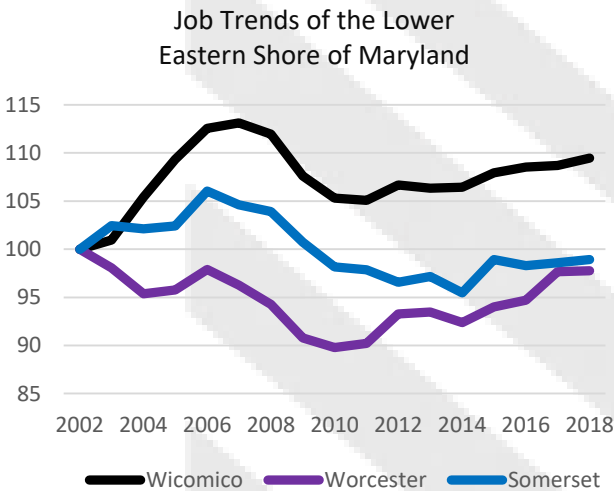


Annual Report 2018-2019



Economic Overview

Wicomico continued its jobs creation recovery in 2019 from the ‘Great Recession’ as illustrated in the chart below. While not at the level experienced in the immediate years leading up to the recession, it’s clear Wicomico continues to grow its job base and leads Maryland’s Lower Eastern Shore in job growth. Wicomico’s unemployment reached a low of 4.2% and the common challenge among employers was difficulty filling open positions.



Year in Review

At SWED, we celebrated our 50th year of operations at the Ward Museum and featured past presidents of our organization and an ongoing display of SWED projects over five decades.



SWED 50th Annual Meeting at the Ward Museum

Year in Review

We continued our Leadership Series and featured presentations from Charles Wright IV and Randy Day, the President of the Wicomico County Farm Bureau and the CEO of Perdue Farms, respectively.



We once again valued our role helping Wicomico County officials assemble the Public Statement and in participating in rating agency presentations on Wall Street. All three agencies affirmed Wicomico’s already strong bond ratings.



This year’s SWED Award at Salisbury University’s Business Plan Competitions went to HoneyCove, a startup holistic café specializing in organic teas.



Public speaking engagements enhance collaboration among many partners throughout our region. We were pleased to present to various organizations including the Salisbury Area Chamber of Commerce’ Economic Forecast, the Fruitland Chamber of Commerce, the MD Economic Development Association and more.



Year in Review

We continued our long standing practice of calling on resident businesses, inclusive of those firms with offices outside of Wicomico's jurisdictional border. Calling on our existing customers allows us to better understand the needs of our business community and to tailor programs and services to meet those needs. At the same time, we recognize that attrition will occur and attraction also needs to be a part of our initiatives. This past year we:

- Secured a \$200,000 conditional loan from the State of Maryland to Delaware Elevator as the firm plans to construct a new manufacturing plant leading to the creation of fifty new jobs.
- Assisted AI—Tech Associates in finding and relocating to a new facility. The company relocated from a 3,000 sf location to a 25,000 sf location. AI-Tech, now employing approximately fifteen people, is expected to add additional jobs over the next several years.
- Assisted BKR Holdings, SBY Development Group and 212 East Main Street LLC in analyzing project benefits through the Salisbury – Wicomico Enterprise Zone program. Hundreds of thousands of dollars were invested in downtown revitalization projects.
- Assisted in the startup and formation of CAV Manufacturing, a precision machine shop and a spin-off of Manufacturing Support Industries (MSI).
- Partnered with Wicomico County and the SBY Regional Airport in completing an agreement whereby Sentinel Robotics Solutions leases and operates a Drone Center for Excellence at the SBY Regional Airport. Brokered a \$100,000 financial commitment from Maryland Commerce toward the drone initiative
- Assisted The Athlete Academy in its startup via strategic guidance as the firm won 'SWED Award' at last year's entrepreneurship competition at Salisbury University.

Entering Our Next 50 Years



As we enter our sixth decade of service to our community, we are reminded of the constant need to reinvent, reframe and seek new methods of enacting our initiatives. We completed a total renovation of our office to a more modern, minimalist look that helps attract talent to our organization and presents a favorable image of our organization and community to our clients. We've transitioned from an Administrative Assistant position to that of Executive Administrator, better reflecting our vision and better utilizing our talent. We continued to refine our paperless environment to keep cost controlled while simultaneously better responding to the needs of our customers anytime, anywhere and on any device. We've strengthened our Board of Directors by adding representatives from key economic sectors including more diversity among the board as a whole. And we've outlined our strategy for the coming years to take advantage of opportunities in today's marketplace.

Targeted Economic Sectors

Agribusiness
Health Care
Higher Education
Manufacturing

Infrastructure Investments

Entrepreneurship

Industry Diversification

Strengthened Partnerships



Officers, Staff and Board of Directors

President
Dwight Miller
Gillis- Gilkerson

Vice President
Tony Nichols
BBSI

Secretary
David Ennis
Pro Coat

Treasurer
Trent Pusey
Hebron Savings Bank

Peter A Bozick
George, Miles & Buhr

Jamie Hovatter
Xenith Bank

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

Kevin Hayes
Avery Hall Insurance Co.

Maria Waller
Quality Staffing Services

Joe Holloway
Wicomico County

Jacob Day
City of Salisbury

Robert Kane
McCrone

John Breda
The Bank of Delmarva

James Morris
Shore Distributors

Mark Welsh
Trice, Geary & Myers

David Ennis
Pro Coat

Monty Saylor
M & T Bank

John Psota
City of Fruitland

Matthew Powell
Bank of America

Sara Mitzi Scott
PRMC

Henry Hanna, III
Sperry Van Ness-Miller

Maria Waller
Quality Staffing Services

Kelly Rew
PNC Bank

James Morris
Shore Distributors

David Ryan
Executive Director

Rebecca Maldonado
Executive Administrator

Members

Mike Abercrombie
Cato Gas & Oil, Inc.

Katarina Ennerfelt
Toroid Corporation

John Psota
City of Fruitland

Kelly Rew
PNC Bank

Robert Kane
McCrone, Inc.

Mike Wigley
Davis, Bowen & Friedel

Steve Burris
Trinity Sterile

Robbie Tarpley Raffish
a.s.a.p.r. integrated marketing

John Allen
Delmarva Power

Dwight Miller
Gillis-Gilkerson, Inc.

David Ennis
Pro Coat

Jim Baker
MacIntosh Engineering

Henry Hanna, III
SVN-Miller Commercial

Mark Granger
Granger & Company, P.A.

Brent Miller
Sperry Van Ness-Miller

Ron Boltz
Alarm Engineering

Morgan Hazel
Westwood Development

James Morris
Shore Distributors, Inc.

Bob Moore
Moore & Company, P.A.

John Stern, Jr.
PKS & Co, PA

Peter Bozick
George, Miles & Buhr

Jamie Hovatter
Xenith Bank

Marty Neat
First Shore Federal S&L

T. Greg Prince
Salisbury Univ. Foundation

Robert Burke
Eastern Shore Distributing

Tony Nichols
BBSI

John McClellan
Sperry Van Ness-Miller

John Breda
The Bank of Delmarva

Paul Wilber
Webb, Burnett, Cornbrooks

Phil Crouse
K&L Microwave

Matthew Powell
Bank of America

Mat Tilghman, Jr.
Retired

Sara Bynum-King
Town of Delmar

Dr. Christy Weer
Perdue School of Business

Bill McCain
W.R. McCain

John Tinkler
RelComm Technologies

Joe Holloway
Wicomico County

Michael Woods
Pepsi Bottling Ventures

Jacob Day
City of Salisbury

Monty Saylor
M&T Bank

Arun Chopra
Tishcon Corporation

James McNaughton
Ah Pharma

Chris Davis
Farmers Bank of Willards

Brian Murfree
Tele-Wire

Chris Perdue
Perdue Agribusiness

Bill Chambers
Salisbury Area Chamber

Jared Shelton
Chesapeake Utilities Corp.

Maria Waller
Quality Staffing Services

Mark Welsh
Trice, Geary & Myers, LLC

Marvin Snyder
Centre at Salisbury

Trent Pusey
Hebron Savings Bank

Kevin Hayes
Avery W. Hall Insurance

Selected Pictures Throughout the Year





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