

2019 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	3-5
Amenities		5
Appliances & TVs······		5
Architecture Engineering & Design		6
Banking/ Credit Card processing, ATM······	6	5-7
Bathroom Fixtures & Repair	_	_ 7
Builders/Construction	7	7-8
Campgrounds ······		8
Catering	,	8
Elevators Sales & Service······	-	3-9
Entertainment/Activities ·······		-10
Financial/Accounting······	10-	·
Florists	1 1	11
Food Products & Gourmet Specialties	11-	- 3 1 1
Furnishings, Furniture & Interior Design	13-	14 16
Golf/ Golf Courses	14-	
Government Agencies ······		15
Healthcare Reserve a C. Desmall	1 [15
Human Resources & Payroll	15-	-16 16
Insurance······		
Kitchen Equipment······	10-	17 17
Laundry. Linen & Linen Service······	17_	. ,
Legal Services Cirien Service Legal Services	1 /	18
Media		18
Office Products/Copiers······	18-	
Organizations ······	19-	20
Other		20
Pest Control······		
Photography	21-	
POS/PMS Systems······		22
Printers		22
Property Maintenance······	22-	-24
Real Estate & Development······		24
Rental Equipment	24-	-25
Revenue Optimization		25
Security		25
Shopping	25-	-26
Telecommunication	26-	-27
Uniforms & T-Shirts		27
Utilities & Energy······	27-	-28
Watersports & Ecotourism ······		28

Advertising, Promo Products & Web Design

Baltimore Sun Media Group

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products for every business need.

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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

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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.

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Bank of Ocean City

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F: (410) 641-2876

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www.frontiertown.com

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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
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UMES-Hotel & Rest. Mamt.

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
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
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 caregory@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!

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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.)

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Rolfe Hokanson **P:** 630-222-3098 rolfe@rolfephoto.com www.rolfephoto.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@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

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

the trust and loyalty of our customers through

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

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TD Digital Printers

Chuck Scott **P:** (443) 944-8985 chuck.scott@tddigitalprint.com www.tddigitalprint.com
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Salisbury, MD 21801
Full service printing company offering both
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Property Maintenance

Atlantic Aluminum Products

Courtney Brown
P: (302) 349-9091
F: (302) 349-0138
cbrown@aaprailing.com www.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. industrial specifications.

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Providing quality carpet, upholstery, tile and
grout cleaning to our commercial as well as
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From Pastaurants and motels to retail our From Restaurants and motels to retail, our Certified Technicians work 24 hours a day to keep you looking good.

Property Maintenance (cont.)

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Jeff Brown

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chesapeakepaving@verizon.net

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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 iohn@hvdroshielddmv.com www.hvdroshielddmv.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.

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robert.G@moldstoppersonline.com www.moldstoppersonline.com PO Box 664 Severna Park, MD 21146

Mold remediation, new construction pretreatment, duct cleaning.

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
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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.

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Joe Carney **P:** (302) 732-3321 **F:** (302) 732-9640

joe@progressivesystemsinc.com

www.progressivesystemsinc.com
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and solutions, janitorial supplies sales and
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Jerry Fárrell
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F: (410) 548-1537
jerome.farrell@steemer.com

www.StanleySteemer.com

PO Box 1892

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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

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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, nonporous surface is desired, benefit from the rapid installation of a Quarry-Tek floor.

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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 decórators also!

Rental Equipment (cont.)

PMI Rentals

Dave Baehman
P: (410) 250-1251
F: (410) 250-1252
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www.pmirentals.com
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Rentals of baby equipment, linen's, bikes &
beach equipment. Owned and operated since
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Revenue Optimization

Revenue Optimization Consultants

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ROC is a revenue management centric
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Sit back and let us maximize your earning
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Security

Absolute Security Group, Inc.

Steve Smith
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F: 410-543-4460
snibblettasg@comcast.net
www.absolutesecuritygroup.com
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Salisbury, MD 21801
Electronic security - CCTV - Telephone Entry
Systems, Access Control, Fire Alarms, Burgler
Alarms

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
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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
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options and a brightly lit, Coastal Village of
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Tracey Gray
P: 410 390 4888
traceyg@rjss.com
www.ronjonsurfshop.com
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for the surf and beach lifestyle for the whole
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Shopping (cont.)

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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, VÁ, 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

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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.

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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 Kentals, Lease Purchase and Purchase Terms are offered on all equipment. This is our 24th year of serving The Greater Ocean City Area.

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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, quest 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 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.

Telecommunication (cont.)

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 Systms & Services, Server Upgrades, Cameras, and IT Networking Hardware and Software Sales and Support. Tezla Group recently passed their FBİ audit making them one of the only FBI approved data centers on the Eastern Shore.

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www.companycasuals.com/atlanticemb

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We provide screenprinting, graphics, embroidery and all your promotional products needs. Atlantic Embroidery is locally owned and operated.

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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

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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.

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

iim.a.smith2@delmarva.com

www.delmarva.com

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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@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

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Suzy Taylor **P:** 443-513-0889

info@ayerscreekadventures.com www.ayerscreekadventures.com

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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).

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Barry Laws

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Canoe@PocomokeRiverCanoe.com www.pocomokerivercanoe.com

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Watersports & Ecotourism (cont.)

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Talbot Street Watersports

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