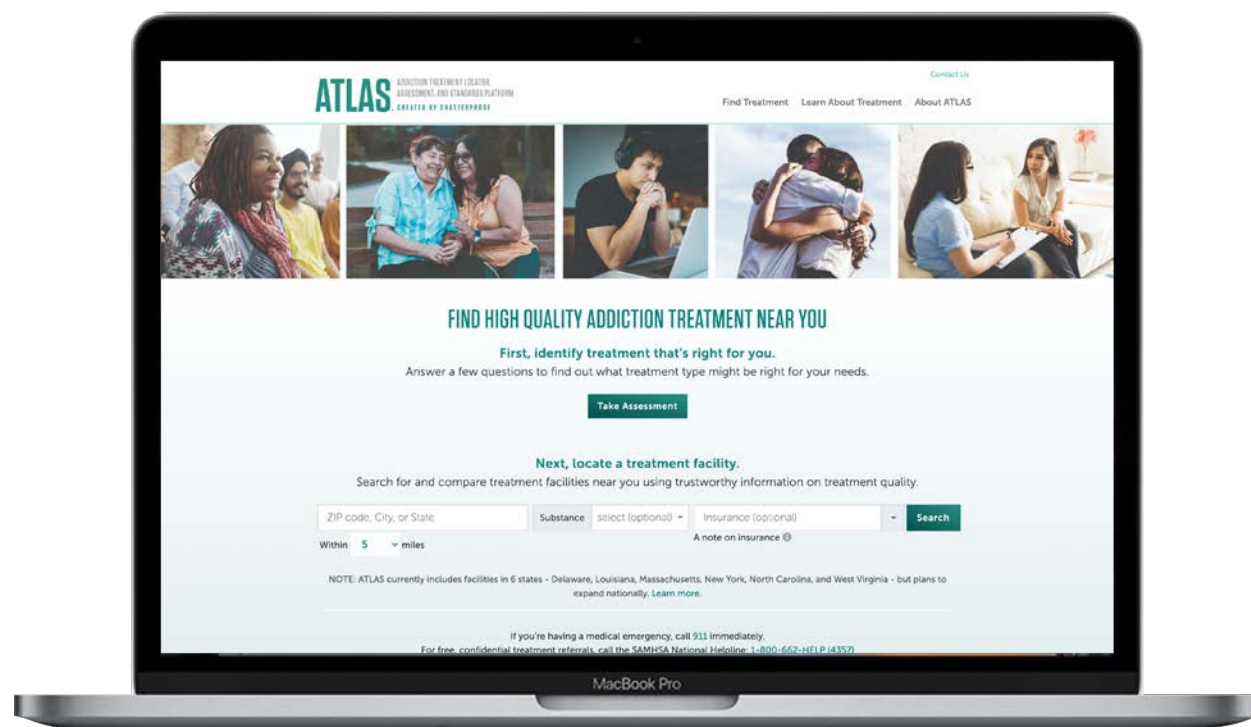
The Treatment Facility Survey was

fielded in January 2020 in Delaware, with facilities reporting data directly to Shatterproof's data analytics partner for the pilot project. As of July 21, there have been more than 500 survey responses statewide and visitors can compare the responses for individual facilities to statewide averages. When facilities completed the Treatment Facility Survey, it required verification from the CEO or other senior leader.

Other recent efforts to address the spike in overdoses include distribution of 12 Naloxone overdose-reversal medication kits — each with two doses — in Seaford in a joint effort between Delaware Insurance Commissioner Trinidad Navarro, Aquila Behavior Health of Delaware, DPH's Community Response Teams, and the Town of Seaford. The team also trained recipients in the use of the kits and it provided information on how the Department of Insurance can help if someone is having problems obtaining insurance approval for treatment or prescriptions related to substance abuse or mental health needs.

In Delaware, individuals and families who are struggling with substance use disorder or mental health issues, can call the 24/7 Delaware Hope Line at 1-833-9-HOPEDE (1-833-946-7333). Or they can visit HelpIsHereDE.com, DHSS' clearinghouse website, for a connection to treatment and recovery services and supports in Delaware or nearby states.

Participant after participant in the televised ATLAS launch spoke of the human cost of addiction, including U.S. Surgeon General Dr. Jerome Adams, who said, "My baby brother just finished serving time for addiction-related crimes. This can happen to every family, including doctors and successful business owners. COVID-19 is exacerbating this problem, and we need to continue to monitor the needs of our most vulnerable populations." ■



Battaglia Associates ranks in Top 5 fast-growing U.S. women-owned businesses

BY PETER OSBORNE

NEW CASTLE – Battaglia Associates, a general contractor that specializes in utility work and excavation services, ranks fifth on a new ranking of the nation's 50 fastest-growing women-owned/led companies.

Battaglia President Christine Meyer saw her 13-year-old company's gross revenue grow from \$9.7 million in 2017 to \$46 million in 2019.

Most of the company's growth has come since 2015 when Battaglia installed fencing and cameras for a utility switchyard and substation, enabling guards to distinguish between a deer on the property and a person.

The 13th annual ranking comes from the Women Presidents' Organization in collaboration with American Express.

Eligible companies were ranked according to a sales growth formula, combining percentage and absolute growth. To qualify for the ranking, businesses were required to be privately held, woman-owned or -led, and have reached annual revenues of at least \$500,000 as of 2015 and

every subsequent year.

Meyer and her sister Jennifer Battaglia took over dormant Battaglia Associates in 2007 from her parents, who started Battaglia Electric in 1981. They considered getting into real estate – possibly house-flipping – but the financial crisis derailed that plan and they eventually moved into general contracting.

"It's been a long road but a quick journey," Meyer said, adding that they've used other electrical subcontractors on some projects, which has "led to some interesting dinner conversations" since the family still owns Battaglia Electric even with her father's retirement a few years ago.

Battaglia Associates, which employs 45 people depending on the project, expanded into the excavation side of the business in 2019 by acquiring another company, enabling it to open a civil division and have more control over projects.

The team at Battaglia Associates has mostly worked from home over the past few months but has recently returned to the office.

"I'm so proud of our hard-working team," Meyer said. "Business has



Battaglia Associates President Christine Meyer (L) with her sister Jennifer Battaglia. | PHOTO COURTESY OF BATTAGLIA ASSOCIATES

remained steady and we needed to formalize some policies and procedures, which we've done. We're still bidding on a lot of work because this is a field where you can't ignore your facilities."

Meyer said she particularly appreciates the commitment to diversity of Calvin Butler, the former Baltimore Gas & Electric CEO who now oversees Exelon's six local electric and natural gas companies as CEO of Exelon Utilities. She said Butler's programs enabled her company to get traction in a historically

male-dominated business.

Battaglia Associates focuses on security infrastructure and design; Betafence installation; security power distribution; UL certified panel pre-fabrication and installation; substation construction and maintenance; project management and supervisions; and excavation services. Its "Serious About Safety" program has led to zero recordable incidents since 2016. In addition to its office in New Castle, Battaglia Associates also has a Forest Hill, Md., office. ■

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COVID-19 Case Rates compared to DE's Wealthiest ZIP Codes

Ranked by COVID-19 Case Rate

Rank	Wealth Rank ¹	COVID-19 Testing Rank	ZIP Code City (County)	COVID-19 Case Rate Per 10K ²	COVID-19 Testing Rate Per 10K ³	Population	Total Households	Median Household Income	Per Capita Income	Total Households Average Size
1	32	3	19947 Georgetown (Sussex)	635	2,621	22,271	6,889	\$74,035	\$22,901	\$147,460
2	47	11	19941 Ellendale (Sussex)	518	2,127	3,242	1,160	\$67,577	\$24,179	\$124,137
3	8	1	19971 Rehoboth Beach (Sussex)	421	3,923	16,608	8,341	\$109,648	\$55,068	\$725,891
4	40	9	19960 Lincoln (Sussex)	350	2,251	7,728	2,710	\$70,011	\$24,551	\$143,785
5	35	5	19963 Milford (Kent)	301	2,497	22,007	8,642	\$71,072	\$27,910	\$184,977
6	30	13	19973 Seaford (Sussex)	280	2,038	27,688	10,491	\$73,432	\$27,823	\$187,619
7	29	10	19966 Millsboro (Sussex)	261	2,154	34,434	14,480	\$70,688	\$29,725	\$243,900
8	23	15	19945 Frankford (Sussex)	239	1,851	9,040	3,642	\$83,413	\$33,605	\$340,904
9	44	31	19933 Bridgeville (Sussex)	227	1,520	10,406	3,815	\$67,718	\$24,827	\$152,327
10	38	34	19956 Laurel (Sussex)	212	1,489	17,433	6,502	\$71,280	\$26,585	\$163,757
11	10	2	19958 Lewes (Sussex)	210	2,753	26,980	12,651	\$98,720	\$46,290	\$606,581
12	21	33	19939 Dagsboro (Sussex)	200	1,492	7,593	3,157	\$86,376	\$35,913	\$376,663
13	20	30	19975 Selbyville (Sussex)	194	1,523	10,866	4,776	\$84,672	\$37,217	\$483,368
14	54	17	19805 Wilmington (New Castle)	184	1,739	40,474	14,991	\$65,610	\$24,301	\$99,393
15	17	8	19968 Milton (Sussex)	168	2,297	13,708	5,525	\$90,725	\$36,567	\$355,534
16	46	27	19804 Wilmington (New Castle)	153	1,570	18,053	7,279	\$68,228	\$27,510	\$142,263
17	34	40	19946 Frederica (Kent)	142	1,429	4,743	1,817	\$74,009	\$28,352	\$172,218
18	36	21	19713 Newark (New Castle)	130	1,685	31,490	12,273	\$75,478	\$29,417	\$157,772
19	43	29	19720 New Castle (New Castle)	129	1,525	61,220	21,981	\$73,833	\$26,510	\$123,219
20	9	14	19709 Middletown (New Castle)	125	1,966	46,491	15,381	\$120,880	\$39,992	\$374,049
21	19	25	19808 Wilmington (New Castle)	125	1,595	38,742	15,651	\$93,447	\$37,751	\$321,929
22	31	16	19977 Smyrna (Kent)	125	1,790	28,117	9,225	\$78,289	\$25,686	\$138,163
23	27	19	19962 Magnolia (Kent)	124	1,697	12,919	4,466	\$80,494	\$27,826	\$160,583
24	55	38	19952 Harrington (Kent)	119	1,443	10,583	4,137	\$62,599	\$24,471	\$119,889
25	45	22	19904 Dover (Kent)	116	1,676	37,968	14,030	\$71,159	\$26,295	\$131,935
26	57	23	19801 Wilmington (New Castle)	114	1,656	16,766	7,222	\$47,364	\$20,402	\$30,095
27	26	37	19943 Felton (Kent)	113	1,454	12,905	5,016	\$80,234	\$31,186	\$209,406
28	1	4	19807 Wilmington (New Castle)	113	2,575	8,945	3,759	\$191,746	\$80,578	\$940,649
29	49	39	19703 Claymont (New Castle)	108	1,441	16,283	6,720	\$69,740	\$28,782	\$128,959
30	24	35	19702 Newark (New Castle)	107	1,479	54,474	20,007	\$92,398	\$33,936	\$196,529
31	53	43	19901 Dover (Kent)	106	1,377	36,806	14,448	\$64,920	\$25,484	\$121,038
32	13	26	19701 Bear (New Castle)	105	1,572	42,506	15,494	\$104,871	\$38,227	\$285,031
33	4	12	19803 Wilmington (New Castle)	104	2,072	21,570	8,803	\$140,618	\$57,388	\$723,364
34	2	7	19707 Hockessin (New Castle)	102	2,330	17,051	6,142	\$166,926	\$60,129	\$834,712
35	56	18	19802 Wilmington (New Castle)	101	1,714	26,731	10,105	\$61,386	\$23,206	\$68,625
36	41	45	19950 Greenwood (Sussex)	97	1,243	7,965	2,979	\$69,359	\$25,941	\$153,001
37	25	36	19934 Camden Wyoming (Kent)	93	1,478	15,079	5,627	\$80,682	\$30,108	\$205,601
38	14	19	19734 Townsend (New Castle)	93	1,697	14,811	4,618	\$108,711	\$33,896	\$229,466
39	33	42	19938 Clayton (Kent)	92	1,402	10,514	3,666	\$77,892	\$27,159	\$141,491
40	22	32	19809 Wilmington (New Castle)	87	1,517	13,910	6,099	\$94,507	\$41,438	\$317,659
41	11	24	19970 Ocean View (Sussex)	85	1,634	7,681	3,697	\$96,364	\$46,382	\$620,535
42	50	44	19940 Delmar (Sussex)	81	1,338	6,423	2,382	\$68,481	\$25,397	\$117,694
43	12	28	19711 Newark (New Castle)	73	1,534	54,545	20,105	\$103,734	\$38,236	\$381,671
44	28	46	19953 Hartly (Kent)	70	1,029	4,564	1,691	\$77,126	\$28,576	\$172,610
45	7	41	19810 Wilmington (New Castle)	59	1,427	25,517	10,377	\$115,245	\$46,867	\$547,397
46	16	6	19806 Wilmington (New Castle)	58	2,468	9,430	5,440	\$105,105	\$60,633	\$411,588

1 Wealth Rank is based off of Median Net Worth information supplied by ESRI.; 2 COVID-19 Case Rate per 10,000 population within stated ZIP code and represents test results that have been reported to the Delaware Department of Public Health.; 3 COVID-19 Testing Rate per 10,000 population in stated ZIP code and includes positive and negative test results reported to the Delaware DPH.
Source: Data was gathered from Esri and the Delaware Department of Health. The following towns (with Wealth Rank) did not have COVID-19 data released by the state due to small populations: Bethany Beach (3), Fenwick Island (5), Odessa (6), Millville (15), Harbeson (18), Marydel (37), Viola (39), Delaware City (42), Kenton (48), Houston (51), Bethel (52), Newark (58 & 59), Port Penn (60), Rockland (61), Saint Georges (62), Yorklyn (63), Dover AFB (64), Cheswold (65), Woodside (66).
Researched by: . Information for DBT's lists are either generated through public sources or supplied by individual organizations through questionnaires. We make every effort to confirm that the lists are comprehensive through industry sources. We assume that information provided by company representatives is accurate and truthful. Organizations that do not respond to our requests for information may be excluded from the list or listed at the bottom as Not Ranked (NR).

COVID-19 case rates flip state's wealthiest ZIP code rankings

BY PETER OSBORNE

With only a few exceptions, Delaware's least wealthy ZIP codes tend to move up the list when you re-rank by the highest COVID-19 positive case rates.

At first glance, that statement won't surprise those who have made the case that COVID-19 hits minorities and the poor harder than it does others.

Of the state's 66 ZIP codes, 18 were not large enough to have COVID-19 data released by the state and therefore aren't ranked on the list on the opposite page. Those areas are listed in the footnotes.

Outgoing Department of Health and Social Services (DHSS) Secretary Dr. Kara Odom Walker said that while DHSS prefers census-tract data to ZIP code data, which is based on postal routes and can be too small for credible analysis, the data does tell some important stories.

"What you've shown is that the patterns are real," said Walker, who spoke to the Delaware Business Times prior to leaving her position on July 31. "What we know is that ZIP code doesn't define our residents because of where you work, where you shop, and other risk factors."

Walker said that when talking about how social determinants impact contracting the virus, neighborhoods do emerge.

Among other findings from the data overlay:

- Three of the state's 20 wealthiest ZIP codes – two of them in Sussex County – also ranked in the top 20 for case rates.

- Five of the state's 20 wealthiest ZIP codes were not large enough to have COVID-19 data released by the state, while 10 of the state's least wealthiest ZIP codes did not as well.

- Some of the heaviest hit counties in the state for positive cases rank much lower when it comes to testing, and there appears to be a disproportionate amount of testing going on in some wealthier ZIP codes than the reported cases.

"Disparities matter," Walker said.

"Many of the [neighborhood] factors we see are the same that we see in the at-risk community – where people work, lack of access to cleaning supplies, the ability to isolate safely, and the presence of chronic conditions such as diabetes, kidney disease, and heart disease."

Walker said she's not surprised that Sussex County ZIP codes rank highly for both COVID-19 case rate and COVID-19 testing rank, which DBT used as an additional filter to see if wealthier communities had access to more testing.

"We've overtested in Sussex County so we can catch every possible contact, which means we've emerged with more cases," she said. "We're getting out the

word and getting more people tested. I see on the list areas with lots of workers in the poultry industry. We need to continue to do outreach to smaller areas, census tracts that we need to pay particular attention to. And these trends overlap with what we've seen with opioid outcomes."

Walker conceded that when she previewed the data, she said "this is so cool" before spending some time sorting and categorizing the data.

"I think this data will be useful to your readers," she said. "I'm lucky where I live but I can't let down my guard. The next emergence could be associated with the University of Delaware, or a church, or a funeral, or by someone who comes into your neighborhood. No one is immune to COVID."

"This data shows that your community matters and your behavior matters," she continued. "The Northeast Corridor is doing better [than the rest of the United States] because we've normalized mask-wearing and social distancing. We're seeing a lot more movement in the summer. People want to hang out at the beach with family members now because they're not going to be able to do it in the winter."

The rankings include one of the state's wealthiest ZIP code in Dewey Beach, where the state saw a major outbreak. Walker said that's not a surprise when

you have people living and working in an area for the whole summer, adding that positive cases may also go back to the patient's home state, which could impact the numbers.

"The high-wealth ranks really jumped out at me," Walker said. "A lot of the people at the top of the list are at the beach and near poultry processors. I think the state has done a really good job of testing at-risk residents, but it also shows that we really did have a problem and thank god we were paying attention."

Rather than providing her thoughts about the data, noted University of Delaware epidemiologist Dr. Jennifer Horney pointed DBT toward a study she and fellow UD researcher Ibraheem Karaye recently published on social vulnerability and COVID-19, where they found that racial minorities and people with limited English are nearly seven times more likely to be infected with coronavirus in the United States.

The study goes on to conclude that "large-scale disasters differentially affect the health of marginalized communities. In this study, minority status and language, household composition and transportation, and housing and disability predicted COVID-19 case counts in the U.S. Addressing the social factors that create poor health is essential to reducing inequities in the health impacts of disasters." ■



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Mountaire union-decertification effort suddenly has broader nationwide implications

BY KATIE TABELING

SELBYVILLE — Ballots that could decertify the union at Mountaire Farms will be sealed until early October as the National Labor Relations Board (NLRB) reviews a legal precedent that protects unions from being ousted in the midst of collective bargaining agreements.

The NLRB's decision could have a far-reaching impact across the country, specifically with private employers and possibly have some weight in the public sectors, according to Aaron Shapiro, an attorney with Connolly Gallagher.

"The two are not synchronous. The state and federal sectors have their own standards when it comes to labor law and unions, but those labor boards and commissions will be looking for consistent principles to contour their own decisions," said Shapiro, who focuses on employment law and collective bargaining.

The mail-in election to oust the United Food & Commercial Workers (UFCW) Local 27 was expected to end July 14, but the NLRB ordered ballots sealed until it reviews "contract bar" — a precedent that shields unions from being voted out during their three-year collective bargaining agreement.

“**This case was cherry-picked in order to level an attack on a labor precedent that has existed since the New Deal.**”

JONATHAN WILLIAMS

UFCW Local 27

The NLRB invited stakeholders during the week of July 6 to file briefs on whether the existing contract bar doctrine should be rescinded, modified, or remain as written. While it may be unusual to look at a long-standing precedent in union law, Shapiro said it was not as surprising as the board under the Trump administration has become much more aggressive at looking at other standards.

Contract bar limits when workers can file petitions to hold an election to vote out unions every three years, to a window of 90 days before the contract expires and ends 60 days before expiration. Thirty percent of workers in the union must sign the petition to trigger a vote, which has already happened in this case.

UFCW Local 27 spokesman Jonathan Williams called the review of contract bar a "broad attack on unions by a politically inclined" board.

"This was not solicited by either party,"

Williams told DBT. "This case was cherry-picked in order to level an attack on a labor precedent that has existed since the New Deal. If you don't have that period between contracts, then you cannot collectively bargain in good faith because there would be no reason to hold to the term of the contract."

Looking at the philosophy behind labor law, Shapiro said the idea is to provide a fundamental standard of stability for the employers and employees to work without disruption. To that end, decertification elections could take place every three years to bring in a new union and provide time to adjust and to quiet disgruntled voices in the workplace.

"I don't think it's likely that contract bar will be thrown out, but if it were it would be a devastating blow to the unions," he said. "It would mean there would never be that period of peace, since the union could always be challenged. Maybe employers would be supportive of it, but I could see them not being pleased with constant elections. The burden is on the employer to correct information [names, addresses, shift schedules, etc.] for the election to be held."

Options for the board include shortening the three-year bar, determining what an illegal term for contract bar is, or providing an umbrella clause about when it may or may not apply in the future.

Mountaire plant worker Oscar Cruz Sosa filed a petition earlier this year. He is represented by attorneys with the National Right to Work Foundation (NRWF), a legal advocacy group that represents workers in decertification cases. Cruz Sosa also filed a federal suit against UFCW Local 27 that claims the union is forcing members to pay fees through a contract clause.

The UFCW Local 27 represents about 800 workers at the Selbyville plant, as well as others at Allen Harim in Harbeson and other industries across the state. It is the only Mountaire plant with a union.

NRWF President Mark Mix applauded the NLRB's decision to review contract-bar, saying it "undermines free choice of workers."

"For decades, [contract -bar] allowed union officials to trap workers in a union a majority of them oppose for up to three years merely because the employer and union finalized a contract between themselves," Mix said in a press statement.

The deadline for UFCW Local 27, Mountaire Farms and NRWF to file briefs is August 21 and for other interested parties to file briefs by amici is Sept. 23. Parties may also file responsive briefs on Oct. 7. ■

Kent County sets its sights on becoming regional distribution center

BY KATIE TABELING

DOVER — KRM Development Corp. plans on breaking ground this fall on the first of several spec buildings in its Duck Creek Business Park, raising hopes of turning Kent County into a distribution stronghold in the region.

The 200 acres of land has sat for years waiting for the right timing to bring the next big thing to the outskirts of Smyrna, between Route 1 and 13. Now that utilities and other infrastructure are set, KRM Development Vice President Bryan Matthews sees the first 69,000 square-foot spec building ready to go up soon.

“We don’t want to narrow our focus, so we [our going to] build a combination of straight office and flex space. The idea is to meet the needs of all kinds of businesses, be it warehousing or strictly office,” Matthews said.

KRM Development, the real estate arm of the Dixon Group of Chestertown, Md., has built its name with two business parks in Maryland and leasing space that ranges to 60,000 to 100,000 square feet. Once built out over the projected 20 years, Duck Creek Business Park may infuse around \$477 million in economic development and around 4,000 jobs, according to officials.

Early plans for Duck Creek Business Park are subdivided into 27 lots, although Matthews said that it would be feasible to join two lots for a larger building. But time will tell, as KRM models itself as building one building and starts recruiting for tenants before building another one.

The larger the company is, the more attractive the Mid-Atlantic region is, Matthews said — and that puts this business park in Kent County in “a pretty good spot.”

“In my experience, the larger target areas depend on access to good roadways to both the north and south with the right infrastructure in place,” he added. “Based on the initial interest we had when we first started making plans here shows there’s great potential for this location.”

Available space and being centrally located is what manufacturers and distributors are looking for these days, which make Kent County ideal for business.

Kent County’s optimism is rooted in its central location in the state. N.K.S. Distributors will be consolidating both warehouses in one property in Smyrna — bringing 100 jobs with it — because of the central location.

“It’s all about that location, location, location,” said Central Delaware Chamber of Commerce President Judy Diogo. “Kent County is really in a perfect spot with the access we have to I-95, and there’s land available for growth. It’s difficult to find in some places.”

“When 70% of your inquiries are in



KRM Development has made significant inroads to the more than 200-acre parcel between Route 1 and 13, and expects to break ground on the first 69,000 square-foot spec building in the fall. Kent County economic officials hope it will be one of several projects to breathe life in the area. | DBT PHOTO BY KATIE TABELING

distribution, logistic warehousing and manufacturing, then you need to pay attention,” Kent Economic Partnership Executive Director Linda Parkowski said.

According to the 2018 comprehensive economic study by Rockport Analytics, Kent County’s top three biggest potential growth industries are business/legal services, logistics/warehousing and healthcare. This month, Parkowski is working with a list of 15 potential projects, all manufacturing, ranging from healthcare goods to plastics and textiles.

Previous studies show that the skilled laborers and technician sector face a job shortage, with around 1,170 annual job openings in Delaware, with nursing assistants and home health aides close behind at an average of 776 positions opening on an annual basis.

Before, Kent County would be ideal for small to medium manufacturers with prospects ranging from Harrington to Smyrna. But these days, Parkowski said that land with at least 20 acres and infrastructure is what really draws hot interest.

“That seems to be the sweet spot, or two 10-acre lots that can be combined,” Parkowski said. “There’s a number of large parcels for industrial parcels throughout the county, but the industrial parks with one acre or two are not faring as well.”

Infrastructure remains a key draw for any future development, as the county learned when it lost out on the Amazon fulfillment center in 2012. The e-commerce giant pulled out of a possible site in Smyrna once town officials said infrastructure would be ready once they were ready to build, and not before.

Amazon then moved north to Middletown, taking hundreds of jobs



Kent County economic development officials tout available land and central location as major selling points for manufacturers to come, like KRM Development which plans to build the Duck Creek Business Park. PHOTO COURTESY OF KRM DEVELOPMENT

with it. It was a hard lesson learned for Parkowski and others in the county, as officials mounted efforts to make sites shovel-ready.

“The infrastructure is there at Duck Creek, and that’s why we’re seeing activity there because the need was realized. There’s ready to move properties like Garrison Oak technology park in Dover,” she said. “Utility providers are really stepping to the plate every time we have solid projects come in.”

Other big draws include access to Route 1, as both Little Heaven and South Frederica are looking to revise their comprehensive plans with eyes set on major developments that depend on the interchanges that were recently built. The popularity of the DE Turf Sports

Complex may inspire more services like restaurants and hotels, while Little Heaven could draw another corporate center like Duck Creek Business Park.

While the county may be on the precipice of growth, Diogo pointed out it’s important to focus on what would keep people in Kent County to live as well as work.

“We have the ability to be downtown in 10 minutes where the hustle and bustle is, or literally drive another 10 minutes and be back in a rural area outside Dover,” she said. “As we’re seeing an increase of businesses coming in, we’re seeing an increase in pay, so I think we’re seeing the housing market even out. There’s a lot we have to offer people to come and stay here.” ■

Fencing company to open Dover-area plant, bring 90 jobs

BY JACOB OWENS

CHESWOLD – A former paint manufacturing plant is getting new life after a vinyl fencing manufacturer and one of its suppliers have formed a joint venture to acquire the facility.

Maryland-based Shoreline Vinyl and Utah-based Duratec formed 1886 Dover LLC to acquire the more than 163,000-square-foot manufacturing plant site that sits off U.S. Route 13. The joint venture bought the 51-acre property at 1886 Lynnbury Woods Road north of Dover for \$4.25 million in February, according to county land records.

Together, the companies will reportedly create 88 new jobs in Delaware while also relocating two positions. The Delaware Division of Small Business estimated that the economic impact for the project will total more than \$30.7 million.

On June 29, the project received the financial support of the state after the Council on Development Finance unanimously approved a \$10 million conduit bond issuance that would aid the acquisition, renovation and outfitting

of the new plant. The companies also received a combined \$268,823 from Delaware's taxpayer-funded Strategic Fund to aid their capital investment in the project.

Damian DeStefano, director of the Delaware Division of Small Business, noted that the funds obtained through the conduit bond are not counted toward the companies' capital expenditure grants – ensuring that state-endorsed bonds aren't receiving taxpayer funds in turn.

According to company officials, the bulk of Duratec's work is PVC extruding, or the manufacturing of different PVC components using dies, while Shoreline is a fabricator that prepares the PVC fencing pieces for installation through drilling and routing.

Duratec is a subsidiary of 19-year-old, family-owned and -operated National Vinyl Products (NVP), which has grown already in its home state. In 2018, it built a \$7 million, 30,000-square-foot production facility in central Utah that doubled its capacity and expanded its product offerings.

Shoreline is a 17-year-old, family-owned and -operated company based



The future Duratec/Shoreline plant is seen here outside of Dover. | DBT PHOTO BY KATIE TABELING

in Caroline County, Md., west of Milford. Five years ago, it moved into a 91,000-square-foot building that allowed it to double its workforce that prepares products for sale in nine states.

The site will also reportedly feature a third tenant, USA Fulfillment Inc., a Maryland-headquartered third-party logistics company that already has a Dover warehouse about 5 miles to the south of the planned Lynnbury Woods Road's facility. Jobs created at its operation weren't included in the 90-employee headcount, meaning the site will likely employ 100 or more.

The Shoreline/Duratec project will breathe new life into a manufacturing

plant that supported dozens of employees in the Cheswold area for generations. PPG Architectural Coatings closed its paint manufacturing plant after 43 years in 2019, citing "ongoing efforts to optimize our supply chain footprint and better service our customers," according to the Delaware State News.

At the time of its closure, 65 PPG employees manufactured interior and exterior paints, stains, caulks and adhesives and sealants for homeowners and professionals, including well-known brands like Glidden and Olympic Paints and Stains. The plant produced more than 10 million gallons of paint toward the end of its life. ■

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Kent County's Largest Employers

Ranked by Number of Kent County Employees

Rank	Company	Phone Website	Kent	DE Employees	Companywide	Description	Senior Executive	Year Founded
1	State of Delaware 150 MLK Jr. Blvd. S. Dover, DE 19901	(302) 744-4101 delaware.gov	11,410	32,600	32,600	State Government	John C. Carney (Governor)	1787
2	Dover Air Force Base 442 13th St. Dover, DE 19902	(302) 677-3000 dover.af.mil	6,400 ¹	6,400 ¹	6,400 ¹	Air Force base also home to Dept. of Defense's largest aerial port and the Air Mobility Command Museum. Responsible for the dignified return of fallen American service members.	Col. Joel Safranek (Commander)	1941
3	Bayhealth 640 State St. Dover, DE 19902	(302) 422-3311 bayhealth.org	3,200	4,100	4,100	Not-for-profit healthcare system includes Bayhealth Hospital-Kent Campus, satellite facilities and specialty physician practices.	Terry Murphy (President, CEO)	1925
4	Federal Government 500 W Lockerman St. Dover, DE 19904	(302) 674-3308 usa.gov	1,700	5,800	2,100,000	Federal Government	Thomas R. Carper (Senior Senator) Lisa Blunt Rochester (Representative)	1789
5	Walmart 702 S.W. 8th St. Bentonville, AR 72716	(800) 925-6278 walmart.com	1,625	4,498	2,200,000	Discount retail stores, wholesale clubs, and e-commerce.	Jason Leisenring (Regional GM)	1962
6	Perdue Farms Inc. 255 N. Rehoboth Blvd. Milford, DE 19963	(302) 424-2600 perduefarms.com	1,460	5,750	20,500	Raises animals to create products for consumers and retail and foodservice customers.	Randy Day (CEO)	1920
7	Dover Downs Hotel & Casino 1131 N. Dupont Hwy. Dover, DE 19901	(302) 674-4600 doverdowns.com	1,325	1,325 ²	1,325	Gaming and entertainment resort	Nicholas Polcino Jr. (VP & GM)	1969
8	Capital School District 198 Commerce Way Dover, DE 19904	(302) 672-1500 capital.k12.de.us	1,155	1,155	1,155	Public school district serving the greater Dover area.	Dr. Sylvia Henderson (Interim Superintendent)	1919
9	Caesar Rodney School District 7 Front St. Wyoming, DE 19934	(302) 698-4800 crk12.org	1,097	1,097	1,097	Public school district serving approx. 7,000 students in central DE including Dover Air Force Base.	Kevin R. Fitzgerald (Superintendent)	1915
10	Delaware State University 1200 N. Dupont Hwy. Dover, DE 19901	(302) 857-6060 desu.edu	909	909	918	The state's only Historically Black University, DSU offers 42 undergraduate degree programs, 18 master's degree programs and five doctoral degree programs.	Dr. Tony Allen (President)	1891
11	Smyrna School District 82 Monrovia Ave. Smyrna, DE 19977	(302) 653-8585 smyrna.k12.de.us	760	760	760	Public school district serving northern Kent County and extreme southern New Castle County.	Patrik Williams (Superintendent)	Late 1800's
12	Delaware Technical Community College 100 Campus Dr. Dover, DE 19904	(302) 857-1000 dtcc.edu	632	2,600	2,600	Statewide institute of higher education providing academic, technical, and workforce training.	Dr. Mark T. Brainard (President)	1966
13	The Kraft Heinz Co. 1250 W. North St. Dover, DE 19904	(302) 734-6100 kraftheinzcompany.com	580	580	36,200	Dover plant manufactures Jello-O, Stove Top Stuffing mix, Shake 'n Bake, Baker's Coconut, Country Time, Crystal Light, and Kool-Aid powdered drink mixes.	Miguel Patricio (CEO)	1964
14	Edgewell-Dover 804 Walker Rd. Dover, DE 19904	edgewell.com	530	530	5,750	Dover operation manufactures feminine care products including Playtex, o.b., Stayfree, and Carefree brands.	Taryn Dalmasso (Operations Director)	2015 ³
15	ILC Dover 1 Moonwalker Road Frederica, DE 19946	(302) 335-3911 ilcdover.com	457	462	740	Designs and produces engineered products employing high-performance flexible materials.	Francis DiNuzzo (President & CEO)	1947
16	Eagle Group 100 Industrial Blvd. Clayton, DE 19938	(302) 653-3000 eaglegrp.com	425	425	425	Manufactures commercial food service equipment and products for the material handling, healthcare, life sciences, laboratory, clean-room, and wholesale plumbing industries.	Larry McAllister (Owner & President)	1947
17	Baltimore Aircoil Company 1162 Holly Hill Road Milford, DE 19963	(302) 422-3061 baltimoreaircoil.com	355	355	687	Products and services include cooling towers; evaporative condensers; thermal storage equipment and controls.	Don Fetzter (President & CEO)	1938
18	ChristianaCare 501 W. 145th St. Wilmington, DE 19801	(302) 733-1000 christianacare.org	349	12,100	12,181	Not-for-profit teaching healthcare system that includes the Smyrna Health and Wellness Center.	Dr. Janice E. Nevin (President, CEO)	1888
19	Kent County 555 Bay Rd. Dover, DE 19901	(302) 744-2305 co.kent.de.us	283	283	283	County government	Michael Petit de Mange (County Administrator)	1683
20	Redner's Markets Inc. 3 Quarry Rd. Reading, PA 19605	(610) 926-3700 rednersmarkets.com	280	450	4,750	Employee-owned retail food company	Ryan Redner (CEO)	1970
21	Food Lion 2110 Executive Dr. Salisbury, NC 28147	(704) 633-8250 foodlion.com	270	1,230	63,000	Grocery store chain	Meg Ham (President)	1957
22	Chesapeake Utilities 500 Energy Ln. Dover, DE 19901	(800) 427-2883 chpkgas.com	260	320	1,000	Diversified energy company	Jeff Householder (President, CEO)	1859
23	Goodwill of Delaware and Delaware County 1678 Governors Ave. Dover, DE 19904	(302) 761-4640 goodwillde.org	235	880	985	Nonprofit org. with mission of improving the quality of life for people with barriers to self-sufficiency through job training and placement programs.	Colleen Morrone (President, CEO)	1921
24	Modern Maturity Center 1121 Forrest Ave. Dover, DE 19904	(302) 734-1200 modern-maturity.org	220	220	220	Offers programs, services, and activities to help older adults age in place as well as Meals on Wheels, adult day services, caregiver resource center, and early memory loss program.	Carolyn Fredericks (President & CEO)	1969
25	P&G - Dover 1340 W. North St. Dover, DE 19904	(302) 678-2600 us.pg.com	190	190	97,000	Produces Pampers Sensitive and Complete Clean wipes, distributes Pampers Aqua Pure and Luvs wipes.	Clarence NDangam (Plant Manager)	1996 ⁴

¹ Includes 3,900 active duty, 1,500 reservists, 1,000 civilians.; ² Approx. half are still on furlough as of 7/28/20.; ³ Edgewell founded in 2015. Personal care brands date back to 1950.; ⁴ Year P&G acquired plant from Kimberly-Clark. Source: Individual company survey responses & their websites. We believe these companies may have been included, but did not respond to repeat inquires: CVS; Rite Aid. Dover International Speedway has 55 FTE but hires ~2,000 on special event weekends. Researched by: Delaware Business Times. Information for DBT's lists are either generated through public sources or supplied by individual organizations through questionnaires. We make every effort to confirm that the lists are comprehensive through industry sources. We assume that information provided by company representatives is accurate and truthful. Organizations that do not respond to our requests for information may be excluded from the list or listed at the bottom as Not Ranked (NR).

Delaware launches new IT Council to net tech talent

BY JACOB OWENS

WILMINGTON – Delaware has a new industry association representing the state's information technology (IT) workers, and it aims to position the First State to capture top talent.

The Information Technology Industry Council (ITIC) is comprised of more than 20 executives representing the state's major employers, who will collaborate to help build a ready IT workforce pipeline for the state's major companies by coordinating with high schools and higher education institutions on training, and recruiting and retaining great talent from in and out of the state.



Patrick Callihan

The ITIC has a public-facing website called Tech Hire Delaware, www.techhiredelaware.org, where it points interested applicants toward a review of IT training

programs like Zip Code Wilmington and TechImpact's ITWorks.

Patrick Callihan, executive director of the nonprofit TechImpact, said the effort to create the ITIC has been ongoing for about year and he enlisted the help of former Delaware first lady Carla Markell to recruit business leaders.



We want to put a real focus on growing an inclusive talent pool around IT in Delaware.



PATRICK CALLIHAN

Executive Director, TechImpact

"We want to put a real focus on growing an inclusive talent pool around IT in Delaware," he said.

The membership of the ITIC includes AAA MidAtlantic, Bank of America, Bayhealth, Best Egg, CAI, Capital One, Christiana Care, CSC, Delaware Department of Technology and Information, Delaware Department of Education, Delaware Department of Labor, Delaware Technical Community College, Diamond Technologies, DuPont, JP Morgan Chase, M&T Bank, My Sherpa, Pepco Holdings, Delmarva Power, The Precisionists, Trinity Logistics, and WSFS Bank.

While Delaware has seen an increasing spotlight for its IT sector, especially in regard to its plentiful financial services employers, it also suffers from a lack of needed workers.

"The demand for skilled IT professionals will intensify as our reliance on technology surges and we need to keep pace to be competitive,"

said James Collins, chief information officer at the Delaware Department of Technology and Information. "The Department of Labor projects that six of the top 10 most in-demand jobs are in IT, which makes the role of the IT Industry Council vital."

The ITIC grew out of the Delaware Pathways initiative, which launched in 2015. Today, the program enrolls close to 20,000 students in all of Delaware's 19 public school districts. Students can choose from 18 different career pathways spanning from health care to culinary arts and gain a combination of

targeted classroom instruction, college credit, and real-world work experience.

In a statement, Gov. John Carney, who kicked off the first ITIC meeting July 16, called the goal of building a coordinated strategy to strengthen Delaware's tech talent pipeline "critical."

"We have most of the elements in place to be a national leader, but we need deliberate efforts to ensure a diverse supply of skilled IT specialists right here in Delaware. I look forward to this IT Industry Council collaborating with companies,

higher education institutions, training organizations, and the K-12 system to develop the next generation of IT professionals, engineers, and leaders to fuel innovation in our state," he said.

The ITIC won't be alone in its efforts to bring stakeholders together, as Delaware's economic development agency, the Delaware Prosperity Partnership (DPP), is also working with a national consulting firm to develop a coordinated statewide strategy to build an inclusive tech talent pipeline scheduled to be released this fall. ■

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Support Our Journalism: Every day Delaware Business Times is breaking news online. To stay up to date, signup for our daily newsletter at, Delawarebusinesstimes.com/newsletter. ICYMI (In Case You Missed It) highlights a few of those stories.

Hockey team owner buys Newark arena for \$3.5M

NEWARK – The owner of minor league hockey franchises and numerous arenas in the United States has acquired the Patriot Ice Center for \$3.5 million, according to county land records.

Black Bear Sports Group announced the deal July 20, marking the 5-year-old company's first acquisition in Delaware after owning and operating 15 arenas in Pennsylvania, New Jersey, Maryland, Illinois, and Connecticut.

The private company is led by founder and CEO Murry Gunty, who also co-owns the Youngstown Phantoms, a top-tier junior U.S. Hockey League franchise located in Ohio, and a second-tier junior North American Hockey League franchise, the Maryland Black Bears. Gunty's company focuses on ice arenas in metropolitan areas with "compelling demographics, markets with a National Hockey League club presence and arenas with existing youth hockey clubs," according to a press release announcing the acquisition.

The 67,000-square-foot Patriot Ice Center features one NHL-size ice rink and one Olympic-size ice rink, an athletic training gym, café, pro shop, and a martial arts studio. The rink is home to the Delaware Ducks Youth Hockey Club, a second-tier USA Hockey youth club playing in the Delaware Valley Hockey League. It also hosts various tournaments and high school teams from around the region as well.

Black Bear has a history of investing into its acquired properties and that



will be the case in Newark, where upgrades are coming.

"We are excited to improve the facility and strengthen the skating and hockey programming at Patriot," said Ryan Scott, vice president of Black Bear, in a statement. "Our immediate priority is to structurally improve the ice surfaces and to renovate the building to enhance the customer experience going forward."

The Patriot Ice Center was known for many years as The Pond, when it hosted well-known figure skating Olympian Johnny Weir for training. Newark for many years was considered a prime hub for figure skating talent between The Pond and the University of Delaware's Fred Rust Ice Arena.

The Pond's reputation was damaged in 2013, however, when child sexual abuse charges were levied against a former co-owner and he was subsequently convicted. In 2018, local hockey coach Mark Cardillo and chiropractor Alex Bohatiuk took ownership of the facility and rebranded it the Patriot Ice Center. ■

-By Jacob Owens

New Jersey investors buy 3 Wilmington apartment complexes for more than \$9 million

WILMINGTON – A New Jersey investor has acquired three apartment complexes in or near the city in deals totaling nearly \$9.2 million over the past few months.

Each of the buyers are limited liability corporations connected to Ephraim Robert Eisenberg, of Livingston, N.J., and at least one is connected to Robert Rabinowitz, according to county land records.

The sales were announced June 30 by the Philadelphia-based brokerage that arranged them, Rittenhouse Realty Advisors (RRA).

In February, Eisenberg's company acquired the 78-unit Jefferson Park/ Adams Street Apartments located at 2600 N. Jefferson St. in Baynard Village for more than \$3.4 million. Two months later, another affiliate bought the 42-unit Holly Oak Manor complex located at 1 Jill Court in Holly Oak for more than \$4.8 million. Finally, another company bought the 15-unit building located at 822 N. Adams St. near the Trinity Vicinity neighborhood in Wilmington for more than \$846,000 in June.

According to RRA, the units were fully occupied at the time of each sale with "very strong rent collections, especially considering the impact the COVID-19 pandemic has had on the U.S. economy."

During a time of uncertainty, RRA has been able to maintain a steady deal flow in the Wilmington market due to increased interest from investors the company works with from the New York and North Jersey markets.

Bob DiPasquale, a senior associate at RRA who worked on the transaction, said



Jefferson Park apartments was recently sold to a real estate investor for \$3.4 million. PHOTO COURTESY OF RRA

that Delaware was becoming attractive to out-of-state investors because of limitations in neighboring regions.

"With the buyer saturation and rent control legislation in New York and North Jersey, we are seeing Northern Delaware become a hot area for regional investors looking to deploy equity to more fruitful ventures," he said in a statement.

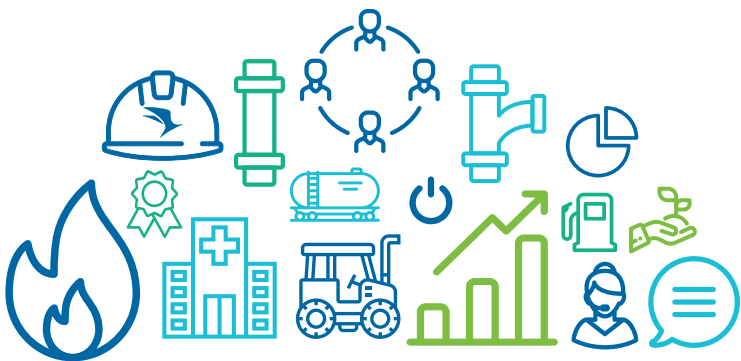
Corey Lonberger, managing partner at RRA, agreed, and added that the firm introduced Eisenberg's investors to the Wilmington market.

"We are seeing more and more buyers flocking to the Wilmington market given the strong economic drivers in the area. This is allowing us to really push values for our clients," he said.

The acquisitions are the latest New Castle County multi-family residential complexes to change hands in the past year, with Delaware-based Evergreen Apartment Group buying the 116-unit River Commons Apartments in downtown Wilmington, for \$7 million in November.

In May 2019, Pennsylvania-based Galman Group acquired the former Studio Green and Park Place apartment complexes in Newark, renaming them Thorn and Lehigh Flats, for about \$41 million. Galman said July 20 that it had completed the first stage of its planned \$30 million renovation, rehabbing about 180 of the 702 units there. ■

-By Jacob Owens



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- Business Email Compromise | Invoice Fraud
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SPEAKERS



MARK BRINDLE
Vice President,
Chase



PHILLIP FERRARO
Managing Director, J.P.
Morgan Asset & Wealth
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IN CASE YOU MISSED IT

Dewey Beer eyes industrial site for expansion

HABERSON — Dewey Beer Company is looking to expand beyond its overflowing Dewey Beach taproom and microbrewery operation into the Kings Landing Business Park to meet the hot demand for its beer and give it room to start distribution.

"We have simply run out of beer. People are trying to get our product every day by calling, emailing and messaging us, but it's only in Dewey Beach right now," Smith told the Sussex County Planning Commission. "This building can handle the growth we are looking for...we'd like to distribute our product, but we don't have the opportunity because we can't keep up with demand with what we have now."

Earlier this year, the small company made waves by beating out Dogfish Head Brewery as Delaware's top brewery by popular beer-drinking app Untapped.

Dewey Beer Company has applied for a conditional use permit to open a secondary location out of the business park on 18499 Harbeson Rd, according to county documents. The microbrewery is looking at signing a 10-year lease for 9,900 square feet, with options to renew, according to Keith Walpole of R & R Commercial Reality, the firm that represents the property.

The lease is contingent upon approvals with Sussex County government, so there is no firm date when Dewey Beer Company would open their doors out of the industrial park.

Space in the industrial park would triple Dewey Beer Company's existing floor space. Founded in 2015, Smith and head brewer Michael Reilly started out of a 3,000 square-foot storefront in downtown Dewey Beach that

used to be Bubba's Grill and Theo's Family Restaurant.

Nearly 90% of the building would be focused on beer production rather than serving beer. Floor plans show a sizeable brewery production with room for roughly a dozen fermenters and other equipment, a grain room, and areas for canning and labeling product.

About 80% to 90% of the beer production would be moved off-site, according to Fred Townsend, the attorney who represented Dewey Beer Company during the county Planning Commission meeting on July 11.

To keep up with the constant demand, Smith said Dewey Beer Company needed to find a spot to grow with it.

"Every year, we found some way to expand our production slowly but eventually we hit the back door — literally," Smith told Sussex County officials. "We took out a bathroom and put in an extra fermenter. We need a new space to help ease that burden."

Unlike the Dewey Beer Company's existing location, there are no plans to open a restaurant in Kings Landing Business Park, but there is a possibility of bringing food trucks to the site. There are plans for an indoor tasting pub and room for 16 tables outside.

Smith declined to comment when contacted by the Delaware Business Times while his application was before Sussex County officials but did say that Dewey Beer Company will "always be our home."

The Sussex County Council will hold a hearing on the Dewey Beer Company's application on Aug. 11 at 1:30 p.m. ■

-By Katie Tabeling

Cavaliers redevelopment to bring 700+ homes

CHRISTIANA — When the long-awaited redevelopment of the former Cavaliers Country Club breaks ground in coming months, it will bring hundreds of new residential units to a northern New Castle County market that rarely sees such growth anymore.

The latest plans, approved by the New Castle County Council on July 28, no longer feature the commercial space that developer Carlino Commercial Development first proposed six years ago.

The 18-hole private golf course and country club opened in 1959 but agreed to sell the property to Pennsylvania-based Carlino in 2013 amid a decline in its membership. According to county land records, the property hasn't changed hands yet.

The current plan calls for the building of 359 single-family homes, 68 townhouses and 288 apartment units, or a total 714 dwellings, on the 146-acre property. It will also feature an age-restricted portion of that housing for those 55 or older, including 62 carriage houses, 40 single-family homes and 100 twin homes on the eastern side of the community.

While a builder for the community to be named The Reserves at Cavaliers Country Club has not been selected, many of the images shared with the public for visioning purposes come from Virginia-based Ryan Homes, which is building many communities in Delaware. Carlino envisions many of the workers in the Route 273 and Route 4 corridor, including those at ChristianaCare, JPMorgan Chase, Delaware Technical Community College, and more, to be targets for the housing.

Several years ago, Carlino dropped its original plan to construct more than 375,000 square feet of commercial space that was opposed by residents of neighboring communities. It had called for a mix of retail, restaurant, office space, and even a multistory hotel next to the Christiana Mall, a destination for shoppers all over the region.

There will be a small portion of commercial mixed into the community, as the 27,800-square-foot, former clubhouse is anticipated to be turned into a restaurant. If successful, Carlino is proposing to expand the clubhouse with a 15,000-square-foot addition to potentially add in some additional retail business.

The proposed redevelopment on the northeastern border of the Christiana Mall had faced an uphill climb after many residents turned out to oppose its county rezoning application in 2018. A 10-2 vote by the county council allowed the move from suburban (S) to suburban transition (ST) zoning, however, clearing the way for higher density that added hundreds of additional homes.

During a review of the project during the council's July 21 Land Use Committee meeting, councilmen Bill Bell and Ken Woods, who voted against the rezoning two years ago, said that they were pleased with where



The former Cavaliers Country Club near the Christiana Mall is set to become a residential community of more than 700 units. | MAP COURTESY OF GOGGLE

the plan stands today and thanked the developer for soliciting their neighbor's input over many years.

"I think that is the benchmark of a successful development," Bell said of those efforts.

While some neighbors voiced opposition once again to the development in recent days, the council voted 12-0, with Councilwoman Janet Kilpatrick present but not voting, to sign off on the final plan.

One of the biggest missing pieces from the development right now is a connection between the community and the neighboring mall property.

Shawn Tucker, the local legal counsel for Carlino on the project, told the county council during its land use meeting that there will be no road or pedestrian access linking the two. He explained that the mall's owner, Brookfield Properties, did not approve of a road interconnection between Churchmans Road and the mall that many had wanted, and terms could not be reached to enable a pedestrian path either. Brookfield sought to have open-ended rights to move the pathway into the future should it choose to, with the community bearing the cost of doing so.

"We certainly objected to that kind of provision. Developers don't typically continue a financial obligation for an undisclosed period of time," Tucker said.

The community will benefit, however, from the future addition of a connector road between Churchmans Road and Center Boulevard, near the Christiana Fashion Center adjoining the mall. Carlino will invest \$1 million into building the road through its property while the Delaware Department of Transportation has committed to picking it up at the edge of its property and running it to the Route 1 interchange road.

Tucker told Delaware Business Times that the Cavaliers project could break ground as early as this year, depending on the progress to remediate some environmental issues left over from the former golf course. ■

-By Jacob Owens

FOR THE RECORD

Real Estate Transactions

Source: Local Recordors of Deeds

NEW CASTLE CO.

Thomas Miller & Cheryl Smith to Kristen M. & Brian C. Beard; 112 Nantucket Dr., Drawyer’s Creek, Middletown 19709, \$505,000

Patrick J. Logue to Kelly & Christopher Miller; 102 Kildonan Glen, Centerville Tract, Wilmington 19807, \$900,000

Nga Ngoc Trinh to Baojing Shi & Chang Xu; 17 Amberfield Lane, Hockessin Chase, Hockessin 19707, \$615,000

Red Five Group, LLC to Zina Stewart; 500 Bobolink Court, Augustine Creek II, Middletown 19709, \$500,000

John & Patrick Hawryluk to Rita & Raymond T. Hinderer 3rd; 646 Smyrna Landing Road, Smyrna 19977, \$645,000

Donald Dean Wilson, Jr. & Michael Wilson to Edgar Harvey, IV; 301 Old Wilmington Road, Wilmington 19807, \$500,000

St. Anne’s Development Associates, LLC to Hunter Dorris & Megan L. Quirk; 311 Creighton Drive, The Estates at St. Anne’s, Middletown 19709, \$523,111

Toll DE LP to Gagan & Rajni Kumar; 1127 Casey Drive, Highpointe at St. Georges, New Castle 19720, \$829,676

Benchmark Builders, Inc to Meredith Zeitler to Patrick Malone; 607 McCracken Drive, Rothwell Estates, Middletown 19709, \$503,632

Adeline Cox Trabbold to David & Jamie Debrabander; 750 Gum Bush Road, Lot 1,2 & 3, Townsend 19734, \$720,000

Montchanin Rockford, LLC to Robert Felicetti & Karen Jannie-Landau; 2554 Riddle Ave., Rockford Falls, Wilmington 19806, \$895,505

Delaware Wild Lands, Inc. to Matthew and Alicia Gallagher & Richard and Alison Seewald; 630 Taylor Bridge Road, Townsend 19734, \$565,000

Toll DE LP to Hemanth Kumar Andanappa; 924 Melissa Court, Highpointe at St. George, New Castle 19720, \$614,124

SUSSEX CO.

NVR, Inc to Leslie & Patrick Shuey, Sr.; 30081 Sanctuary Drive, The Overlook, Selbyville 19975, \$515,600

Kent House, LLC to Arseny E. Bogomolov & Katherine McAllister; 33285 Kent Ave., Coral Moore, Bethany Beach 19930, \$578,000

Michael Burdette & Patricia B. Wilks to Donald N. & Mira Lynn Glen; 32574 Woods Court, Pinewater Woods, Harbeson 19951, \$685,000

Kimberly & Jeffrey Hamer to Meredith & Rodney Brooks, III; 55 Bay Reach, Country Manor Pine, Rehoboth Beach 19971, \$825,000

Insight at Sunset Harbour, LLC to Michele Zhang; 38217 Creek St., Sunset Harbour, Ocean View 19970, \$588,888

Warren & Priscila Prunella to Susan &

John Lewis; 408 Canal Way East, The Salt Pond, Bethany Beach 19930, \$822,000

Edward B Cohen to Eileen & Charles Meloni; 29135 Ocean Rd. Unit 7, Tower Shores, Bethany Beach 19930, \$1,162,500

Mildred A. Garrison and Douglas Fox & Deidre Fox to Cynthia & Richard Arnold; 303 Walkabout Road, The Salt Pond, Bethany Beach 19930, \$525,000

NVR, INC to William F. & Julie A. Gonnelli; 37063 Seagrove Way, Seagrove, Dagsboro 19939, \$509,500

Schell Brothers LLC to Joel S. Brunson; 35525 Creekside Drive, Sawgrass North at White Oak Creek, Rehoboth Beach 19971, \$854,267

GLH of Lewes to Joseph & Maura Cullington; 201 Governors Blvd. Unit 176, The Governors Condominiums, Lewes 19958, \$587,420

Schell Brothers LLC to Donna M. Attanasio; 33985 Darlington St., Tidewater Landing, Lewes 19958, \$923,200

SBA Loans

Source: Small Business Administration, Delaware District Office

7A PROGRAM

All FY 2020 Approvals

Borrower: **Young Wha Suh**
City: Wilmington
Lender: PromiseOne Bank
Gross Approval: \$380,000
Type of Business: General Auto Repair
Jobs Supported: 4

Borrower: **Smile LLC**
City: Newark
Lender: Berkshire Bank
Gross Approval: \$150,000
Type of Business: Dental Laboratories
Jobs Supported: 14

Borrower: **Janssen HH, LLC**
City: Frankford
Lender: PNC Bank
Gross Approval: \$250,000
Type of Business: Remediation Services
Jobs Supported: 7

Borrower: **EHL Transportation LLC**
City: Bear
Lender: Wells Fargo Bank
Gross Approval: \$15,000
Type of Business: General Freight Trucking
Jobs Supported: 0

Borrower: **A & W Auto Repair**
City: Wilmington
Lender: PromiseOne Bank
Gross Approval: \$410,000
Type of Business: General Auto Repair
Jobs Supported: 6

Borrower: **Tulip Nails of DE, LLC**
City: Wilmington
Lender: TD Bank
Gross Approval: \$25,000
Type of Business: Nail Salons
Jobs Supported: 0

Borrower: **Maple Farms, LLC**
City: Ellendale
Lender: First Financial Bank
Gross Approval: \$1,043,000
Type of Business: Broilers Chickens
Jobs Supported: 2

Borrower: **Jaykal LED Solutions, Inc.**
City: Harbeson
Lender: Grow America Fund, Inc.
Gross Approval: \$850,000
Type of Business: Building Material Dealer
Jobs Supported: 19

Borrower: **Vanderslice Inc.**
City: Wilmington
Lender: M&T Bank
Gross Approval: \$50,000
Type of Business: Building Finishing Contractors
Jobs Supported: 8

Borrower: **Daily Veg Newark LLC**
City: Newark
Lender: M&T Bank
Gross Approval: \$107,000
Type of Business: Specialty Food Stores
Jobs Supported: 10

Borrower: **Atlantic Social Rehoboth, LLC**
City: Rehoboth Beach
Lender: WSFS
Gross Approval: \$785,000
Type of Business: Full-Service Restaurants
Jobs Supported: 50

Borrower: **Wiley Pharmacy, LLC**
City: Bear
Lender: United Community Bank
Gross Approval: \$475,000
Type of Business: Pharmacies and Drug Stores
Jobs Supported: 4

Borrower: **SF Wilmington Inc**
City: Wilmington
Lender: M&T Bank
Gross Approval: \$775,000
Type of Business: Full-Service Restaurant
Jobs Supported: 50

Borrower: **Sugarman Creations LLC**
City: Wilmington
Lender: FinWise Bank
Gross Approval: \$300,000
Type of Business: Electronic Shopping and Mail-Order Houses
Jobs Supported: 3

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DELAWARE BUSINESS TIMES

FOR THE RECORD

NEWS BRIEFS

PHILANTHROPY

The Arsh-Cannon Fund (ACF) at the Delaware Community Foundation has awarded \$582,248 in grants to Delaware's nonprofit organizations that are reaching out to Latino families with accessible and needed educational programs at this time of crisis. FY 2020-21 grant awards focused on:

Language Learning and Family Literacy:

• **ESL@Lutheran Church of Our Savior – \$20,000** (second year of grant) Multi-level classes and online English instruction

• **PolyTech Adult Education – \$20,000** (second year of grant) Family Literacy Program for parents and their children

• **Literacy Delaware – \$20,000** to strengthen southern Delaware's ESL tutoring program

• **Reading Assist – \$20,000** to support AmeriCorps reading tutors at Academia Antonia Alonso Elementary School

Pre-K through Career Planning Programs:

• **Nativity Preparatory School of Wilmington – \$17,500** to support the Hispanic Services Program, a 12-year educational/support program for Latino boys from Wilmington starting at age 10.

• **YMCA of Delaware – \$13,000** for the Water Wise Program for 150 dual language learners at Academia Antonia Alonso Elementary School

• **Project New Start – \$12,500** to support and prepare Latinos for employment and community reentry post-incarceration

Arts and Cultural Education:

• **Three 2020 Hispanic Heritage Month Celebrations – \$2,750** each at the Milton Public Library, Route 9 Library and Innovation Center and Dover Library

• **The Delaware Contemporary – \$6,000** to support Building a Creative Future, a weekly arts program for at-risk youth

Health Supports for Learning:

• **National Alliance for Mental Illness – Delaware – \$19,448** to support the Hispanic Services Initiative throughout Delaware

• **Autism Delaware – \$9,000** to provide the Family Peer Support Program to families with children with autism

• **Rosa Health Center – \$25,000** to provide comprehensive care including health education to Latino families in central Sussex County

Educational Advocacy:

• **Delaware Campaign for Achievement Now – \$30,000** to expand Juntos Delaware, a Latino advocacy fellows training program

Community Collaborative Partnerships:

• **Trinity Episcopal Parish – \$40,000** to support bilingual counseling and referral services for Latino families between the parish and the Empowerment Center/Friendship House in Newport

• **La Esperanza Community Center – \$107,550** to expand the La Colectiva-inspired Family Coaching and Navigation Program in southern Delaware

• **First State Community Action – \$100,000** for the Sussex County Relief Program, which supports payments to

cover the basic needs (food, housing, utilities, etc.) of qualified Latino immigrant families in crisis. It is integrated with the Family Coaching and Navigation Program.

• **ChristianaCare Caregiver Relief Fund – \$15,000** to provide direct support to families of Latino healthcare providers – frontline caregivers

• **La Colectiva de Delaware – \$114,000** for management, operations and communications; leadership awards and Collaborative Planning Team funding

The first Energize Delaware Empowerment grant of \$500,000 will go to **Habitat for Humanity of New Castle County**, the first award from a \$4 million fun grant made possible for **Delmarva Power** customers by the Exelon merger that was approved by the Delaware Public Service Commission. Habitat proposed working cooperatively with the Kent and Sussex Habitat's ReStore locations on an innovative program to provide improved efficiency, reliability, and energy savings to Delaware income qualified residents, replacing their aging refrigerators with new energy efficient refrigerators. The program will directly benefit Delmarva Power customers whose households earn 60% or less of Delaware's median income.

The Delaware COVID-19 Strategic Response Fund at the Delaware Community Foundation awarded \$210,426 on July 24 to 11 nonprofit organizations providing services to communities throughout the state. Grantees are:

• **Delaware Children's Museum – \$20,000** for safety materials for visitors, social distancing signage, sneeze guards and other equipment to ensure a safe

reopening.

• **Kent-Sussex Industries – \$25,000** for equipment and renovation of program space.

• **Sussex County Habitat for Humanity – \$27,440** for technology for various purposes, including a website redesign to integrate online ReStore sales.

• **West End Neighborhood House – \$20,086** for an outdoor classroom, disposable masks and a temperature screening system.

• **YMCA Delaware – \$50,000** to improve indoor safety and air quality through ventilation and filtration.

• **Code Purple of Kent County – \$25,000** for a food truck to deliver food to the homeless in Kent and Sussex County.

• **Delaware Zoological Society – \$6,600** for online ticketing software.

• **Developing Artists Collaboration (Dewey Artists) – \$3,400** for electronics for the Creative Career Service Program.

• **Kalmar Nyckel – \$5,400** for a virtual field trip program.

• **Serviam Girls Academy – \$20,000** to prepare for a safe reopening, including health and safety training for teachers and administration.

• **Historic Lewes Farmers Market – \$7,500** for signage and equipment to reopen safely.

The Rotary Club of Wilmington in partnership with the **Food Bank of Delaware, the Latin American Community Center, REACH Riverside/Kingswood Community Center, and**

Christina Cultural Arts Center are providing food to hundreds of families each week throughout New Castle County.

AUTO DEALERSHIPS

Carman Ford of New Castle is helping Ford Motor Company bring back the iconic Bronco nameplate by offering information online and allowing buyers to reserve the long-awaited Bronco. Delivery of the first of three models – Bronco Sport – is scheduled for later this year.

BANKS

M&T Bank has been recognized as one of the Best Places to Work for Disability Inclusion in the 2020 Disability Equality Index (DEI) for the second year in a row.

DELAWARE PUBLIC COMPANIES

Ashland Global has agreed to sell its maleic anhydride business and manufacturing facility in West Virginia to AOC Materials for \$100M. Maleic anhydride is manufactured industrially on a large scale for applications in coatings and polymers.

InterDigital, Inc., a mobile and video technology research and development company, today announced its participation in the Horizon 2020 INVICTUS project—a collaborative research effort developing authoring tools for the creation of volumetric digital humans and avatars for gaming and interactive virtual applications. The project aims to scope the technologies required for realistic digital avatars and shape new possibilities for digital storytelling.

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FOR THE RECORD

NEWS BRIEFS

Goldey-Beacom College announced the Class of 2020 Commencement Ceremony is postponed until spring 2021. Graduation was first delayed from its traditional date in May 2020 to November 2020 to coincide with Legacy Weekend. Because of the continuing spread of COVID-19 in THEregion and the cancellation of many large events through the end of the year, it was decided to wait until spring to revisit the options.

GOVERNMENT

Sussex County has purchased 17.5 acres in the Inland Bays watershed near Angola to protect it from future development, preserving it as open space for nature and naturalists alike to enjoy in the years to come. The County purchased the property from the Dickson and Riley families for approximately \$970,000, with money coming through realty transfer taxes already collected and budgeted. It is the latest effort by the County government to build the area's open space inventory, often in partnerships, either through the purchase of development rights or by buying land outright. The property sits at a critical place within the watershed, serving as the entry point for water that filters into the Inland Bays. The County sought the assistance of the non-profit Center for the Inland Bays in identifying and recommending parcels that were strategic in their location, and would benefit the waterways most by being protected.

HEALTHCARE

ChristianaCare has been rated a Best Hospital by U.S. News & World Report for the fifth year in a row. ChristianaCare also

achieved the highest ratings in nine of 10 common adult conditions or procedures evaluated by U.S. News & World Report. ChristianaCare was recognized as the best hospital in Delaware and was ranked No. 3 among the 90-plus hospitals in the Philadelphia region. ChristianaCare was ranked No. 24 in the nation in gynecology and was rated as high performing in care related to urology, orthopaedics, gastroenterology and GI surgery, and neurology and neurosurgery.

The **Saint Francis Advanced Wound Care Center** has received the Center of Distinction award from Healogics, the nation's largest provider of advanced wound care services. This is the second consecutive year the Wound Center has earned this award.

Beebe Healthcare has partnered with Intraprise Health to launch the Beebe Healthcare COVID-19 Screening Tool on both Apple Store and Android Google Play Store. The app, now available, uses Center for Disease Control and Prevention evidence-based screening questions. Users can walk through the series of questions and then based on the finding – whether testing is recommended or not – they can self-schedule testing online or they can request a call from Beebe Medical Group representatives to schedule.

Saint Francis Healthcare has opened a new interventional radiology suite featuring state-of-the-art technology providing fast and more accurate diagnosis and treatment. This investment will allow Saint Francis to improve the community's access to leading-edge vascular care. Saint Francis is the first

in Delaware to implant the first FDA approved below-the-knee tibial stent (The Tack) to treat complications of PAD and CLI; the first in the U.S. to use the "Serranator" cutting balloon to open blocked arteries which can lead to limb loss; and the first ever in human use of the CAPERE thrombectomy device to treat DVT.

HOSPITALITY

Four Delaware restaurants under the **SoDel Concepts** umbrella have received a *Wine Spectator* Award of Excellence. The 2020 recipients include **Catch 54** in Fenwick Island, **Lupo Italian Kitchen** in downtown Rehoboth Beach and the **Bluecoast Seafood Grill + Raw Bar** locations in Bethany Beach and Rehoboth Beach. The recognition salutes "thoughtfully chosen wine lists that offer quality and diversity, as well as compatibility with the restaurant's style and menu," according to *Wine Spectator*.

Thompson Island Brewing Company has released Glazed & Confused and Fresh: Double Peach Boysenberry, two donut-inspired beers created by **SoDel Concepts** brewer Jimmy Valm and pastry chef Dru Tevis.

PROFESSIONAL SERVICES

The **Delaware Supreme Court** has canceled the in-person 2020 Bar Examination scheduled for September 9-11 at the Delaware State Fairground due to COVID-19 concerns. In lieu of the 2020 Bar Exam, the Board is working with the Supreme Court to implement a temporary limited practice rule that will allow many of this year's bar candidates to perform legal work in Delaware, under the

supervision of a Delaware lawyer, until the next administration of the exam.

Whisman, Giordano & Associates LLC has won *Best of Accounting Award* for providing superior service to their clients from ClearlyRated. Whisman Giordano & Associates, LLC, received satisfaction scores of 9 or 10 out of 10 from 84.3% of their clients, significantly higher than the industry's average of 45% in 2019.

The firm has also been recognized nationally as one of the *2020 Accounting Today's Best Accounting Firms to Work for*. Accounting Today partnered with Best Companies Group to identify companies that have excelled in creating quality workplaces for employees.

Managing Intellectual Property's 2020 edition of IP Stars ranked **Richards, Layton & Finger** as Highly Recommended—the guide's highest firm ranking. In addition, firm directors Fred Cottrell and Kelly Farnan were chosen as Patent Stars. The publication said, "With an active and highly respected intellectual property litigation practice, Richards Layton is nationally recognized for tackling some of the most difficult, large-scale IP matters that arise in Delaware's federal and state courts. To create its list of top patent attorneys, IP Stars researches thousands of firms and IP practitioners to assess their expertise, workload, market reputation, track record, outcomes achieved for clients, and unique strengths.

Continuity Dynamics, Inc., a Wilmington-based company that was founded by Ralph Patti in 2006, has been acquired by Readiness Associates, LLC, of Portland,

Maine, to combine their risk solutions. This transaction was prompted by the current COVID-19 pandemic and will provide even greater client support. The Wilmington office will serve customers in Delaware and the mid-Atlantic region.

Carrier Software of Wilmington, a leading provider of a broad range of insurtech solutions for the insurance and transportation industries, won a Gold Stevie® Award in the transportation product category in the 18th Annual American Business Awards. Carrier Software's CSA Safety Improvement Program, a safety improvement program capable of analyzing nearly every facet of a motor carrier's operations, was recognized.

RESIDENTIAL REAL ESTATE

The **Builders and Remodelers Association of Delaware** (BRAD) awarded its annual Regal Awards naming a North Bethany Beach home the recipient of the Best Luxury Custom Home over \$400,000. **Becker Morgan Group** managed the project, working with contractor **Miken Builders**.

The **Leslie Kopp Group**, of Long & Foster Real Estate, has been named as one of the top real estate teams in the nation. The Bethany Beach, Delaware-based group ranked 13th nationwide based on its 2019 sales volume in the medium teams category, according to the annual REAL Trends' The Thousand list. Led by Leslie Kopp, the group also earned the No. 56 spot on the list for top team by 2019 closed transactions sides in the medium teams category.



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FOR THE RECORD

PEOPLE ON THE MOVE

Eight women have been selected for induction into the Delaware Women's Hall of Fame. The 2020 inductees recognize two Delaware women's suffragists in honor of the passage in 1920 of the 19th amendment, which guarantees and protects women's constitutional right to vote. The late **Margaret Burton White Houston** and the late **Mary Seward Phillips Eskridge** will be inducted during the historical marker dedication to women's suffrage in Delaware on Sept. 21, 2020 at the Sussex County Courthouse in Georgetown.

The 2021 inductees are:



Fayette M. Blake, entrepreneur, and founder and executive director of Pathways to Success, Inc.



The Honorable Valerie Longhurst, Delaware House Majority Leader, executive director of the Police Athletic League of Delaware, and advocate for equality.



Marianne Blackburn Drew, first female line Rear Admiral in the Naval Reserve, retired military, and former president of Lord Baltimore Women's Club and Air Warrior Courage Foundation.



The Honorable Stephanie T. Bolden, member of the Delaware House of Representatives, founder of Burton-Phelan Memorial Scholarship Program, and senior citizen and foster care activist.



Mrs. Ann Jaffe, a retired teacher, Holocaust survivor, and inspirational speaker.



The Honorable Jennifer Cohan, community leader and Secretary of the Delaware Department of Transportation.



Janice Nevin, MD, MPH, has been elected to the American Hospital Association's board of trustees for a three-year term beginning Jan. 1, 2021. Dr. Nevin

is president and CEO of ChristianaCare, a not-for-profit teaching health system with more than 13,400 employees. Under Dr. Nevin's leadership, ChristianaCare developed CareVio, a unique data-driven virtual care platform to proactively address patients' social and behavioral health needs in addition to their medical needs. She also led ChristianaCare to become a founding partner in eBrightHealth, a first-of-its-kind alliance in Delaware of health systems and hospitals to increase access to health care services and improve the quality and affordability of care.



Craig Reed, chief procurement officer for Corteva Agriscience, has been elected to the board of directors for the South Africa Supplier Development

Council (SASDC). SASDC advances Black owned businesses in business opportunities with government and corporations throughout South Africa.

Steve Gansler, Jr., senior vice president for Wealth Management and partner at The Gansler Group of Janney Montgomery Scott LLC in Lewes and Greenville has been accepted into the Forbes Finance



Council, an invitation-only community for executives in accounting, financial planning, wealth and asset management and investment firms.



Alan Levin has joined the Beebe Medical Foundation as a director on its board. Levin is currently the senior advisor for SoDel Concepts, which comes after nearly

seven years as director of the Delaware Economic Development Office on former Gov. Jack Markell's cabinet. Before joining Gov. Markell, Levin served as president and CEO of Happy Harry's, growing the company from 16 to 76 stores before its merger with the Walgreen Company in July 2006.

Alex Monteith has been named senior vice president and chief business officer at Wilmington-based BioSpecifics Technologies Corp, a publicly held biopharmaceutical company. (as Senior Vice President and Chief Business Officer. Monteith was most recently vice president of business development for Deerfield Management, LLC.

Robert W. Murray Jr. has been named director of Sussex County Emergency Medical Services, the county-run paramedic system that complements local fire/ambulance companies during



county government.



Dr. Mukti Rana, Professor of Physics and Engineering at Delaware State University, has been awarded a patent for the discovery

of a new alloy material –consisting of germanium, silicon, tin and their oxides. The alloys can be used as the sensing layer of a microbolometer, which is used in detecting electromagnetic radiation in medium wavelength infrared and long-wavelength infrared regions. These sensors are widely used widely in night vision cameras, fire-fighting operations, surveillance, security and space exploration.

Sharon Lyn Urban has been promoted by Cape May – Lewes Ferry the rank of captain in the Marine Department, making her is the first permanent female captain in the history of the ferry service. Urban joined the Cape May – Lewes Ferry marine department as ordinary seaman in 1997. With additional certifications and accrued sea time, she rose through the ranks, serving as an able-bodied seaman, mate, and pilot prior to her recent promotion.



Commercial-Industrial Realty Council

In the midst of the COVID-19 crisis the CIRC Board is keenly aware of how this is impacting our Delaware business community.

While we alter the way we live and work to protect ourselves, our families, our friends, and our businesses, we all need to remember, we are stronger together, even if “together” for a while means just connecting online or on the phone.

When this is all over, we WILL be back! Keep an eye out for updates on our events, which will be rescheduled once things return to normal. In the meantime, be safe everyone and remember we are all in this TOGETHER!

Robert Stenta, CIRC President



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FOR THE RECORD

BUSINESS CALENDAR

Unless otherwise noted, webinar access details (including dial-in information) will be e-mailed to registrants.

JULY 13 – SEPT. 14

92 Days of KIDS

Following the postponement of the 11th Annual KIDS Fund 5K, the organization has launched 92 Days of KIDS, to raise funds for the KIDS Fund Food Pantry. It's pretty simple: Donate what you can when you can until September 14th. Every amount goes a long way in helping us provide another access point of food for local children struggling with food accessibility in our community. More information at degives.org/92-days-of-kids.

AUG. 5 & 7 | 11 AM

Food Bank of Delaware Mobile Pantry

The Food Bank of Delaware will host multiple drive-thru mobile pantries in Delaware for families struggling to afford food. The Food Bank requests that participants make sure their trunks or back seats are cleared out so volunteers can load food with minimal interaction. Service will be first-come, first-served. Assistance is limited to one per household. The Food Bank of Delaware is prepared to serve up to 1,500 households at each pantry. Recipients must bring proof of ID and Delaware residency.

Aug. 5: New Castle County; Glasgow High School, Newark. Aug. 7: Kent County; Dover International Speedway, Dover. Visit fbd.org for more information.

AUG. 3 – 5

The 2020 #MILLSUMMIT

This year, the #MILLSUMMIT is split across three days and will be held as a virtual conference. Monday, Aug. 3, the topics will focus on entrepreneurship. Tuesday, Aug. 4, the topics will focus on leadership and professional development. Wednesday, Aug. 5, the topics will focus on nonprofit and community service. This year's keynote speakers include; John Henry, Co-Founder of Partner Harlem Capital; Kimmi Wernli, owner and President of Crazy Richard's Peanut Butter; and Logan Herring, Sr., CEO of REACH Riverside. For the complete agenda, and list of all speakers and ticket information visit, mills Summit.com.

AUG. 5 | 11 AM

Chase Webinar Series: Social Engineering Trap and How to Avoid Them

As COVID-19 continues to affect companies around the globe, cybercrime and fraud threaten to make it worse. The webinar will focus on helping small business owners understand and address the cybersecurity threats facing their business. In this webinar, Mark Brindle, VP of Chase, will interview Phillip Ferraro, head of the Cybersecurity Awareness program at JPMorgan Chase. More information at delawarebusinesstimes.com.

AUG. 6 | 10 – 11:30 AM

Learn to understand yourself and others to build better business relationships

Presented by Rosa Maria Faulkner, CEO of TRU Seminars. Learn the strengths and weaknesses of the four personality types. You will learn how to build better relationships by realizing why your co-workers behave as they do, enabling you to build better teams to grow your business. Not only will this information improve your business relationships, but your out of office relationships as well. More info at dschamber.com.

AUG. 7 | 9 – 10:30 AM

NAWBO First Friday

After a five-month break, NAWBO's First Fridays are back. Meet with other businesswomen to discuss how you've pivoted your life and your business. What skills did you acquire? What will you do differently going forward? How do you plan to finish the year strong? Meet with NAWBO to go over how your last five months went, and what your

plans are for the next five. More info at nawbodelaware.org.

AUG. 13 | 7:15 – 8:15 PM

Acing the virtual interview

power Up your career with the University of Delaware's Summer Seminar Series. New to virtual interviews? You are not alone. Join in on this seminar to learn strategies to prepare for phone and video interviews. During the seminar they will discuss the nuts and bolts of setting up your tech and how to effectively articulate your fit for the role and the organization. More information at udel.edu.

AUG. 26 | 5:30 – 7:30 PM

Shining Lights Awards

The Delaware Breast Cancer Coalition's Shining Lights Awards recognize the significant contributions individuals have made towards ending breast cancer. Join the DBCC for an outdoor, socially distant, cocktail reception to recognize this year's honorees, Delaware Imaging Network and the late Matthew Stehl. More information and ticket purchasing at dbcc.org.

SEPT. 12 – 19

2020 AIDS Walk Delaware

This year, AIDS Walk Delaware will expand from two walks on the same day to a statewide, week-long challenge, running from September 12-19. Following the most current guidelines for social distancing, people are invited to "walk" when, how, and with whom they want. For 30 years, AIDS Walk Delaware has attracted thousands of people to donate and walk in solidarity for Delawareans living with HIV. More information at aidsdelaware.org.

SEPT. 17 | 5 – 8 PM

2020 Delaware Networking Station

Join the Delaware State Chamber of Commerce and Better Business Bureau of Delaware for their annual tabletop mixer at the Chase Center on the Riverfront. Network with over 120 exhibitors and 500 attendees. You'll have the opportunity to get in front of hundreds of new contacts and prospects during the largest business to business tabletop event in Delaware. This event is free to attend. More information at dscc.com.

OCT. – DEC.

Export Business Trips to Europe

Quarter 2 of this year turned out differently than many expected. Yet, Export Delaware remains optimistic for the future and are making international travel plans again; but only if it can be done safely. Should they be unable to travel, the meetings will be conducted virtually. The meetings will take place either way. More information at export.delaware.gov.

• **Sweden and Denmark**, Oct. 12-16: First up we are headed to Scandinavia (Sweden and Denmark) with our new trade rep, Andrew Clutz of PM&P Partners.

• **United Kingdom**, Dec. 3-4: Next, we have planned a trip to the UK for Minority and Women-Owned Businesses. Declan Barry, CEO of Export Explore, our international trade representative in the UK will be working with us to deliver customer/client meetings to assist women and minority owned Delaware businesses with entry into European supply chains.

• **France**, Dec. 7-11: Finally, we are headed to France. We have a new trade representative in France, Christelle Maffre, and she's with OCO Global, a leading international trade development firm.

NOV. 4 | 11 – 2 PM

22nd Annual Superstars of Business Awards Luncheon

Join the Delaware State Chamber of Commerce at the Hotel du Pont for the Marvin S. Gilman Superstars in Business award, honoring businesses and nonprofits for their achievements and approaches to business and management. More information at dscc.com.

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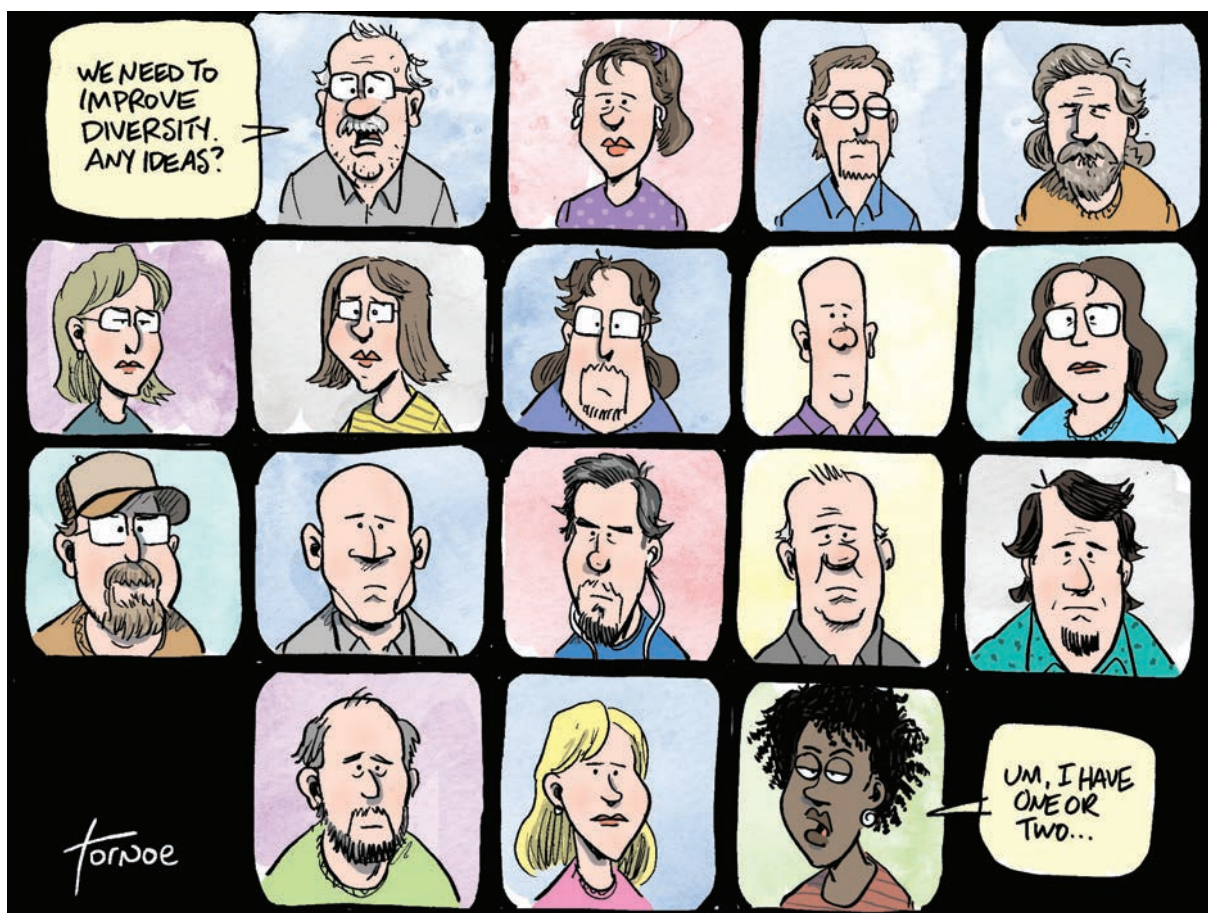
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EDITOR'S NOTEBOOK

Are we approaching the point of no return for Delaware businesses?



PETER OSBORNE

You have to wonder if this is *ever* going to be over.

There's a growing sense of impatience among many members of the business community that it's time to just

reopen because we have only a few dozen people hospitalized throughout the state. Businesses are running low on federally backed loan proceeds and we're now in Month 5 of a pandemic that many businesses told us they could only survive for three months.

One of the big problems — as has been the case for the past five months — is finding that delicate balance between public health and preserving a strong economy.

Let's focus on the beach for a second. On one hand, you have some businesses whose only chance for survival depends on the next four weeks and Gov. John Carney still hasn't gone to Phase 3. On the other hand, we have a bunch of people flooding our beaches, including teenagers (and, to be fair, families) that have watched every movie on Netflix and are sick of looking at the same four walls. And that's already translating into 100% occupancy at some hotels.

The Rehoboth-Dewey Beach Chamber of Commerce has reported that 76 businesses in the resort area have seen a collective \$205 million loss in year-to-year revenue over the first seven months.

"That's just the tip of the iceberg," Carol Everhart, the CEO of the Rehoboth Beach-Dewey Beach Chamber of Commerce, told Delaware

Business Times. "That's just showing the difference in revenue for only 76 of our businesses that answered the survey ... I'm highly suspicious that 30% of businesses will close their doors."

As of July 30, hospitalizations are inching up in Delaware and the percentage of people who have tested positive is trending back near that magical 5% range that puts you back on other states' quarantine lists. Part of the problem is that you can't be sure about the accuracy of some of the charts and graphs because the data points keep shifting and the lab backlogs in some cases are over a week, making contact tracing more difficult. It leaves you wondering what the delayed test results are going to indicate.

Down at the beach, you can't walk 10 feet without running into someone under the age of 25. That's important when you consider the results of a survey that the University of Delaware did in late spring of its students. They indicated they'd pay attention to masking and social-distancing requirements in class, but they weren't likely to do so socially.

I will admit that there's about \$500 worth of dorm "essentials" in my basement that we thought my freshman daughter would be taking with her to college in Washington, D.C., this fall. I will also admit that I told her two months ago that I was pretty sure classes were going to be online this fall and I told her a few weeks ago that it was likely her school wasn't going to actually put four girls in a two-room quad. And I wasn't surprised when she didn't exactly embrace the idea that she wasn't going to be able to visit friends who happened

to be assigned to other dorms.

This gets to my frustration about the big hole in the story we wrote about UD's decision to move most classes online that starts on page 6. We talked to the university. We talked to local merchants. We talked to hotel owners. But we couldn't get landlords to return our calls.

Why? Because they signed one-year tenant leases with students last fall with move-in dates of June 1. All we wanted to ask them — and yes, I think we all know the answer going in — is whether they're going to allow students taking online classes to opt out of those leases with no financial penalty.

I'm sure many of you are thinking, why should they? Are their lenders going to allow them to escape their loan payments? We don't know because they wouldn't return calls and so far, we've seen no indication from state leaders that they're going to step in and help.

I firmly believe that restaurants are committed to following the rules. Nobody wants Newark to become the next hot spot. But how do you survive with far fewer students on campus and no parents or alumni coming in for football weekends?

I once worked with a sports agent named Ron Shapiro who preached "trust but verify." I think he would be as skeptical as I am that the state could receive 1,000 complaints from local residents and conduct more than 300 inspections in Delaware and not find a single situation deserving of an enforcement action.

Jamie Mack, who oversees the state's inspection team, cited these numbers at the governor's press conference on July 28, just a few weeks after telling me that

“The time has come to have a public dialogue about what government can do to protect our businesses without putting public health at further risk.”

it was time to move from education to enforcement. The state confirmed those statistics July 30. The risk we run here is that the governor or Newark City Council steps in to completely shut down the bars and restaurants as a way to prevent another outbreak.

Like most everyone else, I worry about how businesses throughout this state are going to survive. There's no sign the governor is going to move to Phase 3 anytime soon. The anger at him by many in the state is palpable and I can't help but think about what's next, including how many more Delawareans are getting laid off or furloughed this week (or already did July 31) because PPP money ran out or so much revenue has been lost?

The governor and his staff have done a good job of staying on message — Wear your masks. Practice proper social distancing. We're a small state but talking about only 62 hospitalizations or only 581 deaths in making the case for reopening seems pretty insensitive to those who have lost friends and family.

The time has come to have a public dialogue about what more the state and federal government can do to protect our businesses without putting public health at further risk. ■

Roll the cameras for a boost to Delaware's economic recovery



MATTIE MOORE
Guest Columnist

Delaware and the world have endured economic and personal challenges not experienced since the Great Depression. As Delaware looks toward a Phase 3 opening, the State should embrace its enumerable assets and tap into the potential of the feature film, television, and new media industry. Delaware's neighboring states New Jersey, Maryland, and Pennsylvania, have benefited from million-dollar productions. As a producer with roots in Delaware, I marvel at the many locations I could use to film in Delaware. My current production, a comedy called King of K Street, is set in Washington, DC. Market Street, in Wilmington, and the surrounding parks are reminiscent of areas around Capitol Hill. Every producer asks the same question: Where does it make the most economic and logistic sense to film, particularly with the continual confusion and shut-down in New York and California with union COVID-19 health mandates currently clashing with California and New York COVID-19 testing guidelines and major studios? Even with those conditions, economically, as it stands, it's not Delaware. Despite its tax-free status and attractive locations, the state isn't normally the first location in a producer's mind. In 2016, Governor Markell

acknowledged that a burgeoning film industry should be an economic priority for Delaware when he established the Delaware Motion Picture and Television Development Commission. Unfortunately, without any production tax incentives, there is little motivation for film leaders to bring productions to Delaware. This became even more evident after I presented this idea to the Reinventing Delaware dinner. Our team, aided by the support of the Pete du Pont Freedom Foundation, spent more than six pouring over statistics from neighboring states' film industry revenues and job creation.

Maryland and New Jersey have continued to offer some of the most competitive tax credits for the film and production industry (Maryland turned away 25 projects due to excess demand). In January, the State of New Jersey expanded its current film tax incentive for five more years, increasing the credits another \$25 million. New Jersey argued this decision would bring "significant economic activity in the communities that host the production, particularly in industries like construction, security, and food services." Electricians, carpenters, lighting designers, catering services, transportation companies, and the hotel industry, all experience a boom during film productions. Director and Pennsylvania native M. Night Shyamalan recently encouraged Pennsylvania to enhance its film financial structures arguing that his own production of *Servant for Apple TV*, may prevent him from expanding his

productions in the state unless it expands its current tax structure.

Delaware is the only state with a film commission that doesn't have a comprehensive website listing its location assets online (a simple but important task). Previewing shoot sites online is a basic prerequisite to deciding on whether to scout a location in the first place. This is vital especially now as The Grand Opera and The Playhouse will be vacated for the next 9-10 months however, according to press reports there is a possibility that producers could "rent the theater out so long as they maintain the restrictions we have in place." These are valuable assets which Hollywood should have the knowledge they exist and are available.

Skeptics argue Delaware doesn't have the talent pool to support the film industry. Not only does Delaware have the talent, but alumni from the University of Delaware and residents rank among the most influential in Hollywood, including choreographer and director Susan Stroman; agent Jon Huddle; screenwriter Evan Spiliotopoulos; and up-and-coming director Spencer Trinwith, who was recently interviewed by LA Confidential about his desire to film at Funland in Rehoboth Beach, calling it the most "amazing destination for children young and old."

Delaware should immediately fill the vacant positions on the Commission of Film and Television and include

digital media and concert tours in its jurisdiction. In addition, a new Film Office of Delaware should be launched within the Department of Tourism, with a new position created to oversee filming activity. Delaware's tourism office has an impressive track record of marketing and implementing creative campaigns in the past and are well-poised, even with the state deficit, to manage this office and bring business into the state.

Delaware corporations Amazon, Netflix, and Hulu undoubtedly also rely on our policy of no state corporate tax on licensing and merchandising of patentable and trademarked products. Add a potential tax credit incentive for production in Delaware and the possibilities could be endless. If we act smart and act now, "Filmed in the First State" could soon be the emblem of many major productions. ■

Mattie Moore is a producer and director who also holds a master's degree in cybersecurity technology and policy and is a media commentator on cybersecurity issues. She is one of the drivers of Lights...Camera...Action, which aims to make Delaware a strategic hub for film productions and is one of the four finalists in this year's Reinventing Delaware competition sponsored by the Pete du Pont Freedom Foundation. She was also a finalist in the 2018 competition that came out of her production of the award-winning film, A Dream Before Dying, which was filmed in Northern Iraq's Kurdistan region. She is a member of the Writer's Guild of America and the Screen Actors Guild.

Gov. Carney's mission should be to take food off NY's plate



SAM WALTZ

The Chinese word for "crisis" is, in Western popular culture is frequently said to be composed of two Chinese characters signifying "danger" and "opportunity".

Combine that with what your mother counseled you – "try making lemons into lemonade" – and you will understand where I'm headed.

The real questions Delaware business and civic leaders should be asking of their leadership are: Where is the lemonade and where is the opportunity?

I'd counsel Gov. John Carney or his successor – should he be succeeded in January, in that unlikely event – to consider the initials FCDA and to re-read the page from Gov. Pierre S. "Pete" du Pont IV's playbook from 1980-81.

Those with enough "tree rings" to remember that timeframe four decades ago will remember that America was in the peak of its hyper-inflationary period, with everyday interest rates (e.g., mortgage money) often in the 18-20%

range. I well remember my own 18% mortgage in that period. But the house in the Hockessin/North Star area I bought in 1978 for \$100,000 was worth more than \$300,000 in just a half-dozen years.

Those were the times.

What Gov. du Pont did was take the fight to New York and New York City for its banking business. Delaware's FCDA, the acronym for the Financial Center Development Act, which Gov. du Pont and a handful of business allies brought to the Delaware General Assembly, removed the usury limits that had locked in the New York-HQ'd banks to a profitless business.

Delaware was rewarded by an influx of credit card (and related) banking business that forever changed the face of Delaware. Think MBNA. Chase. JP Morgan. Manny Hanny. Citi. Others.

Fast forward to the last weekend of July with accompanying stories on the front page of The New York Times on Saturday and Sunday.

One story on Saturday reported the abandonment of Manhattan, the loss of the allure of sophisticated (and expensive) living on the island that represents the epitome of American business, in the

wake of the Pandemic to the benefits of suburban and hinterlands living.

One story on Sunday spoke of the implications for the New York Assembly, its legislature, of the primary elections there, accelerating its leftward shift from incremental to a dramatic thrust, effectively, as The Times reported, "making New York's legislature the most liberal in America."

Business in New York should see that for the draconian threat it represents.

More than 25 years ago, Bill Roller, a new acquaintance who I hired after he semi-retired to Hockessin from Manhattan, told me quite often, "you know, Sam, the problem with Delaware is you're letting in too many New Yorkers."

That may be, but I wonder if we'd feel the same way if we thought of them as part of our State's "rescue plan." It's the economic development equivalent of "open borders" to the South, where many want to allow in cheap labor from the South. "Open borders" with New York would allow in capital and enterprises.

I'd encourage our Governor Carney to – starting right now – put together a strategic targeted recruitment effort to bring mobile New York City-HQ'd

businesses and their affluent ownership to Delaware. Sell them on Wilmington. Sell them on the beach. Sell them on the fragrance of the poultry houses. Sell them on the University of Delaware, Del State and Wilmington University. But sell them.

Enough of us have experience with the commute to New York that we can detail just how easy it is to work nationally and internationally from Delaware Avenue as from Fifth Avenue.

Let's put together – quickly – a plan.

The centerpiece should be a targeted strategy on New York and its environs, including North Jersey and Long Island.

Support it with our real estate industry. And our business leaders.

Don't use the government and economic development apparatchiks, whose credibility with real-life business people may be suspect. Recruit your own "civil defense" team of volunteers from the business community, and put the apparatchiks in the "support role," behind the scenes.

Let's put our team on the field. ■

Sam Waltz is publisher emeritus of the Delaware Business Times.

COVID-19 highlights need for technological equity in First State



BETHANY-HALL LONG
Guest Columnist

COVID-19 moved schools, jobs, healthcare and many essential services online making access to broadband networks a lifeline for most Americans.

The pandemic has highlighted the fundamental need for universal connectivity – access to computers, affordable broadband, and digital literacy – as an essential tool to our social and economic recovery.

This is a very personal issue for me as an educator and an elected official. In Sussex County, where I grew up, about 7% of the residents still have no high-speed internet infrastructure. Pockets elsewhere in the state have similar wireless internet access challenges.

This is unacceptable. We must act to accelerate the deployment of affordable, reliable, high-speed broadband connectivity for every Delaware community that doesn't have it.

I'm proud of the progress that has been made with Governor John Carney's investment in the Delaware Broadband Fund, which is wiring Kent and Sussex counties. And I support Congressional efforts to use federal stimulus funds to build broadband in rural communities that don't have it – while learning the hard lessons from earlier federal buildout programs by ensuring funds are prioritized where the need is greatest.

The National Plan for Broadband written in 2010 was well-intended but fell short. New initiatives and stimulus packages must also cut outdated red tape to encourage all qualified providers to participate in the build-out; more competition will drive faster progress for those that need it most.

Many households have access to broadband but don't subscribe, creating what is called an "adoption gap." While 95% of Americans have broadband available in their communities, 22% do not subscribe from home. A recent federal survey found that 60% of the non-subscribers cite a lack of need or interest as their biggest reason for not signing up.

Lack of home computers is also a big factor: one in four teens in families making under \$30,000, along with 42% of African Americans and 43% of Hispanics, reportedly don't have a desktop or laptop computer at home. Nearly one-in-five teens can't always finish their homework because of this digital divide.

When COVID-19 compelled us to shutter our schools on March 13, we were not anywhere near prepared for many of these challenges. While local school districts and the Department of Education worked overtime to update online curricula and provide homework support to students and parents, many schools stopped grading and some students simply abandoned their schoolwork altogether. Huge numbers of grade-school students also lack sufficient digital skills.

Delaware isn't alone – across America, reports suggest more than half of all students

did not participate in online classes.

Before the pandemic, 18.3% of Delaware children – including 28% of those raised by single parents – were living in poverty. When life is a daily struggle, parents can't be expected to become surrogate teachers in their children's education, much less participate in an experiment in online learning without special support.

As we prepare to reopen schools this fall, likely with a mix of online and in-person instruction, we will need to step up and meet the urgent challenges, from teachers' training to coaching families and ensuring low-income families are aware of the discounted or free options for getting connected during this crisis. Far too many teachers – even veteran teachers who have spent years captivating classrooms of kids – argue that educators need to be far better trained for the massive cultural shift to distance education.

Universal connectivity and digital competence are increasingly important to health care, much of which is also moving online during the pandemic. I know this as a nurse and as someone who assisted with COVID-19 tests during this pandemic. Telehealth is a critical bridge, enabling patients to consult medical professionals by video conference without risking visits to potentially infected emergency rooms and doctors' offices.

The Medical Society of Delaware foresees dramatic increases in telehealth, but many of its potential beneficiaries, including seniors, veterans and people with disabilities, need the digital literacy training, computers and broadband



This is unacceptable. We must act to accelerate the deployment of affordable, reliable, high-speed broadband connectivity for every Delaware community that doesn't have it.



BETHANY-HALL LONG

adoption to conduct video visits.

Having studied and taught public health policy, I am inspired by how Americans achieved goals that once seemed beyond our grasp. Universal public education, voting rights and rural electrification – to name only a few – went from visionary dreams to living realities.

Together, let us aspire to – and achieve – universal broadband deployment and adoption, home computer ownership and digital literacy for all Delawareans. Let's get everyone online and engaged. As the "First State," Delaware can lead the way to an America where everyone is equipped to fully participate in the Digital Age. ■

Bethany Hall-Long serves as Delaware's Lieutenant Governor and chairs Delaware's Behavioral Health Consortium. She holds a Ph.D. in public health and is a professor at the University of Delaware School of Nursing.

Thirty years after the ADA, some with disabilities still being held back



COLLEEN DAVIS
Guest Columnist

On July 26, 1990, the Americans With Disabilities Act (ADA) became law. Its passage was landmark action by Congress saying people with disabilities are no less than anyone

else and deserve to be protected from discrimination. But now, 30 years later, many with disabilities face discrimination by the inaction of Congress.

The Achieving a Better Life Experience (ABLE) Act became law in 2014. Before that time, people with disabilities couldn't have more than \$2,000 in assets without risking the loss of their means-tested benefits like Supplemental Security Income (SSI),

Medicaid, and other federal and state programs. Opening an ABLE account now gives people the opportunity to accumulate wealth on a tax-advantaged basis without worrying about losing

their assistance and use that money to cover qualified expenses including housing, transportation, and education. Unfortunately, the ABLE Act falls short in protecting everyone who could take advantage of its benefits.

The ABLE Age Adjustment Act currently before Congress (S. 651 and HR. 1814) would increase the age of eligibility of beneficiaries of ABLE accounts to the onset of disability before age 46. Currently, only individuals who have a qualifying disability prior to age 26 can open an ABLE account.

Obviously, not all disabilities occur in the first 25 years of life. People of all ages are involved in car crashes; a person cleaning gutters can fall from a ladder; adults older than 25 face debilitating health problems. There are soldiers returning home with life-altering medical complications, and lest we forget, we are living during a pandemic that tragically renders more and more people disabled every day.

Here in Delaware, **DEpendABLE** offers a low cost 529(a) savings plan

allowing for federally tax-deferred earnings to help maximize returns, and withdrawals that are federally tax-free if used for qualified expenses. As of June 2020, **DEpendABLE** had a total of 87 funded accounts and \$753,000 in total assets. Nationally, 42 states and the District of Columbia have launched ABLE programs with more than 56,000 accounts representing \$354.8 million invested and providing financial security. Expanding the eligibility for ABLE to age 46 would allow those same savings advantages to an additional 6 million people.

Senator Tom Carper has agreed to co-sponsor the Senate Bill and Senator Chris Coons says he is considering working

to raise the upper age for ABLE Act eligibility. Representative Lisa Blunt-Rochester has co-sponsored the legislation in the House of Representatives.

Passage of the ADA helped the country realize that living with disabilities is challenging but not impossible and that we needed to knock down obstacles that blocked the road to the future. As we recognize and celebrate 30 years of those accomplishments, it's time for our leaders to join Delaware's congressional delegation in stepping up and paving the way for others who need a smooth road to travel. ■

Colleen Davis is Delaware's State Treasurer.

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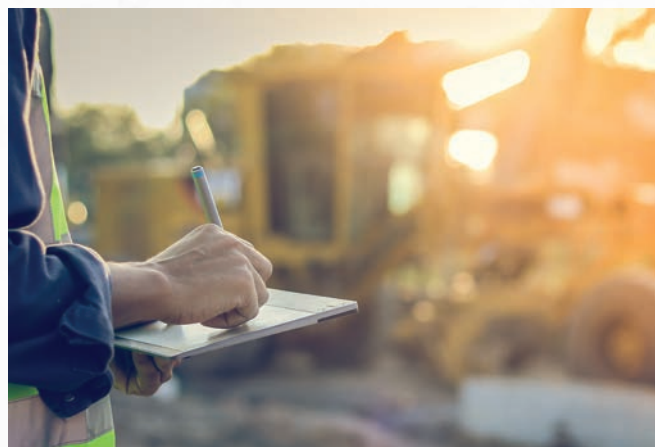
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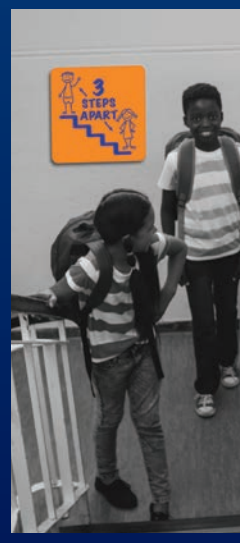


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