

SALISBURY-WICOMICO
ECONOMIC DEVELOPMENT, INC.

ANNUAL REPORT 2013 - 2014

SWED Annual Report: 2013– 2014

Celebrating Our
46th Year



<i>President's Message</i>	2
<i>Officers & Board of Directors</i>	3
<i>Our Strategy</i>	4
<i>Highlights of 46 Years</i>	5
<i>Director's Message</i>	14
<i>Recent Programs</i>	17
<i>Past Presidents</i>	18
<i>Our Members</i>	19



Bob Moore is a CPA
with Moore & Co.
P.A..



**Salisbury-Wicomico
Economic Development, Inc.**

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

To Our Members:

I am pleased to present this 46th Annual Report of the Salisbury - Wicomico Economic Development Corporation (SWED). This report summarizes our accomplishments this past year as well as those in previous years as we recognize economic development is not a "once and a while" initiative, but a daily undertaking.

Within this report are highlights of our assistance this past year to new tech start-up Leverage Mobile, Tishcon Corporation, Cropper Brothers Lumber Company, Piedmont Airlines, and many more. In addition, we've undertaken the establishment of an entrepreneurial center in the downtown area of Salisbury as we recognize an attractive marketplace for innovation and technology-oriented business opportunities.

Internally, we continue to realize the benefits of "going paperless" and outsourcing various administrative functions.

A special thank you goes out to all of our members and partners for making my term as President so enjoyable. I have long appreciated the value of SWED and serving as President has only enhanced that understanding. Thanks to all for your support and I look forward to continuing to serve the community-at-large through our organization.

Sincerely,

A handwritten signature in black ink that reads "Robert L. Moore". The signature is written in a cursive style and is underlined with a horizontal line.

Robert L. Moore, President

Officers and Board of Directors

Greg Tawes
BB&T

Sheree Sample-Hughes
Wicomico County

Eric Crouchley
The Peninsula Insurance Co.

Dwight Miller
Gillis-Gilkerson, Inc.

Henry Hanna, III
Sperry Van Ness-Miller Comm.

Dennis Hebert
Shore Bank

Trent Pusey
Hebron Savings Bank

John Psota
City of Fruitland

Jim Morris
Shore Distributors

David Ennis
Pro Coat LLC

Pete Bozick
George Miles & Buhr

Monty Saylor
Bank of America

Tom Stevenson
City of Salisbury

Fred Puente
Blind Industries & Serv of MD

Brad Gillis
Salisbury Area Chamber

Kelly Rew
PNC Bank

Steve Smethurst
Adkins, Potts & Smethurst

John Stern, Jr.
PKS & Company, P.A.

Ed Thomas
The Bank of Delmarva

Jon Sherwell
M&T Bank

Tony Rodriguez
Labinal Salisbury

Mark Welsh
Trice, Geary & Myers

Kevin Hayes
Avery Hall Insurance Co.

Tony Nichols
BBSI

Bob Moore
President
*Moore & Co.,
P.A.*

John Allen
Vice President
*Delmarva
Power*

Ed Townsend
Secretary
BB&T

Jim Morris
Treasurer
*Shore
Distributors*

Scott Aja
**Immediate
Past President**
McCrone, Inc.

*Business
Retention /
Expansion*

*Business
Attraction*

*Strengthen
SWED*

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 to our region. 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 to 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 resources, leverages capital, and broadens expertise.

Highlights of 40 Years

- 1968-1970
 - SWED opens its corporate office and places its first ad in "Industrial Property Guide"
 - Firestone announces plans to build a plastics factory in Northwood Industrial Park
 - Salisbury "oversizes" water & sewer lines in Northwood Industrial Park to allow for future growth
 - Chris Craft closes its Salisbury plant

- 1970-1975
 - Crown, Cork & Seal expands its plant by 73,000 sq. ft.
 - A 3-phase Industrial Apartment concept is announced to provide "start-up" manufacturing space for new industry
 - K&L Microwave is founded by Richard Bernstein
 - Open Roads Industries purchases the former Chris Craft plant
 - New factories planned for construction include: Burroughs Corp., Georgia Pacific, Central Supply, Shaw Warehousing, & Hoffman LaRoche
 - Manhattan Shirt Co. is sold to Salisbury Manufacturing Co., Inc.
 - Open Roads Industries announces its closing

- 1975-1980
 - D&F Shirt and Wootten Welding begin operations
 - Seven new companies move into the Industrial Apartment Complex, including Good Electronic Co., Salisbury Special Tool, & Maryland Clarklift, Inc.
 - K&L Microwave triples its manufacturing space
 - Roadway & AAA Trucking locate terminals in Salisbury
 - Condec Corp. acquires the former Chris Craft plant for its ConDiesel division

"Business Week" publishes a feature article entitled "Business Discovers a Tri-State Peninsula", 1973.

Work begins on the establishment of the 150 acre Air Business Center.

Highlights *(continued)*

1975-1980
continued

- Duo Sofa, Inc. announces plans to construct a plant in Northwood
- Mid-Atlantic Printing & Chilton Publishing begin plant construction in Northwood
- Gregg Shirt Makers expands its Fruitland plant
- Delmar Sportswear locates in Delmar
- Richard Bernstein, founder of K&L Microwave, wins Maryland's Small Businessman of the Year award
- Henson Airlines locates to Wicomico County

1980-1985

- SWED assists in site selection for Salisbury Pewter, Heinemann Electric, & Chesapeake Corporation
- Chesapeake Shipbuilding purchases Roberts Shipyard & begins constructing the "America" cruise ship
- Plymouth Tube begins construction on a specialty tubing plant in Northwood
- Perdue Farms doubles its corporate headquarters & expands its processing plant
- Henson Airlines adds ninety new jobs & is recognized as the "Regional Airline of the Year" by Air-Transport World.
- Viskon-Aire locates in Northwood
- SWED partners with Wicomico County & the City of Salisbury to obtain Maryland's largest enterprise zone
- Heinemann triples its manufacturing space
- Governor Hughes announces a state office building to be built in downtown Salisbury
- Grumman Aerospace purchases the former Manhattan Shirt factory, projecting 300 new manufacturing jobs
- IPC Corporation announces the construction of two plants in Northwood
- Enterprise zone benefits are extended from five years to ten years

Highlights *(continued)*

- 1985-1990
- Standard Register purchases Burroughs Corporation's business forms division
 - Mardelva News begins plant construction in Northwood
 - SWED received local & state approval for funds to construct an inventory building
 - K&L Microwave, US Marine, & Coaxitube expand creating 250+ new jobs
 - Federal Express constructs a plant at the new Air Business Center
 - A new terminal building has been approved for funding at the airport
 - Imperial Cup Corp. purchases Wicomico's "inventory" building, creating 50 new jobs
 - Ford Laboratories (Trinity Sterile today) completes construction of its facility on W. Zion Rd.
 - Machining Technologies, Toroid Corporation, & CallCenter Services are welcomed to our area
 - Foot Management opens a facility in Pittsville
 - Tishcon Corp. completes its Northwood plant
 - The Regional State Office Building is under construction in downtown Salisbury
 - SWED proposes a second inventory building
- 1990-1995
- US Marine builds its 1000th yacht
 - MaTech doubles its workforce
 - Northgate Development builds 66,000 sq ft of office/industrial/warehouse space
 - CallCenter Services reaches 200 associates
 - Eaton Corporation, formerly Heinemann Electric, employs 300
 - Nanticoke Homes purchases the former Con-Diesel plant
 - Wicomico County begins construction of its second inventory building
 - Campbell's Soup closes, eliminating nearly 800 positions
 - Grumman Aerospace announces plans to close, eliminating over 500 jobs

Wicomico County constructs its second "inventory" building; 100,000 sq. ft., 1993.

SWED, in conjunction with Wicomico County, UMES, & the EDA establishes a \$1 million revolving loan fund.

Highlights (continued)

1990-1995
continued

- Filtronic Comtek locates in the former terminal building at the airport
- Field Container purchases Wicomico's second "inventory" building
- Royal Quality Foods begins beef processing in the former Campbell's Soup plant
- RelComm Technologies begins operations in Northwood
- Data Services, Inc. & CallCenter Services construct facilities in Winterplace Park
- Lorch Microwave relocates to Salisbury with 15 employees
- Salisbury Technologies (now Harvard Custom Manufacturing) purchases the former Grumman Aerospace plant, retaining 82 jobs
- MaTech renovates a former sweet potato plant into a state-of-the-art machine shop in Hebron
- The City of Fruitland establishes a 110 acre enterprise zone & begins planning a new industrial park

1995-2000

- Filtronic Comtek moves into its new headquarters, employing 150+
- Shoreland Freezers, Tishcon, & Trinity Labs commit millions of dollars for new warehouse & manufacturing space
- Piedmont/US Air Express opens its new engine testing facility at the airport
- Rafael Correa, President of MaTech, Inc., wins Maryland's Small Businessman of the Year award
- ClearComm Technologies & Custom Cable Solutions begin operations in Wicomico
- Cape May Foods purchases Nanticoke Foods, retaining 75 jobs
- Tishcon Corp. relocates a division to the former Sears Warehouse building on Brown St.
- ThermoLyte Corp. begins operations in the old terminal building at the airport

Highlights *(continued)*

1995-2000
continued

- SWED along with 8 other Maryland Eastern Shore counties produces a CD-ROM highlighting business attributes of the Eastern Shore
- Interactive Marketing Services, Inc. enters into a lease with Mountaire Farms for a portion of the former Campbell Soup plant
- Millenium Microwave, LLC begins operations in Fruitland
- Arcon Welding, LLC begins operations in Northwood
- Rail service is retained along Mill St. due to a partnership between SWED, City of Salisbury, Norfolk-Southern, MDOT, & rail users

2000-2005

- K&L Microwave purchases & renovates the former Eaton facility
- Lorch Microwave constructs an addition to its existing facility
- Eastern Wireless TeleComm begins manufacturing microwave filters in Northwood
- The former Chris Craft plant is sold for the fourth time in 33 years
- Helvoet Pharma purchases Wheaton Pharma-Tech, retaining 200 jobs
- Bar None, Inc. purchases the local assets of The Order People, retaining 150 jobs
- Silverton Marine purchases the former Webcraft plant, creating 175 new jobs
- SWED creates a “schematic/vision” for the Air Business Center in conjunction with the Airport Commission & several SWED members
- Cambrex chooses Northwood for a bio-tech manufacturing facility
- SWED establishes a new \$406,000 revolving loan fund for business development
- SWED secures \$350,000 in funding (CDBG) for renovation of the former airport terminal building into a business incubator

The Kiplinger Washington Letter mentions that Salisbury is “drawing smaller, high-tech businesses” in its February 20, 1998 edition.

*Business
Expansion*

Highlights *(continued)*

Partnerships

2000-2005
continued

Technology

- SWED assists Silverton Marine in securing the former “Hess” site for a new manufacturing plant expected to employ approximately 200 people
- Germane Tool, a precision machine shop, relocates to Salisbury from West Chester, PA
- SWED assists Filter Networks in its site search and other “start-up” issues
- SWED initiates and promotes a “Technology Partnering Showcase” in conjunction with TEDCO at Salisbury University
- Through the Maryland Economic Adjustment Fund, SWED capitalizes an additional \$100,000 to the SWED Business Expansion Fund
- SWED assists Century Seals in the firm’s acquisition of Finishing Technologies, Inc.
- SWED was instrumental in assisting Sklar Instruments in its merger with Trinity Labs, creating Trinity Sterile and retaining 55 jobs
- SWED assists in the start-up of Callidus, LLC, a developer of software products targeting the sleep lab industry

2005-2010

- SWED assists MaTech, Inc. in its site search, permitting, and expansion into a 150,00 square foot facility in Northwood
- SWED assists Perdue Farms, Inc. in locating a site for a new corporate hangar, developing lease terms, and assisting throughout the permitting process
- Perdue Farms renovates a manufacturing plant in Northwood into an “Innovation Center,” a state-of-the-art research and development facility
- SWED assists Harvard Custom Manufacturing with financing from the Southern Eastern Shore Revolving Loan Fund (SES-RLF) to expand its facility and increase jobs

Highlights *(continued)*

2005-2010
(continued)

- SWED assists the Airport Commission in establishing a business incubator in the former terminal building at the airport and in securing funds through the Community Development Block Grant program, the Federal Aviation Administration, and the Maryland Aviation Administration
- SWED assists Ameriscan, a GPS company, in locating to the recently renovated incubator space at the airport, and with permitting and leasing issues as well
- SWED assists the City of Salisbury and Wicomico County in promoting and completing the application to expand the existing enterprise zone to include WestWood Commerce Park
- The Siesta Group, a sleep software development company, begins operations at the airport
- The Knowland Group, an internet-based “reader board” service targeting the hospitality industry, relocates to Salisbury
- SWED brokers a loan through the Southern Eastern Shore Revolving Loan Fund (SES-RLF) to Navtrak, Inc., a GPS product and service provider for fleet vehicles

2010-2014

- Hospital Billing and Collection Service (HBCS) locates to Salisbury and projects two hundred fifty new jobs.
- Trinity Sterile principals purchase the former Americhem building for expansion. Trinity anticipates sixty new jobs as a result.
- Marvel Investments, LLC purchases the 66,000 s.f. former Silverton Marine plant in Northwood.
- Via the SES-RLF, SWED loans funds Coastal Linens, Inc. for the construction and purchase of equipment for a new industrial laundry operation in WestWood.
- SWED assists Bennett Construction as the company constructs a new facility for expansion.

Highlights *(continued)*

2010-2014
(continued)

- Delmar Brewing Company (dba Evolution Craft Brewery) locates to the vacant, former Reddy Ice facility near downtown Salisbury. Via the SES-Revolving Loan fund, SWED provided equipment and working capital loans.
- SWED teams with the Wicomico County Airport Commission for development of a strategic plan for the airport.
- SWED works with the City of Salisbury and Wicomico County toward recertification and expansion of the Salisbury-Wicomico Enterprise Zone.
- SWED moves toward a “paper-less” office by digitizing files, both past and present.
- SWED launches a new website featuring a “responsive” design, meaning the site is legible and can be navigated regardless of the device used to connect to the net.
- SWED, via the SWED-Revolving Loan Fund and the SES-Revolving Loan Fund extend working capital loans to Machining Technologies, Inc.
- Cadista Pharmaceuticals breaks ground on a 100,000 s.f., \$10 million addition to the firm’s Northwood plant. The expansion is expected to add several hundred new jobs to the existing three hundred over the next four to five years.
- Through Maryland’s Department of Business and Economic Development, and in conjunction with the Wicomico County Airport Commission, SWED secured funding for and completed renovations to the Piedmont hangar complex at the airport.
- Assisted AHPharma Food Safety Products in a tech-transfer agreement with the Agricultural Research Center in Beltsville MD. AHPharma is licensing a technology with plans to manufacture and market the bacteria identifying instrument. SWED assisted the company with a revolving loan for working capital as well as in prototyping via 3-D printing technology.

Highlights *(continued)*

2010-2014
(continued)

- Brokered a loan (Southern Eastern Shore Revolving Loan Fund) to Cropper Brothers Lumber Company in Willards for the addition of a second kiln. The company employs approximately forty associates.

- Assisted Tishcon Corporation with Enterprise Zone designation and in obtaining a Certificate of Free Sale.

- Via the Southern Eastern Shore – Revolving Loan Fund, provided “start-up” funding for Leverage Mobile, a technology-based operating in the mobile software industry.

*Salisbury is
named All
America City by
The National
Civic League*

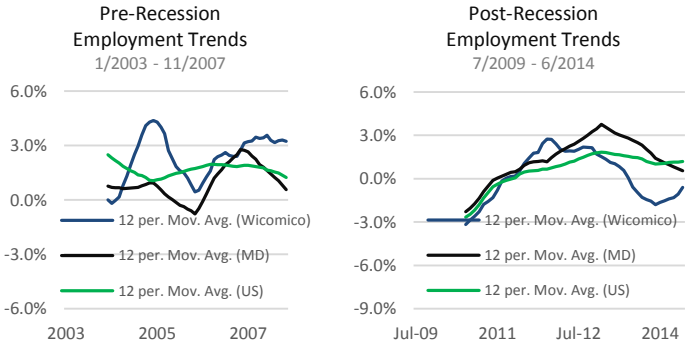


David Ryan
Executive
Director

Director's Message

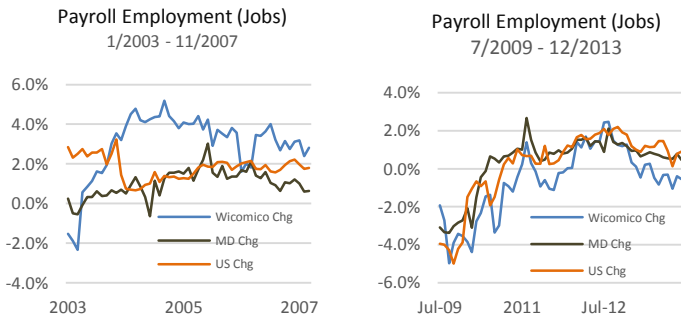
Our 46th year of operation marked continued progress in our economic development initiatives and accomplishments as the overall economy began to show signs of improvement, albeit on a relative basis, following the "Great Recession".

While positive trends such as a declining number of existing homes on the market, higher unit sales of existing homes, a declining unemployment rate and fewer new unemployment insurance claims were welcome news, recovery from the recession continued at a modest pace. Part of the reason is the high rate of growth (*employment and jobs*) experienced in years leading up to the recession as the following charts illustrate.



Source: Maryland Department Of Labor, Licensing & Regulation; Data = year over year [percent change];

Wicomico's rate of employment growth (*meaning those living in Wicomico that were employed*) far exceeded that of the state and nation in years leading up to the recession but then lagged in the recovery stage. The same can be said of jobs (*jobs within the jurisdictional lines of Wicomico*). These trends were primarily due to supply and demand within the residential construction market.



Source: Maryland Department Of Labor, Licensing & Regulation; Data = year over year [percent change];

Director's Message *(continued)*

Coordinated
Efforts

Proactive

Creative

As the residential real estate market continues to recover, and with a solid foundation in poultry and agriculture, stabilizing entities such as Salisbury University and Peninsula Regional Medical Center, a diverse industrial base and a healthy commerce sector, our community is in an attractive position for further growth.

This position is perhaps best acknowledged by credit upgrades to Wicomico by Wall Street analysts this past year, in which SWED accompanied and participated in such presentations along with county officials. While Fitch maintained an already strong rating of AA-/Stable, Moody's upgraded the county's rating a notch to Aa2 while Standard & Poors enhanced the rating two notches to AA+.

From an operational perspective, we continued to assist Cadista Pharmaceuticals as the firm began the construction of its \$12 million, 100,000 sf expansion project in Northwood Industrial Park. The firm plans to add two to three hundred new jobs in the coming years.



Cadista begins its expansion.

We were pleased to help Tishcon Corporation and Cropper Brothers Lumber Company. We assisted Tishcon, a manufacturer of vitamins and supplements with obtaining Enterprise Zone certification and a Certificate of Free Sale (*with special thanks to the Salisbury Area Chamber of Commerce*). Tishcon added twenty thousand square feet to its existing plant and now employs approximately one hundred fifty associates. We helped broker a loan to Cropper Brothers Lumber Company in Willards for a second kiln. Cropper Brothers employs approximately forty associates.



Leverage Mobile

Through the UMES – SWED Revolving Loan Fund, we helped Leverage Mobile begin operations in Northwood. Leverage Mobile is a startup, technology-based firm that operates with the mobile software industry.

Director's Message (continued)

Job Retention

One means in which to grow business is through entrepreneurship. This past year SWED worked with numerous partners (*Salisbury Area Chamber, Salisbury University, Wicomico County, City of Salisbury, Wicomico Library, Startup Maryland*) and the community at large to begin building a collaborative and broad-based community focused on entrepreneurship. The result will be apparent in the months to come as we build that community, better connect with SU's entrepreneurship programs and create a climate where new businesses are welcome and encouraged.

Job Attraction

Internally, we receive hundreds of calls from students, brokers, corporate executives and people from all walks of life seeking information about our community. We respond to every call.

Nearly one hundred twenty people attended our 46th Annual Meeting held at Adams' Ribs featuring a keynote presentation by Dr. Andrew Bauer, Regional Economist at the Federal Reserve Bank of Richmond.

SWED is no different than any other business when seeking to improve efficiencies and enhance productivity and we continue to realize great efficiencies with having gone to a paperless environment. In the recent past, we completed digitizing our files, switched to a web-based email system, switched to a smart phone and added an electronic tablet, reduced land-line telephone services, replaced one office computer, installed multiple monitors per computer, initiated receipt of online statements where possible, established a file back-up system to an external hard drive, established an online, third party backup system, synced all computers and launched a new website. Our website features an interactive property database complete with demographic reports for each specific property. In addition, the site features a "responsive" design, allowing legible access regardless of the device used to connect to the web

Our investment in productivity and technology allows us to operate more efficiently and promote our community to anyone, anywhere and at anytime.

Thank you for your continued support.

Recent Programs

The Poultry Industry

Jim Perdue – Chairman, Perdue Farms, Inc.

Moving Maryland Forward

James T. Brady – Secretary, Maryland DBED

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.

Challenging Times

Rick Pollitt, Wicomico County Executive

Economic Outlook

Jeffrey Lacker, – President, Federal Reserve Bank of Richmond

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

What to Expect Next

Kevin Hassett – Senior Economist, Board of Governors

Federal Reserve System; Author, Dow 36,000

Research Triangle Park, NC

James Roberson – President, Research Triangle Foundation

The New Perdue School of Business

Dr. Bob Wood – Dean, Perdue School of Business

Energy Costs and Electricity Supply

Gary Stockbridge – President, Delmarva Power

Mission Statement

Enhance the socio-economic environment of Salisbury, Wicomico County and region through the preservation and creation of productive employment opportunities.

Past Presidents

1968 – 1969 Robert M. Lawrence	1984 – 1986 Gordon D. Gladden
1969 – 1970 Robert A. Deacon	1986 – 1988 Edward J. Kremer
1970 – 1971 A.L. Fleming	1988 – 1990 Hugh McLaughlin
1971 – 1972 Frank P. Maher	1990 – 1992 W. Bill Rinnier
1972 – 1973 H. Gray Reeves, M.D.	1992 – 1994 Robert C. Wheatley
1973 – 1974 William J. Ahtes, Jr.	1994 – 1996 Roger Vandegrift
1974 – 1975 W. Howard Hayman	1996 – 1998 Edward M. Thomas
1975 – 1976 Robert M. Lawrence	1998 – 2000 Rafael Correa
1976 – 1977 William C. Bicknell	2000 – 2002 Henry H. Hanna, III
1977 – 1978 W. Thomas Hershey	2002 – 2004 Edward Urban
1978 – 1979 Daniel E. Ulm	2004 – 2006 John Stern, Jr.
1979 – 1980 William G. Carey	2006 – 2008 Peter Bozick
1980 – 1981 John Lerch	2008 – 2010 Monty Saylor
1981 – 1983 Fulton Jeffers	2010 – 2012 Scott Aja
1983 – 1984 William J. Ahtes, Jr.	2012 – 2014 Bob Moore

SWED Members



Accountants

Granger & Company, P.A.
Mark Granger

Moore & Company, P.A.
Bob Moore

PKS & Company, P.A.
John Stern, Jr.

Trice, Geary & Myers, LLC
Mark Welsh

Attorneys

Adkins, Potts & Smethurst
Steve Smethurst

Webb, Burnett, Cornbrooks,
Wilber, Vorhis, Douse &
Mason, LLP
Paul Wilbur

Banks

Bank of America
Monty Saylor

BB&T
Greg Tawes

Farmers Bank of Willards
Chris Davis

First Shore Federal S&L
Marty Neat

Hebron Savings Bank
Trent Pusey

M&T Bank
Jon Sherwell

PNC Bank
Kelly Rew

Shore Bank
Dennis Hebert

The Bank of Delmarva
Ed Thomas

Construction

Concrete Building Systems
Todd Stephens

Gillis-Gilkerson, Inc.
Dwight Miller

Engineers / Architects

Davis, Bowen & Friedel
Mike Wigley

George, Miles & Buhr, LLP
Peter Bozick

McCrone, Inc.
Scott Aja

Government / Chamber

City of Fruitland
John Psota

City of Salisbury
Tom Stevenson

Salisbury Area Chamber of
Commerce
Brad Gillis

Town of Delmar
Sara Bynum-King

Wicomico County
Sheree Sample-Hughes

SWED Members *(continued)*

Insurance

Avery Hall Insurance Group
Kevin Hayes

The Peninsula Insurance
Company
Eric Crouchley

Tri-State General Insurance
Ed Dickerson

Mat Tilghman *(Retired)*

Manufacturing

K&L Microwave
Michele Garigliano

Labinal Salisbury
Tony Rodriguez

Lower Shore Enterprises
Luis Luna

Pepsi Bottling Ventures of
Delmarva
Michael Langley

Plymouth Tube
Tony Campbell

RelComm Technologies
John Tinkler

Tishcon Corporation
Arun Chopra

Trinity Sterile
Don Taylor

Toroid Corporation
Katarina Ennerfelt

Real Estate/Development

E.S. Adkins & Company
Bill Turner

Mr. Square Feet
Mark McIver

Schneider Commercial
Joe Schneider

Shoreland, Inc.
Art Cooley

Sperry Van Ness-Miller
Commercial Real Estate
*Brent Miller, Bradley Gillis,
Henry Hanna, John McClellan,*

Westwood Development, LLC
Morgan Hazel

Retail

Centre at Salisbury
Marvin Snyder

SWED Members *(continued)*



Services

Alarm Engineering

Ron Boltz

Barr International

Stu Barr

BBSI

Tony Nichols

Blind Industries & Services of
MD

Fred Puente

Perdue School of Business at
Salisbury University

Dr. Christy Weer

Pro Coat LLC

David Ennis

Quality Staffing Services

Maria Waller

Salisbury University Foundation

T. Greg Prince

W. R. McCain & Associates

Bill McCain

Utilities

Cato Gas & Oil, Inc.

Mike Abercrombie

Chesapeake Utilites Corp.

Darrell Wilson

Delmarva Power

John Allen

Wholesale / Distribution

Eastern Shore Distributing

Robert Burke

Shore Distributors

Jim Morris

*Thank you for
supporting our program
of economic development
for the past forty six years.*