Annual Report 2020-2021



Economic Overview

We began FY 2020 – 2021 by completing deployment of \$9 million to our small business community to help mitigate the impact of COVID-19. More help was needed and through additional CARES and State of Maryland funding, we deployed \$4.3 million more to our business community, inclusive of the nonprofit sector. All in all, we funded more than twelve hundred grants impacting over five thousand jobs.



SWED's Economic Development Coordinator Zach Prebula delivers a grant check to Susan Weisengoff of Cake Art.

As vaccinations took place, various social, business and travel restrictions were gradually lifted and as recovery continued, it became clear demand and supply were not in balance. Employers found it increasingly challenging to obtain certain products and hire the talent needed for their business.

Late in our fiscal year and having deployed all capital provided for Covid-19 relief, we closed our grant relief programs and simultaneously fielded many requests from companies locally seeking to expand and firms outside our market area seeking a new location in Wicomico County.

Year in Review

Clutch by Tia Dash won the this year's SWED Award at Salisbury University's Business Plan Competitions.



Tia Hobby (Clutch by Tia Dash), Dave Ryan and Tony Nichols (President, SWED) discuss the business plan of Clutch by Tia Dash, an online store for homemade handbags and accessories.

2021 Southern Delmarva Economic Forecast and More

Public speaking engagements enhance collaboration among many partners throughout our region. We were pleased to present (in person) at this year's Salisbury Area Chamber of Commerce' Economic Forecast event, held in Ocean City, Maryland and at SVN Millers Annual Commercial Real Estate Forum.



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.

We were pleased to assist Ezra Rickards and Delmarva Lumber in restarting of the former Cropper Brothers Lumber Mill in Willards, Maryland. More than one hundred guests attended the ribbon cutting which is indicative of the impact the mill has on job opportunities and the forestry industry in Wicomico and throughout our region.



Scenes from Delmarva Lumber's ribbon-cutting held on May 25, 2021.

In addition, SWED provided a \$55,000 gap financing note to Mason-Dixon Machining as the firm relocated from leased space to a building of their own, assisted RelComm Technologies in funding through the Maryland Defense Cybersecurity Assistance Program and secured a \$100,000 grant for MadTech Farms from the Maryland Technology Development Corporation's (TEDCO) Rural and Underserved Business Recovery program.

SWED Annual Meeting - 2020



SWED held its 52nd Annual Meeting at Bordeleau

Our Strategy Forward

Our strategy for the coming year is to capitalize on our assets, develop additional and innovative programs to target job growth and work collaboratively with our many partners for the betterment of all.

Targeted Economic Sectors

Agribusiness, Health Care Higher Education, Manufacturing

Infrastructure Investments

Entrepreneurship

Industry Diversification

Strengthened Partnerships



Officers, Staff and Board of Directors

President Tony Nichols BBSI

Peter A Bozick GMB

Chris Eccleston Delmarva Veteran Builders

John Breda The Bank of Delmarva

Monty Sayler M & T Bank

Henry Hanna, III Sperry Van Ness-Miller

David Ryan Executive Director

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Peter Bozick George, Miles & Buhr

Robert Burke Eastern Shore Distributing

Paul Wilber Webb, Burnett, Cornbrooks

Sara Bynum-King Town of Delmar

Joe Holloway Wicomico County

Arun Chopra Tishcon Corporation

Chris Perdue Perdue Agribusiness

Mark Welsh Trice, Geary & Myers, LLC Vice President Trent Pusey Hebron Savings Bank

Dwight Miller Gillis-Gilkerson

Joe Holloway Wicomico County

Dick Morris Shore Distributors

Dawn Adkins Harcum K&L Microwave

Chris Perdue Perdue Farms

Zach Prebula Economic Development Coordinator

Katarina Ennerfelt Toroid Corporation

Mike Wigley Davis, Bowen & Friedel

Dwight Miller Gillis-Gilkerson, Inc.

Mark Granger Granger & Company, P.A.

James Morris Shore Distributors, Inc.

Jamie Hovatter Xenith Bank

Tony Nichols BBSI

Phil Crouse K&L Microwave

Dr. Christy Weer Perdue School of Business

Michael Woods Pepsi Bottling Ventures

James McNaughton Ah Pharma

Bill Chambers Salisbury Area Chamber

Marvin Snyder Centre at Salisbury Secretary Christy Weer Perdue School of Business

John Allen Delmarva Power

Jacob Day City of Salisbury

Mark Welsh TGM

Matthew Powell Bank of America

Bob Core PNC Bank

John Psota City of Fruitland

Steve Burris Trinity Sterile

David Ennis Pro Coat

Brent Miller Sperry Van Ness-Miller

Bob Moore Moore & Company, P.A.

Marty Neat First Shore Federal S&L

John McClellan Sperry Van Ness-Miller

Matthew Powell Bank of America

Bill McCain W.R. McCain

Jacob Day City of Salisbury

Chris Davis Farmers Bank of Willards

Jared Shelton Chesapeake Utilities Corp.

Trent Pusey Hebron Savings Bank Treasurer Maria Waller Quality Staffing Services

Kathy Bennett Avery Hall Insurance Co.

Robert Kane McCrone

David Ennis Pro Coat

Sara Mitzi Scott PRMC

Kelly Rew PNC Bank

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

Jim Baker MacIntosh Engineering

Ron Boltz Alarm Engineering

John Stern, Jr. PKS & Co, PA

T. Greg Prince Salisbury Univ. Foundation

John Breda The Bank of Delmarva

Mat Tilghman, Jr. Retired

Marty Magda RelComm Technologies

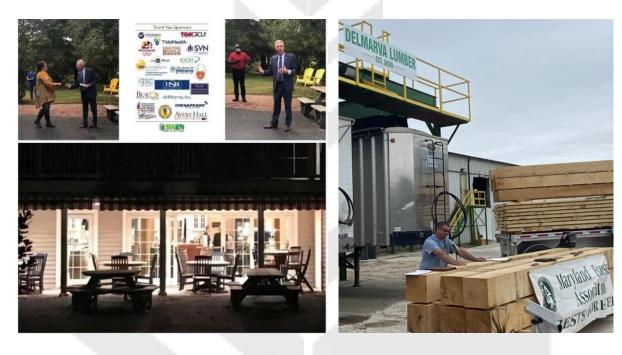
Monty Sayler M&T Bank

Brian Murfree Tele-Wire

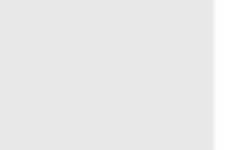
Maria Waller Quality Staffing Services

Kathy Bennett Avery W. Hall Insurance

Selected Pictures Throughout the Year









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