

DECEMBER 2023

HOSPITALITY HOTLINE

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



Member Message

FROM EXECUTIVE DIRECTOR, SUSAN L. JONES

As 2023 draws to a close and I reflect on our members, I remain truly thankful; thankful for your support and engagement as it continues to drive the success of our association. While we have not conducted an official survey, know that your opinions matter! We're always eager to hear from you about your experiences with OCHMRA and any suggestions you might have for enhancing our services. Your involvement is what makes us thrive, and I encourage you to engage, participate, and make the most of your membership.

Hospitality is an essential part of our vibrant community. Together, let's make OCHMRA an even greater group for networking and fostering that hospitality. Heading into 2024, our association will continue to connect, communicate, and collaborate to lead. With our Board of Directors and each of our members contributing unique perspectives, skills, and expertise, we will have an impact in 2024!

In the coming year, we look forward to welcoming the **50th Anniversary** of our annual **Trade Expo** which has grown to be the mid-Atlantic's largest hospitality gathering. Whether you exhibit, attend and purchase from our exhibitors, or volunteer, each piece is an integral part of making the Expo a success! Let's continue to work collectively rather than individually to elevate hospitality!

Enjoy the Holiday Season everyone! 😊



WELCOME NEW MEMBERS

ACTIVE

Jay's Cafe
jayscafeoc.com

Take A Dip
castleinthesand.com

Tide Room
tideroomoc.com

ALLIED

Enernova Partners
enernovapartners.com

Handy Seafood Inc.
handycrab.com

J.J. McDonnell Seafood
jjmcdonnell.com

Mumford Company
mumfordcompany.com

DATES FOR YOUR CALENDARS

**OC's Tourism Year in Review
Stakeholder Breakfast**
Convention Center
December 12

**Coastal Chambers
Delmarva Mixer**
Casino at Ocean Downs
January 24

**OCHMRA NETWORKING
DINNERS**
6pm to 9pm

December 14
Ashore Resort & Beach Club

January 18
Vista Rooftop

February 15
Princess Royale

April 18
Harrison's Harbor Watch

OCHMRA 5700 COASTAL HWY #302 OCEAN CITY, MD 21842
(410) 289-6733 • WWW.OCVISITOR.COM • INQUIRE@OCVISITOR.COM



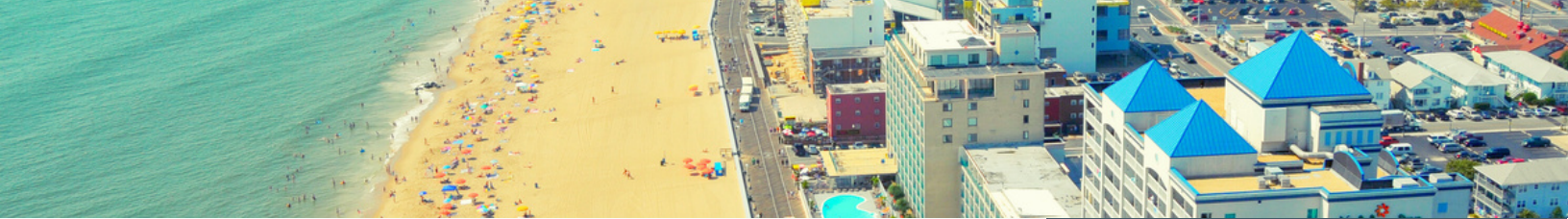
Susan Jones
Executive Director



Kaylee Payne
Business Development &
Marketing Associate



Kendra Paulman
Part-time Tourism
Coordinator



Hospitality Highlights

WARM WELCOMES & CELEBRATIONS

Starting off with a warm welcome to **Blue Water's** newest Area Sales Manager, **Stephanie Brough**, who will represent the **Commander Hotel**. A big congratulations to the **Harrison Group** for expanding their portfolio with the purchase of Jacksonville Beach Four Points by Sheraton. Kudos to **Ashore Resort** who made it to Fox News List of New Hotels in America for fall travel - way to go Ashore! We wanted to give a special shout-out to **Scott DiBella** from **Diversey Chemical** for donating the custom cornhole boards he won from **EMR's** giveaway prize at the November Dinner meeting to **Randy's Crew!**

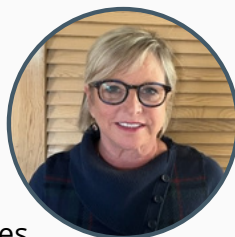
Congratulations to **Nicole Burrell** and very familiar OC face **Jennifer Krumpholz**, part of the team at **Sun Outdoors Frontier Town**, who were awarded Mega Park of the Year at the Outdoor Hospitality Industry Conference!

SAD GOODBYES

Our condolences to **Dan Jasinski**, of **Real Hospitality Group**, whose father Donald Jasinski passed away over the weekend. Our thoughts and prayers are with you, Dan.

BEHIND THE BOARD - RUTH WATERS

Ruth Waters is currently serving as the Secretary-Treasurer of OCHMRA. She is the Director of Business and Public Relations for Harrison Group Hotels & Restaurants. Ruth moved to Ocean City in 1984 and joined the Harrison Group starting at the Flagship Hotel on 26th Street. In 1987, she was appointed to lead the sales department for the Harrison Group, a position she has held for the past 37 years!



Ruth is involved with various organizations such as the Chamber of Commerce, HMRA, Art League of Ocean City, Maryland Tourism Coalition, and the American Bus Association. She continues to be passionate about bringing special events to the town and is proud of helping bring the OC Air Show and OC Film Festival to the city.

In her free time, Ruth likes to exercise, read, cook, go to the beach, swim in the ocean, ski, and play the piano. She is also an avid traveler and has visited over 40 countries with plans to explore many more.

Member Mentions

MD's Coast Business Communications Portal



Maryland's Coast has been working diligently to develop a relations portal to optimize communications with businesses in Worcester County, aiming to improve correspondence so that you don't miss local, state, and federal information and incentives for your business development. Make sure you opt-in to receive communications directly from their office.

[Click here](#) to enter your information!

Industry Insights



Each year at the MD Travel & Tourism Summit, the MD Office of Tourism delivers the "State of the State." Fortunately, Maryland visitors continue to seek beach destinations!

[Click here](#) to view their findings.



Maryland Hotel Lodging Association

Be sure to sign up for the 2024 MHLA Annual Meeting & Member Appreciation Breakfast on January 12th, 2024 from 9AM to 11AM. AHLA President & CEO, Chip Rogers, will be a guest speaker at the breakfast. Registration must be completed by December 20th, 2023.

[Click here](#) to register.



Restaurant Association of Maryland

The Gift of Dining

RAM has a Dine Out Maryland! Gift Certificate, where you don't have to choose a restaurant! A single gift certificate is valid at hundreds of restaurants across Maryland, allowing your family, friends, & colleagues to eat wherever they please!

Here's how it works:

- Step 1: [Purchase a gift certificate](#)
- Step 2: Add priority shipping (*It's free*)
- Step 3: Recipient gets their gift with a [digital restaurant guide](#)
- Step 4: They thank you for a fantastic gift that lets them choose!

FEATURED PARTNER:





Member Mentions

Junior Achievement of the Eastern Shore opened its doors on November 7th to the first round of students who had the opportunity to gain hands-on experience at the storefronts. We collaborated with **Delaware Elevator** to set up a makeshift elevator in our space to showcase chief engineering and maintenance jobs in the hotel industry. **Stephanie Lundmark**, from **Delaware Elevator**, volunteered at the center and was assigned to our storefront. *It was reported that our storefront had the best giveaway items – thank you again to all the businesses that donated items to our storefront!*

To volunteer, [VOLUNTEER HUB LINK](#)



Photo from the Ocean City Police Department from [Facebook](#) thanking those who donated turkeys!

Special shoutout to:

- Chris Reda, **Ropewalk**, donated, and also stored all of the turkeys
- Movement Mortgage who matched the donations the first responders received
- **Law Office of Jim List** and **Nick Elko & O’Conor Mooney** who quarterbacked the plan

50th Annual Trade Expo - Rapidly Approaching!

ALLIED MEMBERS

EXHIBIT SPACE IS SELLING FAST - GET YOURS BEFORE IT’S TOO LATE!

50th Anniversary
SPRINGTRADEEXPO
 Ocean City Hotel-Motel-Business Association

NETWORK
 Largest hospitality gathering in the Mid-Atlantic. Face-to-face, meet the industry suppliers!

SIP, SAMPLE, & SHOP
 Touch and taste the newest, most innovative products on the market! Connect with the company reps to get the best deals!

INDUSTRY EXPERTS
 Relaxed atmosphere of learning during the Solutions Showcase - sessions brought to you by Tourism Coalition & OCHMRA.

REGISTER TODAY!

March 3 & 4, 2024
OCEAN CITY CONVENTION CENTER
OceanCityTradeExpo.com

Tips for the Trade



Worcester County Public Schools provides an Innovative Career Pathways program that enables students to explore a career field of their choice, earn industry-recognized credentials, participate in college and career planning activities, take advanced college-level courses, and enhance their skills through a summer internship or capstone project.

You can help bridge the gap between Ocean City businesses and Worcester County Public Schools by hiring students who have completed the Culinary and Hospitality pathways at Worcester Technical High School as youth apprentices.

To become an approved employer for the youth apprenticeship program, all you need to do is fill out a short application online.

[Click here](#) to fill out the application!

EmPower MD Credits

Allied Member, Chesapeake Smart Energy is working with a Solar Farm in the Delmarva Power area, and they are giving 10 percent discount off entire electric bill with the solar credits. There is no cost to customer, and only so many credits available so time is of the essence.

For more info, contact Chris at 443-271-3688
Chris@hvac-tuneup.com

FEATURED PARTNER:



Business Briefs

Student Work Travel Donations Needed

Prior to the start of the summer, about 300 survival bags were made for the incoming J-1 students. Some of the students coming to Ocean City are coming for the 1st time and traveling with very little. St. Mary Star of the Sea/Holy Savior Parish are working to have survival bags for each student, and they are looking for the following donations:

- towels/washcloths
- sheets/pillowcases
- toilet paper
- shampoo & conditioner
- soap/deodorant
- toothbrush & toothpaste
- small first aid kits
- sunscreen
- other hygiene products
- mac & cheese/oodles of noodles
- protein bars/cereals/oatmeal
- microwaveable meals/other non-refrigerated foods

They will also accept monetary donations so they can purchase these items! Please reach out to Lisa Stevens at ppi.lisa@comcast.net for more information on how to donate.

Summer Work Travel Community Support Groups Update

The Department of State and the SWT sponsor community appreciate the extraordinary assistance CSGs provide to the exchange visitors, local employers, field staff, and the communities you support. The Department would like to share some information that will be helpful to you. The [SWT Heat Map](#) on the BridgeUSA website is live, fully functional, and updated on a weekly basis, use the map to review the number of active and incoming exchange visitors in your area. The [SWT Resource page](#) provides a variety of program information to orient you and your fellow CSG members on the program.

Worcester Goes Purple - Overdose Emergency Kits

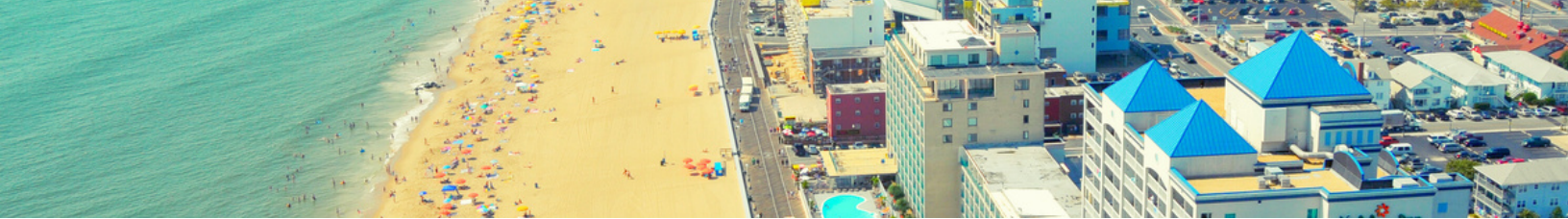
According to [Restaurant Business Online](#) about 8.6% of the entire U.S. workforce used drugs illicitly during a typical month in 2015, the last time the federal government conducted a survey to gauge the prevalence. The figure for restaurants and hotels was 19.1%. That was the highest for any industry and nearly three times the economy wide average.

The same survey found that Substance Use Disease, or SUD, used today by health authorities to encompass both drug and alcohol abuse, afflicted 9.5% of the U.S. workforce in 2015. The rate for hotels and restaurants was 16.9%, again the highest level for any industry.

We want to help! Together we can set industry standards for Worcester County and be an example for the state. Worcester Goes Purple would like to offer free Naloxone training and supply to your employees. Naloxone is an opioid antagonist medication that is used to reverse an opioid overdose. Emergency Opioid Overdose boxes can be provided for your establishment and bathroom wall boxes can be set up for your patrons. Working with a local mental health and substance abuse organization, you would be able to refer employees to group and individual sessions for assistance through a centralized referral system. Be a resource to your employees and help protect your liability.

Contact Debbie Smullen at 410-870-5161 or wgpwarriors2021@gmail.com to get set up for the 2024 season.





Community Connections



Holiday Open House

Sunday December 3rd from
10:00 am- 5:00 pm
Ocean City-Life Saving Station Museum

FREE ADMISSION TO THE MUSEUM



Sea Shanties Performance
by The Jolly Tars
11:30 am-5 pm

Book Signing with
Mermaid Tasha
11:30 am-1:30 pm



Snack Like a Surfmens Sweet Treat Sampling
Museum Store Sale 20% off entire purchase
Sand Dollar Ornament Making
Artifact Scavenger Hunt

FEATURED PARTNER:



(410) 543-0693 • WWW.RRCOATINGSINC.COM • DAN@RRCOATINGSINC.COM

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ATLANTIC GENERAL HOSPITAL'S 30TH ANNUAL PENGUIN SWIM

MONDAY JANUARY 1, 2024

FAMILY-FRIENDLY FUNDRAISER - FUN FOR ALL AGES!

\$30 REGISTRATION
PER PERSON ON OR
BEFORE DECEMBER 30.
\$35 REGISTRATION
PER PERSON
ON DECEMBER 31
AND JANUARY 1.

PARTICIPATE
AS AN INDIVIDUAL
OR PART OF A TEAM
IN CATEGORIES FOR
ADULTS, YOUTH,
FAMILIES,
BUSINESSES
& COMMUNITY
GROUPS

1ST 2ND & 3RD
PLACE TROPHIES
AWARDED TO
INDIVIDUALS
& TEAMS
WHO RAISE
THE MOST MONEY!



REGISTER
ON OR BEFORE
DECEMBER 10*
TO RECEIVE AN OFFICIAL
2024 AGH PENGUIN
SWIM SHORT-SLEEVE
T-SHIRT

*SHIRTS FOR
PARTICIPANTS
WHO REGISTER
AFTER DECEMBER 10
WILL BE AVAILABLE
WHILE SUPPLIES
LAST

PARTICIPANTS
WHO RAISE
\$100 OR MORE
ARE ALSO ELIGIBLE
TO RECEIVE
AN OFFICIAL 2024
AGH PENGUIN SWIM
LONG-SLEEVE T-SHIRT
WHILE SUPPLIES LAST

EVENT DETAILS ARE SUBJECT TO CHANGE. SCAN THE QR CODE FOR MORE INFO.

CHECK-IN & REGISTRATION
9:00AM - 11:30AM
THE SWIM IS AT 12:00PM



DON'T DELAY! REGISTER TODAY!
AGHPENGUINSWIM.ORG
OR SCAN THE QR CODE

UNABLE TO ATTEND? NO PROBLEM! PARTICIPATE IN THE CYBER SWIM!

REGISTER ONLINE THEN TAKE AN ICE-COLD DIP WHEREVER YOU ARE AND POST A PHOTO OR VIDEO ON SOCIAL MEDIA USING #OCPENGUINSWIM.



PRINCESS ROYALE OCEANFRONT
91ST STREET & THE OCEAN
OCEAN CITY, MARYLAND

#OCPENGUINSWIM



THANK YOU TO OUR LEGACY SPONSOR
"THE EMPEROR PENGUIN"
BULL ON THE BEACH & CRAB ALLEY
FOR 30 CONSECUTIVE YEARS!



FOR SPONSORSHIP OPPORTUNITIES, PLEASE CONTACT
LSPowell@atlanticgeneral.org OR 410-641-9671

ALL PROCEEDS BENEFIT ATLANTIC GENERAL HOSPITAL FOUNDATION. AGH IS A 501C3 ORGANIZATION, GIFTS ARE TAX-DEDUCTIBLE AS ALLOWED BY LAW.

MLK WEEKEND

Dreamfest

2024



KEYNOTE SPEAKER
**COLONEL
GREG GADSON**

JANUARY 12th • 8 AM
MLK WEEKEND

Dreams & Determination

INSPIRATIONAL BREAKFAST

Special Performance by
MORGAN STATE UNIVERSITY CHOIR
Welcome from **MAYOR RICK MEEHAN**



Ocean
City_{MD}



Ocean City, Maryland
Chamber of Commerce



Ocean City MD



Ocean City, Maryland
Chamber of Commerce

MILK WEEKEND Dreamfest 2024



EVENT PRICING & SPONSORSHIPS

**TITLE EVENT
SPONSOR
\$5,000**

8 Seats to the Breakfast (1 Table)

Table Identified with
your Organization

Program Recognition

8 Tickets to ALL Dreamfest Shows

Meet & Greet with Greg Gadson

Onsite Videoboard, TV & Kiosk
Promotions at Convention Center

OCMD Chamber Digital Advertising
(3 Months of: Sponsored Ads,
Experience OC App Push
Notifications, Web Banner Ad)

**MEET THE SPEAKER
SPONSOR
\$2,000**

8 Seats to the Breakfast
(1 Table)

Table Identified with
your Organization

Program Recognition

8 Tickets to One Dreamfest Show

8 PAC Memberships
(\$800 value)

Meet & Greet
with Greg Gadson

**TABLE
SPONSOR
\$1,000**

8 Seats to the Breakfast
(1 Table)

Table Identified with
your Organization

Program Recognition

4 Tickets to One Dreamfest Show

4 PAC Memberships
(\$400 value)

INDIVIDUAL SEATS: \$50 PER PERSON

OCEAN CITY, MD • PERFORMING ARTS CENTER • OCOCEAN.COM/DREAMFEST



**Sons and Daughters of Italy of Ocean City Lodge #2474 P. O.
Box 4596, Ocean City, MD 21843**

St. Joseph's Day Festival: Saturday, March 23, 2024

Dear Merchant,

The Sons and Daughters of Italy of Ocean City and St. Luke's Church will be sponsoring the twelfth annual St. Joseph's Day Festival to be held on Saturday, March 23, 2024. We are kindly requesting donations of gift certificates or items from our local businesses for our silent auction and raffles.



St. Joseph is the Patron Saint of workers and we wish to honor all those in the workforce. This free event will be an Italian-style festival with music, games and delicious homemade foods to purchase. It will be held indoors from 11:00 am to 6:00 pm at St. Andrew's Hall on Sinepuxent and 144th Street, Ocean City, Maryland. Our previous eleven festivals have been very successful, with over 1,500 visitors in 2023!



We are a non-profit organization with members in Sussex County Delaware and Ocean City, Maryland. Our festival helps to provide funds to over twenty local & national charities, including:

**Alzheimer's Association
Clothing Our Kids, Millsboro, DE
Diakonia, Worcester County, MD
National Autism Association
Relay for Life - American Cancer Society
South Coastal Village Volunteers, Ocean View, DE
Worcester County Humane Society, MD**

**Brandywine Valley SPCA, Georgetown, DE
Coastal Hospice, MD & Delaware Hospice
Justin's Beach House, Bethany Beach, DE
OC Helping Heroes Foundation, MD
Operation Seas the Day, Bethany Beach, DE
The Joseph House, Salisbury, MD
Wreaths Across America, DE**



The festival also provides funds for our three scholarships to Stephen Decatur High School in Ocean City, and two in Delaware at Indian River High School and Sussex Technical High School.



All establishments that have donated gifts will be listed in our festival program, which is free to all attendees. For your business name to appear in our program, please commit to a donation by February 1, 2024. The businesses who offer a donation after this date will still be recognized on a poster at the festival. If you wish to put a business ad in our program, the form and payment must be submitted by January 30, 2024.



Can we count on your contribution for this year's festival? Thank you for your consideration of our request and your support in ensuring a twelfth successful St. Joseph's Day Festival! Hope to see you there!

Volunteer: _____

Basket Raffle Chairperson: Janet Ackerson, phone: 302-228-1423, E-mail: janet.ackerson@gmail.com

Silent Auction Chairpersons: Sue Ann & Richard Baietti, phone: 302-945-4237, E-mail: sueann1257@aol.com

Order Sons and Daughters of Italy: Federal Tax ID #52-1456383; Tax Exempt #23-729-7261