



# ALLIED MEMBERS

# SUPPLIERS GUIDE

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

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## Advertising, Promo Products & Web Design

### 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

Rachel Krause  
**P:** (410) 332-6651  
**F:** (410) 332-6022  
rkrause@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.

Andrés Miguens  
**P:** 312-279-8588  
**F:** 917-22-2020  
andres.miguens@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 & Mall 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 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 - Creative Minds

John Gehrig  
**P:** (410) 213-2400  
**F:** (410) 213-2484  
support@d3corp.com  
www.d3corp.com  
12319 Ocean Gateway # 202  
Ocean City, MD 21842  
*Ocean City's Google Partner digital marketing agency. Personal service with Google Certified marketing professionals. Specialties include: custom website design, development & management; mobile apps; branding; graphic design; custom printing; social marketing; Facebook, Google & digital advertising management; email marketing; search engine optimization; Google Maps & local marketing; content writers; Google Virtual Tours; video; and photography.*

### 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.*

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

### 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*

### Jack FM Radio 101.1

Bob Yaple  
**P:** 302-500-1488  
bobyaple@gmail.com  
26715 Sussex Highway  
Sussex, DE 19973  
*Locally owned radio station playing 70's through current day music with no DJ's servicing Worcester and Wicomico Counties in Maryland as well as Sussex County in Delaware.*

### 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 2017 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.*

### Paper People

Laura Lockwood  
**P:** (410) 546-5585  
**F:** (410) 546-9586  
laura@paperpeople.net  
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  
www.salisbury.edu  
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.*



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

### Seaboard Media, LLC

Jake Robinson  
**P:** (443) 235-1309  
info@theseaboard.com  
www.theseaboard.com  
11426 Newport Bay Dr  
Berlin, MD 21811  
*Beach advertising for the 21st Century! Everyone is on the Beach, we help you reach them! The Seaboard is a 72' Advertising Vessel equipped with two 14' x 47' Digital Billboards capable of running full color video messages. She runs the beach from Memorial Day through Labor Day.*

### Sunny Day Guide

Kelly Simms  
**P:** (757) 468-0606  
**F:** (757) 468-2477  
kelly@sunnydayguide.com  
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.*

### VistaGraphics/Ocean City Visitor's Guide

Paul Brannock  
**P:** (443) 783-1452  
**F:** (302) 436-7405  
paul@vgnet.com  
www.gooceancity.guide  
1264 Perimeter Parkway  
Virginia Beach, VA 23454  
*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  
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.*

### WRDE NBC Coast TV

Sean O'Hagan  
**P:** 302-227-9733  
**F:** 302-703-6115  
senhagan@wrde.com  
www.wrde.com  
17585 Nassau Commons Blvd., Suite #3  
Lewes, DE 19958

## Amenities

### Erwyn Group

Scott Kail  
**P:** (732) 972-1440  
**F:** (732) 972-1263  
scott.kail@erwyn.com  
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.*

### 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  
*Factory Direct Supplier of Bedding, Window Treatments, Furniture, Seating, Sleep Sofas, Lighting, RCA Televisions, Carpet, Padding and Amana Heating and Air-Conditioning units. We have been serving Ocean City for 34 years.*

### HD Supply

Meg Lauridsen  
**P:** (443) 804-5916  
**F:** (410) 896-3905  
meg.lauridsen@hdsupply.com  
www.hdsupply.com  
1020 Airport 100 Way #B  
Hanover, MD 21076  
*Distributor of MRO & Hospitality Supplies*

## Appliances & TVs (cont.)

### Shore Appliance & Bedding Connection

Chad Cantwell

**P:** (410) 749-2161

**F:** (410) 749-7105

ccantwell@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

### Applied Bank

Art Lodge

**P:** 302-326-4200

**F:** 302-654-4913

matthew-lee@appliedbank.com

www.appliedbank.com

37012 Country Club Rd

Rehoboth Beach, DE 19971

*Applied Bank is a top rated, locally owned and operated full service bank specializing in real estate, construction, hotel/motel financing and merchant services.*

### 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.*

### The Bank of Delmarva

Karen Turner

**P:** (410) 213-1555

**F:** (410) 213-1558

kturner@bankofdelmarva.com

www.bankofdelmarvahb.com

12720 Ocean Gateway, Unit 4

Ocean City, MD 21842

Community Bank

## 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.*

### 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

Tori Cross

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

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

tcross@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

### 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.*



## Builders/Construction (cont.)

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

Matt Taylor

**P:** (410) 749-0090

**F:** (410) 219-1163

mtaylor@fataylorson.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.*

### 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.*

### Frontier Town Campground

Harold "Deck" Decker

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

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

hdecker@suncommunities.com

www.frontiertown.com

8428 Stephen Decatur Highway

Berlin, MD 21811

*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*



## Elevator Sales & Service (cont.)

### 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

Delaware Elevator, Inc is a family owned, full service Elevator Company providing service, repairs, new installation and modernization on residential & Commercial elevator applications.

### 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.

### 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.

## Entertainment/Activities (cont.)

### 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

Cathy Kucinski  
**P:** (410) 524-4386  
info@planetmaze.com  
www.planetmaze.com  
3305 Coastal Hwy.  
Ocean City, MD 21843

*HIGH-TECH FUN! Family entertainment center featuring the country's #1 Lasertag Game, LASERTRON. Also has 18 holes of out-of-this-world miniature golf, featuring Aliens, Volcanos and lots more! Indoor climbing maze for kids 8 and under and a full-service snack bar, arcade and redemption center. Celebrating 23 years of being OC's ONLY indoor/outdoor entertainment center.*

### Ripley's Believe It or Not!

Audra Ely  
**P:** (410) 289-5600  
**F:** (410) 289-5188  
aely@ripleys.com  
www.ripleys.com/oceancity  
PO Box 5316  
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 !*

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

### 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  
8938 Worcester Highway  
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.bscamerica.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.*

### CG Accounting Group, 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.*

## Financial/Accounting (cont.)

### 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.*

### Sandy Hale, Merrill Lynch

Sandy Hale

**P:** 410-820-7436

**F:** 410-702-4252

sandra.hale@ml.com

www.fa.ml.com/halemillergroup

114 Bay Street, Building D

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### 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 Leether

**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.*

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### Carbon's Golden Malted Waffles

Al Donatelli

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**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 Farms Dairy

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**P:** (410) 202-6342 x1605

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

jlawrence@cloverlanddairy.com

www.cloverlanddairy.com

2701 Loch Raven Rd.

Baltimore, MD 21218

*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.*



## Food Products & Gourmet Specialties (cont.)

### Eastern Shore Coffee & Water

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

Kurt Schnitzer  
**P:** (410) 540-4111  
**F:** (410) 540-4148  
kurt.schnitzer@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

Sal Furno  
**P:** (410) 766-1150  
**F:** (410) 768-5822  
sal@hmwagner.com  
www.hmwagner.com  
7204 May Wagner Ln  
Glen Burnie, MD 21061  
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### 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

Margie Kaufman-Diven  
**P:** (301) 772-3333  
**F:** (301) 772-3469  
marketing@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.*

### Maryland Plastics, Inc.

Dick White  
**P:** 443-365-5082  
**F:** 410-754-8882  
dwhite@mdplasticsinc.com  
www.marylandplastics.com  
251 E. Central Ave.  
Feddersburg, MD 21632  
*Local manufacturer featuring the most comprehensive assortment of disposable plastic Foodservice, Catering and Retail items in the industry. Offering a complete selection of sophisticated single service tableware for every event or occasion. Made to the highest standards for quality, durability and selection. Combined with top notch Eastern Shore customer service for Seventy-Five years! Doing business since 1939.*

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Tim Munley  
**P:** 800-992-3430  
tmunley@pjponline.com  
www.pjponline.com  
1981 Moreland Parkway  
Annapolis, MD 21401  
*PJP (Penn Jersey Paper Company) is a distributor of food service, Kitchen equipment, janitorial, packaging, and institutional supplies. We stock all the leading national brands and feature our own Market Pro Brand.*



## Food Products & Gourmet Specialties (cont.)

### RC Fine Foods

Brian Sisk

**P:** 800-526-3953

**F:** 908-359-6957

bsisk@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

7808 Braygreen Rd. Ste. 214

Laurel, MD 20707

*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!*

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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.*

### Teddy Bear Fresh Produce

Mary Salins

**P:** (410) 819-8205

**F:** (410) 819-8205

mary@teddybearfresh.com

www.teddybearfresh.com

28595 Marys Court

Easton, MD 21601

*We are a supplier of Fresh Produce & Dairy as well as a Full Line of Ken's Steakhouse Salad Dressings and many other Foodservice items to Restaurants, School Systems and Health Care Facilities on the Eastern Shore. We are Locally located right in Easton, Maryland. We offer competitive pricing, no minimum order amounts and can deliver to you either the same day or the Next Day 6 Days a Week!*

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

annette.selzer@usfoods.com

www.USFoods.com

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

## Furnishings, Furniture & Interior Design

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Chris Coates

**P:** 302-436-8224

**F:** 302-436-4943

info@casualdesignsfurniture.com

www.casualdesignsfurniture.com

36523 Lighthouse Rd

Selbyville, DE 19975

*Casual Designs Furniture is a full-service furniture store with locations in Berlin, MD and Selbyville, DE.*

## Furnishings, Furniture & Interior Design (cont.)

### Contract Specialists, Inc.

Kevin Jason

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

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

csikevinj@gmail.com

507 Ensemble Court

Hunt Valley, MD 21030

*Factory Direct Supplier of Bedding, Window Treatments, Furniture, Seating, Sleep Sofas, Lighting, RCA Televisions, Carpet, Padding and Amana Heating and Air-Conditioning units. We have been serving Ocean City for 34 years.*

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tdambrogi@outlook.com

www.delawaremattress.net

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*Wholesale new mattress sales for hotel and condo-rental market.*

### Donaway Furniture

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

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www.donaway.com

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*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.*

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

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

lpia@mfrm.com

www.mattressfirm.com/commercialsales

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*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

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*We are a retail furniture company in business*

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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

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*Eastern Shore's Premier Flooring Dealer.*

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Steve Mastbrook

**P:** (800) 334 7660

**F:** (302) 539 1500

steve@edisonbarstools.com

www.edisonbarstools.com

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*For all your restaurant seating needs!*

## Golf/ Golf Courses

### Links at Lighthouse Sound

Kim Ruark

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**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.*

## Golf/ Golf Courses (cont.)

### 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

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### Ocean Resorts Golf Club

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orgc@verizon.net

www.oceanresortsgolfclub.com

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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

Inoccolino@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.BerlinMainStreet.com

14 S. Main Street

Berlin, MD 21811

*Berlin is a thriving and diverse community designated as a Maryland Main Street and Arts and Entertainment District. We have over 50 retail shops and 10 dining establishments. Voted 2014 "America's Coolest Small Town".*

### 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

### 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.*



## Healthcare (cont.)

### Back in Action Physical Therapy

Christy Kappes  
**P:** 410-208-6705  
**F:** 410-208-6757  
backinactionpt@hotmail.com  
www.oceanpinesphysicaltherapy.com  
11302 Nicholas Lane #A102  
Ocean Pines, MD 21811  
*Back in Action Physical Therapy of Ocean Pines is an independent, therapist owned clinic. We don't use aides or assistants, all services are provided by a doctor of physical therapy. One on one therapist attention sets us apart from other clinics. We listen to you, and help you achieve your goals. We strive to consistently exceed the expectations of our patients.*

### 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  
12547 Ocean Gateway  
Ocean City, MD 21842  
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## 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.*

### BesTemps

Vicki Webb Shrier  
**P:** 410-546-0250 x116  
vshrier@besttemporaries.com  
www.bestemps.com  
308 Civic Avenue  
Salisbury, MD 21804  
*Independently owned and operated since 1976, BesTemps has focused on working within and servicing the needs of our community. We are the number one service provider for all of your staffing, recruiting, and payroll needs on the Eastern Shore whether it is Temporary or Permanent Placement.*

### 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

### Applied Equipment Solutions

Edwin Zajdel  
**P:** (410) 390-5363  
**F:** (410) 390-5431  
EZajdel@aeshvacinc.com  
www.aeshvacinc.com  
12417 Ocean Gateway, Suite #16  
Ocean City, MD 21842  
*We are a local applied HVAC representative for commercial products and equipment. We work closely with mechanical engineers to design and spec jobs. Complete packages are offered.*

### 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

Hope Thomas  
**P:** (410) 835-2000  
**F:** (410) 835-8675  
hthomas@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

Richard Balducci  
**P:** (410) 832-4747  
**F:** (410) 832-4774  
rbalducci@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.*

### Element Risk Management

Ryan Mahoney  
**P:** 410-836-8780  
**F:** 888-589-8548  
rmahoney@elementrisk.com  
www.elementrisk.com  
3535a Conowingo Road  
Street, MD 21154  
*Element Risk Management is more than just an insurance firm that focuses on insurance placement. We work with individuals and businesses to find ways that address risk outside of what can be addressed through an insurance policy.*

### 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.*

### Landmark Insurance & Financial Group

Laura Morrison  
**P:** 410-651-2110  
**F:** 410-651-9288  
laura@landmarkinsuranceinc.com  
www.landmarkinsuranceinc.com  
30386 Mt Vernon Rd  
Princess Anne, MD 21853  
*Landmark Insurance and Financial Group serves the insurance and financial needs of individuals, families, non-profits, municipalities and businesses throughout the Mid-Atlantic region. Because we are an independent insurance agency, we do not work for any one insurance company, we work for you. Landmark has a combined total of 149 years of experience in the insurance industry.*

## 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.*

## Kitchen Equipment (cont.)

### 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.*

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### 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

*Eastern Shore's leading supplier of commercial laundry equipment, for over 28 years.*

*Commercial Laundry Equipment Sales and Service, Design and Planning. We are a factory Authorized Dealer.*

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Linda Robinson

**P:** (443) 415-8656

lrobinson@guestsupply.com

www.guestsupply.com

*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.*

### Harbor Linen

Doug Lynn

**P:** (800) 257-7858 x4445

**F:** (856) 346-4598

dlynn@harborlinen.com

www.harborlinen.com

2 Foster Ave.

Gibbsboro, NJ 08026

*Harbor Linen supplies Linen, Office Supplies and Equipment, Window, Bedding Treatments, Furniture, Fixtures and Equipment products. Anything you need for your business...we have it! A Bed, Bath, & Beyond Company.*

### 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.*

## Legal Services

### Hall & Vande Sande

Tom Vande Sande

**P:** (310) 983-2500

**F:** (301) 983-2100

info@hvslc.com

www.HVSLC.com

10220 River Road

Montgomery, MD 20884

*Intellectual Property law firm offering counseling in connection with trademark, copyright, unfair competition and patent matters.*

## Media

### Foodservice Monthly

Lisa Silber

**P:** (301) 591-9822

**F:** (703) 471-9145

lisa@hbjmag.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.*

## Media (cont.)

### 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.*

### Laser Tone Business Systems

Sherry Clark

**P:** (302) 335-2510

**F:** (302) 335-2514

sherry@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 international 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

Erin Olson

**P:** (207) 553-4215

**F:** (207) 553-5176

eolson@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.*

## Organizations (cont.)

### 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.interestexchange.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

Jaime Bond

**P:** 804-672-7323

**F:** 804-482-2840

jbond@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.*

### Ocean City Museum Society

Christine Okerblom

**P:** (410) 289-4991

**F:** (410) 289-4991

curator@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.*

### 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

### Real Hospitality Group

Ben Seidel  
**P:** 410-213-1970  
info@realhospitalitygroup.com  
www.realhospitalitygroup.com  
12800 Hospitality Way  
Ocean City, MD 21842  
Founded in 2010 on the pillars of reliability, efficiency, accessibility and loyalty, the company today continues to operate with these disciplines at the core of the operations. The founders understood the importance of owner relationships and a value on the trust placed in a hotel management company selected to operate a hotel investment. This is not taken lightly, and the team has grown to accommodate a structure of support, communication, asset management with a focus on delivering the high returns possible on our owner's investments. Today, the company ranks in the Top 20 US Hotel Management Companies in the US.

## Pest Control

### 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

### Extreme Heat Thermal Remediation

Kurt Herring  
**P:** (302) 344-1659  
kurt@knowbedbugs.com  
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.

### NOBBEL KnowBedBugs.com

Kurt Herring  
**P:** 302-752-8829  
kurt@knowbedbugs.com  
www.KnowBedBugs.com  
PO Box 1847  
Millsboro, DE 19966  
NOBBEL's mission is two-fold. 1) Educating the public and the lodging industry about the bed bug epidemic. 2) Offering training and certifications for the lodging industry to build consumer confidence. We certify Housekeeping and Front Desk staff on bed bug identification, and dealing with guests PROFESSIONALLY about bed bug issues. Guests can book rooms and member partners on our site.

### Orkin Pest Services

Vic Monaco  
**P:** 410-546-1346  
**F:** 410-546-9245  
vmonaco@rollins.com  
www.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.

## Pest Control (cont.)

### Pest Pro, Inc.

Scott Davis

**P:** 877-737-8360

**F:** 877-737-8360

scott@pestpro1.com

www.pestpro1.com

#22 Sarah Circle, Suite D

Camden, DE 19934

*Our company is passionate about our delivery of service excellence. It is important for our brand to be successful in protecting your brand. We have offered powerful and proven commercial pest control services for years and now offer service in Maryland. Whether its cockroaches, flies, bed bugs or other pests that pose a risk to your brand - we have solutions! Our control strategies will ensure your business is effectively protected.*

### 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.*

### 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.*

### Preferred Payment Solutions, Inc.

Terry Koepsell

**P:** (703) 431-2775

tkoepsell@prefpay.com

www.prefpay.com

7 Westfield Circle

Berlin, MD 21811

*Preferred Pay offers a full range of electronic payment, including the latest in zero fee processing of credit cards.*

### 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.*

## Printers

### 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 companys printing needs with creative cost effective solutions.*

### D3Corp

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.*

### TD Digital Printers

Chuck Scott

**P:** (443) 944-8985

chuck.scott@tddigitalprint.com

www.tddigitalprint.com

213 West Main St., Suite 205-B

Salisbury, MD 21801

*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

Courtney Pase

**P:** (302) 349-9091

**F:** (302) 349-0138

cpase@aaprailling.com

www.aaprailling.com

12144 Sussex Highway

Greenwood, DE 19950

*AAP specializes in the fabrication and installation of commercial aluminum hand and guard railings along the East Coast. Our manufacturing facility enables us to construct screen porch systems that work together*

*with our rail system. AAP also manufactures fencing and gate styles in both commercial and industrial specifications.*

### 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.*

### Chesapeake Paving & Sealing

Jeff Brown

**P:** 410-742-2330

**F:** 410-749-0466

chesapeakepaving@verizon.net

2445 N. Zion Rd

Salisbury, MD 21801

*Local Paving, Milling, Sealing, Crack Filling, Striping contractor.*

### 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.*

### 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.*



## Property Maintenance (cont.)

### 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.*

### MoldStoppers of MD

Robert Gicquelais  
**P:** 410-570-1221  
robert.G@moldstoppersonline.com  
www.moldstoppersonline.com  
PO Box 664  
Severna Park, MD 21146  
*Mold remediation, new construction pre-treatment, duct cleaning.*

### 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.*

### 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.*



## Property Maintenance (cont.)

### 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

Adam Candeloro  
**P:** (443) 880-8891  
dzimmerman@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

### Henry Hanna & SVN Miller Commercial

Henry Hanna III  
**P:** 410-543-2420  
**F:** 410-543-1439  
henry.hanna@svn.com  
www.henryhanna.com  
206 E. Main Street  
Salisbury, MD 21801  
*Henry Hanna & SVN Miller Commercial specialize in the marketing and sale of commercial and industrial properties.*

### 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.*

## Revenue Optimization

### Revenue Optimization Consultants

Sean McGrath  
**P:** 212-858-0131  
sean@revroc.com  
www.revroc.com  
347 W. 36th Street Suite#802  
New York, NY 10018  
*ROC is a revenue management centric hospitality company that offers its partners immediate labor and PTEB savings with no threat of turnover and a dedicated, experienced team of industry professionals who are knowledgeable of your product, systems and appropriate market strategy. Sit back and let us maximize your earning potential!*

## 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*

### ADTRAN, INC.

Wendy Hnetyuka

**P:** 256-963-8099

wendy.hnetyuka@adtran.com

www.adtran.com

901 Explorer Blvd.

Huntsville, AL 35806

*ADTRAN offers a broad range of wireless and wired networking solutions along with management, security monitoring and analytics applications, all available as a monthly service.*

### 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.*

### Security Instrument Corp

Gary Skrip

**P:** (800) 244-2261

www.securityinstrument.com

28340 Lewes Georgetown Hwy

Milton, DE 19968

*Security, fire, video surveillance, access control, sales, design, service and monitoring serving Maryland and Delaware from Milton & Wilmington.*

## Shopping

### 67th St. Town Center

Peck Miller

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

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

patti@peckmiller.com

www.peckmiller.com

P.O. Box # 4075

Ocean City, MD 21843

*Shopping within Ocean City should be a promotion tool used to enhance the experience of your guests. 67th Street Town Center Midtown Boardwalk offers a "Disney" Shopping and Dining experience with eat in/carry-out options and a brightly lit, Coastal Village of shops surrounded by a wide, iconic boardwalk.*

### 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.*

## Shopping (cont.)

### 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.*

### 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.*

## Telecommunication

### Comcast Business Services

Judith Hanzsche  
**P:** (410) 404-0072  
**F:** (410) 742-9246  
judith\_hanzsche@cable.comcast.com  
www.business.comcast.com  
8031 Corporate Dr.  
Nottingham, MD 21236  
*Internet, Phone and Television service provider. Also, supplies voice products.*

### Delmarva Two Way Radio, Inc.

Milton Warren  
**P:** 410-213-1364  
**F:** 410-213-7846  
sales@delmarvatwoway.com  
www.delmarvatwoway.com  
12636 Sunset Ave, Unit H-1  
Ocean City, MD 21842  
*Offering local sales and service of all major brands of 2-Way Radios in the Ocean City Area. State of the Art new digital systems offer better efficiency with on-site tracking and data reporting using smaller radios. Event Rentals, Seasonal Rentals, Lease Purchase and Purchase Terms are offered on all equipment. This is our 24th year of serving The Greater Ocean City Area.*

### Telewire Inc.

Bryan Murfree  
**P:** (410) 749-2355  
**F:** (410) 749-2401  
bryan@telewire-inc.com  
www.telewire-inc.com  
1516 South Salisbury Blvd  
Salisbury, MD 21801  
*Telewire Inc is a locally owned and operated telecommunications company specializing in meeting the needs of the Delmarva business community. We utilize the latest advanced technology for multinode networking, security, phone systems and VoIP applications.*

### Tezla Group

Jeanne Kenkel-Tajvar  
**P:** 410-546-4233  
**F:** 410-546-4170  
inquire@tezlagroup.com  
www.telzagroup.com  
801 N. Salisbury Blvd, Ste. 102  
Salisbury, MD 21801  
*Tezla Group is a IT Company for businesses. We specialize in: Network & Cabling, Business Class Phone Systems (VoIP), IT Network Integration Services, IT Support & Help Desk Services, Wireless Network Deployment, Offsite Data Back-up, Email Systms & Services, Server Upgrades, Cameras, and IT Networking Hardware and Software Sales and Support. Tezla Group recently passed their FBI audit making them one of the only FBI approved data centers on the Eastern Shore.*

## 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.*



## Uniforms & T-Shirts (cont.)

### 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.*

### Red Sun Custom Apparel, Inc.

Julie Van Dyke  
**P:** (302) 988-8300  
**F:** (302) 988-8430  
bregan@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

### 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  
*Delmarva Power provides safe, reliable and affordable electric service to more than 506,000 customers throughout Delaware and Maryland.*

### 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.*



## Watersports & Ecotourism

### Ayers Creek Adventures Kayak, SUP & Canoe

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) 289-3500

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

john@mrducks.com

www.talbotstreetpier.com

311 Talbot St.

Ocean City, MD 21842

*Rental watersport equipment.*