



# 2016 ALLIED MEMBERS

## **SUPPLIERS GUIDE**

A complete directory of Allied Members providing supplies and services to Ocean City hospitality businesses.

## Category Index

Advertising, Promo Products, Web Design.....	3-5
Amenities.....	5-6
Appliances & TVs.....	6
Architecture Engineering & Design.....	6
Banking/ Credit Card processing, ATM.....	6-7
Bathroom Fixtures & Repair.....	7-8
Builders/Construction.....	8
Campgrounds.....	8-9
Catering.....	9
Elevators Sales & Service.....	9
Entertainment/Activities.....	9-11
Financial/Accounting.....	11-12
Florists.....	12
Food/ Foodservice.....	12-14
Furnishings, Furniture & Interior Design.....	14
Golf/ Golf Courses.....	15
Government Agencies .....	15-16
Healthcare.....	16
Human Resources & Payroll.....	16
HVAC .....	16
Insurance.....	17
Kitchen Equipment.....	17
Laundry, Linen & Linen Service.....	18
Media.....	18
Office Products/Copiers.....	18-19
Organizations.....	19-20
Other.....	20
Pest Control.....	20-21
Photography.....	21
POS/PMS Systems.....	21-22
Printers.....	22
Property Maintenance.....	22-24
Real Estate & Development.....	25
Rental Equipment.....	25
Security.....	25
Shopping.....	26
Spa Services.....	26
Telecommunication.....	26-27
Uniforms & T-Shirts.....	27
Utilities & Energy.....	27-28
Watersports & Boat Cruises.....	28

## Advertising, Promo Products & Web Design

### Adams Radio Group D.P.

Patricia Ilczuk-Lavanceau

**P:** (410) 845-2882

**F:** (302) 856-7633

patricia@argdp.com

www.adamsradiogroup.com

119 Naylor Mill Rd #10A

Salisbury, MD, 21801

Radio stations & advertising. WGBG-FM and WJWK-AM, WJWL-AM and WZBH-FM, WKHI-FM, and WOCQ-FM.

### Alchemi Design & Publications

Meagan Connolly

**P:** (443) 321-9895

**F:** (443) 433-0867

info@alchemidesign.com

www.alchemidesign.com

912 Pine Trail Dr

Arnold, MD, 21012

We are a full service Graphic Design and Marketing Agency. We provide our clients with a lively and unique view to their marketing and advertising by combining award winning design, strategic marketing research, and selective advertising online and print. We connect our clients with their customers & propel them into the forefront of our industry.

### Baltimore Sun Media Group

David Pintzow

**P:** (410) 332-6651

**F:** (410) 332-6022

david.pintzow@baltsun.com

www.baltimoresun.com

501 N. Calvert St. 3rd Floor

Baltimore, MD 21278

Serving the Baltimore area for over 160 years, the Baltimore Sun is the leading newspaper in the Baltimore metropolitan area, as well as reaching to the Eastern Shore with a total circulation of over 320,000.

### Booking.com USA Inc.

Nima Vaez-Zadeh

**P:** (202) 756-4570

**F:** (917) 522-2020

nima.vaez-zadeh@booking.com

www.booking.com

1920 L Street NW 5th Floor #500

Washington, DC, 20036

Online travel agent - Hotel Reservations - One of the world's leading online hotel reservation systems by number of nights sold, assisting over 30 million visitors a month.

### CBS Radio

Laura Renshaw

**P:** (410) 825-1000

**F:** (410) 821-5482

laura.renshaw@cbsradio.com

www.cbsbaltimore.com

1423 Clarkview Road

Baltimore, MD, 21209

Radio, Digital & Mail Marketing in 29 markets in the US, with on-line, social, email digital engagement experiences, and radio reaching Men and Women at work and play.

### citypeek.com

Patti Neumann

**P:** (410) 837-4930

patti@citypeek.com

www.citypeek.com

820 William St. #201

Baltimore, MD 21230

citypeek.com provides a peek at the best restaurant, hotels, and things to do in Baltimore, Washington, Ocean City, DE Beaches, Miami, and Ft. Lauderdale. Come in and take a peek!

### Comcast Business

Michelle Low

**P:** (443) 848-0303

**F:** (410) 742-9246

michelle\_low@cable.comcast.com

www.business.comcast.com

Service Provider - Internet, Phone & TV

### Comcast Spotlight

Deborah Travers

**P:** (302) 581-6013

**F:** (410) 390-3042

deborah\_travers@cable.comcast.com

www.comcastspotlight.com

11934 Ocean Gateway #6

Ocean City, MD 21842

Comcast Spotlight is the advertising division of Comcast cable. In addition to our over 40 networks for local insertion, we also offer internet advertising, video on demand, resort video guide locally, as well as in areas such as Baltimore, Washington, Pennsylvania and New Jersey.

### D3 Corp

John Gehrig

**P:** (410) 213-2400

**F:** (410) 213-2484

support@d3corp.com

www.d3corp.com

12319 Ocean Gateway # 202

Ocean City, MD 21842

D3Corp is Ocean City's leading website development, print and marketing firm.

Services include: web design, mobile apps & sites, email marketing, social marketing, e-commerce, reservations, search engine optimization, Google tools, TripAdvisor marketing, reputation management, video/multimedia, local marketing and campaign management. Also, get the best in custom printing & graphic design.

## Advertising, Promo Products & Web Design (cont.)

### Delmarva Media Group

Aaron Eckman

**P:** (410) 213-9445

aeckman@gannett.com

www.delmarvanow.com

11021 Nicholas Ln #10

Berlin, MD, 21811

*The Delmarva Media Group is the leading news and information company on the Eastern Shore. The DMG family of brands include such products as The Daily Times, Beachcomber, Delaware Wave, and Delmarvanow.com. We are the leader in print and digital marketing on the shore.*

### Delmarva Public Radio

Hannah Miller

**P:** (410) 543-6895

**F:** (410) 548-3000

hmmiller@salisbury.edu

www.delmarvapublicradio.net

PO Box 2596

Salisbury, MD, 21802

### Doodle Design

Chuck Phillips

**P:** (410) 825-5490

**F:** (410) 825-2655

cphillips@DoodleDesign.com

www.doodledesign.com

1407 York Road, Ste. 200

Lutherville, MD 21093

*Graphic design, website development, printing, and promotional products - A full-service, one-stop shop for business marketing.*

### Expedia, Inc.

Nina Railean

**P:** 410-208-1012

**F:** 866-573-1445

nrailean@expedia.com

www.expedia.com

1155 F. St., NW

Suite 1050

Washington, DC 20005

#1 Online Travel Site

### Inside Ocean City

Sandy Phillips

**P:** 410-726-7334

**F:** 866-289-6127

sandy@grandlivingmag.com

www.insideocmd.com

PO Box 965

Selbyville, DE 19975

*Publishers of Inside Ocean City, Inside Salisbury & Delmarva Unleashed*

### Matice Interactive

Kevin Justice

**P:** (877) 628-4234

**F:** (443) 203-2065

kevin@matice.com

www.maticeinteractive.com

212 West Main St.

Salisbury, MD 21801

*We are a professional digital design agency. We specialize in designing unique functional websites as well as effective creative advertising campaigns. We help businesses at all stages of development - whether they've just started and need marketing materials like a logo, business cards, customer brochures and rack cards or are well established and simply want to tweak or freshen up their website.*

### OC Coupon Book & AKneckties.com

Arleen Pace

**P:** 410-251-8888

kroll14@comcast.net

www.oc-coupon.com

12613 Sheffield Road

Ocean City, MD 21842

*A free book to any advertiser. This year over 107 enterprises are in the 2016 edition. In 2016 people from 17 states and Quebec bought this book. Over \$6000.00 went to various charities. Great for hotels and motels to give to their customers. The book retails for \$10.00. So if you want to bring good will to your customers or help a charity, call Arleen!*

### Oceancity.com/ ShoreCraftBeer.com

Ann McGinnis Hillyer

**P:** 410-703-1970

**F:** 866-241-7398

amh@maryland.com

www.oceancity.com

4 Bay Street, Suite D

Berlin, MD 21811

*OceanCity.com is everything Ocean City. From events and discounted hotel rooms to coupons and insider information...you will find it here.*

### Orbitz Worldwide

Brady McCarthy

**P:** (443) 664-2929

**F:** (443) 664-2929

Brady.McCarthy@orbitz.com

www.orbitz.com

10112 Queens Circle

Ocean City, MD 21842

*Online travel company (agent) enable travelers to research, plan, and book travel products. Providing destinations and suppliers with global marketing reach. Make our audience, your audience.*

## Advertising, Promo Products & Web Design (cont.)

### Paper People

Laura Lockwood

**P:** (410) 546-5585

**F:** (410) 546-9586

[laura@paperpeople.net](mailto:laura@paperpeople.net)

[www.paperpeople.net](http://www.paperpeople.net)

606 S Schumaker Dr

Salisbury, MD 21804

*The Paper People Company is a print and promotional products company, founded in 1981, and services the entire Eastern Shore of MD, DE and VA. The new offices and showroom in Salisbury offer a wide range of promotional products for every business need.*

### Salisbury University/ Delmarva Public Radio

Stefanie Gordy

**P:** 410 677 0292

**F:** 410 546 6007

[skgordy@salisbury.edu](mailto:skgordy@salisbury.edu)

[www.salisbury.edu](http://www.salisbury.edu)

[www.delmarvapublicradio.net](http://www.delmarvapublicradio.net)

1120 Camden Avenue

Salisbury, MD 21801

*Broadcasting from the campus of Salisbury University, Delmarva Public Radio provides news and information, fine arts and culture, and an eclectic blend of alternative Americana, and off-beat music found nowhere else on Delmarva's airwaves. WSCL 89.5 FM and WSDL 90.7 FM. Listener-supported public radio from Delmarva...for Delmarva.*

### Sunny Day Guide

Kelly Simms

**P:** (757) 468-0606

**F:** (757) 468-2477

[kelly@sunnydayguide.com](mailto:kelly@sunnydayguide.com)

[www.sunnydayguide.com](http://www.sunnydayguide.com)

800 Sea Hawk Circle #106

Virginia Beach, VA 23452

*Free tourist Guide publication that contains information on local attractions, history, golf, activities, shopping, restaurants and entertainment; as well as maps, tide charts and coupons.*

### TravelClick, Inc.

Ryan King

**P:** 847-585-5574

**F:** 202-403-3831

[rking@travelclick.com](mailto:rking@travelclick.com)

[www.TravelClick.com](http://www.TravelClick.com)

928 Ingraham St. NW

Washington, DC 20011

*TravelClick provides expert solutions for hotels to optimize performance, grow revenue and create a stronger brand.*

### VistaGraphics/Ocean City Visitor's Guide

Hope Thomas

**P:** (410) 603-9986

**F:** (302) 436-7405

[hope@vgnet.com](mailto:hope@vgnet.com)

[www.visitorsguidenetwork.com](http://www.visitorsguidenetwork.com)

14301 Jarvis Ave

Ocean City, MD, 21842

*Vista Graphics is your one-stop for hospitality marketing. We produce five local magazines, including the premier tourist publication: The Visitors Guide Magazine(VCD). We design & produce all full color marketing tools, brochures, rack cards, & web sites.*

### Washington Post Media

Cheryl Wood

**P:** (202) 674-4902

**F:** (202) 334-7165

[cheryl.wood@washpost.com](mailto:cheryl.wood@washpost.com)

1150 15th St. N.W.

Washington, DC 20071

*Washington Post Media - including The Washington Post, Express, Washingtonpost.com and El Tiempo Latino is the #1 Media Voice in the Washington DMA, touching over 80% of the market, each week.*

## Amenities

### Erwyn Group

Scott Kail

**P:** (732) 972-1440

**F:** (732) 972-1263

[scott.kail@erwyn.com](mailto:scott.kail@erwyn.com)

[www.erwyn.com](http://www.erwyn.com)

200 Campus Drive

Morganville, NJ 07751

*Erwyn has been manufacturing and distributing in-room guest supplies for over 35 years and we can offer the following: Wastebaskets and Ice Buckets. Erwyn is the largest manufacturer of wastebaskets and ice buckets in the lodging industry. Amenity Programs: Erwyn can create comprehensive, customized amenity programs as well as offering several stock lines that would go well with your decor. Bathroom Accessories: Erwyn provides beautiful designed bathroom accessories. In Room Guest Supplies: From pens and pads, hangers and guest service directories to coffee makers. We can supply you with high quality and competitively priced products.*



## Amenities

### Sysco Guest Supply

Linda Robinson  
**P:** (443) 415-8656  
lrobinson@guestsupply.com  
www.guestsupply.com  
#8 Bel Air Court  
Ocean Pines, MD 21811  
*Full Service Hotel Supplier. Sysco Guest Supply is the world leader in providing products that enhance the hotel guest experience in nearly 25,000 hotels in 88 countries.*

## Appliances & TVs

### Contract Specialists, Inc.

Kevin Jason  
**P:** (410) 252-6843  
**F:** (410) 252-0650  
csikevinj@gmail.com  
507 Ensemble Court  
Hunt Valley, MD 21030  
*Major supplier of Guestroom furniture, carpet, window treatments, bedding, lighting, television, and heating and air conditioning units. Serving Ocean City since 1984*

### HD Supply

Jim Brown  
**P:** (858) 831-2518  
**F:** (410) 896-3905  
jim.brown2@hdsupply.com  
www.hdsupply.com  
1020 Airport 100 Way #B  
Hanover, MD 21076  
*Distributor of MRO & Hospitality Supplies*

### Shore Appliance & Bedding Connection

Don Johnson  
**P:** (410) 749-2161  
**F:** (410) 749-7105  
djohnson@shoreappliances.com  
www.shoreappliances.com  
307-A Civic Avenue  
Salisbury, MD 21804  
*We are a full service appliance and bedding retailer. We sell, service, deliver and install all residential, condominium, hotel/motel grade appliances.*

## Architecture, Engineering & Design

### Becker Morgan Group, Inc.

Kim Gillis  
**P:** (410) 546-9100  
**F:** (410) 546-5824  
kgillis@beckermorgan.com  
www.beckermorgan.com  
312 W. Main St. Suite 300  
Salisbury, MD 21801

*Becker Morgan Group has extensive experience in the hospitality industry in Ocean City Maryland and throughout the Mid-Atlantic region. Comprehensive design services are available with on-staff Surveyors, Engineers, Architects and Interior Designers. Visit [www.beckermorgan.com](http://www.beckermorgan.com) to see many leisure destinations that provide unique guest experiences; enhancing customer loyalty and bottom-line results.*

### Fisher Architecture LLC

Keith Fisher  
**P:** (410) 742-0238  
**F:** (888) 879-7149  
kfisher@fisherarchitecture.com  
www.fisherarchitecture.com  
108 Pine Bluff Rd  
Salisbury, MD 21801  
*Fisher Architecture LLC is built on providing quality architectural solutions to clients with a personal approach. With established relationships with code officials and planning authorities, we bring value, expertise and customer service to every client. Our visions and solutions are dedicated to the following market sectors. Multi-Family, Leisure and Hospitality, Residential, Medical and Interior Design.*

### MAD Design Group, Inc

Madalaine Leszcz How  
**P:** (410) 289-1859  
**F:** (410) 208-1234  
madalaine@madengineeringinc.com  
www.madengineeringinc.com  
PO Box 802  
Ocean City, MD 21843  
*MAD Engineering Inc. is an Architectural and Engineering firm with 35 years of experience. Our personnel have expertise in all facets of residential and commercial design. At MAD Engineering, our team is committed to meeting the needs of our clients. We welcome the opportunity to earn your trust and business.*

## Banking, CC Processing, ATM

### The Bank of Delmarva

Karen Turner  
**P:** (410) 250-5330  
**F:** (410) 250-6122  
kturner@bankofdelmarva.com  
www.bankofdelmarvahb.com  
12505 Coastal Hwy.  
Ocean City, MD 21842  
*The Bank of Delmarva operates ten full-service branch facilities. One of the bank's primary goals is to maintain and enhance it's public image as a sound, high quality, progressive, friendly place to conduct banking.*

## Banking, CC Processing, ATM (cont.)

### Bank of Ocean City

Reid Tingle

**P:** (410) 213-0173

**F:** (410) 213-2422

rtingle@bankofoceancity.com

www.bankofoceancity.com

PO Box 150

Ocean City, MD 21843

*Bank of Ocean City is a local community bank established in 1916. At Bank of Ocean City we offer a full variety of business and personal banking services while providing the superior level of customer service that other banks just talk about. Six convenient locations to serve you.*

### BB&T Bank

Brenda Wooten

**P:** (410) 524-7930

**F:** (410) 524-1843

bwooten@bbandt.com

www.bbt.com

4604 Coastal Hwy

Ocean City, MD 21842

*At BB&T we recognize that you're an individual, with a unique set of financial goals and ambitions. That's why we believe in building strong relationships. With \$143 billion in assets, BB&T is the nation's 10th largest financial- holding company.*

### Clearent Merchant Services

Michael Oxbrough

**P:** (302) 858-7818

**F:** (877) 801-1042

moxbrough@clearent.com

www.clearent.com

29338 Piney Neck Rd.

Dagsboro, DE 19939

*Clearent is a complete payment processor that provides a full suite of payment solutions for businesses in practically every industry. We leverage our proprietary payments platform to make doing business easier and more profitable for our merchants. We strive to earn the trust and loyalty of our customers through honesty and transparency.*

### Farmers Bank of Willards

Celeste Dove

**P:** (410) 213-2983

**F:** (410) 213-2989

celeste.dove@fbwbank.com

www.fbwbank.com

12641 Ocean Gateway, Unit 540

Ocean City, MD 21842

*The Farmers Bank, established in 1925, is a community bank serving loan, deposit and business needs of the lower Eastern Shore. Personal service and quick turnaround*

*on personal and business loans form the cornerstone of the banks philosophy.*

### Intelicom Inc.

Larry Shapero

**P:** (703) 623-3389

**F:** (703) 777-4024

intelicom@verizon.net

P.O. Box 4504

Leesburg, VA 20177

ATM Machines

### Mercantile Processing Inc.

Kyle Morgan

**P:** (302) 524-8000

**F:** (888) 406-6926

kmorgan@mpiprocessing.com

www.mpiprocessing.com

32695 Roxana Rd. 3rd Floor

Millville, DE 19967

*MPI is a credit card processing brokerage which represents many different processing companies throughout the country. This gives us the ability to offer an effective and efficient processing solution for any industry at the best rates possible.*

### Taylor Bank

Stacy Schaffer

**P:** (410) 641-1700

**F:** (410) 641-0543

sschaffer@taylorbank.com

www.taylorbank.com

24 N. Main St.

Berlin, MD 21811

*Your local hometown bank offering a full line of products.*

## Bathroom Fixtures & Repair

### CARE Property Services Inc.

Rory Spangler

**P:** (888) 243-1936

**F:** (717) 585-6799

rspangler@callcarefirst.com

www.callcarefirst.com

13113 Coastal Hwy.

Ocean City, MD 21842

*C.A.R.E. Property Services - Water/Mold/Fire Mitigation/Restoration/Weatherization; Our tagline "Call CARE first, the only call you need" says it all. A single source company for commercial & residential properties. For your cleaning, construction, mechanical and restoration needs.*

## Bathroom Fixtures & Repair (cont.)

### Herl's Bath and Tile Solutions

Greg Herling  
**P:** (410) 219-9033  
**F:** (410) 219-5790  
sally@herlsinc.com  
www.herlsinc.com  
31440 Winterplace Parkway  
Salisbury, MD 21804  
*Offering bathroom renovation, tub-to-shower conversions, tile installation, fiberglass reglaze and repair.*

## Builders/Construction

### All States Construction Co. Inc.

James R. Kyger Jr.  
**P:** (410) 352-9800  
**F:** (410) 352-3839  
paola@allstatesconst.com  
www.allstatesconst.com  
11935 Hammer Rd.  
Bishopville, MD 21813  
*Exterior renovators including EIFS, stucco, railings, concrete, siding, deck coatings, structural repairs, windows and doors.*

### F.A. Taylor & Son, Inc.

David Taylor  
**P:** (410) 749-0090  
**F:** (410) 219-1163  
dtroofer@hotmail.com  
www.fataylorson.com  
8304 Bletzer Rd  
Baltimore, MD 21222  
*Roofing and Sheet Metal Contractor. This is a 4th generation family owned and operated business. We offer a complete menu of roofing systems, expert roof repair, and maintenance programs.*

### M. Phippin Contracting

Mike Phippin  
**P:** (410) 742-4200  
mphippin.contracting@gmail.com  
8735 Island Pointe Dr.  
Hebron, MD 21830  
*A commercial and residential remodeling company that serves the businesses and residents to help make their time in Ocean City enjoyable.*

### Northeastern Supply

Jay Warrington  
**P:** 410-213-8780  
**F:** 410-213-8786  
jwar@northeastern.com  
www.northeastern.com  
9731 Stephen Decatur Hwy.  
Ocean City, MD 21842  
*Wholesale distributor of plumbing, HVAC,*

*water systems, hardware, & lighting.*

### Ridgeview Builders, Inc.

Angela Maione  
**P:** (443) 235-1538  
ridgeviewbuilders@hotmail.com  
11407 Maid At Arms Lane  
Berlin, MD 21811  
*Custom home builder, total renovations, additions, remodeling to your home, business, hotel or restaurant. We are fully licensed and insured and obtain all the necessary permits to complete the job!*

### Rooftop General Contractors LLC

Anthony Cusato  
**P:** (410) 266-1156  
**F:** (410) 266-2439  
acusato@verizon.net  
1918 Mackiebeth Ct  
Annapolis, MD 21401  
*Commercial roofing repair, maintenance new roofs. All types rooftop management.*

### Royal Plus Electric, Inc.

Mark Odachowski  
**P:** (410) 213-2658  
**F:** (410) 213-9833  
info@royalpluselectric.com  
www.royalpluselectric.com  
9939 Jerry Mack Road  
Ocean City, MD 21842  
*Royal Plus Electric is Delmarva's finest full-service electrical contractor with a 20 year tradition of meeting or exceeding our customers' needs. We provide exceptional service and quality on every project no matter how large or small.*

## Campgrounds

### Castaways RV Resort & Campground

Jeannee Kocman  
**P:** (410) 213-0097  
**F:** (410) 213-1266  
jkocman@burbageproperties.com  
www.castawaysrvoc.com  
12550 Eagles Nest Rd.  
Berlin, MD 21811  
*Nestled along the shores of the beautiful Sinepuxent Bay, Castaways Campground offers spectacular views of the Assateague National Seashore and the Ocean City skyline. Whether you tent camp, own a motor home, rent one of our RVs or prefer to stay in one of our fully equipped beach cottages, you'll find Castaways offers a luxurious camping vacation second to none.*



## Campgrounds (cont.)

### Frontier Town Campground

Mitch Parker

**P:** (410) 641-0880

**F:** (410) 641-2876

deck@fortwhaley.com

www.frontiertown.com

PO Box 691

Ocean City, MD 21843

Frontier Town Campground, Water Park, and Western Theme Park is Ocean City's premier camping resort. The Water Park offers slides & activity pools. The Western Theme Park is a Circa 1869 Wild West Town with shoot outs, stagecoach and steam train rides.

## Catering

### Centerplate

Gary Leach

**P:** (410) 723-8619

**F:** (410) 524-3245

gary.leach@centerplate.com

www.centerplate.com

4001 Coastal Hwy

Ocean City, MD 21842

Exclusive caterer for the Roland E. Powell Convention Center.

## Elevator Sales & Service

### Action Elevator

John Marshall Sr.

**P:** (410) 766-7272

**F:** (410) 766-8140

JohnMarshallSr@ActionElevator.com

www.actionelevator.com

7668 Baltimore Annapolis Blvd

Glen Burnie, MD 21060

Elevator maintenance, modernization and service

### Arundel Elevator Consulting

Timothy A. Marshall

**P:** (410) 766-4600

**F:** (410) 766-8140

Tim@arundelservices.com

www.ArundelServices.com

510 Wilson Road

Annapolis, MD 21401

Full service elevator consulting company -  
Services Provided: Maintenance Evaluation,  
Condition Surveys, Budgeting and Repair/  
Upgrade Planning, Modernization Specifications  
and Bid Management.

### Delaware Elevator

Pete Meeks

**P:** (443) 880-2075

**F:** (410) 749-2116

charlesmeeks@delawareelevator.com

www.delawareelevator.com

2210 Allen Drive

Salisbury, MD 21801

Established 1946, Delaware Elevator, Inc is a family owned, full service Elevator Company. Our corporate office is based in Salisbury, Maryland. Our continued commitment to providing the best quality of products and services has made us one of the largest independent elevator companies in the nation. Today, Delaware Elevator, Inc., proudly serves the new construction, modernization, residential and handicap lifts, marine / vessel elevators and the service and maintenance industries; while, being supported by an in-house manufacturing facility.

### Otis Elevator

Alexander Lee

**P:** (410) 299-4548

**F:** (860) 660-4677

Alexander.Lee@otis.com

www.otisworldwide.com

4999 Fairview Ave.

Linthicum, MD 21090

Otis Elevator Company is the world's largest manufacturer and maintainer of people-moving products, including elevators, escalators and moving walkways. Otis prides itself on being #1 in customer service. This means responding promptly to customer requests, delivering what we promise and never compromising on quality and safety.

## Entertainment/Activities

### Casino at Ocean Downs

Crystal Layton

**P:** 410-641-0600

**F:** 410-641-4767

crystal.layton@oceandowns.com

www.oceandowns.com

10218 Racetrack Rd.

Berlin, MD 21811

Ocean Downs Racetrack - Watch and wager on both thoroughbred and harness racing from the greatest tracks in North America with simulcasting year round from noon until midnight. Enjoy great dining in the spectacular Pacers Clubhouse Restaurant.

### Delmarva Shorebirds Baseball

Eric Sichau

**P:** (410) 219-3112

**F:** (410) 213-9164

esichau@theshorebirds.com

www.theshorebirds.com

PO Box 1557

Salisbury, MD 21802

Your Delmarva Shorebirds are a Class "A" Affiliate of the Baltimore Orioles Baseball Organization. Voted the #1 Family Entertainment Attraction on Delmarva for the 2nd year in a row, we feature affordable family entertainment with a new twist every night.

## Entertainment/Activities (cont.)

### Eastern Shore Brewz Krooz

Kathy Davis  
**P:** 443-783-6949  
davis.kathy459@gmail.com  
www.facebook.com/esbrewzcruze  
*Craft Beer Brewery Tours and sightseeing.*

### Fox Theatres

Wendy Schaffer  
**P:** (610) 779-4488  
**F:** (484) 214-0301  
wendys@fox-theatres.com  
www.foxshowtimes.com  
985 Berkshire Blvd. Ste.201  
Wyomissing, PA 19610  
*Wyomissing, Pennsylvania based Fox Theatres operates five movie theatres, including 2 in Ocean City: Fox Sun & Surf, now with luxury recliners, and Fox Gold Coast.*

### Funcade, LLC

Stephanie Meehan  
**P:** (443) 235-7005  
meehansteph@gmail.com  
905 Atlantic Avenue  
Ocean City, MD 21804  
*Family Fun Center.*

### Jolly Roger Park

Dean Langrall  
**P:** (410) 289-4902  
**F:** (410) 289-0450  
deanlangrall@jollyrogerpark.com  
www.jollyrogerpark.com  
PO Box 572  
Ocean City, MD 21843  
*Largest amusement park in O.C. Over 36 acres of fun for everyone. Rides for all ages. 2 beautifully landscaped mini Golf Courses, Waterpark complex with slides, water rides, wave pool, activity pools for kids & adults, and speedworld go cart tracks.*

### OC Massage

Karen Thibault  
**P:** (410) 390-3318  
massageoceancity@gmail.com  
www.massageoceancity.com  
103-D 120th Street  
Ocean City, MD 21842  
*Professional therapeutic massage for couples & individuals for relaxation and wellness.*

### Old Pro Golf, Inc.

Judy Schoellkopf  
**P:** (410) 524-2645  
**F:** (410) 723-6552  
jjoldpro@oldprogolf.com  
www.oldprogolf.com  
6801 Coastal Hwy  
Ocean City, MD 21842

*Old Pro Golf offers four locations and 6 elaborately themed mini-golf courses all located on Coastal Hwy in Ocean City, MD. We are a family owned business in Ocean City for over 50 years and offer two indoor year round courses at 68th & 136th Streets and 2 open-air courses at 23rd and 28th Streets.*

### Planet Maze, Lasertron, and Lost Galaxy Golf

Jamie Albright  
**P:** (410) 524-4386  
**F:** (410) 723-3866  
info@planetmaze.com  
www.planetmaze.com  
3305 Coastal Hwy.  
Ocean City, MD 21843  
*Planet Maze/Lasertron and Lost Galaxy Golf is Ocean City's #1 Indoor/Outdoor entertainment complex - We are open year-round and hosts to business team building sessions, rainy day golf outings and family reunions. We just celebrated 20 years in 2015, and are looking forward to new and exciting thrills to come!*

### Ripley's Believe It or Not!

Nora Campbell  
**P:** (410) 289-5600  
**F:** (410) 289-5188  
ncampbell@ripleys.com  
www.ripleys.com/oceancity  
401 Atlantic Ave.  
Ocean City, MD 21843  
*Ripley's Believe It or Not! where the truth is stranger than fiction. Come see our collection of unusual artwork and artifacts around the world with over 500 exhibits, oddities and curiosities in 12 themed galleries. Ripley's, making your family look normal for over 90 years !*

### Talbot Street Watersports

John Lewis  
**P:** (410) 289-9125  
**F:** (410) 289-6992  
john@mrducks.com  
www.talbotstreetpier.com  
311 Talbot St.  
Ocean City, MD 21842  
*Rental watersport equipment.*

## Entertainment/Activities (cont.)

### Trimper's Rides

Chris Trimper  
**P:** (410) 289-8617  
**F:** (410) 289-2779  
ctrimper@aol.com  
www.trimpersrides.com  
#5 Worcester Street  
Ocean City, MD 21842

### Winefest on the Beach

Jerry Hardesty  
**P:** (410) 280-3306  
**F:** (410) 263-3807  
jj.wine@verizon.net  
www.winefest.com  
2 Market Space  
Annapolis, MD 21401  
3 day festival

## Financial/Accounting

### Bergey & Company, P.A.

Kristin Engquist  
**P:** (410) 641-1101  
**F:** (410) 641-2012  
kristin@bergeycpa.com  
www.bergeycpa.com  
616 William Street  
Berlin, MD 21811  
*Accounting & Auditing Services, Business & Personal Tax Services, Personal Financial Planning, Estate Planning, Experienced in Guardianship, Trusteeship & Receivership.*

### BSC America, Inc

Charles Nichols  
**P:** 410 365 7116  
cnichols@bsacamerica.com  
www.bsacamerica.com  
PO Box 940  
Ocean City, MD 21843  
*BSC America is a national leader in asset management sales and auctions. A family of companies and services with expertise in banking, automotive remarketing, insurance and appraisals.*

### CohnReznick

Greg Remeikis, CPA  
**P:** (410) 783-7422  
**F:** (410) 727-0460  
Greg.Remeikis@cohnreznick.com  
www.cohnreznick.com  
500 E. Pratt St., Suite 200  
Baltimore, MD 21202  
*As one of the top accounting, tax, and advisory firms in the United States, CohnReznick has a dedicated Hospitality Industry Practice with a strong reputation and record of achievement in the industry. Our professionals work with hospitality companies through all stages of*

*their life cycles. Our clients include emerging concept companies, large multi-unit operators, franchisors and franchisees, large chains and celebrity chefs, as well as luxury hotel brand food and beverage operations. For more information, visit [www.cohnreznick.com](http://www.cohnreznick.com).*

### Faw, Casson & Co., LLP

Chad Vent  
**P:** (410) 213-8700  
**F:** (410) 213-9788  
ctvent@fawcasson.com  
www.fawcasson.com  
PO Box 718  
Ocean City, MD 21843  
*Certified Public Accountants and Business Consultants. Expertise in all aspects of income and estate tax planning. Specializing in the hospitality industry.*

### Gregory & Associates, LLC

Phillip Cheung  
**P:** (410) 524-2720  
**F:** (410) 524-5925  
pcheung@gregorycpa.net  
www.gregorycpa.net  
#19 -120th Street  
Ocean City, MD 21842  
*CPA with over 25 years of working with small business owners to help them grow and prosper. Services include tax preparation, financial statements, bookkeeping and payroll services. Also business valuations and consultations and divorce representation. Call us if you'd like a team to work with you.*

### The Hale-Miller Group at Merrill Lynch

Sandy Hale  
**P:** 410-820-7436  
**F:** 410-702-4252  
sandra.hale@ml.com  
www.wealthmanagement.ml.com  
133 N. West St  
Easton, MD 21601  
*Sandy Hale and Brad Miller are dedicated to a Life-Driven Financial Management approach and work closely with clients to build a strong, long-term relationship and complete understanding of a client's needs. Their primary goal is to work with client's to achieve and maintain the quality of life they desire for themselves, their children and grandchildren. The Hale-Miller Group employs A wide array of planning and wealth management tools that enable Sandy and Brad to serve as financial advocates for their clients and connect them to their professional network of attorney's accountants and other advisors to address all aspects of a client's financial life.*



## Financial/Accounting (cont.)

### Kalbrosky Associates LLC

Ira Kalbrosky

**P:** (215) 431-1927

ira@kalbroskyassociates.com

www.kalbroskyassociates.com

23 Willow Oak Ave

Ocean View, DE 19970

*We offer a portfolio of cost-recovery programs for hotels and restaurants, which produce tax credits, rebates and immediate cash-flow benefits, and are done on a contingency basis. We utilize a swat team approach, deploying highly-skilled experts, to find "stimulus money" which will help re-ignite businesses in any economy...especially this one. Why Kalbrosky Associates?*

### PKS & Company

Doug Mc Cabe

**P:** (410) 213-7185

**F:** (410) 213-7638

dmccabe@pkscpa.com

www.pkscpa.com

12216 Ocean Gateway Suite 800

Ocean City, MD 21842

*Accounting firm offering tax, audit, payroll, bookkeeping, business consulting and estate planning. Services to small business and individuals.*

### PKS Investment Advisors

Kristina Leather

**P:** (410) 213-7185

**F:** (410) 213-7638

kleether@pkscpa.com

www.pkscpa.com

PO BOX 72

Salisbury, MD 21803

*Full service accounting firm providing accounting, tax and advisory services to businesses and individuals with a specialization in the hospitality industry.*

## Florists

### Ocean City Florist

Patricia Stolba

**P:** (410) 250-1636

**F:** (410) 250-4437

oceancityflorist@aol.com

www.oceancityflorist.com

12909 Coastal Hwy

Ocean City, MD 21842

*Ocean City Florist established 1975. Prompt delivery in Ocean City and surrounding areas, carrying a wide variety of contemporary, traditional and exotic arrangements. We have what you want for any special occasion.*

## Foodservice

### Carbon's Golden Malted Waffles

Al Donatelli

**P:** 888-596-4040

**F:** 574-247-2260

adonatelli@goldenmalted.com

www.goldenmalted.com

4101 William Richardson Dr

South Bend, IN 46628

*We supply commercial waffle & waffle cone bakers on loan at no charge with the exclusive use of our quality Golden Malted Flour.*

### Cloverland/Green Spring Dairy

Michael Thomason

**P:** (410) 202-6342

**F:** (410) 773-1821

mthomason@cloverlanddairy.com

www.cloverlanddairy.com

2100 Northwood Dr

Salisbury, MD 21801

*Cloverland Dairy- Better Cows- Better Milk. Delivering quality products to the mid-atlantic area for over a century. We deliver the finest products that are not only nutritious, but delicious.*

### Eastern Shore Coffee

Sarah Chandler

**P:** (410) 749-4494

**F:** (410) 219-9262

sarah@easternshorecoffee.com

www.easternshorecoffee.com

31404 Old Ocean City Road

Salisbury, MD 21804

*Eastern Shore Coffee & Water is a coffee and water distributor to offices, restaurants, convenience stores, and hotels on the Delmarva Peninsula, providing equipment and products.*

### FPC Distribution Federal Paper & Chemical

John Bachman

**P:** (410) 540-4111

**F:** (410) 540-4148

john.bachman@fpc solutions.com

www.fpcdistribution.com

6630 Amberton Drive

Elkridge, MD 21075

*Wholesale distributor of disposable paper products and cleaning supplies.*

### H & M Wagner & Sons

Cindy Barnes

**P:** (410) 766-1150

**F:** (410) 768-5822

cindy@hmwagner.com

www.hmwagner.com

7204 May Wagner Ln

Glen Burnie, MD 21061

*Independently owned, service oriented, full line foodservice distributor. Non-food and foodlines to include many of your favorite brands.*



## Foodservice (cont.)

### Holt Paper Company

Abby Disharoon  
**P:** (410) 742-7577  
**F:** (410) 742-7976  
adisharoon@holtpaper.com  
www.holtpaper.com  
31375 John Deere Dr.  
Salisbury, MD 21804

*After 50 years, we continue to be the leader in quality & service to our customers offering a vast range of foods, paper goods, chemicals and janitorial supplies. Located in Salisbury and Baltimore, Maryland we take great pride in fulfilling our customer's needs and watching them succeed!*

### Keany Produce

Tamara Pilgrim  
**P:** (301) 772-3333  
**F:** (301) 772-3469  
tmp@keanyproduce.com  
www.KeanyProduce.com  
3310 75th Ave  
Landover, MD 20785

*Keany Produce is a family owned and operated wholesale produce company. While located in Landover Maryland, Keany delivers fruits and vegetables to an array of customers in the Mid-Atlantic region. In addition to produce Keany also offers a variety of dairy, organic, specialty and miscellaneous items.*

### Martin Fish Co.

Ginger Martin  
**P:** (410) 213-2195  
**F:** (410) 213-1442  
martinfishco@yahoo.com  
www.martinfishco.com  
12929 Harbor Rd  
Ocean City, MD 21842

*Wholesale and Retail and carry-out seafood business. Offering consumers fresh local caught seafood from our boats to your table.*

### RC Fine Foods

Ted Jones  
**P:** 443-668-4127  
**F:** 908-359-6957  
tjones@rcfinefoods.com  
www.rcfinefoods.com  
PO Box 236  
Belle Mead, NJ 08502

*For more than 40 years, we have continually improved our ability to provide convenience and added value to our customers. We now ship products from coast to coast and are known for consistently supplying our customers with excellent quality at an affordable price.*

### Savoy Brown Food Service Consultants

Robert Z. Brown  
**P:** (410) 792-8447  
**F:** 301-483-6266  
rob@savoybrown.biz  
www.savoybrown.biz  
8610 Washington Blvd. Ste. 200  
Jessup, MD 20794

*Savoy Brown, winner of the 2006 Real Estate & Construction Review - Hotel Category - Harrison's Hilton Suites: Full service design including, floor plans, mechanical, rough-ins, ventilation, equipment specifications, project coordination and more!*

### Southern Wine & Spirits

Rob Kenney  
**P:** 410-546-2130  
**F:** 410-546-2153  
robertkenney@southernwine.com  
www.southernwine.com  
1607 Northwood Dr. Suite 103  
Salisbury, MD 21801  
*Prudly serving wine & spirit to the Eastern Shore of Maryland. Contact us for all your retail needs and one of our local sales reps can supply your store or restaurant needs.*

### Stillwater Provisions

Danny Johnson  
**P:** (410) 251-5491  
**F:** (866) 418-0674  
danny@stillwaterprovisions.com  
www.stillwaterprovisions.com  
1812 South Church St  
Smithfield, VA 23430  
*Food Broker - We represent the manufacturers that sell food to distributor's like Sysco, US Foods, Holt etc.*

### SYSCO Eastern MD

Gary Dutton  
**P:** (410) 677-5555  
**F:** (410) 957-4745  
dutton.gary@emd.sysco.com  
www.syscoeasternmd.com  
33239 Costen Rd.  
Pocomoke, MD 21851  
*Sysco Eastern Maryland is the global leader in selling, marketing and distributing food products to restaurants, healthscapes, educational facilities, lodging establishments and other customers who prepare meals away from home. It's family of products also includes equipment and supplies for the foodservice and hospitality industries.*

## Foodservice (cont.)

### US Foods

Drew Blagus

**P:** (410) 726-5099

**F:** (856) 241-0986

Andrew.Blagus@usfoods.com

www.USFoods.com

31410 Shavox Rd

Salisbury, MD 21804

*A Broadline Food Distributor, meeting all your immediate and future needs.*

## Furnishings, Furniture & Interior Design

### Contract Specialists, Inc.

Kevin Jason

**P:** (410) 252-6843

**F:** (410) 252-0650

csikevinj@gmail.com

507 Ensemble Court

Hunt Valley, MD 21030

*Major supplier of Guestroom furniture, carpet, window treatments, bedding, lighting, television, and heating and air conditioning units. Serving Ocean City since 1984.*

### Donaway Furniture

Vernon Davis

**P:** (410) 250-5100

**F:** (410) 250-5839

shastings@donaway.com

www.donaway.com

13001 Coastal Highway

Ocean City, MD 21842-521

*Donaway Furniture has been in business serving the Ocean City and Delaware Beach areas for over 55 years, since 1954. We have what you need for your beach house. We can supply individual items or furnish your entire unit.*

### Dynamic Draperies

Steven Schiff

**P:** (302) 734-1101

**F:** (302) 734-1556

ddhsales@comcast.net

1246 S. Little Creek Rd

Dover, DE 19901

*From design to installation we do it all! Specializing in custom window treatments, from draperies to blinds, drapery hardware, top treatments, cubicles, and bed spreads. Our staff has the expertise to help achieve economical and esthetically pleasing results.*

### HMK Wholesale Mattress Co.

Leslie Pia

**P:** (516) 861-7347

**F:** (516) 861-8310

lpia@mattress.com

www.hmkmattress.com

1000 S. Oyster Bay Rd.

Hicksville, NY 11801

*Preferred mattress wholesaler to the hospitality industry. Let our buying power be your buying power.*

### Johnny Janosik Design and Contract Services

Jamelle Showell

**P:** (302) 875-5955

**F:** (302) 877-0153

jamelle.showell@johnnyjanosik.com

www.johnnyjanosik.com

11151 Trussum Pond Road

Laurel, DE 19956

*We are a retail furniture company in business since 1953. We offer our hospitality clients design services, access to excellent sources and the industry's best delivery teams. And of course as in our retail world, our contract pricing is very competitive. Our partnership with OC Floor Gallery offers many flooring possibilities.*

### Mike's Carpet Connection

Jennifer Bland

**P:** (302) 537-1899

**F:** (302) 537-1783

jennifer@mikescarpetconnection.com

www.mikescarpetconnection.com

1300 Coastal Highway, #8

Fenwick Island, DE 19944

*We offer professional, full service sales and installation of Commercial and Residential Floor Coverings, Custom Window Treatments, and Interior Design Services for all of your hotel, motel, restaurant and/or residential home needs.*

### OC Floor Gallery

Matt Banks

**P:** (410) 213-9234

**F:** (410) 213-9235

mdbanks@ocfloorgallery.com

www.ocfloorgallery.com

12319 Ocean Gateway

Ocean City, MD 21842

*Eastern Shore's Premier Flooring Dealer.*

### Restaurant Seating Consultants, LLC

Steve Mastbrook

**P:** (800) 334 7660

**F:** (302) 539 1500

steve@edisonbarstools.com

www.edisonbarstools.com

37520 Lighthouse Rd

Fenwick Island, DE 19944

*For all your restaurant seating needs!*

## Golf/ Golf Courses

### Links at Lighthouse Sound

Kim Ruark

**P:** (410) 352-5767

**F:** (410) 352-5766

ruarkgolf@aol.com

www.lighthousesound.com

12723 St. Martins Neck Rd.

Bishopville, MD 21813

*Located one mile west of O.C., just off Rt. 90 on St. Martins Neck Rd. This exquisite 18 hole championship golf course designed by Arthur Hills overlooks the beautiful Ocean City skyline and the St. Martins River.*

### OC Golf Getaway

Walter Brooks

**P:** (410) 213-7050

**F:** (410) 213-7058

info@oceancitygolf.com

www.oceancitygolf.com

9748 Stephen Decatur Hwy #105

Ocean City, MD 21842

*Ocean City Golf Getaway represents 17 championship Golf courses, more than 30 Golfer friendly accommodations, Golfer-preferred restaurants and services. A one stop, hassle free information service with access to live online teetime reservations and stay and play packages.*

### Ocean City Golf Club

Buddy Sass

**P:** (410) 641-4861

**F:** (410) 641-4240

ocgy@hotmail.com

www.ocgolfandyacht.com

11401 Country Club Drive

Berlin, MD 21811

*Now featuring a totally re-designed and re-built Newport Bay Course.*

### Ocean Resorts Golf Club

Jeff Fields

**P:** 410-641-5643

orgc@verizon.net

www.oceanresortsgolfclub.com

10655 Cathell Rd

Berlin, MD 21811

*Located 6 miles west of Ocean City Maryland, offers a variety of golf holes that are both challenging and picturesque. The course is designed to accommodate all ages and abilities with yardages from 4,800 to a daunting 6,500 yards.*

### Troon Golf

Lindsay Maurer

**P:** 302-436-3400

lmaurer@troongolf.com

www.troongolf.com

38017 Fenwick Shoals Blvd

Selbyville, DE 19975

*Bayside Resort Golf Club is Delaware's first Jack Nicklaus Signature Golf Course, conveniently located just west of Fenwick Island, and just 4 miles from the beach. With gorgeous views along the Assawoman Bay coastline and magnificent pine forests, Jack Nicklaus was inspired to create a course that would offer an incredibly unique golf experience.*

## Government Agencies

### OC Convention Center

Larry Noccolino

**P:** (410) 289-8311

lnoccolino@oceancitymd.gov

www.ococean.com

4001 Coastal Hwy

Ocean City, MD 21842

### OC Tourism Department

Donna Abbott

**P:** (410) 723-8609

dabbott@oceancitymd.gov

www.ococean.com

4001 Coastal Hwy

Ocean City, MD 21842

### Town of Berlin

Ivy Wells

**P:** 410 629-1722

**F:** 410 641 2316

iwells@berlinmd.gov

www.berlinmd.gov

10 William Street

Berlin, MD 21811

*Downtown Berlin is a thriving community with an Arts and Entertainment District located just 7 miles from Ocean City. We boast over 50 boutique & antique shops & 10 dining establishments. We have an Art Stroll the 2nd Friday of every month and an array of festivals all year. #coolberlin*

### Ocean City Recreation & Parks Dept.

Brenda Moore

**P:** (410) 250-0125

**F:** (410) 250-5409

bmoore@ococean.com

www.oceancitymd.gov

200 - 125th St Ocean City, MD 21842

## Government Agencies (cont.)

### Worcester County Tourism

Lisa Challenger  
**P:** (410) 632-3617  
**F:** (410) 632-3158  
lisac@co.worcester.md.us  
www.visitworcester.org  
104 West Market Street Snow Hill, MD 21863

## Healthcare

### 75th Street Medical

Victor Gong  
**P:** (410) 524-0075  
**F:** (410) 524-0066  
vgongmd@yahoo.com  
www.75thstmedical.com  
7408 Coastal Highway  
Ocean City, MD 21842  
*75th Street Medical is an urgent care medical facility.*

### Brandywine Senior Living at Fenwick Island

Kathy Jacobs  
**P:** 302-436-0808  
**F:** 302-436-1081  
jacobsk@brandycare.com  
www.brandycare.com  
21111 Arrington Drive  
Selbyville, DE 19975  
*Brandywine Senior Living is filled with exciting choices! 24 Hour licensed nurses, temporary respite stays, activities, indoor pool, movie theater and more! FUN!*

### OC Massage

Karen Thibault  
**P:** 410-390-3318  
massageoceancity@gmail.com  
www.massageoceancity.com  
103-D 120th Street  
Ocean City, MD 21842  
*Professional therapeutic massage for couples & individuals for relaxation and wellness.*

### West OC Injury & Illness Center

Cynthia Randolph  
**P:** (410) 213-0119  
**F:** (410) 213-2875  
crandolph@westocinjurycenter.com  
www.westocinjurycenter.com  
12308 Ocean Gateway Suite #3  
Ocean City, MD 21842  
*Urgent Care Walk -in Center, OPEN YEAR ROUND. Most insurance accepted. In-house rapid lab testing, digital x-rays and orthopedic supplies available. Staffed by a Physician and Physician Assistants, we provide quality of care in a comprehensive and efficient manner. NO APPOINTMENT NEEDED.*

## Human Resources/Payroll

### BBSI

Lisa Payne  
**P:** (410) 546-2020  
**F:** (410) 546-8035  
lisa.payne@bbsihq.com  
www.barrettbusiness.com  
220 East Main St Suite B  
Salisbury, MD 21804  
*BBSI is a human resource management company providing partnership solutions to the overwhelming administrative burdens of being an employer today. We administer all aspects of: payroll processing, human resource management, employee benefits, risk management & safety services and workers compensation.*

### Benefitmall

Mike McGum, FPC  
**P:** 603-770-5158  
mike.mcgum@benefitmall.com  
www.benefitmall.com  
501 Fairmount Ave.  
Towson, MD 21286  
*Benefitmall is the largest general agent in the US and the 4th largest privately help payroll company providing payroll and HR solutions.*

### Payce

Brian Pfeifer  
**P:** (443) 279-9000  
**F:** (877) 286-3292  
bpfeifer@paycepayroll.com  
www.paycepayroll.com  
1220 East Joppa Rd #324  
Towson, MD 21286  
*Payce is a full-service payroll and tax-filing firm serving over 1700 clients in the Mid-Atlantic region. We specialize in the hospitality industry and directly interface all major POS systems allowing for increased efficiency and cost savings.*

## HVAC

### Custom Mechanical, Inc.

Chris Megee  
**P:** (800) 233-5177  
chris@custommechanical.com  
www.custommechanical.com  
PO Box 1479  
Bethany Beach, DE 19930  
*Custom Mechanical is one of the last and largest independently owned and operated heating & cooling operations on the Eastern Shore. We have over 20 vehicles to service all your Plumbing, Heating & Air Cond. needs - with 24 hour service.*



## Insurance

### Associated Insurance Centers LLC

Amy N Bennetta  
**P:** (443) 856-2273  
**F:** (410) 213-0028  
amy.bennetta@associatedinsurance.net  
www.associatedinsurancecenters.com  
12445 Ocean Gateway Unit 9  
Ocean City, MD 21842  
*Local Insurance Agency specializing in Commercial and Personal Lines needs.*

### Atlantic Smith Cropper & Deeley LLC

Nikki Strickler  
**P:** (410) 835-2000  
**F:** (410) 835-8675  
nstrickler@ascd.net  
www.ascd.net  
7171 Bent Pine Rd.  
Willards, MD 21874  
*Our team of business insurance specialists at Atlantic/Smith, Cropper & Deeley go beyond delivering an insurance policy, we take the time to understand your business and help you develop a risk management plan. We work with you and your management team to implement a risk management strategy.*

### Chesapeake Employers' Insurance Company

Kyle Menendez  
**P:** (410) 832-4747  
**F:** (410) 832-4774  
kmenendez@ceiwc.com  
www.ceiwc.com  
8722 Loch Raven Blvd.  
Towson, MD 21286  
*Formerly IWIF, we specialize in providing workers' compensation insurance to Maryland businesses since 1914. As the largest writer of workers compensation in Maryland, Chesapeake Employers continues to be a competitive force in the industry, with an array of consumer-driven products and services that are available to all Maryland businesses.*

### Insurance Management Group, Inc.

Reese Cropper  
**P:** (410) 524-5700  
**F:** (410) 524-7769  
rcropper@imgoc.com  
www.imgoc.com  
PO Box 3609  
Ocean City, MD 21843  
*IMG provides all types of insurance - specializing in resort condominiums, homes and business properties. Understanding customers and their needs is the cornerstone to IMG's success.*

## The Insurance Market

Will Evans  
**P:** (443) 944-9682  
wevans@insurancechoices.com  
www.insurancechoices.com  
109 Poplar Hill Ave  
Salisbury, MD 21801  
*A locally owned independent insurance brokerage that's goals are focused on maximizing our clients profits by creating solutions to minimize their risks and exposures.*

## Kitchen Equipment

### Acme Paper & Supply Co

Robin Hommel  
**P:** (410) 792-2333  
**F:** 410-792-4352  
jhaire@acmepaper.com  
www.acmepaper.com  
PO Box 422  
Savage, MD 20763  
*For more than 70 years, Acme Paper has served clients throughout the mid-Atlantic region specializing in Foodservice Packaging, Retail Packaging, Restaurant Equipment and Smallwares, Janitorial Equipment and Cleaning Supplies, and Industrial Packaging.*

### EMR Service Division

Don Chesser  
**P:** (410) 543-8080  
**F:** (410) 548-4038  
dchesser@emrco.com  
www.emrco.com  
805 N. Salisbury Blvd. Suite 3200  
Salisbury, MD 21804  
*EMR provides cooking and refrigeration parts, service, installation and products for commercial kitchens. We provide quality solutions to your equipment problems. Turn your issues over to us and go back to running your business.*

### Filtafry - Allen Biotech

Scott Brinsfield  
**P:** (410) 251-4348  
**F:** (410) 860-0415  
filtafryofdmv@aol.com  
www.filtafry.com  
30110 Southampton Bridge Rd.  
Salisbury, MD 21804  
*Filtafry is a mobile filtration service for cooking oil and full service deepfryers management company. We handle and dispose of used cooking oil. We provide free containers and free pickup of used cooking oil.*

## Laundry, Linen & Linen Service

### Easco Laundry Systems

Danny Massey  
**P:** (410) 749-7037  
**F:** (410) 341-0481  
info@eascolaundry.com  
www.eascolaundry.com  
PO Box 3461  
Salisbury, MD 21802-3461  
*Eastern Shore's leading supplier of commercial laundry equipment, for over 25 years. We provide sales, service, design and installation.*

### Quality Linen Service

Dick Smith  
**P:** 410-334-2251  
**F:** 410-334-2240  
qualitylinens@ymail.com  
www.qualitylinenservice.com  
1751 Westwood Dr.  
Salisbury, MD 21801  
*Quality Linen Service delivers outstanding textile cleaning and finishing to clients throughout Maryland's Eastern Shore, Delaware and Virginia. Catering to the hospitality, food service and healthcare industries. Quality Linen Service handles customer-owned goods and provides rental linen service to meet our customers needs. We are technologically advanced, efficient, reliable and operate an environmentally green facility.*

### Sysco Guest Supply

Linda Robinson  
**P:** (443) 415-8656  
lrobinson@guestsupply.com  
www.guestsupply.com  
#8 Bel Air Court  
Ocean Pines, MD 21811  
*Full Service Hotel Supplier. Sysco Guest Supply is the world leader in providing products that enhance the hotel guest experience in nearly 25,000 hotels in 88 countries.*

## Media

### Foodservice Monthly

Michael Birchenall  
**P:** (301) 529-4683  
**F:** (703) 471-9145  
michael@foodservicemonthly.com  
www.foodservicemonthly.com  
102-A Executive Dr  
Sterling, VA 20166  
*Mid-Atlantic's leading trade publication for the foodservice industry.*

### MD Coast Dispatch

Steve Green  
**P:** (410) 641-4561  
**F:** (410) 641-0966

editor@marylandcoastdispatch.com

www.mdcoastdispatch.com

PO Box 467

Berlin, MD 21811

*The Dispatch has been publishing in the Ocean City, West Ocean City, Berlin, Snow Hill, Ocean Pines, Fenwick Island and Bethany Beach area since 1984. Two years ago, the newspaper expanded to neighboring Wicomico County. The Dispatch is published 52 weeks a year and is distributed every Friday.*

### Ocean City Today

Stewart Dobson  
**P:** (410) 723-6397  
**F:** (410) 723-6511  
sdobson@oceancitytoday.net  
www.oceancitytoday.net  
PO Box 3500

Ocean City, MD 21843

*Ocean City Today is the newspaper of record for Ocean City and northern Worcester County, providing complete coverage of government, entertainment, sports, business and community for resort area communities. Circulation extends from Fenwick Island, Del. down through Ocean City into West Ocean City, Berlin, Ocean Pines and Snow Hill.*

## Office Products/ Copiers

### Affordable Business Systems, Inc.

Dean Woroniecki  
**P:** (410) 742-2234  
**F:** (410) 742-0345  
deanw@affordablebusinesssystems.com  
www.affordablebusinesssystems.com  
119 Fulton Street  
Salisbury, MD 21804  
*Affordable Business Systems has been in business since 1996. We specialize in helping Eastern Shore Businesses improve their office productivity and manage expenses. Our focus is on document management from a printing, copying, storing and distribution perspective.*

### Hilyard's Business Solutions

Susan Hilyard  
**P:** 302-995-2201  
**F:** 302-995-2277  
hjohnson@hilyards.com  
www.hilyards.com  
1616 Newport Gap Pike  
Wilmington, DE 19975  
*Sharp, Canon and Lexmark Copier Dealer; Network Solutions & Document Management; IT Support & Managed Network Services; Wide Format & Laser Printers.*

## Office Products/ Copiers(cont.)

### Laser Tone Business Systems

Justin McGinnis  
**P:** (302) 335-2510  
**F:** (302) 335-2514  
justin@laser-tone.net  
www.laser-tone.net  
1973 Bay Rd.  
Milford, DE 19963  
Authorized Canon, Ricoh and HP office equipment supplier. Copiers, Printers and Wide Format machines. Sales, Service and Supplies. Financing options available. Serving Delmarva since 1989.

## Organizations

### Aspire Worldwide-ASSE International

Carrie Linch  
**P:** (410) 524-0901  
**F:** (410) 352-3791  
clinch@asse.com  
www.aspireworldwide.org  
11648 Back Creek Rd  
Bishopville, MD 21813  
Non-profit J-1 Visa Sponsor. Official sponsor organization designated by the U.S. Department of State to administer the J-1 Visa Programs matching inter- national students and young professionals with U.S. Businesses.

### CCI Greenheart

Irina Capaldi  
**P:** 302-351-3355  
**F:** 312-577-0692  
icapaldi@ccigreenheart.com  
www.ccigreenheart.com  
1525 Barley Mill Rd  
Wilmington, DE 19807  
CCI Greenheart is a green and not-for- profit organization, designated by the Department of State to sponsor the visa of international exchange participants who visit the US on the J1 Work & Travel program.

### CIEE - Council on Int'l Educational Exchange

Sandy Wickenden  
**P:** (207) 553-4215  
**F:** (207) 553-5176  
swickenden@ciee.org  
www.ciee.org/hire/work  
300 Fore St  
Portland, ME 04101  
SEASONAL STAFFING - CIEE is a government designated sponsor of the work and travel (WAT) program. Let us help you with your seasonal staffing needs.

### Diakonia

Claudia Nagle  
**P:** 410-213-0923  
**F:** 410-213-2499

info@diakoniaoc.org  
www.diakoniaoc.org  
12747 Old Bridge Rd.  
Ocean City, MD 21842  
For more than thirty years Diakonia has been helping individuals and families in Worcester County and on the Lower Shore by providing shelter, food, clothing and the resources to rebuild their lives.

### Geo Visions

Amie Corliss  
**P:** 603-363-4187  
**F:** 603-363-8446  
jobs@geovisions.org  
www.geovisions.org  
54 Split Oak Circle  
Chesterfield, NH 03443  
Geo Visions places J-1 summer work and travel international students with local employers needing seasonal staffing. Students from 40 countries are pre-screened, English speakers, reliable and customer service oriented.

### Interexchange, Inc.

Clay Lewis  
**P:** (212) 924-0446  
**F:** (212) 924-0575  
www.interexchange.org  
100 Wall Street Suite 301  
New York, NY 10005  
Interexchange, Inc. is a non-profit organization designated by the Department of State as a J-1 Visa sponsor. We facilitate cultural exchange programs for international university students and Americans looking to travel overseas.

### Intrax Work Travel

Jenn Yildiz  
**P:** 804-672-7323  
**F:** 804-482-2840  
jyildiz@intraxinc.com  
www.intraxinc.com/host-companies  
955 Wellston Ct  
Glen Allen, VA 23059  
Intrax Work Travel fills seasonal hiring needs of companies, while sharing American and International cultures, as part of the J-1 seasonal work program.

### Maryland State Firemen's Association

Ron Siarnicki  
**P:** 410-721-6212  
**F:** 410-721-6213  
rsiarnicki@aol.com  
www.msfa.org  
2130 Priest Bridge Drive, Suite #6  
Crofton, MD 21114  
Non-profit fire service association representing the 370 plus volunteer fire departments across the state of Maryland working to promote their interests and needs.

## Organizations (cont.)

### Ocean City Museum Society

Diane Knuckles  
**P:** (410) 289-4991  
**F:** (410) 289-4991  
diane@ocmuseum.org  
www.ocmuseum.org  
PO Box 603  
Ocean City, MD 21843  
*Historic Building functioning as a museum that houses Ocean City History and History of the United States Life-Saving Service on the Delmarva Peninsula.*

### Spirit Cultural Exchange

Jessica Jackson  
**P:** 708-763-8940  
**F:** 708-763-8949  
jjackson@spiritexchange.com  
www.spiritexchange.com  
137 N Oak Park Avenue  
Oak Park, IL 60301  
*Spirit Cultural Exchange is a J-1 Visa Work and Travel Program sponsor. We specialize in bringing the world to your workplace!*

### UMES-Hotel & Rest. Mgmt.

Dr. Ernest Boger  
**P:** (410) 651-6567  
epboger@mail.umes.edu  
www.umes.edu  
Richard Henson Center-Suite 2100  
Princess Anne, MD 21853  
*The Hotel & Restaurant Management division of University of Maryland Eastern Shore.*

### The Wise Foundation

Tim Pogue  
**P:** 770-570-0567  
**F:** 770-579-0219  
tim@wisefoundation.com  
www.wisefoundation.com  
1853 Piedmont Rd Suite 200  
Marietta, GA 30066  
*Student Exchange Organization-Designated J1 Work & Travel Visa Sponsor. Manages Culture Exchange Program For International University Students On Summer Holiday.*

### Wor-Wic Community College

Dr. George Ojie-Ahamiojie  
**P:** (410) 572-8719  
**F:** (410) 334-2977  
gojie-ahamiojie@worwic.edu  
www.worwic.edu  
32000 Campus Drive  
Salisbury, MD 21804  
*Community College in Berlin & Salisbury.*

## Other

### Atlantic Coast Inn

Reid Cummings  
**P:** (302) 539 7673  
**F:** (302) 436 6127  
reidcummings@ymail.com  
http://www.atlanticcoastinn.com  
37558 Lighthouse Rd  
Fenwick Island, DE 19944  
*Family motel located at the north end of Ocean City bordering Fenwick Island, DE. All rooms also have coffee, remote color TV, phones, and a/c. Only 500' to the beach.*

### Kate Bunting Family Partnership

Amy Rothermel  
**P:** (410) 289-5283  
**F:** (410) 289-3281  
BRother911@aol.com  
3 Dorchester St.  
Ocean City, MD 21842  
*Scholarship presenter*

## Pest Control

### APM Pest Service

Paul Hardy  
**P:** (410) 742-6770  
**F:** (410) 748-9253  
paul.hardy@apmservices.com  
www.APMservices.com  
913 N. Bridge St.  
Elkton, MD 21921  
*General pest control offers termite colony elimination, bird control, bat control and other pests. We have 42 years of experience in commercial, industrial and residential services. We also give FREE estimates.*

### Bennett Termite and Pest Solutions

Dean T. Bennett  
**P:** 410-352-3222  
**F:** 410-352-5440  
dean@bennetttermite.com  
www.bennetttermite.com  
P.O. Box # 191  
Bishopville, MD 21813  
*Full service Termite and Pet Control Company. Everything from Ants and Spiders to Dehumidifiers, Vapor Barriers, Insulation, to Bed Bugs. Service for Residential and Commercial. FREE Inspections*



## Pest Control (cont.)

### Extreme Heat Thermal Remediation

James Parsons

**P:** (302) 344-1659

ptopjimmy@verizon.net

www.extremeheatpestcontrol.com

PO Box 1847

Millsboro, DE, 19966

*With over 25 years of combined experience, Extreme Heat offers a quick and reliable solution to your bed bug concerns. We are certified in Urban Pest Management through Purdue University. Every service is backed with a complimentary K-9 detection. We are a green company and our treatment solution is chemical-free! We are certified by IBBMA, NMPA BMP Bed Bugs, National Pest Management Association and the Better Business Bureau.*

### Orkin Pest Services

Vic Monaco

**P:** 410-546-1346

**F:** 410-546-9245

vmonaco@rollins.com

orkin.com

724 E. Main Street

Salisbury, MD 21804

*Commercial Pest Control. Offering commercial pest control solutions using integrated pest management with a unique approach as well as solutions for birds, bed bugs, and termites.*

### Terminix Commercial

David Hoster

**P:** (410) 572-2742

**F:** (410) 546-1687

dhoster@terminix.com

www.terminix.com

2020 Shipley Dr. Unit A5

Salisbury, MD 21801

*Commercial and Residential Pest Control management company offering yearly, quarterly, monthly or one time service based on need. Also licensed for bed bug and mosquito control in insulations, encapsulations, crawl space doors and vents. Offer all inspections free of Charge!*

## Photography

### KRR Photography

John Dove

**P:** 410 280 3535

**F:** 410 280 3833

info@krrphotography.com

www.KRRphotography.com

924 Blue Ridge Dr

Annapolis, MD 21409

*KRR Photography is a multimedia communications company that provides still photography for printed and web marketing collateral, video services for in house and*

*website commercial applications and web resources for marketing and promotion of your company and services.*

### Next Wave Studios

Kyle Hughes

**P:** 410-430-2208

kyle@nextwavestudios.com

www.nextwavestudios.com

9925 Stephen Decatur Hwy E2

Ocean City, MD 21842

*High-end family beach portraits, commercial photography, engagement & wedding photography.*

## POS/ PMS Systems

### Delaware Business Systems (DBS) Inc.

Matt Borrelli

**P:** (302) 395-0900 ext.100

**F:** (302) 221-5620

mborrelli@dbs4pos.com

www.dbs4pos.com

11941 Industrial Park Rd.

Bishopville, MD 21813

*Retail (POS) Point of Sale technology organization specializing in the Hospitality Industry. Loan support and service.*

### Skyware Systems, LLC

Robert Palloni

**P:** 877-759-9329

bpalloni@skywaresystems.com

www.skywaresystems.com

5100 Buckeystown Pike

Frederick, MD 21704

*Providers of full-service property management software.*

### Clearent Merchant Services

Michael Oxbrough

**P:** (302) 858-7818

**F:** (877) 801-1042

moxbrough@clearent.com

www.clearent.com

29338 Piney Neck Rd.

Dagsboro, DE 19939

*Clearent is a complete payment processor that provides a full suite of payment solutions for businesses in practically every industry. We leverage our proprietary payments platform to make doing business easier and more profitable for our merchants. We strive to earn the trust and loyalty of our customers through honesty and transparency.*

## Printers

### D3 Corp

John Gehrig  
**P:** (410) 213-2400  
**F:** (410) 213-2484  
support@d3corp.com  
www.d3corp.com  
12319 Ocean Gateway # 202  
Ocean City, MD 21842  
D3Corp is Ocean City's leading website development, print and marketing firm. Services include: web design, mobile apps & sites, email marketing, social marketing, e-commerce, reservations, search engine optimization, Google tools, TripAdvisor marketing, reputation management, video/multimedia, local marketing and campaign management. Also, get the best in custom printing & graphic design.

### Chocklett Press

Tubby Kubik  
**P:** (800) 533-4146  
**F:** (540) 345-6526  
tubbyk@chocklettpress.com  
www.chocklettpress.com  
2922 Nicholas Ave NE  
Roanoke, VA 24012  
Chocklett Press is a leading printer with over 80 years of printing experience. We specialize in tourism brochures but do all types of commercial printing. We address your company's printing needs with creative cost effective solutions.

### TD Digital Printers

Chuck Scott  
**P:** (443) 944-8985  
chuck.scott@tddigitalprint.com  
www.tddigitalprint.com  
109 Williamsport Circle  
Salisbury, MD 21804  
Full service printing company offering both digital & offset options and specializing in marketing materials, catalogs, booklets, newsletters and annual reports.

## Property Maintenance

### Atlantic Aluminum Products

Patricia Gillespie  
**P:** (302) 349-9091  
**F:** (302) 349-0138  
patricia@aaprailing.com  
www.aaaaprailing.com  
12144 Sussex Highway  
Greenwood, DE 19950  
Atlantic Aluminum is the area's premiere provider of railing systems, balconies, stairs, pools and handrail applications. We will work with your specific design ideas to add architectural beauty and maintenance free

durability to your building.

### Brasure's Carpet Care, Inc.

David Brasure  
**P:** (302) 436-5652  
**F:** (302) 436-9907  
david@brasurescarpetcare.com  
www.brasurescarpetcare.com  
35131 Lighthouse Road  
Selbyville, DE 19975  
Providing quality carpet, upholstery, tile and grout cleaning to our commercial as well as residential in Ocean City for over 30 years. From Restaurants and motels to retail, our Certified Technicians work 24 hours a day to keep you looking good.

### CARE Property Services Inc.

Jordan Lehr  
**P:** (888) 243-1936  
**F:** (717) 585-6799  
jlehr@callcarefirst.com  
www.callcarefirst.com  
12507 Sunset Ave #33  
Ocean City, MD 21842  
C.A.R.E. Property Services - Water/Mold/Fire Mitigation/Restoration/Weatherization; Our tagline "Call CARE first, the only call you need" says it all. A single source company for commercial & residential properties. For your cleaning, construction, mechanical and restoration needs.

### Duhart Co.

Ron Fowler  
**P:** 804-379-0150  
**F:** 804-379-9230  
ronfowler@duhartco.com  
www.duhartco.com  
1225 Mall D12  
Chesterfield, VA 23235  
Manufacturer representatives of quality plumbing products since 1969 covering the states of Maryland, Washington, DC and Delaware. Product lines include Bradford White water heaters, Gastite cast pipe and fittings, Legend valves and Rockford grease separators.

### Filtafry - Allen Biotech

Scott Brinsfield  
**P:** (410) 251-4348  
**F:** (410) 860-0415  
filtafryofdmv@aol.com  
www.filtafry.com  
30110 Southampton Bridge Rd.  
Salisbury, MD 21804  
Filtafry is a mobile filtration service for cooking oil and full service deepfryers management company. We handle and dispose of used cooking oil. We provide free containers and free pickup of used cooking oil.

## Property Maintenance (cont.)

### Hot Steam Carpet Clean

Mike Dunmyer  
**P:** 302-945-0100  
mjdunmyer@gmail.com  
www.lewescarpetcleaning.com  
312 W. Fourth Street  
Lewes, DE 19958

*At Hot Steam Carpet Clean, we use the most thorough cleaning processes backed by industry-certified technicians to deliver the best results possible for your carpet, tile and upholstery. We care for dozens of hotels, restaurants and clubs and would love to help your business look its very best.*

### HydroCorp

Steve Fox  
**P:** (301) 741-7093  
sfox@hydrocorpinc.com  
www.hydrocorpinc.com  
210 Vickers Drive  
Milford, DE 19963

*HydroCorp is the trusted authority in safe water solutions for companies and communities across North America. We are a leader in Cross-connection control and backflow prevention management.*

### New Lighting Solutions

Adam Harmon  
**P:** (410) 213-9700  
**F:** (888) 624-8378  
eli@lpm-led.com  
www.nls-led.com  
9935 Stephen Decatur Hwy # 141  
Ocean City, MD 21842

*One of the world's leading manufacturers of power LED's. We specialize in minimizing lighting costs while providing high quality lighting. Let us help you with all your lighting needs.*

### Painting by Pearce, Inc.

Julia Levy  
**P:** 609-624-0685  
**F:** 609-624-3938  
julia@paintingbypearce.com  
www.paintingbypearce.com  
3116 Shore Road  
Ocean View, NJ 08230

*Commercial painting and restoration. Serving coastal communities of New Jersey, Delaware and Maryland for over 51 years. Services include all surface repairs, waterproofing, elastomeric coastings, all interior finishes, pressure cleaning and caulking.*

### PPG Paints

Chris Smack  
**P:** (410) 289-5203  
**F:** (410) 289-9351  
paf8279@ppg.com  
www.ppgpaints.com  
107 8th St  
Ocean City, MD 21842  
Full Service paint store

### Progressive Systems Inc.

Joe Carney  
**P:** (302) 732-3321  
**F:** (302) 732-9640  
joe@progressivesystemsinc.com  
www.progressivesystemsinc.com  
PO Box 35 / 25 Hickory St.  
Frankford, DE 19945  
*The leader on Delmarva in cleaning equipment and solutions, janitorial supplies sales and service. We sell, lease and service a full line of pressure cleaning and floor care equipment, as well as, chemicals, parts and accessories for your operation.*

### Resort Palms

Tim Jones  
**P:** 443 614 7045  
**F:** 410 629 0151  
tim@resortpalms.com  
www.resortpalms.com  
310 Ann Dr.  
Berlin, MD 21811  
*Resort Palms provides palms and tropical foliage to restaurants/bars, hotels, amusements parks, store fronts, marinas, community pools, and to individuals for residential use shipped every spring directly from Florida. Resort Palms has partnered with a variety of growers ranging from small flowering material to tree farmers that grow 30 ft field grown Coconut, Queen, and Foxtail palm trees. Resort Palms is a licensed plant dealer.*

### Royal Plus, Inc.

Matt Odachowski  
**P:** (410) 677-3473  
**F:** (410) 632-2005  
info@royalplus.com  
www.royalplus.com  
201 Belt St.  
Snow Hill, MD 21863  
*Offers complete clean-up and restoration. Emergency services to business and property owners. High quality plumbing, heating, air conditioning and flooring services also available. Call us 24/7 to handle any emergency that may arise.*



## Property Maintenance (cont.)

### SAFEGRIP

Kevin Forrester

**P:** 410-913-6113

info@safegrip.info

www.safegrip.info

810 Light Street

Baltimore, MD 21230

We are applicators of a chemical used on tile, marble, concrete or bathtubs to create a slip resistant surface when wet.

### Stanley Steemer Carpet & Cleaning

Jerry Farrell

**P:** (410) 548-1178

**F:** (410) 548-1537

jerome.farrell@steemer.com

www.StanleySteemer.com

PO Box 1892

Salisbury, MD 21802

Stanley Steemer has been professionally cleaning carpet and upholstery for satisfied customers for over 59 years. We offer a complete line of services that include carpet, upholstery, tile & grout cleaning and emergency water damage restoration as well as hardwood cleaning & revitalizing, air duct cleaning and P-TAC cleaning.

### Unlimited Restoration

Christine Murphy

**P:** 443-895-0866

cmurphy@urinow.com

www.urinow.com

23 S Main St

Berlin, MD 21811

Commercial/Residential Disaster Recovery & Reconstruction. Mitigation For Fire, Water, Lead, Asbestos, Trauma Clean-Up.

### Vasco Property Services LLC

Chris Vasiliou

**P:** (443) 880-8891

chrissy@vascoproservices.com

www.vascoproservices.com

9432 Whaleyville Rd

Whaleyville, MD 21872

Locally owned and operated in Ocean City Maryland, Vasco Property Services, is a full service general contracting company whose dedication to quality craftsmanship and customer services is unsurpassed. With over 10 years of experience and a very diverse skill set Vasco Pro specializes in hurricane and storm damage prevention, custom home building and complete home renovations.

### Xpress Flooring, LLC

Scott Comegys

**P:** (410) 877-0033

**F:** (410) 877-3177

scomegys@xpressflooring.com

www.xpressflooring.com

2813 Belair Road #307

Fallston, MD 21047

Xpress Flooring manufactures and installs Quarry-Tek seamless, epoxy flooring. Quarry-Tek is a superior blend of marble and epoxy that creates the ideal commercial floor solution for back-of-the-house areas. Kitchens, bars, cooler boxes, restrooms, laundry facilities and indoor pool areas where a non-skid, non-porous surface is desired, benefit from the rapid installation of a Quarry-Tek floor.

## Real Estate & Development

### Peck Miller Group (peckmiller.com)

Peck Miller

**P:** (443) 880-7795

**F:** (410) 524-1732

patti@peckmiller.com

www.peckmiller.com

P.O. Box # 4075

Ocean City, MD 21843

Peck Miller Group is Ocean City's premier business and real estate development service and creator of the new 67th Street Mid-Town Boardwalk Town Center. The Mid-town boardwalk concept design, build-out and a fabulous mix of popular surf shop, candy factory, Sweetfrog frozen yogurt, organic produce and fish market and more, illustrates Peck Miller Group's first class vision and service.

### Sperry Van Ness-Miller Commercial Real Estate

Henry Hanna III

**P:** 410-543-2420

**F:** 410-543-1439

Henry.Hanna@svn.com

www.svnmiller.com

206 E. Main Street

Salisbury, MD 21801

Commercial Real Estate specializing in restaurants, hotels, motels and land development in Ocean City, MD.

### Valbridge Property Advisors

David Brooks

**P:** 410-423-2359

**F:** 410-423-2360

dbrooks@valbridge.com

www.valbridge.com

6240 Old Dobbin Lane, Suite 140

Columbia, MD 21045

Valbridge Property Advisors/ Lipman Frizzell & Mitchell is a national appraisal company with local roots. We have appraised many of Ocean City's hotels, condominiums, restaurants, marinas and other retail and special use properties. Let us help with your next commercial valuation.



## Rental Equipment

### Myers Tool Rental & Parties Your Way

Michelle Myers Melson

**P:** (410) 641-3497

**F:** (410) 641-0412

partiesurway@aol.com

www.partiesyourway.com

10714 Ocean Gateway

Berlin, MD 21811

*Tool rentals and party rentals. Tents, tables, chairs, linens, bounce houses, etc. We sell party supplies and balloons. We are balloon decorators also!*

### PMI Rentals

Dave Baehman

**P:** (410) 250-1251

**F:** (410) 250-1252

pmirentals@msn.com

www.pmirentals.com

12601 B Coastal Hwy

Ocean City, MD 21842

*Rentals of baby equipment, linen's, bikes & beach equipment. Owned and operated since 1986. We are open all year and available for delivery or pick-up.*

## Security

### Absolute Security Group, Inc.

Steve Smith

**P:** 410-860-0620

**F:** 410-543-4460

snibblettasg@comcast.net

www.absolutesecuritygroup.com

300 Mill Street, Suite A

Salisbury, MD 21801

*Electronic security - CCTV - Telephone Entry Systems, Access Control, Fire Alarms, Burgler Alarms*

### Alarm Tech Solutions

Jack Gallagher

**P:** (240) 375-2313

jpgallagher@alarmtechsolutions.com

www.alarmtechsolutions.com

8141 Telegraph Road, Suite "F"

Severn, MD 21144

*Alarm Tech Solutions brings safety to life. Whatever your security needs may be, Alarm Tech Solutions is here to help.*

### Share Tech Solutions

Mark Evans

**P:** 703 929 1451

**F:** 202 595 2885

mark.evans@sharetechsolutions.com

www.sharetechsolutions.com

202 Church St. SE, #528

Leesburg, VA, 20175

*Voice, Networking and Security specialists.*

## Shopping

### Queenstown Premium Outlets

Lisa Gardner

**P:** 410-827-8699

**F:** 410-827-5627

Malisea.Gardner@simon.com

www.premiumoutlets.com/queenstown

441 Outlet Center Dr

Queenstown, MD 21658

*Find an impressive collection of 65 stores and name brand outlet stores at savings of 25%-65% EVERY DAY. Conveniently located 10 miles east of the Chesapeake Bay Bridge at the 50/301 split, Queenstown Premium Outlets features stores including Banana Republic, Coach, Gucci, Michael Kors, Tommy Bahama and more!*

### Ron Jon Ocean City LLC

Tracey Gray

**P:** 410 390 4888

traceyg@rjss.com

www.ronjonsurfshop.com

6701 Coastal Hwy #8

Ocean City, MD 21842

*For over 50 years, Ron Jon Surf Shop has been offering the best apparel and accessories for the surf and beach lifestyle for the whole family.*

### Senor Cigars, Inc.

Carolyn Kennington

**P:** (410) 524-2069

carolyn@senorcigars.com

www.senorcigars.com

3314 Coastal Hwy.

Ocean City, MD 21842

*New Location-33rd St. Plaza. Premium handmade cigars. Specialize in hard to find cigars. Smoking lounge. Large screen TV. Wifi.*

### South Moon Under

Taylor Schlette

**P:** (410) 524-4567

tschlette@southmoonunder.com

www.southmoonunder.com

8019 Coastal Hwy.

Ocean City, MD 21842

*Originating as a small surf shop in 1968, South Moon Under has evolved into a unique, upscale fashion retailer. We seek to offer an eclectic mix of interesting, high quality, reasonably priced products that stand out in the market. South Moon Under currently operates 15 stores in the mid-Atlantic area, VA, MD, PA, and DE in addition to an E-commerce site.*

## Shopping (cont.)

### Tanger Outlets

Alane Emerson  
**P:** (410) 213-7898  
**F:** (410) 213-1538  
alane.emerson@tangeroutlet.com  
www.tangeroutlet.com  
12741 Ocean Gateway # 705  
Ocean City, MD 21842  
*Up to 70% OFF Every Day! A National Outlet Retail Complex conveniently located just over the Rt. 50 Bridge in West Ocean City, less than one mile from Ocean City's famous beach and boardwalk.*

## Spa Services

### Robin Walter Salon & Day Spa

Laurie Heller  
**P:** (410) 208-2576  
**F:** (410) 208-1576  
laurie@robinwalterdayspa.com  
www.robinwalterdayspa.com  
11007 Manklin Creek Rd. #1  
Berlin, MD 21811  
*An upscale full-service salon & spa in Ocean Pines. It's experienced staff are dedicated to research, continued education & training to ensure the best treatments & care for their clients.*

## Telecommunication

### Delmarva Two Way Radio, Inc.

Milton Warren  
**P:** 410-213-1364  
**F:** 410-213-7846  
milt.warren@delmarvatwoway.com  
www.delmarvatwoway.com  
12636 Sunset Ave, Unit H-1  
Ocean City, MD 21842  
*Local Sales and Service at the Beach as well as the rest of the Eastern Shore. We Rent, Sell and Service all brands of 2-Way Radios (Walkie Talkies & Pagers ). In addition, we offer GPS Tracking for Vehicles and Assets. Scanners and Fire Company Pagers are also available.*

### Share Tech Solutions

Mark Evans  
**P:** 703 929 1451  
**F:** 202 595 2885  
mark.evans@sharetechsolutions.com  
www.sharetechsolutions.com  
202 Church St. SE, #528  
Leesburg, VA 20175  
*Voice, Networking and Security specialists.*

## Telecommunication

### Tezla Group

Heidi B Ogg  
**P:** 710-546-4233  
**F:** 410-546-4170  
heidi@tezlagroup.com  
www.telzagroup.com  
801 N. Salisbury Blvd  
Salisbury, MD 21801  
*Our goal at Tezla Group is to provide exceptional IT services, fast and effective solutions to business IT needs, and to maintain healthy and friendly client relationships. Tezla Group is everything you want in an IT company, and nothing that you don't. Weather you need a one-time PC fix-up, a full scale managed network with enterprise security, or anything in between- we can deliver. All of our engineers and consultants are certified and trained to keep your system running; we care about your technology as much as you do! Let us prove it !*

## Uniforms & T-Shirts

### Atlantic Embroidery & Specialties

Debi Curd  
**P:** (410) 629-0991  
**F:** (410) 629-0994  
dcstitch1@aol.com  
www.companycasuals.com/atlanticemb  
PO Box 589  
Berlin, MD 21811  
*We provide screenprinting, graphics, embroidery and all your promotional products needs. Atlantic Embroidery is locally owned and operated.*

### New Wave

Cathy Donovan  
**P:** (410) 213-9283  
**F:** (410) 213-1150  
info@ocnewwave.com  
www.ocnewwave.com  
12703 Sunset Ave. 5  
Ocean City, MD 21842  
*Ocean City's full service screen printing, embroidery, uniform and promotional product company. Over 30 years in the industry, with the best customer service around. Fast turn-around times, no minimums on custom apparel, and a showroom full of samples to come see.*

## Uniforms & T-Shirts (cont.)

### Red Sun Custom Apparel, Inc.

Lucie Moore

**P:** (302) 988-8300

**F:** (302) 988-8430

ldmoore@redsuncustom.com

www.redsuncustom.com

1 Mason Dr.

Selbyville, DE 19975

*Red Sun Custom Apparel, Inc. is a Screen Printing, Embroidery and Promotional Products Company. We supply restaurants, bars, hotels and other businesses with customized logos and designs.*

### UniFirst Corporation

Shaun Bender

**P:** 410-742-9361

**F:** 410-860-0425

Shaun\_Bender@unifirst.com

www.unifirst.com

710 Naylor Mill Rd

Salisbury, MD 21801

*We manufacture, supply, and service quality work uniforms which you can RENT, LEASE, or BUY. UniFirst has a long and proud tradition of providing quality uniforms, Job-Fitted Work Cloths and other image and safety enhancing workwear to businesses of all sizes and types for virtually every occupation.*

## Utilities & Energy

### Aeromax, LLC

Brian Page

**P:** 954-288-1175

**F:** 888-651-4601

aeromaxmd@gmail.com

www.aeromaxmd.com

220 South Morris St

Oxford, MD 21654

*Aeromax is the industry leader in quality PTAC & PTHP service.*

### APPI Energy

Carrie Shepard

**P:** 800-520-6685

**F:** (410) 749-8769

cshepard@appienergy.com

www.appienergy.com

224 Phillip Morris Dr. Ste. 402

Salisbury, MD 21804

*APPI provides energy and utility consulting services for the OCHMRA Membership.*

*With 13 years of experience in deregulated energy markets, APPI has the knowledge and expertise necessary to recommend energy solutions for your business.*

### Delmarva Power

Jim Smith

**P:** (410) 860-6366

**F:** (410) 860-6244

jim.a.smith2@delmarva.com

www.delmarva.com

2530 N. Salisbury Blvd., PO Box 1739

Salisbury, MD 21802

Electric Utility

### Delmarva Power C&I Energy Savings Program

Tammy Lempel

**P:** 301-640-2435

**F:** 301-640-2210

tamar.g.lempel@lmco.com

www.delmarva.com/business

9231 Corporate Blvd 4th Floor

Rockville, MD 20850

### Ridgely & Associates

Kevin Ridgely

**P:** 410-987-7335

kevin.ridgely@yahoo.com

749 Rock Elm Court

Millersville, MD 21108

*Provide multiple services in energy & energy efficiency space: procurement of electricity, energy efficiency upgrades and financing for energy efficiency products.*

### Sandpiper Energy

Steve Ashcraft

**P:** 410-548-5515

**F:** 410-524-2089

sashcraft@chpk.com

www.chpkgas.com

32145 Beaver Run

Salisbury, MD 21804

*Sandpiper Energy (a division of Chesapeake Utilities) supplies propane and natural gas through gas mains to the residents and businesses of Worcester County. Sandpiper Energy currently serves approximately 1,000 commercial customers and 2,750 residential customers in Ocean City, and also another 6,500 customers in West Ocean City, Ocean Pines, Berlin, Snow Hill and Pocomoke City.*

### Titan LED

Selby Scaggs

**P:** 301-602-6240

s.scaggs@titanled.net

www.ledtitan.com

702 Monmouth Ave, #1

Severna Park, MD 21146

*Titan LED Inc. is very proud to deliver the new Titanium Series of LED Luminaires. Engineered and manufactured right here in the U.S.A., these LED powerhouses deliver on the promise of instant 50 -75% savings and a 5 year warranty while producing maintenance free beautiful light.*

## Utilities & Energy (cont.)

### Watershed Installation Services LLC

Michelle Watts

**P:** 443 664 2844

**F:** 200 251 6490

info@watershedcos.com

www.watershedcos.com

9927 Stephen Decatur Hwy, Suite F 20

Ocean City, MD 21842

*Watershed Installation Services LLC is a trade Ally for Delmarva Power and Pepco under the C&I Energy Savings Program assisting hotels and businesses in receiving energy saving incentives offered through the Empower Maryland act designed to reduce energy consumption.*

## Watersports & Ecotourism

### Ayers Creek Adventures

Suzy Taylor

**P:** 443-513-0889

info@ayerscreekadventures.com

www.ayerscreekadventures.com

8628 Grey Fox Lane

Berlin, MD 21811

*Experience first hand the vast array of wildlife including bald eagles, herons, egrets, osprey, ducks, otters, and white tail deer as you paddle these peaceful waters. The coastal bays watershed exhibits the highest diversity of habitats and living creatures in Maryland. Join us for a guided eco-tour or explore on your own in one of our rental kayaks, canoes or stand up paddle boards following our detailed water maps and wildlife guides.*

### Bayside Boat Rentals

Chad Cutlip

**P:** 410-524-1948

**F:** 410-524-1971

bbr2005@yahoo.com

www.baysideboatrentals.com

5307 Coastal Hwy

Ocean City, MD 21842

*We are currently renting one of the newest Jet Skis on the market, the 2016 Kawasaki 1500cc. Capable of carrying up to 3 people (as long as weight limit not exceeded) and ripping across the waves at as much as 50mph. You will not find a more exciting ride on the water, and we provide plenty of space to let 'em rip!*

### Pocomoke River Canoe & Kayak Company

Barry Laws

**P:** 410-632-3971

Canoe@PocomokeRiverCanoe.com

www.pocomokerivercanoe.com

2 River Street

Snow Hill, MD 21863

*Canoe, Kayak, Paddle Boats & Small Boat*

*Rentals on the Pocomoke River, Nassawango*

*Creek & Maryland Coastal Bays. Fishing bait &*

*tackle sales.*

### Smith Island Cruises

Betty Jo Tyler

**P:** 410-425-2771

info@smithislandcruises.com

www.smithislandcruises.com

4065 Smith Island Road

Smith Island, MD 21824

*Cruise to Smith Island, MD daily at 12:30*

*(seasonal) from Somers Cove Marina in*

*Crisfield, MD. You will enjoy a 1 hour cruise*

*with 2 1/2 hours on the island. There are gift*

*shops, restaurants, a museum, golf cart &*

*bike rentals and a place to buy "The Maryland*

*State Dessert, Smith Island Cake." Call for*

*reservations 410-425-2771.*

### Talbot Street Watersports

John Lewis

**P:** (410) 289-9125

**F:** (410) 289-6992

john@mrducks.com

www.talbotstreetpier.com

311 Talbot St.

Ocean City, MD 21842

*Rental watersport equipment.*