

JULY 2022

HOSPITALITY HOTLINE

Official Newsletter of the Ocean City
Hotel-Motel-Restaurant Association

Member Message

FROM EXECUTIVE DIRECTOR SUSAN L. JONES

Happy early birthday America! (*now please tell me, where did June go?!*) While the season may have started slow for some, things seem to be picking up! If we rely on history, when gas prices rise, drive to destinations do ok; during the recent US Travel webinar, Tourism Economics shared lots of data - check out the link in the column on the right to see predictions for the second half of 2022. One thing that is certain - everyone's costs have risen - the cost of opening the doors for many of our members is enormous. Recently, a 2022 State of the Industry reported 35% energy increases, 18% wholesale food increases, 12% labor cost increases, 30-40% insurance increases, increases in credit card fees, etc. Some costs have to be passed on the consumers for businesses to survive. I encourage everyone to please keep these things in mind when dining out - *be patient and understanding* when there are new fees added to the check - it's not as simple as just raising menu prices - learn more by checking out the story at this link: [Today Show NRA CEO](#) 😊

WELCOME NEW MEMBERS ALLIED

Advantage Alliance
advantageallianceprogram.com

**First State Detachment
Marine Corps League**
firststatemarines.org

Strategic Tax Planning
smartertaxplanning.com

Workstream
workstream.is

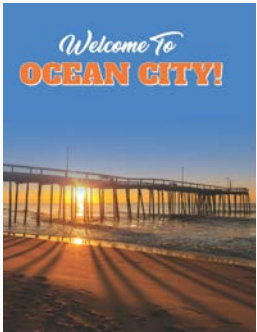
U.S. TRAVEL ASSOCIATION

US Travel Association highlighted the outlook for second half of 2022. Tourism Economics, Adam Sachs, presented great info. He noted the enormous increase in energy prices, wholesale food prices, labor costs, etc. Despite the rising costs of everything, 91% of those surveyed said their pent up desire to travel would have them traveling in the next six months! The noticeable shift is how people will spend; seems to be going away from goods and toward experiences.

Click here for the prezo:
[US TRAVEL SLIDES](#)



Business Briefs



We recently produced the **2022 OC Keycard Holder**. This 24-page 4x6 holder is given complimentary to hotels to put plastic keys in for their guests. 300,000 copies were printed. This year, the project was last minute for us, however, soon we will begin plans for the **2023 OC Keycard Holder**. If you are a restaurant, attraction, or want to reach hotel guests, be sure to make plans to advertise in this highly effective guide and supports OCHMRA!
Call us at 410.289.6733 to reserve your space!

Member Mentions

Aerie Opens at Outlets Ocean City

Outlets Ocean City has announced the recent opening of Aerie. The store offers intimates, apparel, activewear and swimwear with every piece designed for comfort. The Aerie brand promotes body positivity, empowerment, and confidence. The new 5,000 sq. ft. Aerie location is highlighted by an open welcoming front and areas to relax, take selfies or engage in fun experiences while you enjoy shopping. Aerie is located beside Old Navy.

Thank you WMDT

Recently, WMDT provided a complimentary commercial for United Way Lower Eastern Shore DINE STAY PLAY United. Under the production direction of WMDT's Charlie Roberts, Cole Taustin of Embers, BLU, Jay's Cafe & Pier 23, Susan and UWLES Amanda Hailey had a great time filming. Check it out at this link: <https://www.youtube.com/watch?v=gP7Kk8BK1Kg>

Employee Retention Credits - Not to Late to Review & Receive \$\$

As you know, there have been lots of pandemic relief programs (Paycheck Protection Program, Restaurant Revitalization Fund, Employee Retention Credit, etc.). Initially, PPP loans appeared easier to qualify for, but the IRS only allowed businesses to pick either ERC or PPP for relief – not both.

HOWEVER, it's important to note that the ERC program remains available even if you already got PPP Loans! Recently, through one of our longstanding restaurant members, we were introduced to Strategic Tax Planning. They are available to assist our members with the ERC. And, the good news, you may be eligible even if you didn't suffer a drop in revenue. Please note, the initial analysis is at no cost to you. Should you move forward with Strategic Tax Planning, you do not pay for their services until after you have a tax refund in hand. And the best part of working with them, you do not have to leave your existing CPA. They are more than willing to work with your current accounting team. They do not want to change your structure or the team you have in place.

To learn more, check out this link:

<https://www.smartertaxplanning.com/chamber/ochmra>

Tips for the Trade Industry Ideas



Fall Restaurant Week

OCHMRA is not planning a Fall Restaurant Week - however, RAM has announced they will once again have a statewide Restaurant Week - MD RW is slated for September 16-25. More Info click here: [MD RW SITE](#)

Tip Credit Wage Statement Required for Restaurant Tip Credit Employees

Reminder - Employers must supply employees with information regarding required Tip Credit Wage. Find all the info on the MD Department of Labor website: [MD LABOR SITE](#)



Employee Retention Credit Resource Info Page: Click Here [NRA Link](#)
NRA continues to work hard asking Congress to extend ERC via the ERTC Reinstatement Act introduced in December 2021. click here [Policy Brief](#)



Hospitality Highlights

WARM WELCOMES & SAD GOODBYES

Kudos to the Town of **OC Tourism Director of Sales, Kim Mueller** who was recently nominated for the Meetings Professional International Potomac Chapter Supplier of the Year. Seasoned hospitality sales veteran, **Renee Seiden** has joined the **Harrison Group** Sales team, congrats Renee! **Carousel Hotel** welcomed **Nigel Ince** as the Assistant General Manager and **Beth Niessner** as Human Resource Director - kudos on your new positions!

Katie Cosgrove has taken the role of Director of Sales at the **Ocean City Fontainebleau Resort**. The former Bedtime Inn has transitioned into the **Shore House** and **Kimberly Duffy** has been named manager. Congrats Katie & Kimberly!

United Work & Travel announced the retirement of **Anne Marie Conestabile** at the end of the summer, thank you Anne Marie for all your passion with the Summer Work Travel program! Replacing her will be **Radomir Jankovic**, who has been with UWT for 6 years and in OC for 2 years, looking forward to working with you Radomir!

Sam Deeley joined the family insurance firm, **Deeley Insurance** - kudos to you Sam! **Erin Foy** hopped on the **Centric Business** sales team - they can help keep your docs organized! Welcome to the new **Diakonia Director, Ken Argot** and fond retirement wishes to **Bee Miller**! Thank you to **CG Accounting, Suzie McElroy & Phillip Cheung** for helping OCHMRA get ERC!

Our sincere condolences to **Fager's Island Bobbie Corbett** on the loss of her brother, OC DJ legend, Mike "Batman" Beatty.



SHARE YOUR STORY!



There are so many great stories to tell, and this is your chance to have yours pitched to local, regional, and potentially even national media, or shared through Ocean City Tourism's social media channels. They welcome your submissions anytime, but don't wait. Let's spread the word about the latest in OC, ASAP! Click here: [SHARE YOUR STORY LINK](#)



MARYLAND TOURISM COALITION

SUMMER SOIREE

The MD Tourism Coalition (MTC) is busy preparing for the upcoming Summer Soiree, being held on August 17th during MACO at the Residence Inn. Here is the link for more info, sponsorships are welcomed: [Soiree Link](#)

SAVE THE DATE

The 41st MD Travel & Tourism Summit is rapidly approaching! This year, Ocean City is excited to host this gathering of statewide tourism professionals. Mark your calendars - November 14-16 [MDTourism.org link](#)



Recently, OC Tourism added a "Book Your Stay" widget to the Town's official tourism website, [ocean.com](#). They are beginning to see exciting stats for this feature. With millions being spent to push visitors to [ocean.com](#), this widget has become very popular. It allows visitors to search for citywide availability with the click of a button! If your hotel has not yet signed up please reach out to Norma Dobrowolski at the OCCVB - NDobrowolski@oceancitymd.gov or call 410.289.2800



Community Connections - Diakonia - Celebrating 50 years!

Show your support with a Sponsorship or an Ad in the Program!

50th Anniversary
1972-2022 **DIAKONIA** INC.
Help for Today & Hope for Tomorrow

SAVE THE DATE

CELEBRATION EVENT

**FRIDAY
NOVEMBER 4TH**

SECRETS
MORLEY HALL

DIAKONIAOC.ORG

1972-2022

50th Anniversary

DIAKONIA INC.

Help for Today & Hope for Tomorrow

Since the summer of 1972, when a group of Mennonite young people volunteered their lives to live and serve the homeless, Diakonia has been acting out its name "serving" the homeless. What began as one house, and four little cottages is now two buildings providing up to 50 beds including family units that allow for families to stay together when needing emergency shelter. We are excited to share this special milestone with the community and we hope you will join us in celebrating the past, the present, and our exciting plans for a bright future.

SPONSORSHIP LEVELS

Deadline October 15th

SUSTAINER \$15,000 - only one available

- Featured in press releases, emails and boosted social media posts
- Logo featured on 50th Anniversary Donation website & Program Sponsor page
- Center spread (full page) in the Anniversary Program
- Logo inclusion on Celebration Event invitation
- During Celebration Event, your company featured prominently on screen
- Verbal acknowledgement during Celebration Event
- Your 60-second video to play on main screen at Celebration Event
- 10 tickets to Celebration Event

Sold
Belfast Valley
Contractors

CULTIVATOR \$10,000 - only two available

- Featured in press releases, emails and boosted social media posts
- Listed as sponsor on 50th Anniversary Donation website & Program Sponsor page
- Full page ad in the Anniversary Program
- Logo inclusion on Celebration Event invitation
- Featured in rotation on screen
- Verbal acknowledgement during celebration event
- 8 tickets to Celebration Event

ADVOCATOR \$5,000

- Inclusion in press releases, emails and boosted social media posts
- Listed as sponsor on 50th Anniversary Donation website & Program Sponsor page
- Half-page ad in the Anniversary Program
- Featured in rotation on screen
- Verbal acknowledgement during event
- 4 tickets to Celebration Event

HELPER \$2,500

- Inclusion in press releases, emails and boosted social media posts
- Listed as sponsor on 50th Anniversary Donation website & Program Sponsor page
- Featured in rotation on screen
- 2 tickets to Celebration Event

PARTNER \$1,000

- Listed in Anniversary Program as Partner
- Name listed on screen at event

12747 Old Bridge Rd. Ocean City, MD 21842

410-213-0923

www.diakoniaoc.org

50th Anniversary
1972-2022 **DIAKONIA** INC.
Help for Today & Hope for Tomorrow

SPONSORSHIP RESERVATION FORM
DEADLINE OCTOBER 15TH

RESERVE YOUR SPOT TO SUPPORT OUR COMMUNITY!
YOUR SUPPORT IS GREATLY APPRECIATED!

Sponsorship Levels
SUSTAINER: (only one available) \$15,000 _____ SOLD _____
CULTIVATOR: (only two available) \$10,000 _____
ADVOCATOR: \$5,000 _____
HELPER: \$2,500 _____
PARTNER: \$1,000 _____

Sponsorship Reservation Information

Name of Business: _____
Contact: _____
Mailing Address: _____
Contact Cell#: _____ Email Address: _____

Payment Information

I will be mailing Check # _____
Mail Form and Check to: Diakonia Anniversary Committee / Bank of Ocean City
PO Box 4100
Ocean City, MD 21843

To reserve sponsorship - contact Kim Mumford (410)430-2145 kimmmfrd@comcast.net

Questions: Amy Ginnavan - seasidecounseling@gmail.com / Susan Jones susanjones@ocvisitor.com

50th Anniversary
1972-2022 **DIAKONIA** INC.
Help for Today & Hope for Tomorrow

ANNIVERSARY PROGRAM
CELEBRATING 50 YEARS!

RESERVE YOUR SPACE TO SUPPORT OUR COMMUNITY!

THE ADS WILL BE SOLD BY OC TODAY AND BE PLACED IN PROGRAM THAT WILL BE GIVEN OUT TO ALL ATTENDEES OF THE ANNIVERSARY CELEBRATION EVENT ON NOVEMBER 4TH. ADDITIONALLY, THE PROGRAM WILL REMAIN ONLINE ON THE DIAKONIA WEBSITE, DIAKONIAOC.ORG.

ADVERTISING OPTIONS:
FULL PAGE: \$300 - non-bleed 5.25" wide x 8.25" deep
HALF-PAGE: \$200 horizontal - 5.25" wide x 4" deep
vertical - 2.5" wide x 8.25" deep
PREMIUM INSIDE FRONT & BACK COVER: \$500- ALL BLEEDS
6 .5" WIDE X 9.5" DEEP WITH IMAGE AREA NO LARGER THAN
5.25" X 8.25"

Space Reservation Information

Name of Business: _____

Contact: _____

Mailing Address: _____

Contact Cell#: _____ Email address: _____

AD Size: (circle one) FULL PAGE HALF-PAGE INSIDE FRONT COVER INSIDE BACK COVER OUTSIDE BACK COVER

_____ AD will be supplied to OC Today by October 1, 2022

_____ AD to be created by OC Today with a proof supplied to Advertiser

Payment Information - 3 ways to donate!

1). I will be mailing Check # _____ mail to: Diakonia Attn: Anniversary Committee/BOC PO Box 4100 Ocean City MD 21843

2). Please charge my credit card for the full amount:

Card # _____ Expiration _____ VCode _____

Signature: _____

3). Scan QR Code below to donate directly on Diakonia site:



**To reserve space or ask questions, contact OC Today Ad Sales -
Mary Cooper mcooper@oceancitytoday.net 410-723-6397**

Welcome To
OCEAN CITY!

**ATTN: Restaurants &
Attractions -- reach
guests directly -
advertise in the OC
Keycard Holder!
Call Susan to reserve a
spot for 2023!
410.289.6733**

**2022
OC
Keycard
Holder**

300,000 copies

50+ hotel front desks

**Given directly to Visitors
at check-in**



HOTEL • MOTEL • RESTAURANT • ASSOCIATION • INC.

To advertise, call 410.289.6733

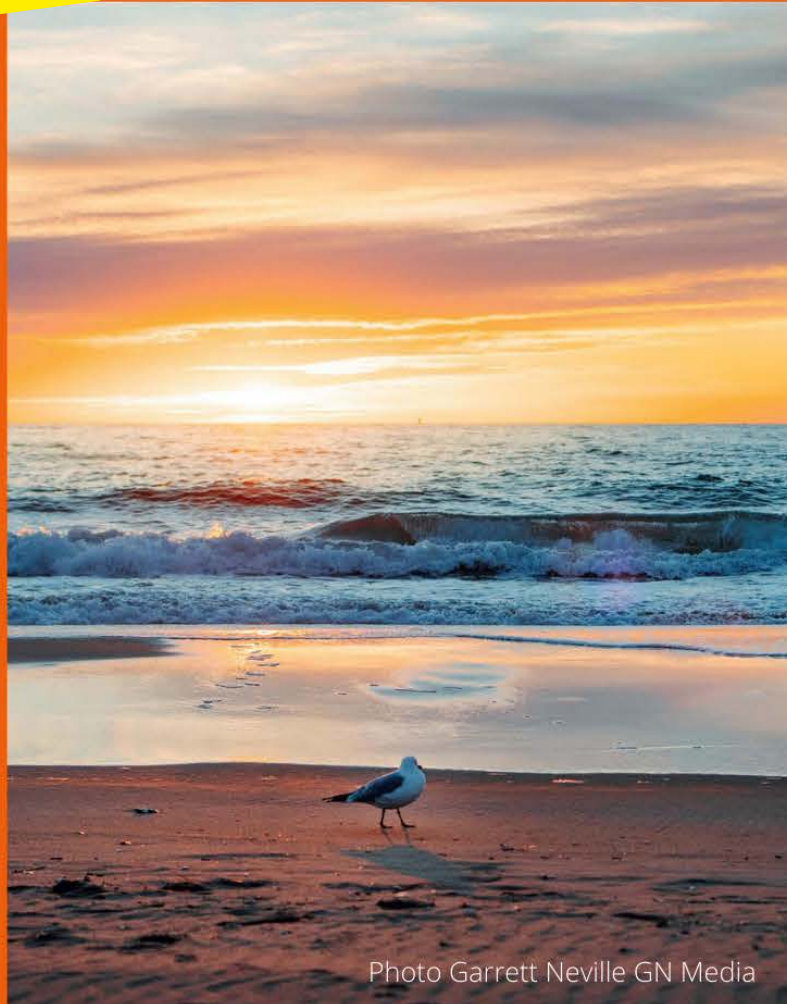


Photo Garrett Neville GN Media

UP TO
\$26,000 PER EMPLOYEE
FOR 2020/2021 COMBINED

ERC

EMPLOYEE RETENTION CREDIT

A CREDIT THAT, FOR ELIGIBLE BUSINESSES,
PROVIDES A VERY SIGNIFICANT CASH BENEFIT

The Employee Retention Credit (ERC) is a fiscal incentive created by Congress in the form of a payroll tax credit. The intent of the credit is to combat the negative impact on the economy caused by the COVID-19 Pandemic. More specifically, it is meant to help employers retain their employees.

The potential maximum combined credit for 2020 and 2021 is \$26,000 per employee. Receiving a Paycheck Protection Program (PPP) loan does not instantly exclude you from qualifying.

 +1 (202) 455-6010

 Info@SmarterTaxPlanning.com

 SmarterTaxPlanning.com



WAYS TO QUALIFY FOR THE CREDIT:

WAS YOUR BUSINESS IMPACTED BY A GOVERNMENT MANDATE DURING 2020 OR 2021?

YES

Businesses impacted by closures and restrictions on hours or capacity automatically qualify. This provision also extends to suppliers of a business. If a business can prove its operations were impacted as a result of the inability to obtain goods or materials from its suppliers, it may qualify for the ERC. If any aspect of your business was impacted by a government mandate, please reach out to us so that we may determine if you qualify.

DID YOUR BUSINESS HAVE A REDUCTION IN GROSS RECEIPTS OF AT LEAST 20% FOR ANY QUARTER IN 2021 OR 50% IN 2020 WHEN COMPARED TO THE SAME QUARTER IN 2019?

YES

The second way to qualify is based on a significant reduction of gross receipts. This is measured on a quarter by quarter basis. To qualify for a quarter in 2021, you need at least a 20% reduction of gross receipts compared to the same quarter in 2019. For 2020, you need at least a 50% reduction.

Strategic Tax Planning, LLC is a Maryland licensed CPA firm (license #44976) with professionals around the country. This is an advertisement for services to claim a refund for the Employee Retention Tax Credit.



PUBLIC AFFAIRS
POLICY
BRIEF SERIES

Small business tax credits, such as the ERTC, that are used for payroll, debt servicing, and other expenses, do NOT increase consumer demand for goods and services, and therefore do not increase inflation. Reinstating the ERTC would not increase inflation.

Since being introduced in the House and Senate in December 2021 and February 2022, respectively, the ERTC Reinstatement Act has gained broad bipartisan support in both chambers.

LEARN MORE

Visit
[Restaurant.org](https://www.restaurant.org)

NATIONAL
RESTAURANT
ASSOCIATION



POLICY BRIEF: ERTC REINSTATEMENT ACT

RESTORING TAX CREDITS WILL HELP RESTAURANTS IN PERIL

A valuable COVID-19 relief tool that helped to keep many restaurants afloat during the pandemic, the Employee Retention Tax Credit (ERTC) was cut short in the fall of when COVID-19 variants drastically altered consumer demand, decreased sales and reversed the restaurant recovery. Restoring the badly needed program for Q4 (Oct.-Dec) 2021 will help struggling small businesses now facing extensive refund delays and unexpected tax penalties.

RESTAURANTS ARE UNIQUELY ELIGIBLE FOR ERTC

To be eligible for ERTC, businesses must have experienced a 20% or more loss in gross receipts for a calendar quarter or a government-ordered capacity restriction. The first to close in the pandemic, restaurants have been the last to reopen. **Approximately 60% of restaurants experienced losses of 20% or more in Q4 (Oct.-Dec.) 2021 according to a January 2022 National Restaurant Association survey.**

DELAYS PUT RESTAURANTS IN A DANGEROUS POSITION

IRS delays in processing approximately 440,000 amended Form 941 applications are putting restaurants in a perilous position, with many waiting 9 months or more for funds. Because of this, **during the 2021 tax season, small business restaurants that applied for ERTC lost standard tax deductions for payroll and benefits, creating a severe cash on hand shortfall.**

SMALL BUSINESSES NOW FACE A TAX CLAWBACK

The ERTC program allowed small businesses to withhold tax payments. Restaurants that did so or budgeted for a credit payment, but have not received it, now face an unexpected federal tax liability. For example, one family-owned restaurant in Texas that has yet to receive ERTC refunds now owes more than \$1.14M in unexpected taxes.

POLICYMAKERS CAN HELP SMALL BUSINESSES WITH TAX CREDITS

Delays from unprocessed filings and mounting tax penalties could serve as the final blow to small business restaurants on the verge of permanent closure unless Congress acts. **The restaurant industry urges Congress to pass the bipartisan ERTC Reinstatement Act (H.R. 6161, S. 3625).**

“We kept on our 100+ team through the worst of the pandemic. The ERTC was a life saver, flowing right through our restaurants and to their wages. However, too many restaurants are still struggling and need this targeted support.” - New Hampshire Restaurateur

Mark Your Calendars!



BEACH PARTY

MUSIC | FOOD & DRINKS | VENDORS
LIVE STREAM OF WEIGH-INS

AUGUST 8-12 FROM 1 PM - 9 PM

At the Inlet Beach
www.marlinfest.com



The Jesse Klump Memorial Fund, Inc.
P.O. Box 1786 · Berlin, Maryland 21811
443.982.2716 · www.jessespaddle.org · weremember@jessespaddle.org

The Jesse Klump Suicide Awareness & Prevention Program

Jesse's Paddle 2022

Can you help with a sponsorship or the donation of an item for our silent auction?

The Jesse Klump Suicide Awareness & Prevention Program is the leading nonprofit on Maryland's lower Eastern Shore focusing specifically on suicide prevention education. In the wake of COVID19, demand for the classes and workshops we make available for educators and healthcare professionals has risen dramatically. Our work in schools – our core mission is the prevention of youth suicide - is on the rise. These activities, as critical as they are, cost money.

Jesse's Paddle, our annual on-the-Pocomoke-River fellowship and fundraiser, provides about a third of our annual budget. This year, the 14th *Paddle*, is on September 17th in Snow Hill. Historically we have welcomed 100 -150 guests, whose generous donations and pledges amount to nearly \$20,000. Topping that off is a silent auction that typically yields another \$2500.

Would you consider becoming a sponsor for *Jesse's Paddle*? You can mail a check to the above address or donate at www.jessespaddle.org/donate. Maybe a donation of something for the auction? Every item helps, and we bend over backwards to recognize the generosity of our donors. We'll pick up any auction donation and prepare it for exhibit at *Jesse's Paddle*. Nearly everyone is touched by suicide in one way or another. An investment in prevention benefits all of us. Thank you for considering our request.

Kim A. Klump, President

Financial Support
provided by the
Humphreys Foundation
Ocean City MD



The *Jesse Klump Memorial Fund*, a 501 (c)(3) nonprofit corporation, exists to end the tragedy of suicide, to provide a place of healing for those who have lost loved ones to suicide, to financially support scholars of any age who have demonstrated a desire to make the world a better place through original, entrepreneurial community action, and to provide grants for training for healthcare and education professionals dedicated to suicide prevention and mental health.

ARE YOU CONSIDERING SUICIDE? WORRIED ABOUT SOMEONE? CALL 1-800-273-TALK



The Jesse Klump Memorial Fund, Inc.
P.O. Box 1786 · Berlin, Maryland 21811
443.982.2716 · www.jessespaddle.org · weremember@jessespaddle.org

SPONSORSHIPS FOR *JESSE'S PADDLE*

\$2000 level

- *Top line logo in our weekly newsletter which goes to over 950 emails with over a 25% opening for a minimum of 12,350 annual views. (This starts 2 weeks before the 2022 Paddle Event on September 17th.)
- *Top line on Sponsorship Thank You letter to go with JKMF correspondence for one full year.
- *The largest size logo on our volunteer t-shirts worn the day of the Paddle.
- *A large 2 ft. x 8 ft. banner at the Paddle.

\$1500 level

- *Second line logo in our newsletter once a month for a minimum of 2,850 views.
- *Second line on Sponsorship Thank You letter to go with JKMF correspondence for one full year.
- *Smaller logo on our volunteer t-shirts worn the day of the Paddle.
- *A 1 ft. x 4 ft. banner at the Paddle.

\$1000 level

- *Third line logo in our newsletter quarterly for a minimum of 950 views.
- *An 18" x 24" yard sign at the Paddle.
- *Logo in the Program for the Paddle on the day of the Paddle

All other business donations over \$250

- *An 18" x 24" yard sign the day of the Paddle.
- *A mention in the Program for the Paddle on the day of the Paddle.

Financial Support
provided by the
Humphreys Foundation
Ocean City MD



The *Jesse Klump Memorial Fund*, a 501 (c)(3) nonprofit corporation, exists to end the tragedy of suicide, to provide a place of healing for those who have lost loved ones to suicide, to financially support scholars of any age who have demonstrated a desire to make the world a better place through original, entrepreneurial community action, and to provide grants for training for healthcare and education professionals dedicated to suicide prevention and mental health.

ARE YOU CONSIDERING SUICIDE? WORRIED ABOUT SOMEONE? CALL 1-800-273-TALK

BridgeUSA Program Survey

Absence of Crucial International Exchange Visitors Devastates Seasonal Businesses Across the United States

From September 13 to October 15, 2021, the Alliance for International Exchange surveyed 665 seasonal businesses and summer camps nationwide, of which 72% are small businesses. Below are responses from these businesses, 25 in Maryland.

SUMMER WORK TRAVEL PARTICIPANTS*

	2019	2020	2021	Decrease from 2019
United States	108,303	4,952	39,647	63% ↓
Maryland	5,729	151	2,386	58% ↓

*Data source the U.S. Department of State, J-1 Visa Exchange Visitor Program.

- ECONOMIC IMPACT -

60%

Of Businesses
Lost Revenue

20%

Of Seasonal
Positions Unfilled

3 in 5

Shortened their
season/hours or closed
business locations



Did not meet peak
staffing needs without J-1
Visa Exchange Visitors



Reported staff burnout



Reported lower quality of
customer service or longer
customer wait times

In Maryland, 17 businesses reported a total loss of \$5,155,000, averaging

\$303,235

per business

- PUBLIC DIPLOMACY IMPACT -

Lack of J-1 Visa Exchange Visitors hampers U.S. public diplomacy goals by taking away a key positive U.S. experience from tomorrow's international leaders, and preventing them from engaging with their American host communities.

Host employers across America agree or strongly agree that Summer Work Travel and Camp Counselor participants:



Enable U.S. based staff to gain a better understanding of other cultures



Contribute to a positive culture in the workplace



Make the community more sensitive to other cultures

"I was forced to close one day a week during peak season. I closed 3 weeks early due to the lack of exchange participants and not having enough staff. These are days of revenue I am unable to recover."

- Restaurant in Ocean City, MD

"We need a certain number of attendants to operate rides, if we don't meet that minimum then we need to close rides, if rides are closed customers don't purchase the larger ticket packages therefore we make less money."

- Amusement Park in Ocean City, MD

"The Summer Work Travel program gives our guests a taste of what other countries are like!"

- Hotel in Ocean City, MD

"We would not survive summer without BridgeUSA Exchange Visitors. They are mandatory for our seasonal economy."

- Restaurant in Ocean City, MD

"Summer Work Travel students come with a good attitude and embrace the culture here. They also leave with a positive viewpoint of both the U.S. and our local resort town. It is a mutually beneficial program."

- Hotel in Ocean City, MD

"We have had to reduce hours and limit seating all season which is lost income."

- Restaurant in Ocean City, MD

"Reduced staffing means we cannot capitalize on all revenue opportunities."

- Hotel in Ocean City, MD