



# 2019 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

### Baltimore Sun Media Group

Rachel Kinlein

**P:** (410) 332-6389

rkinlein@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.

Jake de Boer

**P:** 202-448-4806

jacob.deboer@booking.com

www.booking.com

1920 L Street NW #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.*

### 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

Sue Dalton

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

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

sue\_dalton@cable.comcast.com

www.comcastspotlight.com

11934 Ocean Gateway #6

Ocean City, MD 21842

*Comcast Spotlight is the advertising sales division of Comcast Cable. We deliver traditional television and premium digital video advertising to efficiently and effectively reach the right viewers. We can promote your business in all the markets you need to reach to bring both locals and tourists to your destination.*

### 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

*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

Michael Mall

**P:** (302) 324-7708

mmall@gannett.com

www.delmarvanow.com

33000 Coastal Hwy

Bethany Beach, DE, 19930

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

### Delmarva Public Radio

Hannah Miller

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

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

hmmiller@salisbury.edu

www.delmarvapublicradio.net

PO Box 2596

Salisbury, MD, 21802

### Doodle Design

Chuck Phillips

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

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

cphillips@DoodleDesign.com

www.doodledesign.com

1407 York Road, Ste. 200

Lutherville, MD 21093

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

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

### Expedia Group

Nina David  
**P:** (410) 831-3839  
ndavid@expediagroup.com  
www.expedia.com  
1620 L St. NW Suite 500  
Washington, DC 20036  
#1 Online Travel Site

### Enter Com

Laura Renshaw  
**P:** 410-825-1000  
**F:** 410-821-5482  
laura.renshaw@entercom.com  
www.entercom.com  
1423 Clarkview Road  
Baltimore, MD 21209  
*ENTERCOM is the 2nd largest Radio group in the USA, with 235 stations in 48 markets Today's 101.9 WLIF, Mix 106.5 WMMX, and 105.7 The Fan, flagship station of The Baltimore Orioles & Maryland Terps, delivering over 1.6 million radio listeners in the market (40% of the Baltimore population) every week, 47,949 Social Followers, and 65,948 Opt-In database*

### Grand Living Magazine

Sandy Phillips  
**P:** 410-726-7334  
**F:** 866-289-6127  
sandy@grandlivingmag.com  
www.grandlivingpublishing.com  
12610 Murray Road  
Whaleyville, MD 21872  
*Producing high-end travel guides and coffee table books. Publishers of Inside Ocean City, Inside Chincoteague, Inside Salisbury & Delmarva Unleashed. Producer of the Pooch Palooza Dog Festival.*

### 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. 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.*

### Progressive by HALO

Becky Schumacher  
**P:** 301-738-0011  
bprogressive@halo.com  
www.progressivebyhalo.com  
24642 Navigators Walk  
Millsboro, DE 19966  
*Promotional Products & Branded Solutions.*

### 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.*

### Salty Social Marketing

Courtney West  
**P:** 240-429-6456  
hello@saltysocialmktg.com  
www.saltysocialmktg.com  
12506 Deer Point Circle  
Berlin, MD 21811  
*Salty Social Marketing seeks to create and encourage the social conversation growing awareness by identify and building your Brand, while living a life of purpose and passion.*

### Seaboard Media, LLC

Jake Robinson



**P:** (443) 235-1309  
info@theseboard.com  
www.theseboard.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.*

## 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.*

### TravelClick

Christopher Zindash  
**P:** 301-775-5070  
czindash@travelclick.com  
www.TravelClick.com  
12217 Bradbury Dr.  
Gaithersburg, MD 20878

*Software Solutions For The Hospitality Industry  
Our suite of data-driven solutions delivers the  
knowledge you need to ACQUIRE the right  
guests at the right price, CONVERT shoppers  
into bookers and RETAIN guest relationships  
for repeat business. All solutions in the suite  
are fully interconnected, mutually supportive  
and uniquely designed to make you successful  
by maximizing revenue for your hotel.*

### VistaGraphics/Ocean City Visitor's Guide

Neil Brown  
**P:** (410) 603-9986  
**F:** (302) 436-7405  
neil@vgnet.com  
www.vistagraphicsinc.com  
630 Ocean Parkway  
Berlin, MD 21811

*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.*

### 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:** 702-498-3740  
scott@diversifiedhospitality.com  
www.diversifiedhospitality.com  
9990 W. Katie Ave Unit 1061  
Las Vegas, NV 89147  
*One of America's leading guest amenities  
companies! Whether it be our outstanding  
collections, custom design program,  
manufacturing or friendly service, we provide  
the very best in the hospitality industry. We  
are proud to offer the highest quality hair and  
body products.*

### Erwyn Group

Kim Feingold  
**P:** (732) 813-8605  
**F:** (732) 972-1263  
kim.feingold@erwyn.com  
www.erwyn.com  
200 Campus Drive  
Morganville, NJ 07751

*Erwyn is a premier supplier to the hospitality  
industry for Personal Care Amenities, In-room  
accessories and beautiful bath collections.  
As the leading manufacturer of ice buckets,  
hotel trays, and wastebaskets for over 40  
years, we offer you the advantage of dealing  
directly with the manufacturer. Erwyn creates  
comprehensive, customized amenity programs  
in addition to offering a large selection of stock  
lines to complement your decor. Great design  
begins with Erwyn Products.*

### Guest Supply

Linda Robinson  
**P:** 443-682-2862  
lrobinson@guestsupply.com  
www.guestsupply.com  
409 Kennedy Dr  
Sayreville, NJ 08872

*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

### HD Supply Facilities Maintenance

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*

## Architecture, Engineering & Design

### Becker Morgan Group, Inc.

**P:** (410) 546-9100  
info@beckermorgan.com  
www.beckermorgan.com  
312 W. Main St. Suite 300  
Salisbury, MD 21801  
*Becker Morgan is a comprehensive design firm with 36-years of hospitality experience in Ocean City, MD, and throughout the Mid-Atlantic Region. With architects, engineers, interior designers, and surveyors on-staff, we work seamlessly to streamline projects and deliver unique guest experiences. Visit [www.beckermorgan.com](http://www.beckermorgan.com) to view a sampling of our work!*

### Fisher Architecture LLC

Keith Fisher  
**P:** (410) 742-0238  
**F:** (888) 879-7149  
kfisher@fisherarchitecture.com  
www.fisherarchitecture.com  
542 Riverside Dr.  
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  
info@maddesigngroup-ae.com  
www.maddesigngroup-ae.com  
PO Box 802  
Ocean City, MD 21843  
*MAD Design Group Inc. is a full service Architectural and Engineering firm serving the Ocean City, Maryland area for over 20 years. Our personnel have expertise in all facets of residential and commercial design.*

## Banking, CC Processing, ATM

### Applied Bank

Art Lodge  
**P:** 302-326-4200  
**F:** 302-654-4913  
art\_lodge@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

Sonia Baker  
**P:** (410) 250-5330  
**F:** (410) 250-6122  
sbaker@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

### 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

### MPI Point of Sale

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  
vcross@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  
tracy@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.*

### C & C Ultimate Construction

Carole Jones  
**P:** (410) 903-8973  
sbtgoj@gmail.com  
7718 Fairgreen Rd  
Baltimore, MD 21222  
*Cleaning company specializing in post construction clean, final clean. Commercial and Residential.*

### East Coast Construction, LLC

Dale V. Christensen  
**P:** 410-641-6600  
dchristensen@jandjconst.net  
www.eastcoastconstmd.com  
11107 Manklin Meadows Lane  
Berlin, MD 21811  
*Full service Residential and Commercial construction.*

### Encore Construction, Inc.

Don Smith  
**P:** (443) 214-5392  
**F:** (443) 664-7658  
dsmith@encoreconstruction.net  
www.encoreconstruction.net  
12216 Ocean Gateway, Suite 1300  
Ocean City, MD 21842  
*A commercial general contractor specializing in restaurant and retail construction, base*

building, and facade renovation in Ocean City, MD, DE, VA and DC.

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

Matt Taylor

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

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

mtaylor@fataylorson.com

www.fataylorson.com

1955 Northwood Drive

Salisbury, MD 21801

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.

## **Builders/Construction (cont.)**

### **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.

### **Ocean Tower Construction LLC**

Oleg Shakirov

**P:** 443-366-5556

**F:** 888-959-7850

oceantower1@usa.com

www.oceantowerconstruction.com

12905 Coastal Hwy

Ocean City, MD 21842

General contractor - restoration and remediation of commercial and residential buildings.

### **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**

Kathy Walsh

**P:** (410) 213-0097

**F:** (410) 213-1266

Kathyw@castawaysrvoc.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) 250-7070  
**F:** (410) 766-8140  
JohnMarshallSr@ActionElevator.com  
www.actionelevator.com  
12505 Coastal Hwy. Ste 200  
Ocean City, MD 21842  
*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:** 410-749-3489 x1070  
**F:** 410-749-2116  
info@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.*

### Liberty Elevator Experts LLC

Joe McAnulty  
**P:** 844-542-3538  
joe@libertyelevatorexperts.com  
www.libertyelevatorexperts.com  
625 Barksdale Road Suite 113  
Newark, DE 19711  
*Liberty Elevator Experts is a family owned and operated consulting, safety, and elevator inspecting establishment that is headquartered in Newark, Delaware.*

### 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 21842  
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.

### **Kylan Barn**

Kyle Hughes  
P: 410-251-5914  
kylanbarn@gmail.com  
www.Kylanbarn.com  
30603 Dusty Lane  
Delmar, MD 21875  
Set to the west of Heron Ponds, a gravel path will lead you to the picture-perfect country setting of Kylan Barn. This refined ceremony space, nestled on 35 acres, provides the right amount of sophistication with unique natural architecture.

### **Nick's Mini Golf**

Nick Geracimos  
P: 410-524-8804  
nrgfs.manager@gmail.com  
www.nicksminigolf.com  
101 57th Street  
Ocean City, MD 21842  
Whether it's dinosaurs, a tropical Maui experience or a trip down under, Nick's mini golf provides Ocean City locals and visitors alike an immersive mini golf experience for the whole family. Call us about birthday parties, fundraisers, corporate sponsorships and team building events.

## **Entertainment/Activities (cont.)**

### **Mid Atlantic Youth Sports Plex (M.A.Y.S.)**

John Barrett  
P: 443-953-1920  
ohnpb@comcast.net  
www.maysportsplex.com  
6605 Morris Rd  
Pittsville, MD 21850  
Sports Complex. Our mission is to provide the highest quality sports play, customer service and convenience by understanding both the athletes, and families to make their experience fun & professional.

### **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.

### **Ripley's Believe It or Not!**

Audra Ely  
P: (410) 289-5600  
F: (410) 289-5188  
aely@ripleys.com  
www.ripleys.com/oceancity  
401 S. Atlantic Avenue  
Ocean City, MD 21842  
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.mrducks.com  
311 Talbot St.  
Ocean City, MD 21842  
Rental watersport equipment.

### **T.C. Studios - Ocean City Painting Experience**

Jaimie Jacobs  
P: 443-248-4273  
tcstudios11@aol.com  
www.tcstudios.org  
1505 Philadelphia Ave  
Ocean City, MD 21842  
Your award-winning paint party service & party venue.

### **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**

### **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@cgcpa.pro  
www.cgcpa.pro  
#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) 895-7315  
**F:** (410) 895-7316  
Greg.Remeikis@cohnreeznick.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, CRPC, Merrill Lynch**

Sandy Hale  
**P:** 410-820-7436  
**F:** 410-702-4252  
sandra.hale@ml.com  
www.wealthmanagement.ml.com  
114 Bay Street, Building D  
Easton, MD 21601  
*Wealth Management Advisory Services - Individual, Corporate and Non-Profit financial management with an emphasis on retirement planning.*

### **PKS & Company**

Kristina Leether  
**P:** (410) 213-7185  
**F:** (410) 213-7638  
kleether@pkscpa.com  
www.pkscpa.com  
PO Box 72  
Salisbury, MD 21803  
*Accounting firm offering tax, audit, payroll, bookkeeping, business consulting and estate planning. Services to small business and individuals.*

## **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**

### **Belair Produce & Watermark Foods**

Dennis Shakan  
**P:** 443-867-2760  
**F:** 410-250-4669  
dshakan@comcast.net  
www.belairproduce.com  
7226 Parkway Drive  
Hanover, MD 21076  
*A full-line produce house and specialty foods company focusing on variety and quality you demand with service you depend on.*

### **Big Fish Wholesale Seafood Company**

B.J. Mitchell  
**P:** (302) 226-3474  
**F:** (302) 226-5700  
bj@bigfishwholesale.com  
www.bigfishwholesale.com



37369 Martin St.  
Rehoboth Beach, DE 19971  
*The Big Fish Wholesale Difference...Custom portions and packaging, 24 hour, real time, on-line ordering, Daily Delivery! 7 days a week, Sourcing and Special Ordering, Freezer space available for bulk storage, Important staples available: produce, poultry, beef, dry goods and more.*

### **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:** (443) 506-5096  
**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.*

### **Georgeo's Water Ice**

George Swayngim  
**P:** (610) 494-4975  
**F:** (610) 859-2851  
iceman021@verizon.net  
www.georgeoswaterice.com  
PO Box 242  
Marcus Hook, PA 19061  
*Georgeo's Water Ice Inc. is a frozen dessert and gourmet bread distributor. We are a family owned and operated business since 1980. We*

*distribute the finest italian ice and sell only the best products available.*

### **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) 618-5469  
**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.

## Food Products & Gourmet Specialties (cont.)

### Savoy Brown 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!

### 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  
Proudly 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:** 410-677-5500 x5717  
**F:** 410-957-4745  
dutton.gary@emd.sysco.com  
www.syscoeasternmd.com

33300 Peach Orchard 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:** 443-783-0536  
**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.)

### 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

*Donaway Furniture has been in business serving the Ocean City and Delaware Beach areas for over 64 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@mfrm.com  
www.mattressfirm.com/commercialsales  
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**

Lisa Mitchell  
**P:** (302) 537-1899  
**F:** (302) 537-1783  
lisa@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  
kim@ruarkgolf.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  
jfields@oceanresortsgolfclub.com  
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.

## Government Agencies

### OC Convention Center

Larry Noccolino  
**P:** (410) 289-8311  
lnoccolino@oceancitymd.gov  
www.ococean.com  
4001 Coastal Hwy  
Ocean City, MD 21842

### OC Tourism Department

Donna Abbott  
**P:** (410) 723-8609  
dabbott@oceancitymd.gov  
www.ococean.com  
4001 Coastal Hwy  
Ocean City, MD 21842

### Town of Berlin

Ivy Wells  
**P:** (410) 629-1722  
**F:** (410) 641 2316  
iwells@berlinmd.gov  
www.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

### Lifematters

Kevin Gates  
**P:** (410) 341-0600  
kgates@lifemattersusa.com  
www.lifemattersusa.com  
1505 S. Salisbury Blvd.

Salisbury, MD 21801

In-home care company providing personal care for seniors with our customized care plans. Whatever your needs, we can be your guide in navigating the complexities of age-related issues and life changes.

### US Fitness Supply

Mike Cooper  
**P:** 757-745-9831  
info@usfitnesssupply.com  
www.usfitnesssupply.com  
10802 Bishopville Rd.  
Bishopville, MD 21813  
Fitness gym equipment - strength and cardio equipment, treadmills, functional trainers.

### 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  
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

### Deluxe/ Payce Payroll

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.

### 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@bestemps.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.*

## **HVAC**

### **Custom Mechanical, Inc.**

Chris Megee  
**P:** (800) 233-5177  
chris@custommechanical.com  
www.custommechanical.com  
PO Box 1479

*Bethany Beach, DE 19930  
Custom Mechanical is one of the last and largest independently owned and operated heating & cooling operations on the Eastern Shore. We have over 20 vehicles to service all your Plumbing, Heating & Air Cond. needs - with 24 hour service.*

## **Insurance**

### **Associated/ NFP Insurance**

Mike Wheaton  
**P:** (410) 24-5700  
**F:** (410) 24-7796  
mike.wheaton@nfp.com  
www.associatedinsurancecenters.com  
109 77th St.

*Ocean City, MD 21842  
Local Insurance Agency specializing in resort/coastal hotels, restaurants, and condominium associations.*

### **Chesapeake Employers' Insurance Company**

Richard Balducci  
**P:** (410) 494-2000  
**F:** (410) 832-4774  
rbalducci@ceiwc.com  
www.ceiwc.com  
8722 Loch Raven Blvd.  
Towson, MD 21286

*Chesapeake Employer's Insurance Company has specialized 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.*

### **Deeley Insurance Group**

Hope Thomas  
**P:** (410) 835-2000  
**F:** (410) 835-8675  
hthomas@ascd.net  
www.deeleyinsurance.com  
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.*

## **Insurance (cont.)**

### **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.*

### **NFP Insurance Agency**

Trish Walsh  
**P:** (410) 24-5700  
**F:** (410) 24-7796  
trish.walsh@nfp.com  
www.imgoc.com  
109 77th St.  
Ocean City, MD 21842

*Local Insurance Agency specializing in resort/coastal hotels, restaurants, and condominium associations.*

### **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.*



## TASC

Dana Brunn  
**P:** 608-269-8838  
DanaBrunn@tasconline.com  
www.tasconline.com  
2302 International Lane  
Madison, WI 53704

*TASC is a 3rd party administrator providing innovative solutions that protect your bottom line and assure peace of mind.*

## Kitchen Equipment

### Acme Paper & Supply Co

Jim Haire  
**P:** (410) 792-2333  
**F:** 410-792-4352  
jhaire@acmepaper.com  
www.acmepaper.com  
8229 Sandy Ct  
Savage, MD 20763

*Acme Paper & Supply Co., Inc., is an innovative wholesale packaging distributor, whose goal is to supply clients not only with a wide array of products - quickly, efficiently and cost-effectively - but also to offer creative solutions to fill particular needs. For more than 70 years, Acme Paper has served clients throughout the mid-Atlantic region specializing in Foodservice Packaging, Retail Packaging, Restaurant Equipment and Smallwares, Janitorial Equipment and Cleaning Supplies, and Industrial Packaging.*

### EMR Service Division

Don Chesser  
**P:** (410) 543-8080  
**F:** (410) 548-4038  
dchesser@emrco.com  
www.emrco.com  
119 W. Naylor Mill Rd #2  
Salisbury, MD 21801

*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.*

## Laundry, Linen & Linen Service (cont.)

### Guest Supply

Linda Robinson  
**P:** (443) 682-2892  
lrobinson@guestsupply.com  
www.guestsupply.com  
409 Kennedy Drive  
Sayreville, NJ 08872  
*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.*

### 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.*

### TY Group- Harbor Linen

Doug Lynn  
**P:** 856-568-4445  
dlynn@harborlinen.com  
www.harborlinen.com  
4 Eves Drive  
Marlton, NJ 08053  
*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.*

## Legal Services

### Hall & Vande Sande

Tom Vande Sande  
**P:** (310) 983-2500  
**F:** (301) 983-2100  
info@hvsllc.com  
www.HVSLLC.com  
10220 River Road, Ste 200  
Potomac, MD 20854  
*Intellectual Property law firm offering counseling in connection with trademark, copyright, unfair competition and patent matters.*

## Whiteford, Taylor & Preston, LLC

Chad J. Toms

**P:** 302-357-3253

**F:** 302-357-3273

ctoms@wtplaw.com

www.wtplaw.com

#109 - 77th Street

Ocean City, MD 21842

*Since 1933, clients have come to Whiteford, Taylor & Preston for trusted representation and guidance on issues critical to achieving their business goals. With over 170 attorneys, we provide a comprehensive range of sophisticated, cost-effective business law and litigation services*

## 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.*

### 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. Circulation extends from Fenwick Island, Del. down through Ocean City into West Ocean City, Berlin, Ocean Pines and Snow Hill.*

## Office Products/ Copiers

Ocean City Hotel-Motel-Restaurant Association - Suppliers Guide

## Affordable Business Systems, Inc.

Dean Woroniecki

**P:** (410) 742-2234

**F:** (410) 742-0345

deanw@affordablebusinesssystems.com

www.affordablebusinesssystems.com

8662 Ocean Highway

Delmar, MD 21875

*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.*

## Office Products/ Copiers (cont.)

### 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

5000 Coastal Hwy, Suite 2

Ocean City, MD 21842

*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.*

### Greenheart Exchange

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

Erica Harris  
**P:** 207-553-4000  
**F:** (207) 553-5176  
eharris@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.*

### GeoVisions

Jules DeNizard  
**P:** 603-363-4187  
**F:** 603-363-8446  
jules@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  
clewis@interexchange.org  
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*

*and International cultures, as part of the J-1 seasonal work program.*

## Organizations (cont.)

### 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

Sandy Hurley  
**P:** (410) 289-4991  
**F:** (410) 289-4991  
sandy@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 Salisbury, MD.

## Other



## Atlantic Coast Inn

Reid Cummings  
**P:** (302) 539-7673  
**F:** (302) 436 6127  
reidcumplings@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  
Bob@team-productions.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 Pest Control Company. Everything from Ants and Spiders to Dehumidifiers, Vapor Barriers, Insulation, to Bed Bugs. Service for Residential and Commercial. FREE Inspections

## Pest Control (cont.)

## Extreme Heat Thermal Remediation

Michele Berdelle  
**P:** (302) 344-1659  
micheleberdelle@extremeheatpestcontrol.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

Chris Gregory  
**P:** 410-546-1346  
**F:** 410-546-9245  
cgregory@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 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

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.

## Photography (cont.)

### RAHokanson Photography

Rolfe Hokanson  
**P:** 630-222-3098  
rolfe@rolfepphoto.com  
www.rolfepphoto.com  
49 Drawbridge Rd.  
Berlin, MD 21811  
Residential and Commercial photography. Clients include: Hotels, Motels, Restaurants, Property Management, Builders, Architects, Remodelers, Interior Designers and Realtors.

## POS/ PMS Systems

### DBS, Inc.

Matt Borrelli  
**P:** (302) 395-0900 ext.100  
**F:** (302) 221-5620  
mborrelli@db4pos.com  
www.db4pos.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.

### One Payment

Mary Mazullo  
**P:** 410-603-9918  
marymazullo@gmail.com  
www.onepaymentus.com  
305 Union Avenue  
Salisbury, MD 21801  
Payment processing for the hospitality industry.

### 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

### 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  
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.

### **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 Brown  
**P:** (302) 349-9091  
**F:** (302) 349-0138  
cbrown@aaprailing.com  
www.aaprailing.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.*

### **Atlantic Aquatech**

John Jarvis  
**P:** (410) 641-4500  
**F:** (410) 641-1034  
jjarvispools@aol.com  
P.O. Box 417  
Ocean City, MD 21843  
*Vertically integrated swimming pool services.*

### **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.*

### **Capital Electric**

Kevin Massey  
**P:** 410-546-1221  
**F:** 410-546-4230  
kevin.massey@capitaltristate.com  
www.capitaltristate.com

1774 Westwood Dr  
Salisbury, MD 21801  
*Capital Electric provides electrical products, lighting, and services to contractors, builders, and end-users throughout Maryland, Virginia, Pennsylvania, West Virginia, North Carolina, South Carolina and Georgia.*

## **Property Maintenance (cont.)**

### **First Choice Services**

Christine Cirnigliaro  
**P:** 302-648-7877  
christine.cirnigliaro@outlook.com  
33334 Main Street  
Dagsboro, DE 19939  
*Full service disaster clean up and restoration company.*

### **Go Glass**

Rebecca Snyder  
**P:** 443-754-0321  
rsnyder@go-glass.com  
www.mrgoglass.com  
11158 Five - L-Drive  
Berlin, MD 21811  
*Full service glass repair and replacement company, including windows, doors, showers, screens, mirrors, auto, screened porches and much more!*

### **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.*

### **HydroShield of Delmarva**

John Bateman  
**P:** 302-542-6812  
**F:** 302-644-1177  
john@hydroshielddmv.com  
www.hydroshielddmv.com  
30723 Molly B Rd.  
Lewes, DE 21813  
*The ultimate surface protection, HydroShield Delmarva protects residential surfaces including shower glass, granite, tile and grout, natural stone and exterior windows.*

## Northern Building Restoration

Kristin Guinan

**P:** 410-352-2038

**F:** 410-352-9949

kristin@northernwaterproofing.net

www.northern-restoration.net

12041 Industrial Park Rd

Bishopville, MD 21813

*MBR has been working together with engineers, building/condominium owners & management companies for 35 years. We provide effective solutions to any restoration or waterproofing concerns including concrete/masonry or EIFS restoration, caulking sealants, facade cleaning & sealing, sliding glass door & window replacement systems.*

## 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 coatings, 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.*

## Property Maintenance (cont.)

### 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.

Joel Gutierrez

**P:** (410) 677-3473

**F:** (410) 632-2005

joel@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.*

### Sherwin - Williams/ INPRO

Ryan Alexander

**P:** 302-500-0414

**F:** 410-723-3642

Ryan.t.alexander@sherwin.com

www.sherwin.com

11901 Coastal Hwy.

Ocean City, MD 21842

*Sherwin-Williams Paint Store of Fenwick Island, DE has exceptional quality paint, paint supplies, and stains to bring your ideas to life. Painting Questions? Ask Sherwin-Williams.*

### 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.*

### 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.

## **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!

## **Rental Equipment (cont.)**

### **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, Burglar Alarms

### **Ark Systems**

Mark Filippelli

**P:** 410-997-0188

**F:** 410-917-0255

mfilippelli@arksysinc.com

www.arksysinc.com

9176 Red Branch Rd.

Columbia, MD 21045

Installation, service and maintenance of electronic fire alarm, sprinkler, sound and intercom, security, card access and camera systems. Serving Maryland, Delaware, Virginia and West Virginia.

## **Security (cont.)**

### **Security Instrument Corp**

Dawn Nash

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

dnash@securityinstrument.com

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 Mid-town 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.*

### 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.*

## Shopping (cont.)

### Senor Cigars, Inc.

Carolyn Kennington

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

carolyn@senorcigars.com

www.senorcigars.com

3314 Coastal Hwy.

Ocean City, MD 21842

*Two locations 3314 Coastal Highway and 11805 Coastal Highway. Premium handmade cigars. Specialize in hard to find cigars. Smoking lounge. Large screen TVs. Wifi.*

### South Moon Under

Taylor Schlette

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

tschlette@southmoonunder.com

www.southmoonunder.com

8019 Coastal Hwy.

Ocean City, MD 21842

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

### 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

### 2xmobile / Movies U Buy

Michael Miller

**P:** 610-370-6278

**F:** 610-256-5004

mike@2xMobile.com

www.2xmobile.com

475 Riverfront Dr.

Reading, PA 19602

*2xmobile inc. is the leading distributor of premium mobile phone and electronic accessories to retail locations around the United States. Our products are created to meet the highest quality standards.*

### Comcast Business Services

Shezia Kahn

**P:** 410-404-0072

**F:** 410-742-9246

Shezia\_Khan2@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

milt.warren@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.*

### Metro Go WiFi / Metro Merchant Services

Jonathan Peters

**P:** 302-838-9100

**F:** 302-838-9120

jpeters@metromerchantservices.com

www.metrogowifi.com

510 Century Blvd.

Wilmington, DE 19808

Your guests will find it extremely EASY to connect! Your staff will not have to waste time giving passwords out anymore! Guest connects to your smart wifi, guest sees login screen branded with your logo, guest logs in via social media or email, Metro GoWiFi has the most amazing cloud-based marketing tool!

### 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 telecommunication 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.

## Telecommunication (cont.)

### TeligentIP

Patricia Sharkey

**P:** 301-805-2364

patricia@teligentip.com

www.teligentip.com

4015 Welsley Lane

Bowie, MD 20715

Teligent is a world-class cloud communications, call center solutions and interactive messaging platform provider. Transform your business communications & productivity. We offer a variety of options from hosted voice, skype for business, SIP trunking and contact center solutions.

### Tezla Group

Jeanne Kenkel-Tajvar

**P:** 410-546-4233

**F:** 410-546-4170

Jeanne@tezlagroup.com

www.telzagroup.com

2000 Northwood Drive

Salisbury, MD 21801

Tezla Group is an 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.

### New Wave

Cathy Donovan

**P:** (410) 213-9283

**F:** (410) 213-1150

cathy@ocnewwave.com

www.ocnewwave.com

9724 Stephen Decatur Hwy

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.

## Utilities & Energy

### APPI Energy

Carrie Shepard

**P:** 800-520-6685

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

cshepard@appienergy.com

www.appienergy.com

2013 Northwood Drive, Suite 1

Salisbury, MD 21801

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.

### Deep Water Wind LLC

Joy Weber

**P:** 401-868-4228

swaker@dwwind.com  
www.dwwind.com  
56 Exchange Terrace  
Providence, RI 02903  
*Developers of offshore wind projects & other renewable energy.*

### Rexel

Mike Venditto  
**P:** 410-952-9919  
Michael.Venditto@RexelUsa.com  
www.rexelusa.com  
4004 Bridgepointe Dr.  
Chester, MD 21619  
*Rexel, a global leader in the distribution of electrical supplies and services, serves three main end markets: industrial, commercial and residential.*

## Utilities & Energy (cont.)

### Constellation

Alison Diller  
**P:** (410) 470-2429  
alison.diller@constellation.com  
www.constellation.com  
1310 Point Street 9th Floor  
Baltimore, MD 21231  
*Constellation is the nation's largest competitive supplier of electricity to commercial and industrial customers. Constellation helps retail customers determine how to purchase gas and electricity and how to reduce overall energy costs.*

### 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.*

### 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@chpkg.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

### 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  
*Here at Bayside Boat Rentals we have a number of fun and exciting water sport options to offer. Being a family owned and operated business since 1999 we pride ourselves on catering to you and yours, by maintaining a friendly, knowledgeable and certified staff as well as the most up-to-date, professionally serviced equipment. We are currently renting one of the newest Jet Skis on the market, the 2018 Kawasaki 1500cc. Our fleet of pontoon boats consists of only top quality manufacturers, capable of holding all of your family and friends (as long as weight limit not exceeded).*

### OC Bay Hopper

Jeff Mason  
**P:** 410.777.5145  
jeff@ocbayhopper.com  
www.ocbayhopper.com  
11703 Coastal Hwy  
Ocean City, MD 21842  
*OC Bay Hopper is a reliable, professionally operated bayside water transportation and water excursion business.*

### 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 Boards & Small Boat Rentals on the Pocomoke River, Nassawango Creek & Maryland Coastal Bays. Fishing bait & tackle sales.*

## Watersports & Ecotourism (cont.)

### 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.*



