

***SALISBURY-WICOMICO***  
***ECONOMIC DEVELOPMENT, INC.***

ANNUAL REPORT 2014 - 2015

## SWED Annual Report: 2014– 2015

Celebrating Our  
47th Year



<i>President's Message</i>	2
<i>Officers &amp; Board of Directors</i>	3
<i>Our Strategy</i>	4
<i>Highlights of 47 Years</i>	5
<i>Director's Message</i>	14
<i>Recent Programs</i>	17
<i>Past Presidents</i>	18
<i>Our Members</i>	19



John Allen  
Vice President,  
Delmarva Power  
Region



Salisbury-Wicomico  
Economic Development, Inc.

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

To Our Members:

Our 47<sup>th</sup> Annual Report highlights our activities this past year and summarizes our initiatives and activities since our founding in 1968.

Economic conditions remained challenging as we received news that Safran Labinal would close it's doors by the end of calendar year 2016. We immediately began working toward connecting resources to those employees in search of new career opportunities and in researching potential users of the existing plant and workforce. Our efforts along these fronts continue.

On a broader economic basis, the local labor markets began to strengthen. We assisted PolyOne Corporation in obtaining a state-sponsored training grant, brokered a loan to Rubber Soul Brewing and AHPharma Food and Safety Products, assisted TriPro Technologies' relocation from Pennsylvania, helped establish an "Entrepreneur Center" in downtown Salisbury and secured a new terminal and hangar lease for Piedmont Airlines. More about these initiatives can be found later in this report.

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

Thank you all for your support of SWED and a special thank you to fellow board members and staff who have helped make my first year so meaningful. I look forward to my second year as President.

Sincerely,

John Allen  
President

## Officers and Board of Directors

Joe Holloway  
*Wicomico County*

Eric Crouchley  
*The Peninsula Insurance Co.*

Henry Hanna, III  
*Sperry Van Ness-Miller Comm.*

Jamie Hovatter  
*Shore Bank*

Trent Pusey  
*Hebron Savings Bank*

John Psota  
*City of Fruitland*

David Ennis  
*Pro Coat LLC*

Pete Bozick  
*George Miles & Buhr*

Monty Sayler  
*Bank of America*

Brenda Wooten  
*BB&T*

Scott Aja  
*McCrone*

Tom Stevenson  
*City of Salisbury*

Kelly Rew  
*PNC Bank*

Steve Smethurst  
*Adkins, Potts & Smethurst*

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

Ed Thomas  
*The Bank of Delmarva*

Brian Allen  
*M&T Bank*

Mark Welsh  
*Trice, Geary & Myers*

Kevin Hayes  
*Avery Hall Insurance Co.*

Tony Nichols  
*BBSI*

Maria Waller  
*Quality Staffing Services*

John Allen  
**President**  
*Delmarva Power*

James Morris  
**Vice President**  
*Shore Distributors*

Kevin Hayes  
**Secretary**  
*Avery Hall Insurance Co.*

Dwight Miller  
**Treasurer**  
*Gills-Gikerson, Inc.*

Bob Moore  
**Immediate Past President**  
*Moore & Co. PA*

*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 1000<sup>th</sup> 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*

- 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

*Technology*

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

2010-2015

- 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)*

2010-2015  
*(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.

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

## **Highlights** *(continued)*

2010-2015  
*(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.
- As part of SWED’s technology transfer initiative, via the Southern Eastern Shore revolving Loan Fund, brokered a loan for the production of a new LED fixture for poultry houses.
- Assisted TriPro Technologies in the firm’s relocation from Pennsylvania to Salisbury. TriPro’s area of expertise is precision molding, a needed and valued service for existing and new companies seeking new product formations and prototypes.
- Along with a number of partners including the Salisbury Area Chamber of Commerce, Wor-Wic Community College, Salisbury University and the Wicomico County Library, helped establish the “Entrepreneur Center” in downtown Salisbury.
- Secured a \$25,000 training grant through the State of Maryland for PolyOne Corporation. The company will utilize the matching grant to hire and train ten new production workers and help enhance skill sets of existing associates.



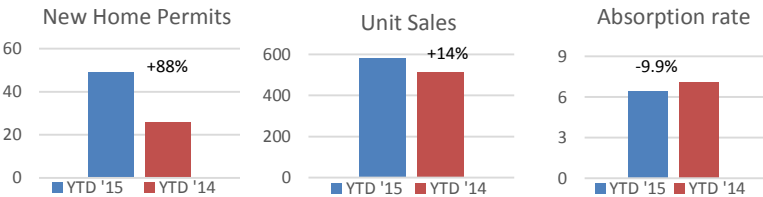
David Ryan  
Executive  
Director

## Director's Message

Our 47<sup>th</sup> year of operation was perhaps one of the more challenging in the history of our organization. While we saw improvement in various economic indices, we also saw stress in some economic sectors, particularly within the defense manufacturing arena. We recognize that while we must work diligently in retaining our existing industrial base and attracting new, family-supporting jobs to our community, we must also appreciate the importance and value of organic growth and innovation as drivers of tomorrow's economy.

Indicative of stress within the defense manufacturing environment, Safran Labinal announced early in 2015 of its pending closure slated for the end of calendar year 2016. SWED, along with a number of partners, immediately reached out to Labinal officials to begin a dialogue as to how, together, we can best assist Labinal employees in transitioning to new opportunities. And we reached out to company officials as to how we may play a key role in marketing the facility to other employers. These efforts continue.

Indicative of improvement in broader economic indices, and specifically within the housing sector, we experienced higher new home permits, increased unit sales of existing homes, and lower absorption rates as indicated in the charts below.



Source: MD Association of Realtors

From a marketing perspective, we attended the SPIE trade event in Baltimore, presented to the USIIF Indian Delegation, marketed SWED and Wicomico County via membership in the Delmarva Poultry Industry and the Maryland Economic Development Association, pursued various trade missions to firms with offices / headquarters outside our area, and collaborated with Salisbury University's growing entrepreneurial initiatives inclusive of Race to Innovate, Shark Tank (in cooperation with WMDT), Shore Hatchery and the Bernstein Business plan competitions. In addition, we participated in a number of NASA partnership events and the newly formed Wallops Island Regional initiative.

## Director's Message *(continued)*

*Coordinated  
Efforts*

We welcomed this past year TriPro Technologies and Rubber Soul Brewing and assisted AHPharma Food and Safety Products in a tech-transfer initiative.

TriPro is a small but important addition to our community as the firm has expertise in mold-making, a needed and valuable service for existing and new firms seeking new product formations and prototypes. Rubber Soul Brewing is the latest entrant into the craft brew market and we were pleased to help broker financing that allows the company to can and distribute its product throughout the Mid-Atlantic region. Through the Southern Eastern Shore Revolving Loan Fund (U.M.E.S.), we brokered a loan to AHPharma for the production of a new LED fixture for poultry houses.




*Proactive*

*Creative*

We were pleased to continue our assistance to Cadista Pharmaceuticals. The company is nearing completion of its \$20 million (100,000 sf) expansion that is adding approximately two hundred-fifty new manufacturing jobs to our community and region.

We finalized leases for the terminal building and hangar complex associated with Piedmont Airlines. Along with Wicomico County and the State of Maryland, we brokered nearly a million dollars in recent renovations to the complex which serves as Piedmont's headquarters and maintenance base.

 **PolyOne**™ Understanding the importance of existing businesses and in filling existing job openings, we were pleased to secure \$25,000 in training funds for PolyOne Corporation. The company has ten operating positions open and these funds will help fill those positions and offer supervisory training to other PolyOne associates. PolyOne is a premier provider of specialized polymer materials, services and solutions.

Internally, we receive hundreds of calls annually from people seeking information and data about our community and our region. We respond to every call. In addition, to help promote our organization, we served as a presenter for numerous organizations including the Greater Salisbury Committee, Salisbury Area Chamber of Commerce, Fruitland Economic Development Commission and the International Economic



**Director's Message** *(continued)*

*Job Retention*

Development Council amongst others. As with last year, your Executive Director had the pleasure and honor of participating with county officials in rating agency (Fitch, Moody's, Standard & Poors) presentations.

*Job Attraction*

Approximately one hundred people attended our Annual Meeting held at Black Diamond Lodge featuring a keynote presentation by William Wrobel, Director of NASA's Wallops Flight Facility.

SWED is no different than any other business when seeking to improve efficiencies and enhance productivity and we continue to realize great benefits of 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 and synced all computers with mobile devices.

This past year we also hired a full time administrative assistant and when coupled with our investment in 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  
*Brenda Wooten*

Farmers Bank of Willards  
*Chris Davis*

First Shore Federal S&L  
*Marty Neat*

Hebron Savings Bank  
*Trent Pusey*

M&T Bank  
*Brian Allen*

PNC Bank  
*Kelly Rew*

Shore Bank  
*Jamie Hovatter*

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*

MacIntosh Engineering  
*Jim Baker*

### Government / Chamber

City of Fruitland  
*John Psota*

City of Salisbury  
*Jim Ireton*

Salisbury Area Chamber of  
Commerce  
*Memo Diriker*

Town of Delmar  
*Sara Bynum-King*

Wicomico County  
*Joe Holloway*

**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  
*Bill Turner*

Pepsi Bottling Ventures  
*Michael Langley*

Plymouth Tube  
*Tony Campbell*

RelComm Technologies  
*John Tinkler*

Tishcon Corporation  
*Arun Chopra*

AhPharma Food & Safety  
Products  
*James McNaughton*

Trinity Sterile  
*Steve Burris*

Toroid Corporation  
*Katarina Ennerfelt*

Blind Industries and Services  
of MD  
*Fred Puente*

MaTech, Inc.  
*Gary Gaskill*

**Real Estate/Development**

Schneider Commercial  
*Joe Schneider*

Shoreland, Inc.  
*Art Cooley*

Sperry Van Ness-Miller  
Commercial Real Estate  
*Brent Miller, 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*

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*

Telewire

*Bryan Murfree*

Vantage Point Solution Group

*Dana Seiler*

### **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 seven years.*