
Salisbury-Wicomico Economic Development

Celebrating 34 Years

Annual Report
2001-2002

FY 2001 – 2002: Annual Report

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***SALISBURY-WICOMICO
ECONOMIC DEVELOPMENT***

*One Plaza East, Suite 501
P.O. Box 4700
Salisbury, MD 21803*

To Our Members:

With a focus on our mission of enhancing the growth and competitiveness of resident businesses, attracting new and diverse businesses to our community and strengthening our public-private partnership, your organization performed admirably this past year in the midst of challenging economic conditions.

Helvoet-Pharma purchased the Salisbury assets of Wheaton PharmaTech while Bar None purchased the telemarketing assets of The Order People's Salisbury facility, resulting in the retention of three hundred fifty jobs and potential for future job growth. VPI Mirrex invested millions of dollars into its Salisbury operation, adding thirty-five new jobs to its already strong base of one hundred. Silverton Marine announced plans to open a Salisbury facility, creating one hundred seventy-five new jobs for our region.

More accomplishments of our most recent fiscal year and that our history are noted throughout our 34th Annual Report.

Serving as your President these past two years has been a worthwhile, broadening and educational experience. We are fortunate to have a fine professional staff manage the many tasks and demands of our operations. We are fortunate to have a high degree of support from elected officials at all levels of government. We are also most fortunate to have a strong and supporting membership base. It has truly been my honor to serve as President and I look forward to the many successes that lie ahead for our organization and most importantly, for our community.

Sincerely,

Henry H. Hanna III
President

Officers and Board of Directors

Henry Hanna, III

President

Long & Foster Commercial

Ed Urban

Vice-President

Harvard Custom Mfg.

John Stern, Jr.

Secretary

Pigg, Krahl, Stern & Co.

Peter Bozick

Treasurer

George, Miles, & Buhr

Rafael Correa

Immediate Past President

MaTech, Inc.

Mike Abercrombie

Cato Gas & Oil, Inc.

Scott Aja

McCrone, Inc.

Eric Crouchley

Peninsula Insurance

Barry Curry

Bay National Bank

David Ennis

Wicomico County

Palmer Gillis

Gillis-Gilkerson, Inc.

Dawn Harcum

Filtronic Comtek

Rick Holloway

Salisbury Area Chamber

Janyne Katz

Bar None, Inc.

Craig McConnell

Shore Bank

George Mengason

Dennis Storage

Bob Moore

Moore & Company, P.A.

Dan Oliver

Conectiv

John Pick

City of Salisbury

Rick Pollitt

City of Fruitland

Bill Rinnier

Rinnier Development Corp.

Monty Saylor

Bank of America

Mark Sewell

Atlantic Bank

Jon Sherwell

Allfirst

Steve Smethurst

Adkins, Potts & Smethurst

Ed Thomas

The Bank of Delmarva

Jeff Turner

Peninsula Bank

Robert Twilley

Twilley & Rommel, P.A.

Roger Vandegrift

Peninsula Bank

Mark Welsh

Trice, Geary & Myers

Robert Wheatley

The Whayland Company

Thomas Wisniewski

Avery W. Hall Insurance

Our Strategy

In 1967, Chris-Craft Corporation announced its closing, eliminating hundreds of jobs in Wicomico County. Business and government leaders shortly thereafter created the Salisbury-Wicomico Economic Development Corporation in an effort to mitigate future plant closings while attracting new and diverse industries. This activity reduces reliance on few companies or industries while providing new job opportunities for all citizens. Our focus is three-fold:

- 1) **Business Retention/Expansion:** Most businesses derive seventy-eighty percent of revenue from existing customers. As a correlation, most new jobs in any community originate from resident businesses. A strong business base also helps to attract new firms to a growing area.

- 2) **Business Attraction:** New and diverse businesses mitigate adverse effects of economic downturns, reduce reliance on a few firms, increase the taxable base and add jobs. Ancillary or indirect benefits are as great, if not greater, than direct benefits.

- 3) **Strengthen SWED:** Since its establishment in 1968, SWED has received financial and professional support from public and private sectors. Both sectors demonstrate an interest in economic development and both sectors possess unique resources. A combined public-private effort maximizes our resources, leverages capital and broadens expertise.

Highlights of 34 Years

1968 – 1969

SWED opens its corporate offices at One Plaza East. A thirty-page brochure is prepared for the new Northwood Industrial Park and SWED places its first advertisement in the July 1969 issue of “Industrial Property Guide”. There are sixteen members of SWED.

1969 – 1970

Firestone announces plans to build a \$2.5 million plastics factory in Northwood. Salisbury begins the installation of water and sewer lines throughout Northwood Industrial Park, over-sizing the lines to allow for anticipated growth. At the same time, in what was previously announced, Chris Craft Corp. closes its plant at Moss Hill Lane.



The former Chris Craft plant.

1970 – 1971

Crown, Cork, and Seal expands its manufacturing plant by 73,000 sq. ft. at a cost of \$450,000. A three-phase 54,000 sq. ft. Industrial Apartment concept is announced to provide “start-up” manufacturing space for new industry. K&L Microwave begins operations in Salisbury.

1971 – 1972

Open Roads Industries of Redondo Beach, California, a manufacturer of recreational vehicles purchases the 309,000 sq. ft. former Chris Craft plant. SWED obtains a 001 designation from the SBA giving our community priority on direct SBA loans under \$25,000 and 10 percent instead of 20 percent down on 502 local development corporation loans.

Highlights (continued)

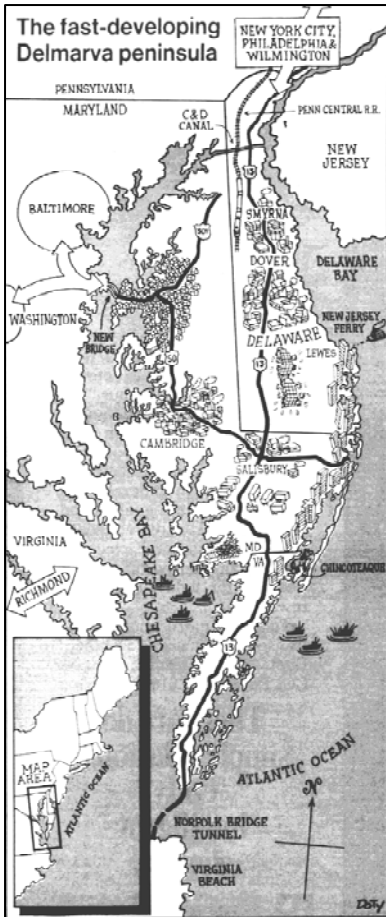


Illustration from "Business Week," 1973.

(350 employees) in the sale of the business to a newly formed group, Salisbury Manufacturing Co., Inc. Open Roads Industries announces its plant closing.

1975 – 1976

D&F shirt factory opens on East Main Street as Wootten Welding completes construction of its facility in Northwood. Marketing efforts begin in earnest to fill the vacant Open Roads plant. Seven new firms open operations in the Industrial Apartment Complex including Good Electronic Company, Salisbury Special Tool and Maryland Clarklift, Inc.

1972 – 1973

"Business Week" publishes a feature article entitled "Business Discovers a Tri-State Peninsula" in its August 18, 1973 edition.

Burroughs Corp. and Georgia Pacific announce plans to construct a \$6 million and \$2.5 million plant, respectively.

1973 – 1974

Central Supply, Shaw Warehousing and Hoffman LaRoche construct facilities in Northwood. The Industrial Apartment Complex is completed and now home to six companies employing one hundred people. The CPI percentage change from 1973 to 1974 is 11.0%. There are forty-one members of SWED.

1974 – 1975

"Energy-Economics-Environment-Inflation-Recession are terms that were not well understood by many Americans just a few years ago" is the opening line in SWED's seventh annual report. SWED assists the Manhattan Shirt Company

(350 employees) in the sale of the

business to a newly formed group, Salisbury Manufacturing Co., Inc. Open

Roads Industries announces its plant closing.

Highlights *(continued)*

1976 – 1977

K&L Microwave triples its manufacturing space to 16,000 sq. ft. Roadway and AAA Trucking locate terminals in



K&L Microwave's facility at Coles Circle.

Salisbury. SWED

institutes a monthly newsletter, conducts a

labor survey, updates our community audit, and records annual expenditures of \$53,988.

1977 – 1978

Condec Corporation acquires the former Open Roads/Chris Craft plant for its ConDiesel division. Duo Sofa, Inc., a division of Maryland Bedding Corporation (later known as Sealy and Ellis Home Furnishings) announces plans to construct a 150,000 sq. ft. factory in Northwood. Middle Atlantic Printing and Chilton Publishing begin plant construction in Northwood.

1978 – 1979

Gregg Shirt Makers expands one of two plants in Fruitland while Delmar Sportswear locates in Delmar. Richard Bernstein, founder of K&L Microwave, wins Maryland's Small Businessman of the Year award. There are sixty-nine members of SWED.

1979 – 1980

SWED assists with the formation of Salisbury Pewter, helps Heinemann Electric locate a manufacturing facility, and works with Chesapeake Corporation in the establishment of a hardwood processing facility in Wicomico County.

Highlights *(continued)*

1980 – 1981

Chesapeake Shipbuilding purchases Roberts Shipyard on Fitzwater Street and begins constructing the “America”, a 180’ cruise ship. Plymouth Tube, with headquarters in Michigan, begins construction on a 70,000 sq. ft. specialty tubing plant in Northwood. The CPI percentage change from 1979-1980 is 13.5%.



The “America”, one of the first cruise ships built in Salisbury.

1981 – 1982

Perdue Farms, Wicomico County’s largest manufacturing employer, doubles its corporate headquarters and expands its processing plant adding hundreds of new jobs. Henson Airlines adds ninety new jobs and is recognized as the “Regional Airline of the Year” by Air-Transport World. Viskon-Aire relocates from New Jersey to Salisbury in a 70,000 sq. ft. plant in Northwood.

1982 – 1983

Wicomico County, the City of Salisbury, and SWED partner to obtain Maryland’s largest enterprise zone, consisting of some 2,100 acres. Heinemann triples its manufacturing space by building a new 48,000 sq. ft. plant in Northwood. Governor Hughes announces a new 90,000 sq. ft. state office building to be located in Salisbury’s central business district.

1983 – 1984

SWED links its office computer to a worldwide master industrial plant location file operated by the IDRC (Industrial Development Research Council). Work begins on the establishment of the Air Business Center at the Salisbury-Wicomico County Airport. SWED records expenditures of \$105,107.



An aerial view of the Air Business Center.

Highlights *(continued)*

1984 – 1985

Grumman Aerospace projects 300 new manufacturing jobs as the company selects Salisbury for its new electronics and cabling operations at the former Manhattan Shirt Factory. IPC Corporation (now Helvoet Pharma) announces the construction of two new plants in Northwood. Enterprise zone benefits are extended from five to ten years.

1985 – 1986

Standard Register purchases Burroughs Corporation's business forms division, while Mardelva News begins plant construction in Northwood. SWED received local and state approval for funds to construct a 79,696 sq. ft. inventory building.



The Standard Register plant in the Northwood Industrial Park.

1986 – 1987

Over 200,000 sq. ft. of industrial space is added by K&L Microwave, U.S. Marine and Coaxitube generating over 250 new jobs. Federal Express constructs a plant in the new Air Business Center while a new terminal building has been approved for funding at the Salisbury-Wicomico County Regional Airport.

1987 – 1988

Imperial Cup Corporation purchases Wicomico County's 79,696 sq. ft. "inventory" building, creating fifty new jobs while Ford Laboratories (Trinity Labs today) completes its 80,000 sq. ft. facility along W. Zion Road. The CPI percentage change from 1986 – 1987 was 1.9%.



Wicomico County's "inventory" building, originally purchased by Imperial Cup.

Highlights *(continued)*

1988 – 1989

Salisbury welcomes Machining Technologies (precision machining), Toroid Corporation (transformers) and CallCenter Services (telemarketing). Foot



Management opens a facility in Pittsville.

CallCenter Services telemarketing facility in Winterplace Park, now home to Bar None, Inc.

1989 – 1990

Tishcon Corporation, a manufacturer of vitamins and dietary supplements, completes its 70,000 sq. ft. plant in Northwood. Under construction is the Regional State Office Building. SWED proposes a second inventory building of 100,000 sq. ft.

1990 – 1991

U.S. Marine builds its 1,000th yacht, MaTech doubles its workforce, and 66,000 sq. ft. of office/industrial/ warehouse space is built by Northgate Development along Naylor Mill Road. CallCenter Services reaches 200 Associates while Eaton Corporation (formerly Heinemann Electric) employs 300 people.

1991 – 1992

Nanticoke Homes, a manufacturer of modular housing purchases the former ConDiesel plant, while Wicomico County begins construction of its second inventory building. The national economy enters a recession largely due to defense cutbacks associated with changes in the Soviet Union and other foreign economies.

1992 – 1993

Campbell's Soup closes operations in Salisbury eliminating nearly eight hundred jobs. At the same time, Grumman Aerospace announces plans to close its Salisbury plant eliminating over five hundred jobs. Filtronic Comtek locates in the former terminal building at the Salisbury-Wicomico Regional Airport.

Highlights *(continued)*

1993 – 1994

Field Container, a manufacturer of folding cartons, purchases Wicomico County's 100,000 sq. ft. inventory building while Royal Quality Foods begins a beef processing business in the former Campbell Soup plant. RelComm Technologies begins a new relay switch business in Northwood, employing six people. Data Services constructs a new facility in Winterplace Park as CallCenter Services (now known as Bar None, Inc.) cuts the ribbon on its 42,000 sq. ft. telemarketing center also in Winterplace. SWED in conjunction with Wicomico County, U.M.E.S. and the EDA establishes a \$1 million revolving loan fund for industrial development.



Construction of Data Services, Inc. in Winterplace Park.

1994 – 1995

Lorch Microwave relocates from Florida to Salisbury and initially employs fifteen people. Salisbury Technologies, now Harvard Custom Manufacturing, purchases the former Grumman plant, retaining eighty-two jobs while projecting one hundred more in the next few years. MaTech turns a former sweet potato warehouse into a state of the art machine shop in Hebron. The City of Fruitland establishes a 110 acre enterprise zone for industrial development.



MaTech undergoing its renovation.

Highlights *(continued)*

1995 – 1996

Filtronic Comtek moves into its new 80,000 sq. ft. U.S. manufacturing plant and headquarters and now employs over one hundred fifty personnel. Shoreland Freezers, Tishcon, and Trinity Labs commit millions of dollars for new



Filtronic Comtek's U.S. headquarters.

warehouse and manufacturing space. Piedmont/USAir Express opens its new engine testing facility at the Salisbury-Wicomico Regional Airport generating new jobs and strengthening maintenance operations. Rafael Correa, President of Machining Technologies, wins Maryland's Small Businessman of the Year award.

1996 – 1997

ClearComm Technologies and Custom Cable Solutions begin new manufacturing operations in Wicomico County. Cape May Foods purchases Nanticoke Foods, retaining 75 jobs in Nanticoke, Maryland. Tishcon Corporation relocates a New York division to Salisbury and purchases the former Sears Warehouse building on Brown Street.

1997 – 1998

ThermoLyte Corporation of Waltham, Mass. begins manufacturing operations in the former terminal building at the Salisbury/Ocean City: Wicomico Regional Airport. SWED, along with eight Eastern Shore counties, produces a CD-ROM, highlighting business attributes of the Eastern Shore and each county. The Kiplinger Washington Letter mentions that Salisbury is "drawing smaller, high-tech businesses" in its February 20, 1998 edition. There are eighty members of SWED.

1998 – 1999

Interactive Marketing Services, Inc. enters into a lease with Mountaire Farms for a portion of the former Campbell Soup plant. Millenium Microwave, LLC begins manufacturing operations in Fruitland, serving military and commercial customers in the wireless communications industry.

Highlights *(continued)*

1999 – 2000

Arcon Welding, LLC begins manufacturing portable arc welding machines in Northwood. Rail service is retained along Mill Street thanks to a creative financing package and a unique partnership between SWED, the City of Salisbury, Norfolk-Southern, M.D.O.T. and rail users.

2000 – 2001

K&L Microwave purchases and renovates the former Eaton facility. Lorch Microwave constructs an addition to its current facility. Eastern Wireless TeleComm begins manufacturing microwave filters in the Northwood Industrial Park. The former Chris Craft plant is sold for the fourth time in 33 years.



K&L Microwave's facility, formerly the Eaton plant.

2001 – 2002

Helvoet Pharma purchases Wheaton PharmaTech, retaining two hundred manufacturing jobs in the Northwood Industrial Park. Bar None, Inc. purchases the local assets of The Order People, retaining one hundred fifty jobs. Silverton Marine announces plans to purchase the former Webcraft plant, creating one hundred seventy five new jobs. VPI Mirrex expands its Northwood facility, adding thirty-five new jobs. In conjunction with the Airport Commission and with the help of several SWED members, SWED creates a “schematic vision” for future development of the Air Business Center.



The former Webcraft facility.

Director’s Message

The tragic events of September 11, 2001, an already “soft economy”, and consumer’s lack of confidence in corporate America posed serious challenges to our economy during our most recent fiscal year.

Indicative of the seriousness of economic conditions, manufacturers on a national basis and in terms of jobs, operated at a thirty-five year low. The Federal Reserve discounted short- term interest rates on eleven occasions in 2001 to 1.75%, near a forty-one year low. The nation’s unemployment rate reached six percent, a rate not seen since the early 1990’s.

Our local economy was not immune to these challenges. Crown, Cork and Seal ceased operations in Wicomico County, citing a declining market for its products. Other companies experienced lay-offs and shortened workweeks to cope with less demand and overcapacity in the marketplace. Our local unemployment rate inched upward for much of our fiscal year as illustrated in the following chart.

Unemployment Rate Percentage: Wicomico County
July 1999 – June 2002

	J	A	S	O	N	D	J	F	M	A	M	J
'99-'00	4.4	4.2	3.8	3.9	4.1	3.6	4.8	5.0	4.1	3.9	4.1	4.1
'00-'01	3.8	3.9	4.0	4.2	5.1	4.6	5.6	5.7	5.0	5.1	5.4	5.6
'01-'02	5.4	4.9	4.8	5.2	5.4	5.4	6.8	7.1	6.5	6.0	5.4	5.2

In our thirty-four year history, we have seen great changes in our local economy. Some of the leading industries of thirty years ago are not operating today while major employers today were not in existence just ten years ago. We recognize the cyclical nature of economies. We appreciate that companies have options as to where to invest resources and capital. We understand the competitive nature of our industry. We also realize that with challenge, comes opportunity.

During this past year, we remained committed to our mission and targeted in our efforts.

Director's Message *(continued)*

Working with our resident business base continued to be a top priority as we recognize most new jobs originate among existing employers. We were pleased to assist Standard Register in obtaining various tax exemptions afforded manufacturers on machinery. Last year, the company closed several plants around the nation, none of which were in Wicomico County.



After the Maryland Board of Pharmacy announced it would no longer issue “Free Sale Certificates” to manufacturers, we helped a short-term waiver and time to A “Free Sale Certificate” allows Tishcon to sell products overseas, a significant part of its business locally.



Maryland pharmaceutical Tishcon Corporation obtain seek an alternative option.

We were pleased to assist VPI Mirrex in its Salisbury expansion as the company added millions of dollars infrastructure, installing investment translates into VPI's confidence and commitment to our community. SWED began working with the management team on this project three years ago.



in capital equipment and building a state-of-the-art calendar press. Such thirty-five new jobs and illustrates

Helvoet Pharma purchased the assets of Wheaton PharmaTech while Bar None purchased the local assets of The Order People, formerly known as CallCenter Sevices. SWED was helpful in various aspects of these projects, which retained three hundred fifty local jobs.



Fourteen companies utilized more than \$200,000 in Partnership for Workforce Quality training funds, a state-sponsored program designed to improve business competitiveness by upgrading worker skills for new technologies and processes.

Internally, we responded to hundreds of requests for information from brokers, site consultants, students, citizens, businesses and others. We added information to our web site and ensured the site was current by updating on a daily basis.

Director's Message *(continued)*

In partnership with the Airport Commission, we began plans to enhance development opportunities at the Air Business Center. Special thanks goes to SWED members Scott Aja, Pete Bozick and Bob Wheatley for their assistance in developing a site schematic, permit analysis and building design, respectively. We will continue these efforts during this fiscal year.

While job retention is a significant part of our strategy, so is recruitment of new industry and creating an awareness of Wicomico County as a viable and attractive business location.

Silverton Marine Corporation announced plans to locate a parts plant in Wicomico County by acquiring the former Wecraft facility in the Northwood Industrial Park. Silverton, which plans to create one hundred seventy-five jobs is an integral part of Luhrs Marine Group, one of the largest independent,



employee-owned boat builders in the nation. Luhrs also manufactures boats under the Luhrs, Hunter and Mainship brands. Silverton considered areas in Virginia, Pennsylvania and Delaware in its site search.

Along with marketing representatives of the Maryland Department of Business and Economic Development (DBED), SWED attended the CTIA trade event in Orlando. Several local companies also exhibited at this event, the largest wireless trade event in North America.

We promoted our community to more than fifty businesses in the southwest portion of Connecticut, Long Island, and northern New Jersey. These personal visits not only created awareness of our community, but also developed several leads and opportunities.

In further initiatives, SWED worked the Medical Design and Manufacturing trade event at the Javits Convention Center in New York City, conducted a nationwide direct mail campaign targeting modular home manufacturers, updated our printed brochures and advertised in the "Maryland Magazine", a Daily Record publication utilized by Maryland marketing representatives around the world.

Understanding the importance of financing in economic development and the value of tax-exempt bonds, your executive director attended a Revenue Bond

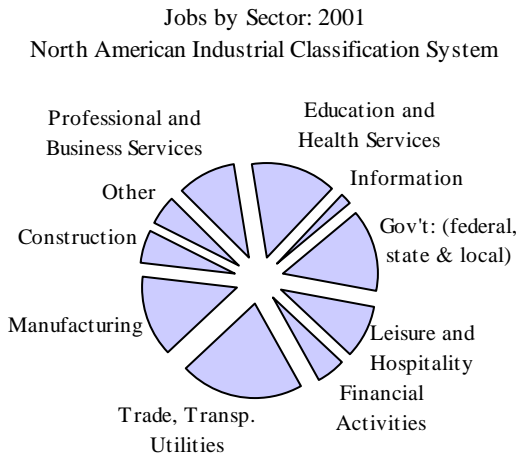
Director's Message *(continued)*

Financing Seminar sponsored by the Council of Development Finance Agencies.

More than two hundred people attended SWED's General Membership and Annual Meeting. Our general membership meeting featured a panel discussion on "The Future of Our Airport" while Maryland DBED Secretary, David Iannucci provided the keynote during our annual event.

From a financial perspective, SWED remained prudent in expenditures, capitalizing on opportunities, and yet, operating within our budget. For the ten years ending August 2002, our budget has increased 13.2%, or put another way, an average annual increase of 1.32%.

Economic diversification, job retention and job attraction efforts have long been key strategies of SWED to mitigate the impact of economic downturns, to reduce reliance on a few firms or industries for our economic viability and to capitalize on opportunities within the marketplace at given points in time. Utilizing the North American Industrial Classification System, the following chart illustrates the diversity of our local economy.



Director's Message *(continued)*

In the year ahead, we will not be short of challenges.

Already, we are working on several retention projects. We will maintain and strengthen our relationship with resident industry via personal visitations to firms within our area as well as to those firms with locations outside our area.

We will continue to prepare for future development at the Air Business Center through the generation of site plans and the mitigation of permit requirements.

We will target diverse businesses in specific geographic regions and promote Wicomico County as a viable and attractive business location.

With competitive demand for funds from both public and private sectors, we will continue to seek alternative sources of revenue and target our activities that yield the most value to our community.

While we cannot choose or even predict with certainty tomorrow's economic conditions, with a focus on our strategy, strong partnerships and hard work, we can turn challenges into opportunities for long-term economic benefit to our community.

SWED's Past Speakers and Topics

The Poultry Industry

Jim Perdue – Chairman, Perdue Farms, Inc

Moving Maryland Forward

James T. Brady – Secretary, Maryland DBED

Business & Education: Roles, Challenges, & Opportunities

Andy Buchanan – Director, Career & Technology Center

Dr. Richard Bebee – Dean, Perdue School of Business at SU

Dr. Arnold Maner – President, Wor-Wic Community College

Ed Urban – Vice President, Harvard Custom Manufacturing

The State of the State

Governor Paris Glendening – State of Maryland

Looking Ahead: The Wireless Industry

Lou Abbagnaro – President, K&L Microwave

Why Jobs Come and Go

A.B. (Buzzy) Krongard – Director, BT Alex Brown, Inc

Marketing Maryland

David Iannucci – Secretary, Maryland DBED

The Current & Future Impact of the Microwave Industry on the Lower Shore

Charles Schaub – President, K&L Microwave

John Tinkler – President, RelComm Technologies

David Chambers – President, Filtronic Comtek

Kevin Bernstein – President, Lorch Microwave

Wayne Barbely – President, Salisbury Engineering

Jeff Evans – President, ClearComm Technologies

Healthcare & PRMC

Alan Newberry – President & CEO, Peninsula Regional Medical Center

Business Taxes in Maryland

William Donald Schaefer – Comptroller, State of Maryland

SWED Budgets and Expenditures 1968 – 2002

YEAR	BUDGET	EXPENDITURES
1968 – 1969	\$26,991.09	\$21,055.66
1969 – 1970	\$35,000.00	\$34,745.15
1970 – 1971	\$35,147.00	\$34,074.28
1971 – 1972	\$42,305.00	\$35,963.72
1972 – 1973	\$40,060.00	\$38,363.79
1973 – 1974	\$43,728.00	\$41,788.34
1974 – 1975	\$47,770.00	\$45,309.40
1975 – 1976	\$51,565.00	\$49,926.10
1976 – 1977	\$55,354.00	\$53,988.82
1977 – 1978	\$58,777.00	\$59,091.23
1978 – 1979	\$65,200.00	\$64,183.12
1979 – 1980	\$72,070.00	\$73,996.21
1980 – 1981	\$80,003.00	\$75,566.21
1981 – 1982	\$88,073.00	\$85,113.21
1982 – 1983	\$114,258.00	\$90,064.79
1983 – 1984	\$124,758.00	\$105,107.13
1984 – 1985	\$126,205.00	\$104,616.50
1985 – 1986	\$135,198.25	\$106,024.82
1986 – 1987	\$150,618.00	\$137,637.82
1987 – 1988	\$155,018.00	\$149,702.07
1988 – 1989	\$184,708.00	\$179,992.97
1989 – 1990	\$164,544.00	\$162,137.77
1990 – 1991	\$171,248.00	\$155,855.47
1991 – 1992	\$175,883.00	\$156,346.57
1992 – 1993	\$172,883.00	\$167,555.26
1993 – 1994	\$174,835.00	\$181,634.00
1994 – 1995	\$177,250.00	\$175,000.00
1995 – 1996	\$173,050.00	\$171,086.56
1996 – 1997	\$177,550.00	\$169,087.29
1997 – 1998	\$179,905.00	\$179,859.27
1998 – 1999	\$185,315.00	\$184,317.55
1999 – 2000	\$189,190.00	\$185,299.68
2000 – 2001	\$197,100.00	\$195,073.98
2001 – 2002	\$195,700.00	\$194,554.33

Past Presidents

1968 - 1969
Robert M. Lawrence

1969 - 1970
Robert A. Deacon

1970 - 1971
A.L. Flemming

1971 - 1972
Frank P. Maher

1972 - 1973
H. Gray Reeves, M.D.

1973 - 1974
William J. Ahtes, Jr.

1974 - 1975
W. Howard Hayman

1975 - 1976
Robert M. Lawrence

1976 - 1977
William C. Bicknell

1977 - 1978
W. Thomas Hershey

1978 - 1979
Daniel E. Ulm

1979 - 1980
William G. Carey

1980 - 1981
John Lerch

1981 - 1983
Fulton Jeffers

1983 - 1984
William J. Ahtes, Jr.

1984 - 1986
Gordon D. Gladden

1986 - 1988
Edward J. Kremer

1988 - 1990
Hugh McLaughlin

1990 - 1992
W. Bill Rinnier

1992 - 1994
Robert C. Wheatley

1994 - 1996
Roger Vandegrift

1996 - 1998
Edward M. Thomas

1998 - 2000
Rafael Correa

2000 - 2002
Henry H. Hanna, III

Our Members

Accountants

Faw, Casson, & Company
Ron Hickman

Moore & Company, P.A.
Bob Moore

Pigg, Krahl, Stern & Co.
John Stern, Jr.

Trice, Geary, & Myers, LLC
Mark Welsh

Twilley, Rommel, & Stephens, P.A.
Bob Twilley

Attorneys

Adkins, Potts, & Smethurst
Steve Smethurst

Webb, Burnett, Jackson, Douse,
Cornbrooks, Wilbur, & Vorhis
K. King Burnett

Banks

Allfirst
Jon Sherwell

Atlantic Bank
Mark Sewell

Bank of America
Monty Saylor

Bay National Bank
Mike Bloxham

First Shore Federal S&L
Marty Neat

Peninsula Bank
Jeff Turner

Shore Bank
Craig McConnell

The Bank of Delmarva
Ed Thomas

Construction

Concrete Building Systems
Viren Sharma

Gillis-Gilkerson, Inc.
Palmer Gillis

Rinnier Development Corporation
Bill Rinnier

The Whyland Company
Bob Wheatley

Engineers / Architects

Davis, Bowen, & Friedel, Inc.
John Davis

George, Miles, & Buhr, LLP
Peter Bozick

McCrone, Inc.
Scott Aja

Government / Chamber

City of Fruitland
Rick Pollitt

City of Salisbury
John Pick

Salisbury Area Chamber of
Commerce
Rick Holloway

Town of Delmar
Sara Bynum-King

Our Members *(continued)*

Wicomico County
David Ennis

Insurance

Atlantic/Smith, Cropper, & Deeley
Bob Elliot

Avery W. Hall Insurance Agency
Tom Wisniewski

Hanna, Kremer, & Tilghman
Ed Kremer

The Peninsula Insurance Company
Eric Crouchley

Manufacturing

Atlantic & Hastings Printers
Brian Twilley

Delmarva Recycling
Greg Stein

Filtronic Comtek
Dawn Harcum

Harvard Custom Manufacturing
Ed Urban

Helvoet Pharma
Stany Maris

K&L Microwave
Lou Abbagnaro

Lorch Microwave
Kevin Bernstein

Lower Shore Enterprises
Mike Purkey

MaTech, Inc.
Rafael Correa

Pepsi-Cola Bottling Company
Morgan Hazel

Plymouth Tube
Tom Maternowski

RelComm Technologies
John Tinkler

Standard Register
Randy Merritt

Tishcon Corporation
Arun Chopra

Toroid Corporation
Gunnar Ennerfelt

VPI-Mirrex, LLC
Kevin Kerchner

Real Estate / Development

E.S. Adkins & Company
Bill Turner

HTL, Inc.
Henry Hanna, III

Long & Foster Commercial
John McClellan, Chris Peek

Miller Property Management
Brent Miller

Mr. Square Feet
Mark McIver

PCS Homes
Michael Thomasson

Retail

Brew River Restaurant/Hanna Systems
Frank Hanna

Our Members *(continued)*

Centre at Salisbury

Jim Biggs

Services

Bar None, Inc.

Janyne Katz

Beacon Technologies

Dana Seiler

Data Services, Inc.

Joe Ollinger

Go-Glass Corporation

Doug Linderer

Peninsula Health Group

Victor Lowe

Peninsula Regional Medical Center

Alan Newberry

Perdue School of Business at

Salisbury University

Gerard DiBartolo

Piedmont/USAirways Express

John Leonard

Private Network Services

Rich Schreiber

Quality Staffing Services

Maria Waller

The Nature Conservancy

Bill Bostian

Utilities

Cato Gas & Oil, Inc.

Mike Abercrombie

Chesapeake Utilities Corporation

Phil Barefoot

Conectiv

Dan Oliver

Delmarva Oil

Brian Schneck

Verizon

Tony Marva

Wholesale / Distribution

Dennis Sales

Galen Gardner

Dennis Storage/Mayflower

George Mengason

Eastern Shore Distributing

Robert Burke

Shore Distributors

Jim Morris

Shoreland Freezers

Art Cooley

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