

# Shewell introduces free-paper penalty bill

By G.M. Corrigan  
Examiner Correspondent

Del. Tanya Shewell says she's pro-business but determined to help constituents she claims are angry over unwanted free newspapers.

"I dropped the bill in the hopper today," the Westminster lawmaker said Thursday. It would fine free newspapers up to \$100 per delivery made seven days after cancellation.

*The Baltimore Examiner*, the Gazette and the free newspapers of Tribune Co.'s Baltimore Sun Community Newspaper Group are among

the targets, Shewell, a Republican, said.

The bill would require a "do not deliver" list of addresses effective for three years after listing is requested. Listed homeowners receiving unwanted newspapers seven days after cancellation could notify the consumer protection division of the state attorney general's office.

"I don't like to make bills unless they're absolutely necessary," Shewell said, noting that she had 20 co-sponsors. "But I don't think anything has been resolved."

Baltimore-Washington Examiner Newspaper Group Chief Executive Officer Michael Phelps, who met

with Shewell Monday, said, "My desire for the newspaper to not go to those who don't want it far exceeds their desire to stop getting it." He said, "We want readers who value *The Examiner* ... I hate it when we annoy readers, and keeping that annoyance to a minimum is among my highest priorities."

The Gazette Newspapers Publisher James Mannarino said, "I am obviously not for the legislation," stressing that free newspapers normally have provisions for prompt delivery cancellation. "We believe that freedom of the press and speech is guaranteed by the First Amendment."

John J. Murphy, executive director of the Maryland-Delaware-D.C. Press Association, said he will oppose Shewell's bill in hearings. "I've seen measures like this before," he said, "but they haven't worked."

The 550,000-circulation weekly Gazette publishes 35 editions. The 500,000-circulation Baltimore Sun Community Newspaper Group publishes 21 weeklies. *The Baltimore Examiner's* daily circulation is 250,000. The Maryland edition of *The Washington Examiner's* daily circulation is 93,000, 101,000 for the weekend edition. The 87,000-circulation weekly Baltimore Guide would also be covered by Shewell's legislation.

## FRIDAY » PEOPLE

# Yankellow employs entrepreneurial drive, experience in pharmacy delivery service

By Andrew Cannarsa  
Examiner Staff Writer

Ellen Yankellow's entrepreneurial moment struck about 30 years after she earned her pharmacy degree from the University of Maryland.

She's certainly made the most of her decision.

Yankellow, 57, founded Correct Rx Pharmacy Services, based in Linthicum, in April 2003, identifying the need of correctional and senior care institutions for pharmacy services.

"It was a whirlwind experience," said Yankellow, president and CEO of Correct Rx. "I probably was a reluctant entrepreneur, but I decided this was what I knew, and I wanted to do it for myself."

With years of experience in the pharmacy industry, Yankellow's reputation helped build Correct Rx, as several longtime co-work-

ers and clients joined Yankellow in her new venture.

Correct Rx began business with 12 employees and a "handful" of clients, Yankellow said. Today, the firm has grown to about 100 employees and serves more than 140 institutions in 26 states. The company also has deals with the states of Maryland and Maine.

The company works closely with its clients. A group of full-time clinical pharmacists examines the medications Correct Rx delivers and makes quarterly visits to all institutions the company serves.

"We want to make sure the patient has the best result possible," Yankellow said.

Yankellow is a member of many pharmacy associations, serving as the first female president of the Baltimore Pharmacist Associa-

tion. She and the company have also won several awards, including the Maryland Chamber of Commerce's Small Business of the Year honor in 2006.

"She's the epitome of an entrepreneur," said L. Patrick Deering of Baltimore insurance broker RCM&D, whom Yankellow called a "great mentor." "Anyone who can start a company from ground zero and get the revenues and profits she has should be commended."

Yankellow herself has become a role model for women in the pharmacy industry. Yankellow met her longtime associate, Jill Molofsky, more than 25 years ago, when Molofsky was a Maryland pharmacy student. Today, Molofsky is Correct Rx's vice president of operations.

"I've learned that if I stick with her, there will be success. I've seen it time after time," Molofsky said. "She never thinks something can't be done."

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Yankellow

## ON THE MOVE

### HEALTH CARE

St. Agnes HealthCare hired **James Davis III** as director of community relations and advocacy.

Davis is responsible for managing the civic, business and government relations functions of St. Agnes HealthCare. Davis will coordinate and develop strategies to strengthen community relations and build partnerships in support of St. Agnes' mission and goals.

Before joining St. Agnes, Davis served as director of business development at Amerigroup Corp. At Amerigroup, Davis was responsible for creating outreach, marketing and business development activities, and establishing positive relationships with leaders in government, business and the community.



Davis

Greater Baltimore Medical Center announced **Charlie Fenwick Jr.** has been named chairman of GBMC's board of directors.

Fenwick is president and general manager of Valley Motors in Cockeysville and a resident of the Butler area. He has served on the board since April 1999.

**Douglas Huether** and **Mari-on Thompson** were also named to GBMC's board of directors.

### INSURANCE

Baltimore's Hilb, Rogal and Hobbs, an international insurance brokerage firm, hired **Rod Trump** as senior vice president.

Before joining HRH Baltimore, Trump was principal and owner of Integrated Group Benefits, an employee benefits brokerage and

consulting firm that he founded in 2002. The firm specialized in group health and life and disability insurance, serving more than 100 local, regional and national organizations.

HRH is the eighth-largest insurance brokerage firm in the world.

### INVESTING

Scottrade, an online investment firm, promoted **Jason Berman** to manage its Pikesville branch office.

Berman is responsible for branch office operations and assisting and managing customers with account needs and questions.

Berman graduated from the Uni-



Trump



Berman

versity of Baltimore with a bachelor's degree in business administration. He began his career as an intern at Scottrade's Towson branch office.

Scottrade has six branch offices in Maryland, including offices in Pikesville, Towson and Columbia.

### REAL ESTATE

MacKenzie Commercial Real Estate Services, based in Lutherville, hired **Justin Mullen** as a real estate adviser.

Mullen worked previously as a residential real estate agent with Champion Realty.

Mullen, a sixth-generation Annapolis native, will be working out of MacKenzie's Annapolis office and will focus on office leasing and sales.



Mullen

### Ellen Yankellow

» **First job:** I was a waitress at the Sparrows Point County Club when I was 16.

» **Education:** Bachelor's degree in pharmacy and doctor of pharmacy degree from the University of Maryland.

» **Daily e-mails:** About 100.

» **Daily voicemails:** I try to always answer my phone, so maybe two or three.

» **Favorite gadget:** BlackBerry and cell phone.

» **Career objective:** My mission in life deals with the fact that what we do and how we do it truly matters to the patients we serve.

» **Essential Web sites:** Bidnet keeps us up to date on any industry bids or news that we need to know about.

» **Hometown:** Born in Saskatchewan, Canada, grew up in Maryland.

» **Birth date:** March 30, 1950.

» **Original aspiration:** I never really knew, I just knew I would go to college.

» **Hobbies:** Reading, fishing, cooking, community outreach.

## ECONOMY

# Sales of existing homes plummet

## Largest drop in 25 years

By Martin Crutsinger

Sales of existing homes fell in December, closing a horrible year for housing in which sales of single-family homes plunged by the largest amount in 25 years. The median home price dropped for the entire year, the first time that has occurred in four decades.

The National Association of Realtors reported that sales of single-family homes and condominiums dropped by 2.2 percent in December to a seasonally adjusted annual rate of 4.89 million units.

For the year, sales of single-family homes were down by 13 percent, the biggest drop since a 17.7 percent plunge in 1982. The median price for a single-family home dropped 1.8 percent to \$217,000.

That was the first annual price decline on records going back to 1968. Lawrence Yun, the Realtors' chief economist, said it was likely that the country has not experienced a decline in housing prices for an entire year since the Great Depression of the 1930s.

The new figures underscored the severity of the slump in housing, which has been battered for the past two years after enjoying a boom in which sales set records for five consecutive years.

There is a concern that the housing and credit troubles could be enough to push the country into a full-blown recession. After global stock markets experienced a sharp sell-off this week, the Federal Reserve announced a bold, three-quarter-point cut in a key interest rate and held out the promise of more rate cuts to follow.

The Bush administration and congressional leaders wrapped up negotiations on a stimulus package Thursday in an effort to boost consumer and business confidence.

For December, sales were down in all regions of the country. Sales fell by 4.6 percent in the Northeast, 1.7 percent in the Midwest, 1 percent in the South and 2.1 percent in the West.

Although Yun said he expected sales to start to rebound this spring, other analysts said housing is likely to remain in the doldrums throughout most of 2008, reflecting in part the credit crunch, which has caused lenders to tighten their standards, making it harder for prospective buyers to qualify for loans. - AP

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- Compiled by Andrew Cannarsa