

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

**SWED Annual Report: 2005 – 2006**

Celebrating 38  
Years



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John Stern is a partner at PKS & Company, PA.



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

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

To Our Members:

For nearly four decades and as detailed in this, our 38th annual report, SWED remained committed to our stated mission of enhancing our socio-economic environment through the preservation and creation of productive employment opportunities.

We recognize that resident businesses are as important as new businesses to our community. In that regard, we were pleased to assist Machining Technologies, Harvard Custom Manufacturing, Life Shield Engineered Systems, Shore Distributors, Silverton Marine, Callidus and many others in their respective expansion plans. Together, these firms anticipate adding hundreds of new jobs over the next several years.

We also successfully pursued various initiatives to attract new industry to our area including the expansion of the Salisbury-Wicomico County Enterprise Zone, the creation of an Arts and Entertainment District and the establishment of a "business incubator" at the Salisbury/Ocean City: Wicomico County Regional Airport. This latter effort directly resulted in the "start-up" of Ameriscan, Inc., a technology-oriented company founded by a recent Salisbury University graduate. Ameriscan operates in the global positioning services industry.

Our organization is fortunate to receive community-wide support in our endeavors from both public and private sectors. A significant reason for such support lies within our staff. I'd like to extend a special appreciation to our staff for their commitment and professionalism. It has been my honor to serve as your President these past two years and though my term is ending, I remain committed to the organization and its goals.

Sincerely,

John M. Stern, Jr.  
President

## Officers and Board of Directors

Mike Abercrombie  
*Cato Gas & Oil, Inc.*

John Allen  
*Delmarva Power*

Rafael Correa  
*MaTech, Inc.*

Eric Crouchley  
*The Peninsula Insurance Co.*

Dr. Gerard DiBartolo  
*Salisbury Area Chamber*

Palmer Gillis  
*Gillis-Gilkerson, Inc.*

Dawn Harcum  
*Filtronic Comtek*

Henry Hanna, III  
*Long & Foster Commercial*

Fred King  
*BB&T*

Craig McConnell  
*Shore Bank*

George Mengason  
*Dennis Storage / Mayflower*

Bob Moore  
*Moore & Company, P.A.*

Greg Olinde  
*Bay National Bank*

John Pick  
*City of Salisbury*

Rick Pollitt  
*City of Fruitland*

Bill Rinnier  
*Rinnier Development Corp.*

Tony Sarbanes  
*Wicomico County*

Steve Smethurst  
*Adkins, Potts & Smethurst*

Ed Thomas  
*The Bank of Delmarva*

Ed Townsend  
*M&T Bank*

Roger Vandegrift  
*Mercantile Peninsula Bank*

Mark Welsh  
*Trice, Geary & Myers*

Bob Wheatley  
*The Whyland Company*

Tom Wisniewski  
*Avery W. Hall Insurance Co.*

John Stern  
**President**  
*Pigg, Krahl,  
Stern &  
Company*

Pete Bozick  
**Vice-President**  
*George, Miles  
& Buhr*

Monty Saylor  
**Secretary**  
*Bank of  
America*

Scott Aja  
**Treasurer**  
*McCrone, Inc.*

Ed Urban  
**Immediate  
Past President**  
*Harvard  
Custom  
Manufacturing*

*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 38 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.*

**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 assists in the start-up of Callidus, LLC, a developer of software products targeting the sleep lab industry

Technology

2005-2006

- 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
- SWED accepts a lead role in working with developers of the Salisbury Mall property toward a Tax Increment Finance agreement
- Perdue Farms renovates a manufacturing plant in Northwood into an “Innovation Center,” a state-of-the-art research and development facility
- SWED supports House Bill 399, allowing more flexibility to local jurisdictions in creating and expanding enterprise zones

## Highlights *(continued)*

2005-2006  
*continued*

- SWED assists Harvard Custom Manufacturing with financing from the Southern Eastern Shore Revolving Loan Fund (SES-RLF) to expand its facility and increase jobs
- As requested by the Wicomico County Council, SWED reviewed and presented a request toward the establishment of an Arts and Entertainment District
- 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
- SWED sponsored and arranged a presentation from the Maryland Industrial Development Financing Authority (MIDFA) to area bankers and loan officers

*Salisbury is ranked 55th Hottest City in the US, according to the May 2006 issue of Inc. Magazine.*

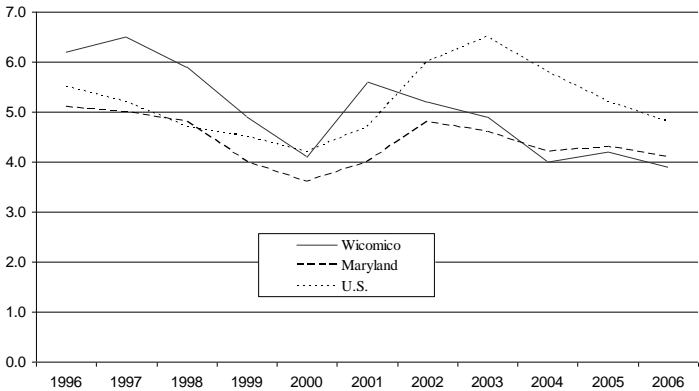
## Director's Message

For the thirty-eighth consecutive year, SWED worked to enhance our local economy by facilitating in the creation and preservation of productive employment opportunities, nurturing a diverse economic base and strengthening our organization. Our efforts are enhanced thanks to the confidence employers demonstrate in our community and to our many partnerships which allow our initiatives to succeed.

For most of this past year, we operated in an environment characterized by relatively low interest rates, moderate inflation, and continued (albeit more tempered than in previous years) demand for residential, commercial and industrial real estate.

Unemployment in Wicomico remained low as illustrated in the following chart.

### 10 Year Unemployment Rate Trend



\* Source: Md. Dep't. of Labor, Licensing & Regulation; as of June

Having a rate above the state and the nation for the latter part of the previous decade, Wicomico's rate has dropped dramatically in recent years to well below the national rate and on par with the state rate. The reason is due to an increase in jobs. From 2002 through 2005, Wicomico's labor force and job count grew by 3.9% and 9.3%, respectively. This resulted in a tighter labor market for most of the year which is generally good for those seeking jobs though more challenging for employers seeking qualified applicants.

## Director's Message *(continued)*

*Coordinated  
Efforts*

Most businesses derive a significant amount of their revenue from existing and previous customers. As a correlation, most new jobs in any community are generated by existing businesses. SWED remains committed to assisting resident businesses in their viability and success.

*Proactive*

*Creative*

This past year, we were pleased to play a role in the expansion of Machining Technologies as the company nears completion in the renovation of the former 150,000 square foot Sealy plant into a state of the art, high-tech precision machine facility. MaTech anticipates adding nearly one hundred new associates to its current team. Likewise, Harvard Custom Manufacturing is embarking on the construction of an additional 60,000 square feet to its existing plant to accommodate a projected one hundred fifty new jobs next year. In addition, we were pleased to assist Shore Distributors, Callidus, Life Shield Engineered Systems, Silverton Marine, Plymouth Tube, Toroid, and many others in areas ranging from enterprise zone certification to financing.

Also in regard to existing businesses, SWED sponsored a luncheon with area bankers and the Director and staff of the Maryland Industrial Development Financing Authority (MIDFA) to better acquaint local loan officers with State programs. Five local companies participated in Maryland's Partnership for Workforce Quality program and received more than \$60,000 toward training initiatives.

The attraction of new companies, industries and investments also needs to be a part of our effort as we recognize economic forces can overwhelm even the best of intentions and that attrition will occur in any economy. Recruiting new employers and creating an environment that supports new companies and industries is integral in our long term goals and diversification strategies.

Beginning last year and successfully accomplishing this year, SWED was pleased to assist the City of Salisbury and Wicomico County in the expansion of the Salisbury: Wicomico County Enterprise Zone. This expansion includes the two hundred sixty-five acre Westwood Commerce Park which offers industrially zoned land for future growth. Within Westwood, Ferguson Enterprises has chosen our community to consolidate four

**Director's Message** (continued)

divisions, construct several facilities and create approximately one hundred new jobs. Ferguson is a large distributor of plumbing, heating and building supplies.

During this fiscal year, a long term goal of SWED came to fruition with the renovation of the former Airport Terminal Building into a small business incubator. Spearheaded by SWED with strong support from the Wicomico County Council, the Wicomico County Airport Commission, Maryland's Department of Business and



*Local officials dedicate the former Airport Terminal Building as a Business Incubator*

Economic Development, The Maryland and Federal Aviation Administration and many others, the nearly 9,000 square foot facility is now home to the FAA and Ameriscan, a start-up technology firm founded by a recent Salisbury University graduate.

daily basis. In addition, we responded to hundreds of requests for information from citizens, businesses, students, consultants, brokers and many others. More than two hundred twenty members and guests attended our membership meetings featuring Aris Melissaratos and Gary Stockbridge, Secretary and President of Maryland's Department of Business and Economic Development and Delmarva Power, respectively.

Internally, we completely redesigned our web site and maintained our goal of updating the site on a

From a fiscal perspective, we remained prudent in our expenditures and operated within our budget. For the five years ending August 31, 2006, our budget has increased by 2.9%, or put another way, approximately .6% per year.

While it's difficult to predict with accuracy the types of jobs and industries that will encompass our area in the years ahead, with hard work, teamwork and commitment to cause, our achievements in the years to come will be meaningful and of value to our community.

## 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.*

### Marketing Maryland

*Aris Melissaratos – 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*

### 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 State of the County

*Anthony Sarbanes – President, Wicomico County Council*

### Energy Costs and Electricity Supply

*Gary Stockbridge – President, Delmarva Power*

*Quality Meetings*

*Expert Speakers*

*Relevant Issues*

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

## SWED Members



### Accountants

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  
*K. King Burnett*

### Banks

Bank of America  
*Monty Saylor*

Bay National Bank  
*Greg Olinde*

BB&T  
*Fred King*

First Shore Federal S&L  
*Marty Neat*

Hebron Savings Bank  
*Greg Johnson*

M&T Bank  
*Ed Townsend*

Mercantile Peninsula Bank  
*Roger Vandegrift*

Shore Bank  
*Craig McConnell*

The Bank of Delmarva  
*Ed Thomas*

### Construction

Concrete Building Systems  
*Viren Sharma*

Gillis-Gilkerson, Inc.  
*Palmer Gillis*

Nason Construction, Inc.  
*Mike Dashiell*

Rinnier Development  
Corporation  
*Bill Rinnier*

The Whayland Company  
*Bob Wheatley*

### Engineers / Architects

Barry Isett & Associates, Inc.  
*Adam V. Yuhas*

Davis, Bowen & Friedel  
*Jerry Friedel*

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  
*Dr. Gerard DiBartolo*

Town of Delmar  
*Sara Bynum-King*

Wicomico County  
*Tony Sarbanes*

**SWED Members** *(continued)*

**Insurance**

Avery Hall Insurance Group  
*Tom Wisniewski*

Hanna, Kremer, & Tilghman  
*Mat Tilghman, Jr.*

The Peninsula Insurance  
Company  
*Eric Crouchley*

Tri-State General Insurance  
*Ed Dickerson*

**Manufacturing**

Delmarva Recycling  
*Greg Stein*

Filtronic Comtek  
*Dawn Harcum*

Harvard Custom  
Manufacturing  
*Ed Urban*

K&L Microwave  
*Don Hoeler*

Lorch Microwave  
*Kevin Bernstein*

Lower Shore Enterprises  
*Mike Purkey*

MaTech, Inc.  
*Rafael Correa*

Oddi Atlantic Hastings  
*Brian Twilley*

Pepsi Bottling Ventures of  
Delmarva  
*Bill Flaherty*

Plymouth Tube  
*Joey Clardy*

RelComm Technologies  
*John Tinkler*

Spartech Polycom  
*Otto Peters*

Standard Register  
*Tom Sturwold*

Tishcon Corporation  
*Arun Chopra*

Toroid Corporation  
*Gunnar Ennerfelt*

**Real Estate/Development**

E.S. Adkins & Company  
*Bill Turner*

H & R Pepsi, LLC  
*Morgan Hazel*

HTL, Inc.  
*Henry Hanna, III*

Long & Foster Commercial  
*John McClellan, Chris Peek*

Miller Commercial Real Estate  
*Brent Miller*

Mr. Square Feet  
*Mark McIver*

PCS Homes  
*Michael Thomasson*

**Retail**

Centre at Salisbury  
*Alane Emerson*

## SWED Members *(continued)*



### Services

Beacon Technologies  
*Dana Seiler*

Data Services, Inc.  
*Kathy Geary*

Go-Glass Corporation  
*Doug Linderer*

Navtrak, Inc.  
*Ron Hodges*

Peninsula Regional Medical  
Center  
*Alan Newberry*

Perdue School of Business at  
Salisbury University  
*Dr. William Moore*

Quality Staffing Services  
*Maria Waller*

Salisbury University Foundation  
*Rosemary Thomas*

### Utilities

Cato Gas & Oil, Inc.  
*Mike Abercrombie*

Chesapeake Utilities Corp.  
*Jim Schneider*

Delmarva Oil  
*Brian Schneck*

Delmarva Power  
*John Allen*

Eastern Shore Natural Gas  
*Elaine Bittner*

Verizon  
*Joe Daniels*

### Wholesale / Distribution

Dennis Storage / Mayflower  
*George Mengason*

Eastern Shore Distributing  
*Robert Burke*

Shore Distributors  
*Jim Morris*

Shoreland, Inc.  
*Art Cooley*

Thank you for  
supporting our program  
of economic development  
for the past thirty-eight years.