



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
Appliances & TVs.....	5-6
Architecture Engineering & Design.....	6
Banking/ Credit Card processing, ATM.....	6-7
Bathroom Fixtures & Repair.....	7
Builders/Construction.....	7-8
Campgrounds.....	8
Catering.....	8
Elevators Sales & Service.....	8-9
Entertainment/Activities.....	9-10
Financial/Accounting.....	10-11
Florists.....	11
Food Products & Gourmet Specialties.....	11-13
Furnishings, Furniture & Interior Design.....	13-14
Golf/ Golf Courses.....	14-15
Government Agencies	15
Healthcare.....	15-16
Human Resources & Payroll.....	16
HVAC	16
Insurance.....	17
Kitchen Equipment.....	17-18
Laundry, Linen & Linen Service.....	18
Legal Services.....	18
Media.....	18-19
Office Products/Copiers.....	19
Organizations.....	19-20
Other.....	21
Pest Control.....	21-22
Photography.....	22
POS/PMS Systems.....	22
Printers.....	23
Property Maintenance.....	23-25
Real Estate & Development.....	25
Rental Equipment.....	25
Revenue Optimization.....	25
Security.....	26
Shopping.....	26-27
Telecommunication.....	27
Uniforms & T-Shirts.....	27-28
Utilities & Energy.....	28
Watersports & Ecotourism	29

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.)

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

Alex Hambleton

P: (410) 603-9986

F: (302) 436-7405

alex@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 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.

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.

Banking, CC Processing, ATM (cont.)

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.

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.

Builders/Construction (cont.)

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

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.

Elevator Sales & Service (cont.)

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.

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.

Entertainment/Activities (cont.)

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 !

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.

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.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.

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.

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.

Financial/Accounting (cont.)

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

Easton, MD 21601

I help simplify the complexity in my clients' financial lives by providing advice and guidance based on time-tested, goals-based wealth management principles.

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 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.

Food Products & Gourmet Specialties

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 Farms Dairy

Joe Lawrence

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

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.

PJP Mid-Atlantic

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

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 Glazers 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.

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!

US Foods

Annette Selzer

P: (410) 726-5099

F: (856) 241-0986

annette.selzer@usfoods.com

www.USFoods.com

10084 Iron Point Drive

Millsboro, DE 19966

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

Furnishings, Furniture & Interior Design

Casual Designs Furniture

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.

Delaware Mattress

Tom Dambrogi

P: 410-971-2195

tdambrogi@outlook.com

www.delawaremattress.net

PO Box 308

Selbyville, DE 19975

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

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.

Mattress Firm Commercial Sales

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.

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

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

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
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.

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.

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

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.

Guest Supply

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.

Hilyard's Business Solutions

Henry Clay Johnson

P: 302-247-2201

F: 302-995-2277

shilyard@hilyards.com

www.hilyards.com

1616 Newport Gap Pike

Wilmington, DE 19975

At Hilyards Business Solutions we offer cutting edge hardware and solutions. We have offerings including, but not limited to: Sharp, Canon, Lexmark, HP, MurastechKIP, MBM, Microsoft, Cisco, Papercut, Uniflow and Square 9. We've been in business since 1959 and have been a trusted provider to companies in DE, MD, PA, and neighboring regions.

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 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

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.

Organizations (cont.)

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

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

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

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

Michelle Low
P: (443) 848-0303
F: (410) 742-9246
michelle_low@cable.comcast.com
www.business.comcast.com
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 Systems & 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) 289-9125

F: (410) 289-6992

john@mrducks.com

www.talbotstreetpier.com

311 Talbot St.

Ocean City, MD 21842

Rental watersport equipment.