

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	-5
Amenities ••••••••••••••••••••••••••••••••••••		5
Appliances & TVs		5
Architecture Engineering & Design		6
Banking/ Credit Card processing, ATM	6	-7
Bathroom Fixtures & Repair		7
Builders/Construction	7	-8
Camparounds		8
Catering		8
Elevators Sales & Service		-9
Entertainment/Activities	9-1	
Financial/Accounting	10-1	11
Florists		11
Food Products & Gourmet Specialties	11-1	13
Furnishings, Furniture & Interior Design	13-1	14
Golf/ Golf Courses ······	14-1	15
Government Agencies ······	•	15
Healthcare	`	15
Human Resources & Payroll	15-1	16
HVAC ·····		16
Insurance		
Kitchen Equipment		17
Laundry. Linen & Linen Service	17-	18
Legal Services ••••••••••••••••••••••••••••••••••••		18
Media	10	18
Office Products/Copiers	18-	19
Organizations	19-4	20
Other		20
Pest Control		
Photography	Z I - 4	
POS/PMS Systems	4	22
Printers		22
Property Maintenance	22-2	24
Real Estate & Development	- - √ -	24
Rental Equipment	Z4-4	
Revenue Optimization	4	25
Security	25	25
Shopping	23-1	20
Telecommunication		
Uniforms & T-Shirts		27
Utilities & Energy	Z/-2	
Watersports & Écotourism ••••••	4	28

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

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 degital marketing agency. Personal service with Google Certified *markéting 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, onestop 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 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 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 botals and motels to give to their 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 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 ww.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.

Seaboard Media, LLC

Jake Robinson **P:** (443) 235-1309 info@theseaboard.com www.theseaboard.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.

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, catalogo backlets marketing materials, catalogs, booklets, newsletters and annual reports.

TravelClick, an Amadeus Company

Christopher Zindash P: 301-775-5070 czindash@travelclick.com ww.TravelClick.com WW. IravelClick.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 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 markéting tools, brochures, rack cards, & web sites.

Amenities

Diversified Hospitality Solutions Scott Kail

P: 732-670-4354 scott@diversifiedhospitality.com www.diversifiedhospitality.com 13H Chadwick Lane Monroe, NJ 08831 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.erwvn.com 1240 Campus Drive West Morganville, NJ 07751 *Erwyn is a premier supplier to the hospitality* indústry for Personal Care Amenities, In-roóm acessories 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 offerinf a large selection of stock lines to complement your decor. Great design begins with Erwyn Products.

Guest Supply

Linda Robinsón P: 443-682-2862 Irobinson@questsupply.com www.questsupply.com 409 Kennedy Dr Sayreville, ŃJ 08872 Full Service Hotel Supplier. Sysco Guest Supply is the world leader in providing products that enhance the hotel quest 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 Pecker Morgan is a compre

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 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

you.

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*

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 propreietary 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 now West Shore Home

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 sérvice 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 *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, MĎ 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 *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 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 throughbred 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.

Entertainment/Activities (cont.)

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.

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 openair 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 Discover the strange, the shocking and beautiful at Ripley's Believe It or Not! on the boardwalk. Enjoy incredible eye-popping exhibits where you can pose with the world's tallest man, lose yourself in some mind boggling visual illusions, and even see a shrunken head!

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

Antoinette Bruno **P:** (410) 289-8617 **F:** (410) 289-2779 trimpersrides@gmail.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.bscamerica.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 #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.

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 *WW.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.

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.

Eastern Shore Coffee & Water

Sarah Chandler **P:** (410) 749-4494 **F:** (410) 219-9262 sarah@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@fpcsolutions.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) 484-4911 iceman021@verizon.net www.georgeoswaterice.com 5 Discovery Lane Selbyville, DE 19975 Bulk Ice Cream, Good Humor novelties, Gourmet Cakes, Soft Serve mix, Water Ice, Turkey Hill tea's, B+J Pints. We supply the finest products and service on the Eastern Shore. Family owned and operated since 1980.

H & M Wagner & Sons

Amanda Partin **P:** (410) 766-1150 **F:** (800) 492-4571 amanda@hmwagner.com www.hmwagner.com 7204 May Wagner Ln Glen Burnie, MD 21061 We offer nationally recognized brands and locally sourced products, stocking over 10,000+ items and continue to grow. As the leader in Foodservice beverage, we pride ourselves on providing our customers with the services they need to succeed! We offer quality products at competitive prices with service that makes everyone feel like a member of our family.

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. Federalsburg, 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.

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 he 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.*

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.*

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 hospitaelity 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 *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 *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.

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, Golferpreferred 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 Inoccolino@oceancitymd.gov www.ococean.com 4001 Coastal Hwy Ocean City, MD 21842

OC Tourism Department

Tom Perlozzo P: (410) 723-8609 tperlozzo@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

Melanie Pursel **P:** (410) 632-3617 **F:** (410) 632-3158 mpursel@co.worcester.md.us www.visitworcester.org 104 West Market Street Snow Hill, MD 21863

Healthcare

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 Physicion 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

P: 410-546-0250 x116 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.

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) 213-5600 **F:** (410) 835-2036 hthomas@ascd.net www.deeleyinsurance.com 7171 Bent Pine Rd. Willards, MD 21874 Founded in 1929, Deeley Insurance Group is an independent agency specializing in the Hospitality Industry, Community Associations and Coastal Property Insurance for more than 15,000 businesses and individuals across 30 states. Combining deep industry knowledge with youthful leadership, Deeley offers a different kind of insurance experience- helpful, intentional, and optimistic.

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

P: 410-651-2110 **F:** 410-651-9288 carey@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 Commercial Kitchen Services

P: (410) 543-8080 **F:** (410) 548-4038 www.emrco.com emartin@emrco.com 119 W. Naylor Mill Rd #2 Salisbury, MD 21801 We are a leading provider of service, repair, installation and sales to the commercial kitchen service industry across the mid-Atlantic. We employ 100+ CFESA-certified and factory-trained techs who service all commercial kitchen equipment needs, including gas, steam, and electric cooking, bakery, refrigeration, HVAC and food preparation. Turn your issues over to us and get back to running your business! -16-

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.*

Guest Supply

Linda Robinsón **P:** (443) 682-2892 Irobinson@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 Tratments, 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 attorney

their business goals. With over 170 attorneys, we provide a comprehensive range of sophisticated, cost-effective business law and litigation services

Media

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

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.

Laser Tone Business Systems

Sherry Clark **P:** (302) 335-2010 **F:** (302) 335-2514 sherry@laser-tone.net www.laser-tone.net 1973 Bay Rd. Milford, DE 19963 Major supplier of office equipment, supplies, and service for over 30 years.

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 inter- national 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 *S4 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.

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 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 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

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.

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 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.

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!

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 *Sile 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.

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.

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

Real Estate & Development

Henry Hanna & SVN Miller Commercial

Henrý 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.

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, Burgler 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, Virgina and West Virginia.

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

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.

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.*

Outlets Ocean City

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!

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 Locally owned and operated for over 20 years. We provide screen printing, embroidery and all your promotional products needs. One call and we can do it all, from graphic design, uniforms, huggies, and t-shirts.*

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.

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 Řidgely **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

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

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.

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.*