

HOSPITALITY HOTLINE



Official Newsletter of the Ocean City Hotel-Motel-Restaurant Association

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Susan Jones
Executive Director



Kaylee Payne
Business Development &
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What's in this issue?

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Dates for your Calendar

OC Tourism - Partner Workshop #1

February 3 | 1pm
Virtual, RSVP To Nicole
nolson@oceancitymd.gov

MD Tourism Coalition Tourism Day

February 14

OCHMRA Spring Trade Expo

March 2 & 3
Roland E. Powell Convention Center

OCHMRA Networking Dinners

5:30pm to 9pm

February 13

Princess Royale Oceanfront Resort

April 10

Seacrets



Coming April 27 - May - 11

Member Message

From Executive Director, Susan L. Jones

We're just 4 weeks away from our **51st Annual Trade Expo** – I know I mention it a lot, but this is our biggest fundraiser and what keeps HMRA going strong! We've got some amazing things lined up for **March 1, 2, & 3**, and I'm excited to share that we've teamed up with the Casino at Ocean Downs for the Expo Welcome Party (your ticket will be in your inbox soon). Be sure to check out page 2 for all the details about our fantastic Keynote speaker – he's a regular at the Vegas Bar & Expo show and is heading to the NY show as well. Trust me, you won't want to miss him!

We're always on the move, and right now, we're working hard on organizing the **2025 OC Keycard Holder**. A big thank you to the restaurants and attractions that have already purchased ads – there are only 3 pages left in this pocket-sized guide that's placed directly in the hands of visitors! We print 350,000 copies and distribute them to local hotels. If you want to get in on the action, let us know! Hope to see you at the February dinner! 😊



Ocean City Spring Trade Expo



March 2 & 3, 2025

Roland E. Powell Convention Center

Sunday 11am - 5pm | Monday 10am - 4pm

Register for FREE at OceanCityTradeExpo.com | EXCLUSIVELY for the trade, No one under 21 admitted

Hospitality Highlights

Whats new in the industry?

WARM WELCOMES & CELEBRATIONS

Happy retirement to **Ray Thompson, Taylor Bank**, and congratulations to the incoming CEO **Dean Lewis**. **Becker Morgan Group** is excited to announce additions to its leadership team, welcoming four new Senior Associates, **Christopher Coleman, Edward Hastings, Eva King**, and **Jonathan Street**, and three new Associates, **Benjamin Dealy, Lisa Goss**, and **Rhonda Hitchens**. We wanted to welcome **Scott Hiney** as the new Eastern Region Rep. for the **Small Business Development Center**. **Blue Water Hospitality** welcomed **Christine Salerno** and **Joanna Bates** as part of their new Regional Operations Team.

SAD GOODBYES

We want to express our condolences to Allied Member **Joe Carney**, of **Progressive Systems**, on the loss of his mother.

NEW ASSOCIATE MEMBERS

Craft Bar
taust.in/embers-center

NEW ALLIED MEMBERS

Guest Supply
guestsupply.com

Infinity Environmental, Inc.
ie24-7.com

J. Ambrogi Foods
ambrogifoods.com

Keynote Speaker - Jason Brooks

Don't miss your chance to hear from Jason Brooks at the 51st Annual Spring Trade Expo on March 2 & 3, 2025!

As seen at the Vegas Bar & Restaurant Expo, Jason's session at the Spring Trade Expo—"Leading with the Right Mindset: Managing vs Leading vs Coaching"—is a must-attend for hospitality professionals.

Learn how to:

- Use the right approach to tackle challenges
- Lead conversations and teams to success
- Develop winning strategies with the perfect mindset for every situation



SUPPORTING HOSPITALITY ONE BOOK AT A TIME

Help Raise Funds for North Carolina's Hospitality Worker Relief Fund!

These funds will be specifically designated for Hurricane Helene Relief

Order your copy between February 1 & March 9, and 50% of all proceeds from book sales will be donated!



10 Keys to Transform Restaurant Managers to Hospitality Leaders

EVERY LEADER NEEDS FOLLOWERS

NEVER LEAD ALONE AGAIN

JASON E. BROOKS



Member Mentions & Industry Insights



ATTENDEES

Come out of winter hibernation - join us for our annual gathering of the hospitality industry where you'll discover leading hospitality services and the newest products on the market!

[REGISTER HERE](#)

[VIEW 2025 EXHIBITORS](#)



LAST CALL to be part of the 2025 OC Keycard Holder!

Ad space is still available in the OC Keycard Holder, a 4x6 pocket-sized, 24-page booklet designed to **connect your business** directly with hotel guests. Unlike traditional brochures, this booklet is **handed directly to guests** at check-in, ensuring your ad is seen. It's an effective way to showcase your restaurant, attraction, or business to visitors as soon as they arrive in Ocean City—all while supporting the OCHMRA.

Don't miss this opportunity to make a strong first impression!

[Click here](#) to learn more or to reserve your spot today!

MTC Tourism Day in Annapolis

Join the Maryland Tourism Coalition for our advocacy day in Annapolis, on 2/14/2025, to let our Legislators know that Tourism DOES Work for Maryland!

More details online, [register](#) before February 5th!



RAM Education Foundation Car Raffle to Benefit ProStart Culinary

Last call for RAM's Education Foundation tickets for this year's 50/50 car raffle. Only 300 tickets will be sold - odds are 1:300 --- The winner gets to choose between a 2025 Lexus NX 350h or \$45,000 cash. [Learn more](#)

Community Connections

please join us for the

OCHMRA

February Dinner Meeting

THURSDAY, FEBRUARY 13, 2025

PRINCESS ROYALE OCEANFRONT RESORT - 91st ST.

COCKTAIL HOUR & PASSED APPETIZERS

Fresh Oysters Sourced with Local Ingredients, Fiery Peach BBQ Brisket Wrapped in Bacon, & Artichoke Beignet

FIRST COURSE

Mixed Greens (Baby Arugla, Spinach, Watermelon Radish), Pomegranate Seeds, Orange Slices, Red Onion, Shaved Parmesan Cheese, Dressed with Olive Oil, Champagne Vinegar, Honey, Salt & Pepper

SECOND COURSE

Sliced Filet Tenderloin paired with a Peppercorn Sauce

OR

European Sea Bass, drizzled with a Light Lemon Caper Butter Sauce

Both Entrees served with Parmesan Mashed Potatoes, Grilled Asparagus, & Cherry Vine Roasted Tomatoes

THIRD COURSE

Homemade Banana Bread Pudding with Bourbon Sauce

Networking **5:30 - 7pm** • Dinner at 7pm • \$55pp inclusive

Speaker: Matthew Scales, Maryland Department of Agriculture & Seafood

Please RSVP by Friday, February 7th to (410) 289-6733 or susanjones@ocvisitor.com

You can book & pay online at:

<https://oceancitymdassoc.weblinkconnect.com/atlas/events-v4/register/189>

Payment is required in advance or at the door | Reservations not honored may be billed



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FEATURING KEYNOTE SPEAKER

Jason E. Brooks

More details 

SHOW HOURS

Sunday, March 2: 11am - 5pm

Monday, March 3: 10am - 4pm

March 2 & 3, 2025

OCEAN CITY TRADE EXPO

Celebrating 51 years uniting hospitality
buyers and sellers!



WHY ATTEND?



Industry Experts

Solutions Showcase
Workshops brought to you
by MD Tourism Coalition
and the OCHMRA.

Full schedule on
OceanCityTradeExpo.com.



Sip, Sample & Shop

Touch and taste the
newest, most innovative
products and services on
the market! Connect with
the company reps to get
the best deals.



Network

Over 440 exhibits! The
largest hospitality
gathering in the
Mid-Atlantic. Meet face-
to-face with industry
suppliers & colleagues!

Register Today

 OceanCityTradeExpo.com |  Roland E. Powell Convention Center, Ocean City, MD



Leading With The Right Mindset: Managing vs Leading vs Coaching



- This call-to-action program helps business leaders know the difference in the 3 Key Mindsets: Managing vs Leading vs Coaching.
- Attendees are given actionable steps they can execute on Day 1 to build a productive team through the power of relationships.
- Uncover the solution to shape you and your teams leadership skills in developing emotional intelligence through the influence of others.

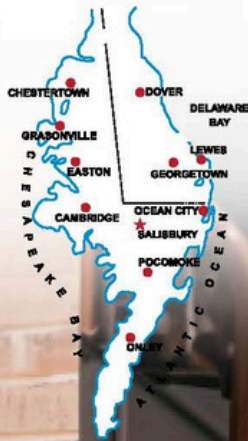
SUNDAY
March 2, 2025 @ 1pm
2nd Level, Room 210

KEYNOTE SPEAKER
As seen in Vegas Bar & Restaurant Expo and NY Restaurant Show
JASON E. BROOKS
Author, speaker, and coach, with over 30 years of experience in the hospitality industry.

SUPPORTING HOSPITALITY ONE BOOK AT A TIME
Help Raise Funds for North Carolina's Hospitality Worker Relief Fund!
These funds will be specifically designated for Hurricane Helene Relief
Order your copy February 1 - March 9 | Signed copies available at jasonebrooks.com



Mark Your Calendar!



PRESENTED BY:

SHORE
DISTRIBUTORS, INC.



PHVAC
TRADE Show

PRODUCTS
•
SERVICES
•
SOLUTIONS

Training Classes, Industry Updates & MORE

FEBRUARY

19th

COME JOIN US!

8am - 3:30pm



WICOMICO YOUTH & CIVIC CENTER
500 Glen Ave. Salisbury, MD

Register at
shoredist.com



The FUTURE of Hospitality is Here!

Avalon Hospitality Group Lands in Ocean City



David Caron

Chief Operating Officer
david@avalonhospitalitygroup.com

Our culture is one of individualized service and continuous improvement, strengthened by a collective "task force" approach to every client project and property.

Contact us today to schedule an appointment.

(864) 346-1789



Robin Grazioso

Vice President Sales & Marketing
robin@avalonhospitalitygroup.com

**Innovative,
Personalized,
Proven**



AHG specializes in hotel management for full-service and select-service properties across the United States.



AVALON HOSPITALITY GROUP

- > Operations Support
- > Financial Management
- > Human Resources
- > Project Management
- > Revenue Management
- > Sales & Marketing
- > Food & Beverage

Get More Than You Expected Give us a call at **(864) 346-1789**