

NOVEMBER 2022

HOSPITALITY HOTLINE

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



Member Message

FROM EXECUTIVE DIRECTOR, SUSAN L. JONES

October 17th was a sad day for Ocean City as the passing of Hale Harrison took many by surprise. Sand sculptor Randy Hoffman paid tribute to the hospitality pioneer with the sculpture below. News editor, Stewart Dobson captured the story of Hale quite eloquently in his OC Today story. Hale's generous soul touched lots of people in times of need. His love of Ocean City, along with his wisdom and vision for hospitality were endless. The honest, unfiltered conversations we shared were always enlightening and certainly provided good guidance. He will always be remembered and always appreciated by our Association.

Donations can be made in Hale's memory to: AGH Foundation - 9733 Healthway Dr Berlin, MD 21811 or the Worcester County Education Foundation - 6290 Worcester Highway Newark MD 21841

Prayers of peace to the Harrison family.



Welcome New Members

ACTIVE

Shotti's Point

ALLIED

Performance Foodservice
Virginia

Shore Distributors

Verizon



Restaurant Week Returns in Spring

Make plans to participate in Restaurant Week next Spring! Mark your calendars for April 16-30. More details coming soon, save the date!



Business Briefs

49th Annual Spring Trade Expo

Plans are underway for our 49th Annual OCHMRA Spring Trade Expo slated for March 5 & 6, 2023 at the OC Convention Center. I'd like to take this opportunity to **thank our Allied Members** for exhibiting with us in the past and invite you to support our Expo while showcasing your business once again.

We remain committed to the **goal of connecting hospitality buyers and sellers**. In addition, we aim to make the Expo an affordable marketing opportunity and a way for your company to receive endless exposure. Couple that with discounted hotel rates, free parking, a non-union convention center and our Expo truly makes a smart investment!

With over 400 exhibit booths, we have grown to be the region's largest hospitality show. All exhibit space will again be on the Lower Level. We are also creating an exciting area in the Dockside - more to come on that next month!

Hotel & Restaurant Members - please encourage your vendors to exhibit and Allied Members, we'd love to chat! *Exhibit space contracts are available at OceanCityTradeExpo.com*

Tips for the Trade



Maryland Hotel Lodging Association

BED HEIGHT COMPLIANCE APPROACHING

The MD Hotel & Lodging Association recently sent out a reminder regarding accessible bed heights. Beginning December 31, 2022, at least 25% of lodging establishments accessible rooms must have beds that meet the requirements:

measures at least 20 inches, but not more than 23 inches high from the floor to the top of the mattress, whether or not the mattress is compressed; and has at least a 7-inch vertical clearance under the bed for lift access.

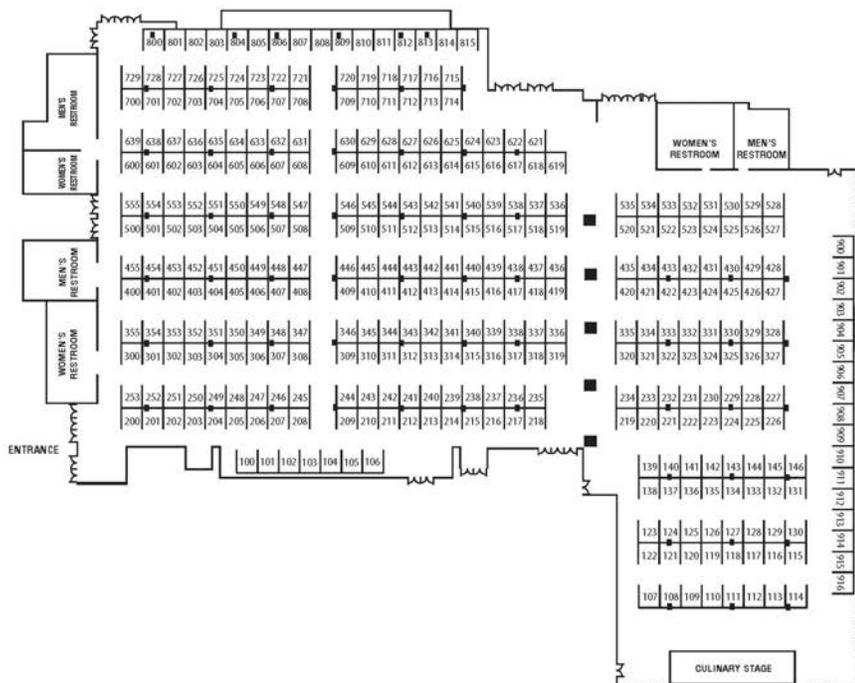
- December 31, 2023 - 50% must comply
- December 31, 2024 - 75% must comply
- December 31, 2025 - all accessible rooms must comply

HUMAN TRAFFICKING TRAINING NOW REQUIRED

All new hires must now be trained within 90 days of hiring and all incumbent employees must be trained by October 1, 2023. The MD Governors Office of Crime Prevention has approved the American Hotel & Lodging Association's free class as approval for training. The class is a 30-minute video and is accessible at this link: [AHLA Video Training Link](#)



49th Annual Spring Trade Expo
Sunday & Monday
March 5 & 6, 2023
OCEAN CITY CONVENTION CENTER





Hospitality Highlights

WARM WELCOMES

Please Join me in welcoming **OC Tourism Department's** newest addition to the Sales team - **Dan Abramson** will be handling the **Sports** market. Welcome Dan! The **Carousel Hotel & Condos** has added **Carrie Goff** to their Sales Department; Carrie comes from the Salisbury hospitality market. OC native, **Colby Noble** has joined the **Greater OC Chamber of Commerce** as their new Events Director; we look forward to working with Colby and the new team at OC Chamber!

Becker Morgan Group announced Architect, **Dave Botscheller** completed Cornell University's course in Hotel Planning & Design - way to go Dave! Kudos to **Hawkins Electric Jordan MacWha** who has been promoted to Branch Manager & Business Development Director. Congrats to **Bank of OC's Jason Parker** for graduating from MD Bankers Emerging Leaders Program! Welcome **Joe Tighe to TWC Restores!**

SAD GOODBYES

Sadly the condolences are lengthy this month. Condolences to Past Presidents, **G. Hale Harrison** and **Alberta Harrison, John Harrison, Ashley Harrison** and family on the passing of **Hale**. Condolences are also extended to **Hyatt GM Andrew Friedman** on the loss of his father, to **Vince and Ralph Sapia** of **DaVinci's** on the loss of the mother **Anna**, and to **Rich Gilbert of MD Tourism** on the loss of his mother. A few Allied Members have also recently passed; condolences to **Donna Burke**, whose husband **Bill Burke** had been the face of **Taylor Bank** for many years. The **MD State Fireman's Association** lost longtime member **Tom Collins** recently. **All State Construction** lost **Jimmy Kyger**, who spearheaded Contractors for a Cause, condolences to all.

PARTNER SPOTLIGHT - OCEAN CITY TOURISM



OC Tourism's Jennifer Evans and OCHMRA Susan Jones at the Brand Reveal

The Town of OC Tourism Department brand reveal was quite an enjoyable event! Kudos to Tom Perlozzo and his team on a fun-filled afternoon. So many changes and additions to the tourism office have happened over the last 18 months and we are thrilled with the progress! "**OC - Somewhere to Smile About**" certainly resonates as our destination is a happy, carefree, and playful place to be. Let's keep the positive momentum rolling - ensure your front-line staff is warm and approachable by keeping the smile on your own face - smiles are contagious!



Tips for the Trade



MD SAVES

Thanks to our friends at RAM for creating a comprehensive document which answers many of the questions surrounding the recently launched Maryland Saves program. This state mandated program is designed to assist employees to adopt retirement savings. Here is the link to the FAQ document:
[RAM Fact Sheet MD Saves](#)

CUSTOMER WALK OUTS TIPPED EMPLOYEE NOTICE

Reminder:

See page 16 of the newsletter for the notice that you must post for tipped employees



SPORTS TOURISM GENERATES \$\$

It's widely known that sports tourism is an economic generator, which is why OCHMRA supports voting FOR Question A. Here is a great article proving our point:
[PLAYING FIELD WIDENS LINK](#)



Hospitality Highlights - Updates on 28th St.

OTO Development has announced plans to renovate and rebrand the Dunes Manor. Work has begun with project completion in the late Spring of 2023, when the hotel will re-open as Hilton Garden Inn Ocean City Beachfront. Dunes Manor, originally built in 1987, was purchased by OTO in December 2021. OTO Development, which is part of The Johnson Group, develops, owns and operates distinctive select-service hotels in premier markets across the country. In recent years, the company has emphasized purchasing and upgrading beachfront properties in popular locales.



"We're growing a vibrant leisure portfolio via our strategic shift toward acquiring, physically transforming and rebranding existing assets in prime locations," says Todd Turner, CEO of OTO Development. "Affiliating a well-positioned property like Dunes Manor with the Hilton family of brands creates a powerful draw for travelers who appreciate the consistent quality and numerous benefits of the Hilton Honors brand loyalty program."

OTO has successfully repositioned several beachfront hotels under the Hilton Garden Inn flag. The company recently earned an award for Hilton's 2021 Conversion of the Year in recognition of its dramatic transformation of a former Howard Johnson into a Hilton Garden Inn in St. Pete Beach, Florida. "Based on our positive experiences converting existing properties into new Hilton hotels, we are extremely optimistic about the potential for this Hilton Garden Inn," says Turner, noting that Ocean City — which bills itself as the East Coast's favorite vacation destination — attracts more than 8 million visitors every year. A popular drive-market destination for travelers from Washington DC, Baltimore, Philadelphia and New York City, among others, the town features 10 miles of beach, 2.5 miles of classic boardwalk and 17 golf courses. It's also home to the annual White Marlin Open fishing tournament.

The repositioned 12-story hotel will include 170 beachfront rooms with balconies as well as an indoor pool and a deck nearly 300 feet long overlooking the Atlantic Ocean. There will also be a café, an oceanfront restaurant and bar, and 3,000 square feet of meeting and event space.

EDITOR'S NOTE: Change is never easy, let's embrace our new hospitality faces - once complete, you'll see OTO is honoring Mrs. Conner in several subtle ways. Additionally, a retirement party is in the works for Shirley Toms, and a silent auction of the hotel contents with proceeds going to Mrs. Conner's favorite charities. New memories are in the making.



In addition to the Dunes Manor makeover, the **Dunes Suites** and the **Dunes Court** are now in the Harrison Group Resort Hotels & Restaurants portfolio. Dunes Suites consists of 64 oceanfront suites with sweeping oceanfront views while the Dunes Court has 49 units and faces Baltimore Avenue. Both properties are in walking distance to the boardwalk and surround the existing Harrison Group's Seabonay Motel. Harrison Group now operates hotels in Ocean City, Outer Banks and Virginia Beach. Congrats on the portfolio addition!



Member Mentions - Hawkins Electric

Ever since Jay C "Pop" Hawkins rode his bicycle through Hyattsville installing electricity in his neighbors' homes in 1918, Hawkins has served every client as if they were a neighbor. We continue our founder's commitment to neighborly customer service and embracement of new technology. We have expanded our neighborhood to include Delmarva. Hawkins Electric provides construction, maintenance, general electrical repairs for commercial, multi-family and residential customers across the Mid-Atlantic. Our emphasis is on customer experience, regular communication and quality work completed in a timely manner. Our highly skilled electrical technicians receive continual training in safety procedures, as well as in the operation of our state-of-the-art diagnostic equipment and preventative maintenance infrared testing equipment.

Financial stability, long-term relationships with our financial institutions and the experience that comes from more than a century of upturns and downturns in the local economy make Hawkins Electric capable of serving you. We are committed to safety. Our field technicians, project managers and our safety officers participate in the Associated Builders & Contractors (ABC) Step Awards and the Independent Electrical Contractors (IEC) Spark Awards Program and we've been awarded for both IEC and ABC safety for 10 consecutive years.

OUR SERVICES:

- EV Charging Stations - Commercial & Home Environments
- Preventative Maintenance - Infrared Testing
- General Commercial & Multi-Family Electrical Service
- General Residential Electrical Service
- Marinas, Pedestals, Boat Lifts and Jet-Ski Lifts
- Underground Circuit Tracing Experts
- True- 24-hour EMERGENCY SERVICE



Please contact us to have one of our technicians dispatched to your property or home in a fully stocked van ready to address your needs. Jordan MacWha @ JMacWha@HawkinsElectric.com or (240) 529-4702.



OC Adventure Fest's Cliff Sutherland donated \$20,000 to charities upon conclusion of the first annual Adventure Fest. Pictured to the left is the donation to OC Helping Heroes Foundation, other charities included Patriots Point, US Kennels and MD Chapter C.O.P.S. Thank you Cliff Sutherland for always supporting Ocean City!



Community Connections - OCDC Fundraiser

Trimper Rides

CHRISTMAS CARNIVAL

Fundraiser for OCDC

MEET SANTA

19 & 20 NOVEMBER
12-5pm

- FREE PETTING ZOO
- FREE ICE SKATING
- \$2 INDOOR RIDES
- \$2 PIZZA SLICES
- \$1 REAL TREE RAFFLE
- \$1 WREATH RAFFLE
- \$5 PONY RIDES
- HOLIDAY MUSIC
- SUMMER PASS DEALS & MORE...

2023 Summer Mega Pass 25% OFF
Pass valid Memorial Day through Labor Day

ONLINE SALES
Black Friday through Cyber Monday

\$100 OFF

2023 Summer Season Pass
Pass valid Memorial Day through Labor Day

Thank you to our sponsors

OCDC (Ocean City Development Corporation)
The Dough Roller
MARYLAND'S COAST (Worcester County)
ELECTRICAL INTEGRITY LLC.
GreenWay LIGHTING
Funny Farm Petting Zoo
MARTY'S PLAYLAND (Ocean City, MD)

LAST In-Person Sales
Black Friday
10am-3pm

Fri, Nov 18
5-7pm Marty's Playland Arcade
BEAT THE LINES
Trimper Rides Pre-sale.
Buy your ride passes ahead of time. Skip the line!

700 S Atlantic Ave | 410-289-8617 | info@trimperrides.com
www.TrimperRides.com

Facebook, Instagram, YouTube, TikTok icons

Trimper Rides

CHRISTMAS DECORATING

Fundraiser
for
OCDC

Calling All Businesses!

Tree & Wreath Decorating
Sponsors Needed

Still Available:

4 Trees

5 Wreaths

14-17
NOVEMBER

Trimper Carousel
Building

First Come, First
Served!
Claim yours before
space runs out & get
noticed at this
wonderful
community event!!

Trimper Rides has been asked to host and participate in a Christmas Carnival fundraiser for OCDC on November 19 & 20, 12-5pm. We are reaching out to other businesses/organizations that would consider participating in this amazing opportunity. We receive tens of thousands of visitors to our park every summer and although visitor traffic is reduced in Ocean City during the off-season, visibility through our outlets like newsletters & social media is still quite extensive. We want to spotlight your organization during this off-season event which is a strong percentage of local traffic and definitely your target market in the shoulder season!

Trimper Rides by the numbers-
Number of searches on Google:1,092,420 (in the last 3 months)
2022 Facebook Reach over 500k+
2022 Facebook Page visits 24k+
2022 Website visits 80k+
2022 Website Pageviews 231k+

This is a quick view to show we are a destination for many of all ages, and generations return year after year to recapture and share the nostalgia with their loved ones. These are the eyes that would see you.

Please contact Jessica Bauer by Oct 28 if you would like to decorate a tree or wreath.
(jessica@trimperrides.com or 443-880-0258)

We will need your company to decorate your item in the Trimper Carousel Building between Nov 14-17. Your item with decorations will be raffled at \$1/ticket with proceeds going to OCDC.

(We are asking if anyone has tree stands we can borrow through the event, but will be returned, that would be a great help.)

2022 Christmas Carnival at **TRIMPER RIDES**

Saturday, Nov. 19 & Sunday, Nov. 20

Set up 10:00 AM - Noon. Event open from Noon - 5:00 PM each day
Trimper's Carousel Building Backyard on the Boardwalk at the Inlet

Reserve your space today!

\$50 Donation per Booth — 1 day
\$75 Donation per Booth — Both days

Proceeds to benefit

**The Downtown Association
Committee of**



Payment must be received by Nov. 1



**Don't miss this opportunity to sell your items and crafts in Ocean City,
just in time for holiday shoppers!**

Trimper's Carousel and other indoor rides will be open!

Plus Outside — Pizza, Hot Chocolate, Music and plenty of activities for kids!

Name: _____ Business Name: _____

Phone: _____ E-mail: _____

Yes! I would like to reserve space at the 2022 Christmas Carnival for: *(check one)*

Saturday Nov.19 only (\$50) Sunday, Nov.20 only (\$50) Both Saturday and Sunday (\$75)

Lot will be secured. Merchandise and/or set up may be left on sight overnight at your discretion.

Description of what you will be displaying, selling, etc. Electricity Requested

Please bring your own tent, table and anything else you need for display.

Signature: _____

Note: *This is an outside event and is weather-dependent. Cancellation because of wind/rain-snow is at the discretion of the Ocean City Development Association and Trimper Rides. Every effort will be made to arrange for special placement requests, but location of the booths will be made on sight, based on the overall logistics of the event. By signing this application, vendor acknowledges and agrees that the Ocean City Development Corporation and Trimper Rides assume no responsibility for loss, defects, damage or injury caused as a result of participating in this event.*

Please direct any questions to Mary Ann Manganello, Event Coordinator, 703-731-6515

Email reservation form to: events@ocdc.org —pay by check or credit card

To pay by Credit Card, Call 703-731-6515

Make checks payable to OCDC. Mail to: 108 Dorchester Street, Ocean City, MD 21842



CHRISTMAS CARNIVAL PRE-SALES

Fri, Nov 18, 5-7pm

Enjoy During Pre-sales:

1/2 Price Video Games

(includes pinball & air hockey)

10¢ Skee Ball

**Buy
Holiday
Gift Cards**



Skip the lines to buy passes to ride at
Trimper  Rides
on November 19 & 20, 12-5pm

Event Details



Funny Farm Petting Zoo



600 S Atlantic Ave | 410-289-7271 | apts@martysplayland.com
www.MartysPlayland.com



Workforce Resources Workshop

Workshop to inform Worcester County businesses of available workforce resources followed by Q & A.

*Join us
for free!*

brought to you by:

MARYLAND'S
Coast
WORCESTER COUNTY

Wednesday, November 2
10:00 a.m. - 12:00 p.m.

Worcester County Recreation Center
(6030 Public Landing Road, Snow Hill, MD 21863)

Speakers to expect:

Nancy Schwendeman, Worcester Co. Economic Development

Alicia Dennis, MD Department of Labor

Brian Phillips & Angela Paris, Worcester County Board of Ed.

Bob Zimberoff, MD Department of Labor

Bob Hendricks, American Job Center

Natasha Douglas, Goodwill Industries of the Chesapeake

Kerry Cleaver, Food Bank of Delmarva

Mindie Burgoyne, MD Department of Commerce

Scan the qr code below or click the flyer to register NOW! Limited seating available.



For more information contact:
Nancy Schwendeman, 410-632-3112
www.choosemarylandscoast.org



1st Annual Turkey Trot



NOV | 24 | 2022

JOIN US ON THE OCEAN CITY, MD BOARDWALK

**REGISTRATION BEGINS AT 8 AM
WALK/RUN AT 9 AM**

**WEAR YOUR BEST TURKEY DAY COSTUMES!!
THIS IS A DOG FRIENDLY EVENT!**

Registration Donation Levels

\$25 provides Food Assistance for family of 4

\$50 provides 2 nights emergency shelter and 3 meals for family of 4

\$100 provides 1 day of intensive services for a US Veteran & their family

1st 250 participants get a free Tshirt!

All Proceeds go to Diakonia Inc.

Contact Amy Ginnavan for more information at
Seasidecounseling@gmail.com or 443-235-6071





WORLD FAMOUS **BLACK FRIDAY** SALE



IN STORE ONLY!

WHERE

SPEEDWORLD BUILDING
AT JOLLY ROGER® 30TH ST.

WHEN

NOVEMBER 25 | 8AM-5PM

**50% OFF
ALL PASSES**

JOLLYROGERPARK.COM/BLACK-FRIDAY

Available in-store only. Offer available Black Friday, November 25, 2022, 8:00 AM – 5:00 PM only. Passes are non-refundable and are not for resale. Management reserves the right to limit quantities. Can not be combined with other promotions.





2022 Chamber Lights Decorating Contest

Hosted by the Greater Ocean City Chamber of Commerce
Sponsored by Local Businesses

The Chamber and our community partners are promoting the Annual Chamber Lights Decorating Contest in an effort to support our local businesses in the off-season and involve our residents in the fun of the holidays

The contest is open to members of the OC Chamber, OCDC, HMRA and residents!

Please fill out entry form below and submit by Friday, November 11th
Judging will take place the week of December 12th.
You will be notified in advance via email of your judging date.
Winners will be announced at our January Alive after 5

Business Name: _____
Contact Name _____ Contact Phone # _____
Contact email: _____
Physical Address _____
Mailing Address _____
Business Phone # _____ Business E-mail _____

We would like to be judged on the following categories:

Retail Business Indoor Retail Business Outdoor

Service Business Indoor Service Business Outdoor (real estate, insurance, banks, etc)

Hotel / Motel Indoor Hotel / Motel Outdoor

Restaurant Indoor Restaurant Outdoor

Residential (outdoor only)

Submit your completed form to colby@oceancity.org

For more information email
or call 410-213-0144 ext. 110

**WORCESTER
FAMILIES
FOR
SPORTS**

VOTE FOR QUESTION A

WHY DOES WORCESTER NEED A SPORTS COMPLEX?

On any given weekend, thousands of young athletes across the nation utilize their talents in baseball, lacrosse, football, soccer, tennis, volleyball and pickleball, which is booming in popularity. Most of these events occur in complexes developed explicitly for amateur sports.

According to the Sports Events and Tourism Association, \$39.7 billion on the direct spending impact of amateur and youth sports tourism in 2021, generated a total economic impact of \$91.8 billion, which resulted in the generation of 635,000 jobs and a total tax revenue of \$12.9 billion for the local economies.

Worcester County has an opportunity to build a large indoor/outdoor sports complex. This complex will not only serve as a recreational amenity for the children of the county, but will also provide a new revenue stream for the billion dollar sports tourism industry. **VOTE FOR QUESTION A. VOTE FOR OUR FUTURE.**



- ✓ **NEW REVENUE STREAMS**
- ✓ **INCREASED PROPERTY VALUES**
- ✓ **IMPROVE COMMUNITY RECREATION**

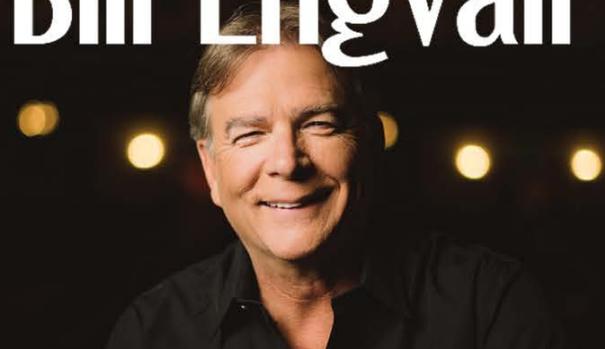
WHAT IS QUESTION A?

Question A is a local referendum by petition regarding bond issuances for design and construction costs of a Worcester County Sports Complex. The purpose of this question is to determine whether the County Commissioners may finance a portion of the costs of designing and constructing a Worcester County Sports Complex by issuing a bond.

www.worcesterfamilies4sports.com

Don't miss our
UPCOMING PERFORMANCES

Bill Engvall



HERE'S YOUR SIGN - IT'S FINALLY TIME
THE FAREWELL TOUR

NOV 19, 2022 | 5 PM & 8 PM

hairspray

YOU CAN'T STOP THE BEAT



NOV 30, 2022 | 7 PM

THE GREATEST PIANO MEN



DEC 30, 2022 | 7 PM

THE ARETHA EXPERIENCE LIKE NO OTHER

R.E.S.P.E.C.T.

A CELEBRATION OF THE LEGENDARY
QUEEN OF SOUL



MAR 21, 2023 | 7 PM

Fiddler on the Roof

LAST CHANCE TO BUY TICKETS!

NOV 13TH, 2022 AT 7 PM

TICKETS ON SALE

ocmdperformingartscenter.com



Notice to Tipped Employees



Under Maryland law, a tipped employee is an employee who customarily and regularly received more than \$30 each month in tips or gratuities.

Maryland law prohibits an employer from requiring a tipped employee to reimburse an employer or pay an employer for the amount of a customer's charge for food or beverage if the customer leaves the employer's place of business without paying for the charges. In addition, unless otherwise provided by law, an employer is prohibited from making a deduction to an employee's wages to cover the cost of a customer's charge for food or beverage if the customer leaves the employer's place of business without paying the charge for food or beverages.

If you think you have been required to make an improper payment or there has been an improper deduction from your wages related to a customer's charges if the customer leaves the place of business without paying the charges, you may contact the Commissioner of Labor and Industry at:

Department of Labor
Division of Labor and Industry
Employment Standards Service
10946 Golden West Drive, Suite 160
Hunt Valley, MD 21031
Telephone Number: (410) 767-2357 • Fax Number: (410) 333-7303
E-mail: dldliemploymentstandards-dllr@maryland.gov

PURSUANT TO §3-713 (C) OF THE LABOR AND EMPLOYMENT ARTICLE OF THE MARYLAND ANNOTATED CODE, EMPLOYERS ARE REQUIRED TO CONSPICUOUSLY POST THIS NOTICE IN A PLACE WHERE ANY TIPPED EMPLOYEE IS EMPLOYED.