

2018 ALLIED MEMBERS

SUPPLIERS GUIDE

A complete directory of Allied Members providing supplies and services to Ocean City hospitality businesses.

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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.

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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 ibond@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. 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!

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@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 the trust and loyalty of our customers through honesty and transparency.

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.

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 markéting professionals. Specialties include: custom website design, development & 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.

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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

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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
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industrial specifications. industrial specifications.

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David Brasure **P:** (302) 436-5652 **F:** (302) 436-9907 david@brasurescarpetcare.com www.brasurescarpetcare.com
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Selbyville, DE 19975
Providing quality carpet, upholstery, tile and
grout cleaning to our commercial as well as
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Property Maintenance (cont.)

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chesapeakepaving@verizon.net

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Christine Cirnigliaro **P:** 302-648-7877

christine.cirnigliaro@outlook.com 33334 Main Street Dagsboro, DE 19939 Full service disaster clean up and restoration

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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

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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 Gicquelais **P:** 410-570-1221

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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Progressive Systems Inc.

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

joe@progressivesystemsinc.com

www.progressivesystemsinc.com
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Frankford, DE 19945
The leader on Delmarva in cleaning equipment
and solutions, janitorial supplies sales and
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well as chemicals parts and accessories for

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Property Maintenance (cont.)

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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.

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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 use 24/7 to handle any emergency that may arise.

Stanley Steemer Carpet & Cleaning

Jerry Fárrell
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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

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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 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

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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

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www.pmirentals.com
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Rentals of baby equipment, linen's, bikes &
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ROC is a revenue management centric
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Salisbury, MD 21801
Electronic security - CCTV - Telephone Entry
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Security (cont.)

Security Instrument Corp

Dawn Nash
P: (800) 244-2261
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Security, fire, video surveillance, access
control, sales, design, service and monitoring
serving Maryland and Delaware from Milton &
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Shopping

67th St. Town Center

Peck Miller

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P.O. Box # 4075
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Shopping within Ocean City should be a
promotion tool used to enhance the experience
of your guests. 67th Street Town Center Midtown Boardwalk offers a "Disney" Shopping
and Dining experience with eat in/carry-out
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been offering the best apparel and accessories
for the surf and beach lifestyle for the whole
family.

Shopping (cont.)

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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, 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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Telecommunication

2xmobile / Movies U Buy

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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!

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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.

Uniforms & T-Shirts

Atlantic Embroidery & Specialties

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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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Julie Van Dyke **P:** (302) 988-8300 **F:** (302) 988-8430 bregan@redsuncustom.com www.redsuncustom.com

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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

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.

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.

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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

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.