

OCEAN CITY
HOTEL-MOTEL-RESTAURANT
ASSOCIATION

2013
ALLIED
MEMBERS

SUPPLIERS GUIDE

A complete directory of allied members providing supplies and services to the hospitality businesses in our area.

Category Index

| Advertising ······ | 3-5 |
|--|-------|
| Amenities ······ | 5 |
| Banks ····· | 6 |
| Boat Cruises ······ | 6 |
| Builders/Construction ••••••• | 6-7 |
| Campgrounds ······ | 7-8 |
| Catering ······ | 8 |
| Dental Services ······ | 8 |
| Entertainment/Activities ······ | |
| Financial/Accounting ······ | 10-11 |
| Fitness ····· | 11 |
| Florists ····· | 11 |
| Food Service ······ | 11-13 |
| Furnishings ······ | 13-14 |
| Golf | 14 |
| Golf Packages ······ | 14 |
| Government ······ | 14-15 |
| Healthcare ······ | |
| Human Resources & Payroll ······ | |
| Insurance ····· | |
| Kitchen Equipment •••••••••••••••••••••••••••••••••••• | |
| Linen & Linen Service ······ | 16 |
| Media ······ | 16-17 |
| Office Products ······ | 17 |
| Organizations ····· | 17-18 |
| Other ······ | 18 |
| Pest Control ······ | 18-19 |
| Pet Services ····· | 19 |
| POS - Point of Sale Systems •••••••••••••••••••••••••••••••••••• | 19 |
| Printers ····· | 19 |
| Property Maintenance ······ | 20-23 |
| Real Estate ······ | 23 |
| Shopping ······ | 23-24 |
| Spa Services ······ | 24 |
| Telecommunication ······ | 25 |
| Uniforms ······ | 25 |
| Utilities ······ | 26 |
| Watersports ······ | 26-27 |

Advertising

AAA

Matt Lyle

P: (703) 790-6047 **F:** (703) 790-7236 mlyle@national.aaa.com www.AAA.biz/Approved 1928 Woodford Road Vienna, VA 22182

Our 53 million AAA members account for 33% of all room nights in Maryland. They get their AAA travel info: · Online at AAA.com in the hotel booking engine · Online at AAA.com in our TripTik Travel Planner · In their phones using AAA iPhone & Android apps · In eTourBooks featuring 110 North American destinations · In our classic printed TourBook If you want to sell more rooms and meals, contact Matt Lyle.

Baltimore Sun Media Group

Jeff LeVan

P: (410) 524-3151 **F:** 4102501749

jeff.levan@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.

Micarro Bandong
P: 212-419-2615
F: 917-522-2020
Micarro.Bandong@booking.com
www.booking.com
100 William Street
New York, NY 10038
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
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, Ft. Lauderdale. Come in and take a peek!

Comcast Spotlight

Deb Turk

P: (302) 581-6007 **F:** (302)581-0025

Deborah.Traversturk@cable.comcast.com www.comcastspotlight.com 38993 Beacon Dr # 6

Fenwick Island, DE 19944

Comcast Spotlight is the advertising division of Comcast cable. In addition to our over 40 networks for local insertion, we also offer internet advertising, video on demand, resort video guide locally as well as in areas such as Baltimore, Washington, Pennsylvania and New Jersey areas.

D3 Corp

John Gehrig

P: (410) 213-2400 **F:** (410) 213-2484 support@d3corp.com www.d3corp.com 12319 Ocean Gateway # 202 Ocean City, MD 21842

Your web gurus...Since 1995, we are the area's specialists in first class web site development, hosting and programming. Manage your site's content management systems. Add multimedia with video, vitual tours, podcasts, webcams and more. Participate in OC's

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 deve

Graphic design, website development, printing, and promotional products - A full-service, onestop, shop for business marketing.

Expedia, Inc.

Abigail Smith
P: 202-797-3631
F: (866) 573-1445
abismith@expedia.com
www.expedia.com
3016 13th St NW
Washington, DC 20009
#1 Online Travel Site

Advertising

Google Trusted Photo MD

Frank Clark

P: 410-449-2127 **F:** 410-713-4179

frank@trustedphotomd.com www.trustedphotomd.com

202 Mustang Court Gambrills, MD 21054

We are part of the Google Business Photos Team. We work with Google to create a virtual tour of your business and put it on to the Google System, in the Google Search, Google Maps, Google Street View and your Google Places Page. We also supply you with an I Frame Link for your webpage.

Inside Ocean City

Sandy Phillips **P:** 410-726-7334 **F:** 866-289-6127

sandy@grandlivingmag.com

www.insideocmd.com

PO Box 965

Selbyville, DE 19975

Publishers of Inside Ocean City, Inside Salisbury & Delmarva Unleashed

Landmarks Marketing Inc.

Ron Szpatura

P: (410) 263-1722 **F:** (410) 263-1724

www.visitlandmarks.com 326 First Street Suite 202 Annapolis, MD 21403

Provides multimedia marketing services to mid-size businesses. Landmarksgreatdeals. com, searchfields.com, visitor channel and hotel publication.

Maryland Life Magazine

Kathy Hawkins
P: (800) 357-9554
F: (301) 696-1064
kathy@marylandlife.com
www.marylandlife.com
141 West Patrick St. Suite 200

Frederick, MD 21701

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.

Matice Interactive

Mary Doak

P: (877) 628-4234 F: (443) 203-2065 mary.doak@matice.com www.maticeinteractive.com 212 West Main St. Salisbury, MD 21801

We are a professional digital design agency. We specialize in designing unique functional websites as well as effective creative advertising campaigns. We help businesses at all stages of development - whether they've just started and need marketing materials like a logo, business cards, customer brochures and rack cards or are well established an simply want to tweak or freshen up their website.

MGH Advertising

Andy Malis

P: 410-902-5012 **F:** 410-902-8712

amalis@mghadvertising.com 100 Painters Mill Rd #600 Owings Mills, MD 21117

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. This year over
107 enterprises are in the 2012 edition. In
2011 people from 17 states and Quebec
bought this book. Over \$6000.00 went to
various charities. 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 at
410-251-8888.

Advertising

Oceancity.com

Ann McGinnis Hillyer **P:** 410-629-1988 **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, 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.

Sunny Day Guide

Bill Blue

P: (757) 468-0606 F: (757) 468-2477 lisa@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.

TravelClick, Inc.

Ryan King

P: 847-585-5574
F: 202-403-3831
rking@travelclick.com
www.TravelClick.com
928 Ingraham St. NW
Washington, DC 20011
TravelClick provides expert solutions for hotels
to optimize performance, grow revenue and
create a stronger brand.

VistaGraphics/Ocean City Visitor's Guide

Tara Zaiser

P: (302) 436-7404 **F:** (302) 436-7405 taraz@vgnet.com

www.visitorsguidenetwork.com

6 Discovery Lane Selbyville, DE 19975

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 marketing tools, brochures, rack cards, & web sites.

Washington Post Media

Joe Teipe

P: (202) 674-4902 **F:** (202) 334-7165

Joseph.Teipe@washpost.com

1150 15th St. N.W. Washington, DC 20071

Washington Post Media - including The Washington Post, Express, Washingtonpost. com and El Tiempo Latino is the #1 Media Voice in the Washington DMA, touching over 80% of the market, each week.

Amenities

Erwyn Group

Scott Kail

P: (732) 972-1440 **F:** (732) 972-1263 scott.kail@erwyn.com www.erwyn.com 200 Campus Drive Morganville, NJ 07751

Erwyn is a full-service Personal Care Amenity Company featuring several innovative lines, and is the premier supplier of in-room accessories notably ice buckets and bath accessories.

Banks

The Bank of Delmarva

Karen Turner

P: (410) 250-5330 **F:** (410) 250-6122

kturner@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.

Bank of Ocean City

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 you.

BB&T Bank

Brenda Wooten **P:** (410) 524-7930 **F:** (410) 524-1843
bwooten@bbandt.com
www.bbt.com

4604 Coastal Hwy Ocean City, MD 21842

At BB&T we recognize that you're an individual, with a unique set of financial goals and ambitions. That's why we believe in building strong relationships. With \$143 billion in assets, BB&T is the nation's 10th largest

financial- holding company.

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.

Taylor Bank

Stacy Schaffer

P: (410) 641-1700

F: (410) 641-0543

sschaffer@taylorbank.com

www.taylorbank.com

24 N. Main St.

Berlin, MD 21811

Your local hometown bank offering a full line of products.

Boat Cruises

Smith Island Cruises

Betty Jo Tyler

P: 410-425-2771

info@smithislandcruises.com www.smithislandcruises.com

4065 Smith Island Road

Smith Island, MD 21824

A Smith Island Cruise is a fun and inexpensive way to explore Smith Island, Maryland. With a short and fun boat ride on our cruise boats (about a 45 minute ride) you will arrive at one of the last frontiers of Maryland History! The boat leaves daily from Crisfield, MD at 12:30pm and returns to Crisfield at 4:30pm.

Builders/Construction

Becker Morgan Group, Inc.

Kim Gillis

P: (410) 546-9100

F: (410) 546-5824

kgillis@beckermorgan.com

www.beckermorgan.com 312 W. Main St. Suite 300

Salisbury, MD 21801

Becker Morgan Group is a multi-disciplined Architectural and Engineering firm providing design services throughout the Mid-Atlantic region. The firm has extensive experience in Ocean City, with an emphasis on the hospitality industry.

Builders/Construction

F.A. Taylor & Son, Inc.

David Taylor

P: (410) 749-0090 **F:** (410) 219-1163 dtroofer@hotmail.com 1955 Northwood Dr. 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.

M. Phippin Contracting

Mike Phippin

P: (410) 742-4200

mphippin.contracting@gmail.com

8735 Island Pointe Dr. Hebron, MD 21830

A commercial and residential remodeling company that serves the businesses and residents to help make their time in Ocean City enjoyable.

MAD Engineering, Inc.

Harry How

P: (410) 289-1859 **F:** (410) 208-1234

info@madengineerinc.com madengineeringinc.com

PO Box 802

Ocean City, MD 21843

MAD Engineering, Inc. is a full service architectural and engineering business performing work in the Ocean City and Baltimore areas since 1980. We have offices in Ocean City, Maryland and Hollywood, Florida.

Miken Builders, Inc.

Michael McKone

P: (302) 537-4444 **F:** (302) 537-4525

aulrich@mikenbuilders.com

www.mikenbuilders.com

32782 Cedar Drive

Millville, DE 19967

General Contractors construction management, design build services.

Northeastern Supply

Colin Stansmore P: 410-213-8780 **F:** 410-213-8786

csta@northeastern.com www.northeastern.com

9731 Stephen Decatur Hwy. Ocean City, MD 21842 Wholesale distributor of plumbing, HVAC, water systems, hardware, & lighting.

Oasis Travel and Development

Neil Hitchcock

P: (410) 213-9330 **F:** (410) 213-9335

neil@travelwithoasis.com www.travelwithoasis.com 9923 Stephen Decatur Hwy. #4

Ocean City, MD 21842

Oasis Travel - Full Service Agency..."Let us find Your Oasis"

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

Jeannee Kocman

P: (410) 213-0097

F: (410) 213-1266

jkocman@burbageproperties.com

www.castawaysrvoc.com 12550 Eagles Nest Rd.

Berlin, MD 21811

Offering RV sites and cottages as well as

vacant sites for tent camping.

Campgrounds

Frontier Town Campground

Mitch Parker

P: (410) 641-0880 **F:** (410) 641-2876 deck@frontiertown.com www.frontiertown.com

PO Box 691

Ocean City, MD 21843

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.

Dental Services

Atlantic Dental Cosmetic and Family Dentistry

Dr. Lawrence S. Michnick, DDS

P: 410-213-7575 **F:** 410-213-2955

michnick@atlanticdental.com www.atlanticdental.com 12308 Ocean Gateway Ocean City, MD 21842

Family and Cosmetic Dentistry - Quality care in a spa-like atmosphere...Smile Enhancements, Neuromuscular Dentistry (includes TMJ, Headaches, etc.) Bleaching, Implant Restorations, Oral Cancer Screening, and much

more!

Entertainment/Activities

Burley Oak Brewery

Bryan Brushmiller **P:** (410) 422-8887 brushmiller@amail.com www.burleyoak.com 10016 Old Ocean City Blvd. Berlin, MD 21811

Located in Berlin, Maryland, Burley Oak's goal is to produce distinctive beers whose quaility is unsurpassed using new and traditional brewing methods. While there is not a restaurant on site, you are welcome to bring your own snacks or food!

Dandy Don's Bike Rentals and Service

Don Enste

P: 410-289-0221 **F:** 410-524-7225

contact@dandydonsbikerentals.com www.dandydonsbikerentals.com

10 N. Division Street Ocean City, MD 21842

A family owned and operated business since 1996. Two locations: 12th Street & Boardwalk and N. Division St. & Baltimore Avenue. Electric Wheel Chairs & Strollers available.

Delmarva Shorebirds

Shawn Schoolcraft

P: (410) 219-3112 **F:** (410) 213-9164

info@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.

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 min. Golf Courses, Waterpark complex with slides, water rides, wave pool, activity pools for kids & adults; and speedworld.

Entertainment/Activities

King Audio Visual

Mike Kina

P: 410-465-7600 **F:** 410-465-7600 king-av@msn.com kingav.com 3454 Ellicott Center Dr., Ste. 105

Ellicott City, MD 21043

For all your audio-visual needs.

Myers Tool Rental & Parties Your Way

Michelle Myers Melson **P:** (410) 641-3497 **F:** (410) 641-0412 partiesurway@aol.com www.partiesyourway.com 10714 Ocean Gateway Berlin, MD 21811

Tool rentals and party rentals. Tents, tables, chairs, linens, bounce houses, etc. We sell party supplies and balloons. We are balloon decorators also!

OC Kids Fun Pass

Al "Hondo" Handy P: (410) 422-1542 **F:** (410) 641-1827 ockidsfunpass@comcast.net www.ocfamilydiscountfun.com 9743 E. Shire Dr. Berlin, MD 21811

OC Kids Fun Pass promotes fun in OC, MD. Marketing the best attractions in Ocean City and surrounding areas. Our goal is to offer a discount card specifically targeting kids 6-16.

Ocean Downs

Peter Szymanski **P:** (410) 641-0600 **F:** (410) 641-4767

norma.haines@oceandowns.com

www.oceandowns.com

PO Box 11

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.

Old Pro Golf, Inc.

Judy Schoellkopf **P:** (410) 524-2645 **F:** (410) 524-6555 jjoldpro@oldprogolf.com www.oldprogolf.com 6801 Coastal Hwy Ocean City, MD 21842 Old Pro Golf - An Ocean City Family Fun Tradition for over 46 years. Four Locations and 6 miniature golf courses Including Two Indoor courses at 68th St. & 136th St.

Planet Maze

Jamie Albright **P:** (410) 524-4386 **F:** (410) 723-3866 info@planetmaze.com www.planetmaze.com PO Box 387 Ocean City, MD 21843 OC's only indoor and outdoor family entertainment center, featuring climbing maze for little kids, laser tag for 8 years and up and intergalacític minigolf for everyone. Planet Maze also has plenty of FREE parking, an

arcade, snack bar and is open year-round.

Ripley's Believe It or Not!

Desi Knaub

P: (410) 289-5600 **F:** (410) 289-5188 knaub@ripleys.com www.ripleys.com PO Box 5316 Ocean City, MD 21843 Amusement on the Boardwalk in the Pier Bldg.

Salisbury Zoo

Mary Seemann **P:** 410-548-3188 mseemann@ci.salisbury.md.us www.salisburyzoo.org 755 South Park Drive Salisbury, MD 21801 Located in Salisbury, MD the Zoo is just 1/2 hour from Ocean City. The Zoo provides naturalistic enclosures for species native to North, Central and South America and is accredited by the Association of Zoos & Aquariums. Free admission.

Entertainment/Activities

Super Fun Eco Tours

Dale Barber

P: 410-656-9453

superfunecotours@gmail.com www.superfunecotours.com

107 West Street Berlin, MD 21811

Super Fun Eco Tours provides hands on family oriented Kayak Tours of Assateague Island. Super Fun brings its customers closer to nature than ever before!

Trimper's Rides

Chris Trimper

P: (410) 289-8617 **F:** (410) 289-2779 ctrimper@aol.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 www.winefest.com 2 Market Space Annapolis, MD 21401 3 day festival

Financial/Accounting

Bergey & Company, P.A.

Kristin Engauist **P:** (410) 641-1101

F: (410) 641-2012

kristin@bergeycpa.com www.bergeycpa.com

616 William Street Berlin, MD 21811

Accounting & Auditing Services, Business & Personal Tax Services, Personal Financial Planning, Estate Planning, Experienced in

Guardianship, Trusteeship & Receivership.

Clearent Intelligent Processing

Michael Oxbrough **P:** (302) 858-7818 **F:** (877) 801-1042 moxbrough@clearent.com www.clearent.com 29338 Piney Neck Rd. Dagsboro, DE 19939

Merchant Services. With Clearent you'll find a truly different kind of processor. *no hidden fees* free PCI * interactive online reporting * 24/7/365 service. We are confident we will serve you better!

CohnReznick

Joe Doll

P: (410) 895-7315 **F:** (410) 895-7316

joe.doll@cohnreznick.com www.cohnreznick.com

500 E. Pratt St., Suite 200

Baltimore, MD 21202

CohnReznick's Hospitality Industry Practice provides accounting, tax, and consulting services to clients ranging from small, boutique hotels and restaurants to national hotel and restaurant chains, management companies, and developers.

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.

Gregory & Associates, LLC

Liz Gregory

P: (410) 524-2720

F: (410) 524-5925

Igregory@gregorycpa.net

www.gregorycpa.net #19 -120th Street

Ocean City, MD 21842

Financial & accounting firm.

Hale-Miller Group at Morgan Stanley Smith Barney

Ms. Sandy Hale

P: 410-770-6137

F: 410-820-9579

sandy.hale@morganstanley.com

www.morganstanleyfa.com/halemillergroup 28601 Marlboro Avenue #201

Easton, MD 21601

Wealth Management Advisory Services-Individual, Corporate and Non-Profit financial management with an emphasis on retirement planning.

Financial/Accounting

Intelicom Inc.

Larry Shapero

P: (703) 623-3385 **F:** (703) 777-4024 intelicom@verizon.net *P.O. Box 4504 Leesburg, VA 20177 ATM Machines*

Larry Leese & Associates, P.A.

Larry E. Leese
P: (410) 213-8008
F: (410) 213-8033
Lleese@larryleesecpa.com
12417 Ocean Gateway # 3
Ocean City, MD 21842
Accounting

Mercantile Processing Inc.

Kyle Morgan

P: (302) 524-8000 **F:** (888) 406-6926

kmorgan@mpiprocessing.com www.mpiprocessing.com 35129 Roxana Rd. Unit #1 Frankford, DE 19945

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.

PKS & Company, PA

John M Stern Jr. CPA

P: (410) 213-7185

F: (410) 213-7638
jstern@pkscpa.com
www.pkscpa.com
12308 Ocean Gateway #6
Ocean City, MD 21842
Full service accounting firm providing
accounting, tax and advisory services to
businesses and individuals with a specialization
in the hospitality industry.

Fitness

Pilates on the Beach

Kelly Roberts

P: (443) 235-9742

Roberts.kellyh@gmail.com

www.pilatesonthebeachocmd.com

38 Burr Hill Dr.

Berlin, MD 21811

Soak up the sun, sand, and salt air while you enjoy a personally instructed Pilates mat class on Ocean City's pristine beaches.

Florists

Nature's Twin

Oliver Brown
P: (410) 253-9925
o.brown@natures-twin.com
www.natures-twin.com
2301 Philadelphia Ave. #306
Ocean City, MD 21842

Wholesale silk flowers, plants & trees for Ocean City's hotel, motel, restaurant and convention industries.

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 since 1975.
Prompt delivery in Ocean City and surrous

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 Service

Barmetrix

Tim Vocke **P:** 443-418-1021
tim.vocke@barmetrix.com
www.barmetrix.com
705 Old Fallston Rd Suite 104
Fallston, MD 21047
Inventory Management, Staff Evaluation and
Training Management, Workshops, and Staff
Induction Software Systems.

Carbon's Golden Malted Waffles

Al Donatelli

P: 888-596-4040
F: 574-247-2260
adonatelli@goldenmalted.com
www.goldenmalted.com
1539 Tilco Dr. #114
Frederick, MD 21704
We supply commercial waffle & waffle cone
bakers on loan at no charge with the exclusive

use of our quaility Golden Malted Flour.

Food Service

Chesapeake Industrial Leasing

Bill Bullis

P: (410) 661-5000 **F:** (410) 661-5053 bill@cilc.com www.cilc.com *8441 Belair Rd.*

Nottingham, MD 21236

Equipment finance company with the financial resources to handle any size transaction. The financing, the structure and the flexibility you require. We perform.

Cloverland/Green Spring Dairy

Bobby Bell

P: (410) 749-7783 F: (410) 749-0059 bbell@cloverlanddairy.com www.cloverlanddairy.com 2100 Northwood Dr Salisbury, MD 21801

Quality and service are very important to our organization and we are equipped to handle the majority of your dairy needs. In addition to our large line of milk products we carry eggs, sour cream, cottage cheese, butter, oleo, fruit juices, beverages and more.

Eastern Shore Coffee

Sarah Chandler
P: (410) 749-4494
F: (410) 219-9262
sarah@easternshorecoffee.com
www.easternshorecoffee.com
31404 Old Ocean City Road
Salisbury, MD 21804
Eastern Shore Coffee & Water is a coffee
and water distributor to offices, restaurants,
convience stores, and hotels on the Delmarva
Peninsula, providing equipment and products.

FP Winner

Jay Pierorazio
P: (410) 749-9382
F: (410) 860-2905
Jay.Pierorazio@FPWinner.com
www.fpwinner.com
406 Marvel Road
Salisbury, MD 21801
Wine, Beer and Spirits Wholesaler.

H & M Wagner & Sons

Cindy Barnes

P: (410) 766-1150 **F:** (410) 768-5822

cindy@hmwagner.com www.hmwagner.com 7204 May Wagner Ln Glen Burnie, MD 21061

Independently owned, service oriented, full line foodservice distributor. Non-food and foodlines to include many of your favorite brands.

FPC Distribution Federal Paper & Chemical

John Bachman **P:** (410) 579-1000 **F:** (410) 540-4148

john.bachman@fpcsolutions.com

www.fpcdistribution.com 6630 Amberton Drive Elkridge, MD 21075

Wholesale distributor of disposable paper products and cleaning supplies.

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

Dave O'Neal

P: (301) 618-5400

F: (301) 618-5484

sd@keanyproduce.com

www.KeanyProduce.com

3310 75th Ave

Landover, MD 20785

Wholesale fruit, vegtables and dairy

Martin Fish Co.

John R Martin
P: (410) 213-2195
F: (410) 213-1442
johnr@martinfishco.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.

Food Service

RC Fine Foods

Alan Pomerantz **P:** 443-668-4127 **F:** 908-359-6957 clab8732@aol.com www.rcfinefoods.com PO Box 236 Belle Mead, NJ 08502

Robert Z. Brown

Savoy Brown Food Service Consultants

P: (410) 792-8447 **F:** 301-483-6266 rob@savoybrown.biz www.savoybrown.biz 8610 Washington Blvd. Ste. 200 Jessup, MD 20794 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!

SYSCO Eastern MD

Gary Dutton

P: (410) 677-5500 **F:** (410) 957-4745 dutton.gary@emd.sysco.com www.syscoemd.com 33239 Costen Rd. Pocomoke, MD 21851 Sysco is the global leader in selling, marketing

and distributing food & foodservice supply products to restaurants, healthcare and educational facitities, lodging establishments and other customers who prepare meals away from home.

Tableside Service

Calvin Watkins Jr. **P:** 443-552-4821 calvin@tablesideservice.com www.tablesideservice.com 1206 York Road #L3 Lutherville, MD 21093 Tableside Service, a touchscreen ordering system placed at the table so quests can view the menu, place and pay for their orders at the table.

US Foods

Chris Taggart **P:** (856) 467-4900 **F:** (856) 241-0986

Chris.taggart@usfood.com www.BOGtonight.com 2255 High Hill Road Bridgeport, NJ 08014 A Broadline Food Distributor, meeting all your immediate and future needs.

Furnishings

Contract Specialists, Inc.

Kevin Jason

P: (410) 252-6843 **F:** (410) 252-0650 csikevinj@gmail.com 13007 Heil Manor Dr Reisterstown, MD 21136

Manufacturers representatives for furniture, lighting, bedding, carpet, drapes, bedspreads. New Division offers polymer products for concrete repairs. Floor coatings, waterproofing, pipe leaks, tube sheet repairs, cooling tower repairs, and more.

Donaway Furniture

Vernon Davis

P: (410) 250-5100 **F:** (410) 250-5141 donawayfurniture@verizon.net www.donaway.com 13001 Coastal Highway Ocean City, MD 21842-521 Donaway Furniture has been in business serving the Ocean City and Delaware Beach areas for over 55 years, since 1954. We have what you need for your beach house. We can supply individual items or furnish your entire unit.

Dynamic Draperies

Steven Schiff

P: (302) 734-1101 **F:** (302) 734-1556 ddhsales@comcast.net 1246 S. Little Creek Rd Dover, DE 19901

From design to installation we do it all! Specializing in custom window treatments, from draperies to blinds, drapery hardware, top treatments, cubicles, and bed spreads. Our staff has the expertise to help achieve economical and esthetically pleasing results.

Furnishings

Mike's Carpet Connection

Jennifer Bland

P: (302) 537-1899 **F:** (302) 537-1783

jennifer@mikescarpetconnection.com www.mikescarpetconnection.com

1300 Coastal Highway, #8

Fenwick Island, DE 19944 Mike's Carpet Connection - Floor Coverings, Window Treatments, Interior Design Services Mike's offers a variety of floor coverings including carpet, wood, laminate, luxury vinyl and tile. Additionally offered are custom blinds, shades, draperies and interior design services.

Golf

Links at Lighthouse Sound

Kim Ruark

P: (410) 352-5767 **F:** (410) 352-5766 ruarkgolf@aol.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.

Ocean City Golf Club

Buddy Sass

P: (410) 641-4861 **F:** (410) 641-4240 ocqy@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 orgc@verizon.net 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.

Troon Golf

Lindsay Maurer **P:** 302-436-3400 Imaurer@troongolf.com www.troongolf.com 38017 Fenwick Shoals Blvd Selbyville, DE 19975 Bayside Resort Golf Club is Delaware's first Jack Nicklaus Signature Golf Course, conveniently located just west of Fenwick Island, and just 4 miles from the beach. With gorgeous views along the Assawoman Bay coastline and magnificent pine forests, Jack Nicklaus was inspired to create a course that would offer an incredibly unique golf experience.

Golf Packages

OC Golf Getaway

Walter Brooks **P:** (410) 213-7050 **F:** (410) 213-7058

walter@oceancitygolf.com www.oceancitygolf.com 9748 Stephen Decatur Hwy#105

Ocean City, MD 21842

Ocean City Golf Getaway is a marketing firm dedicated to bringing people to Ocean City to play golf. We specialize in booking tee times as well as providing information to consumers on the best way to book golf packages that include a hotel stay.

Government

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

Donna Abbott **P:** (410) 723-8617 dabbott@oceancitymd.gov www.ococean.com 4001 Coastal Hwy Ocean City, MD 21842

Government

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

Lisa Challenger **P:** (410) 632-3617 **F:** (410) 632-3158

lisac@co.worcester.md.us www.visitworcester.org

104 West Market Street Snow Hill, MD 21863

Healthcare

75th Street Medical

Victor Gona

P: (410) 524-0075 **F:** (410) 524-0066

TinaMarieJ313@yahoo.com www.75thstmedical.com 7408 Coastal Highway Ocean City, MD 21842 75th Street Medical is an urgent care medical

facility.

Brandywine Senior Living at Fenwick Island

Kathy Jacobs

P: 302-436-0808 **F:** 302-436-1081

jacobsk@brandycare.com www.brandycare.com 21111 Arrington Drive Selbyville, DE 19975

Brandywine Senior Living is filled with exciting choices! 24 Hour licensed nurses, temporary respite stays, activities, indoor pool, movie theater and more! FUN!

West OC Injury & Illness Center

Cynthia Randolph **P:** (410) 213-0119 **F:** (410) 213-2875

crandolph@westocinjurycenter.com www.westocinjurycenter.com 12308 Ocean Gateway Suite #3

Ocean City, MD 21842

Walk-in care 7 days a week. Quality and convenient medical care for the entire family without appointments. Worker's compensation & occupational health services.

Human Resources/Payroll

BBSI

Tony Nichols

P: (410) 546-2020 **F:** (410) 546-8035

tony.nichols@bbsiha.com www.barrettbusiness.com 701 E. Naylor Mill Rd. Suite L

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.

Payce

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.

Insurance

Atlantic Smith Cropper & Deeley LLC

Nikki Strickler

P: (410) 835-2000 **F:** (410) 835-8675

nstrickler@ascd.net

www.ascd.net

7171 Bent Pine Rd.

Willards, MD 21874

Independent insurance agency specializing in coastal and resort businesses. Property, Liability, Workers Compensation, Auto, Group Benefits.

Insurance

Injured Workers Insurance Fund (IWIF)

Kyle Menendez **P:** (410) 832-4747 **F:** (410) 832-4774 kmenendez@iwif.com

www.iwif.com

8722 Loch Raven Blvd. Towson, MD 21286

IWIF provides comprehensive workers compensation insurance to businesses

throughout Maryland.

Insurance Management Group, Inc.

Reese Cropper **P:** (410) 524-5700 **F:** (410) 524-7769 rcropper@imgoc.com www.imgoc.com PO Box 3609 Ocean City, MD 21843 IMG provides all types of insurance specializing in resort condominiums, homes and business properties. Understanding customers and their needs is the cornerstone to IMG's success.

Kitchen Equipment

Culiquip, LLC

Lillian Jones

P: 240-489-2442 **F:** (301) 349-2030 lillian@culiquip.com www.culiquip.com 20010 Fisher Ave. Suite 9 Poolesville, MD 20837 Food Equipment Company. Services include

layout and design, new equipment sales, cooking hoods, refrigeration, walk-ins, furniture and small wares. We deliver, uncrate and set in place.

EMR Service Division

Don Chesser

P: (410) 543-8080 **F:** (410) 548-4038

dchesser@emrco.com

www.emrco.com

805 N. Salisbury Blvd.

Salisbury, MD 21804

EMR Service repairs commercial baking, kitchen, and refrigeration equipment for all major manufacturers. Parts and accessories for all brands. EMR Parts Depot 800-879-4994.

Filtafry - Allen Biotech

Scott Brinsfield

P: (410) 251-4348

F: (410) 860-0415 filtafryofdmv@aol.com

www.filtafry.com

30110 Southampton Bridge Rd.

Salisbury, MD 21804

Filtafry is a mobile filtration service for cooking oil and full service deepfryers management company. We handle and dispose of used cooking oil. We provide free containers and free pickup of used cooking oil.

Linen & Linen Service

Quality Linen Service

Tiffany Wyatt **P:** 410-334-2251

twyatt0416@aol.com 1751 Westwood Dr.

Salisbury, MD 21801

Healthcare Linen Service including Hospitals, Surgery Centers, Nursing Homes, and

Rehabilitation Centers.

Media

Foodservice Monthly

Michael Birchenall

P: (703) 471-9806

F: (703) 471-9145

michael@foodservicemonthly.com

www.foodservicemonthly.com

4311 Holmehurst Way West

Bowie, MD 20720

Mid-Atlantic's leading trade publication for the foodservice industry.

MD Beachcomber

Karen McCue

P: (410) 213-9442

F: (410) 213-9459

kmccue@gannett.com

www.delmarvanow.com

12417 Ocean Gateway #7

Ocean City, MD 21842

Ocean City's number one guide for the tourist. Advertising that works for your business. Call us today at 410-213-9442 for your free advertising consultation.

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 is published 52 weeks a year, carries a high weekly saturation circulation and is targeted at reaching thousands of local residents as well as visitors to the area each week.

Ocean City Today

Stewart Dobson **P:** (410) 723-6397 **F:** (410) 723-6511

sales@oceancitytoday.net www.oceancitytoday.net

PO Box 3500

Ocean City, MD 21843

Flag Publications, Inc is the Ocean City-based publisher of the weekly newspapers Ocean City Today and Ocean City Digest. Combined circulation exceeds 27,000 in season. Discount advertising packages involving two or more papers are available.

Office Products

Affordable Business Systems, Inc.

Dean Woroniecki **P:** (410) 742-2234 **F:** (410) 742-0345

deanw@affordablebusinesssystems.com www.affordablebusinesssystems.com

119 Fulton Street Salisbury, MD 21804

Affordable Business Systems has been in business since 1996. We specialize in helping Eastern Shore Businesses improve their office pro- ductivity and manage expenses. Our focus is on document management from a printing, copying, storing and distribution perspective.

Delmarva Archive, LLC

Christine Braughler
P: (410) 219-1142
F: (410) 219-1152
info@delmarvaarchive.com
www.delmarvaarchive.com
926 C, Eastern Shore Dr.
Salisbury, MD 21804
Delmarva Archive is a full service off site

document management and storage company. We offers a full range of cost effective solutions tailored to meet the needs of our clients in today's every changing world where information is the life blood of every business.

Laser Tone Business Systems

Justin McGinnis
P: (302) 335-2510
F: (302) 335-2514
justin@laser-tone.net
www.laser-tone.net
1973 Bay Rd.
Milford, DE 19963

Canon, Ricoh and HP office equipment dealer. We provide sales, service and supplies for copiers, printers and fax machines. New and used rentals and wide format blue-print machine.

Organizations

Aspire Worldwide-ASSE International

Carrie Linch

P: (410) 352-3792 **F:** (410) 352-3791

clinch@asse.com

www.aspireworldwide.org

11648 Back Creek Rd Bishopville, MD 21813

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.

CIEE - Council on Int'l Educational Exchange

Irina Capaldi

P: (207) 553-4176

F: (207) 553-5176 icapaldi@ciee.org

www.ciee.org/hire/work

1525 Barley Mill Rd

Wilmington, DE 19807

SEASONAL STAFFING - CIEE is a government designated sponsor of the work and travel (WAT) program. Let us help you with your seasonal staffing needs.

Organizations

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.

Worcester Technical High School

Caitlin Evans **P:** (410) 632-5050

F: (410) 632-5552 cmevans@mail.worcester.k12.md.us www.worcestertechhs.com 6290 Worcester Hwy. Newark, MD 21841

The Worcester Tech High School is a trade & industry high school that has a culinary department and is starting a hospitality department in the 2013-2014 school year.

Wor-Wic Community College

Scott Dahlberg **P:** (410) 572-8719 **F:** (410) 641-0922 sdahlberg@worwic.edu www.worwic.edu 32000 Campus Drive Salisbury, MD 21804 Community College in Berlin & Salisbury.

Other

Harley-Davidson of SeafordBenet McCormick

P: 302-629-6161 **F:** 302-629-6631 bruce.bennett@hdodseaford.com www.hdoceancity.com 22586 Sussex Hwy Seaford, DE 19973 Harley-Davidson of Seaford is a modern, fullservice dealership. If you're a rider needing repairs or parts, a collector, or just enjoy wearing genuine Harley-Davidson clothing, we've got it. We have a rental fleet, too!

Kate Bunting Family Partnership

Amy Rothermel **P:** (410) 289-5283 **F:** (410) 289-3281 BRother911@aol.com 3 Dorchester St.

Ocean City, MD 21842 Scholarship presenter

Pest Control

APM Pest Service

Paul Hardy

P: (410) 742-6770 **F:** (410) 748-9253

paul.hardy@apmservices.com

www.APMservices.com 913 N. Bridge St.

Elkton, MD 21921

General pest control offers termite colony elimination, bird control, bat control and other pests. We have 42 years of experience in commercial, industrial and residential services. We also give FREE estimates.

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 Pet Control Company. Everything from Ants, and Spiders to Dehumidifiers, Vapor Barriers, Insulation, to Bed Bugs. Service for Residential and

Commercial. FREE Inspections

Ladybug Pest Management

Sandy "Ladybug" Honess

P: 302-846-2295 **F:** 302-846-2295

ladybugpm@comcast.net www.ladybugpm.com 15307 Britts Lane

Delmar, DE 19940

Pest control & management services, all pests, commercial & residential, hotels & all lodging establishments, specializing in bed bug service, Delmarva's Own Daisey & Dolley, Canine Scent Detection for bed bugs, termite inspections, dry-zone moisture systems, exclusion work. Remember, don't get bugged, call LADYBUG!

Pest Control

Orkin Pest Services

Clayton Rorie

P: 410-546-1346 **F:** 410-546-9245 crorie@rollins.com

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.

Royal Pest Solutions

David Grinnage **P:** 302-322-3600 **F:** 302-378-2708

 $dgrinn \underline{a} ge@royalpest.com$

www.Royalpest.com 53 McCullough Dr. New Castle, DE 19720

We provide a planet-friendly service to protect your home, family, and business from harmful and destructive pests.

Terminix Commercial

David Hoster

P: (410) 726-1485 **F:** (410) 546-1687 dhoster@terminix.com www.terminix.com

2020 Shipley Dr. Unit A5 Salisbury, MD 21801

Commercial and Residential Pest Control.

Pet Services

Paws & Claws Etc.

Joan Rooney

P: 410-213-7490

pawsclaws2002@verizon.net

www.pawsclawsetc.com 11934 Ocean Gateway

Ocean City, MD 21842

For quality, wholesome, healthy products for your pets, Paws & Claws is the place to go. Our knowledgable, friendly staff is here to help.

South Paw Pet Resort

John Niemiec **P:** 410-835-2275
southpawpetresort@msn.com
www.southpawwillards.com
8004 Burnt Mill Road
Willards, MD 21874

The South Paw Pet Resort is conveniently located between Ocean City and Salisbury. Here at South Paw we take personalized care and attention to a whole new level. We understand that every pet has their own unique personality and we cater to this to create an exceptional experience for both pets and their owners. You will be able to rest easy while your away knowing your pets are getting the best care available.

POS Point of Sale Systems

DBS Inc.

Matt Borrelli

P: (302) 395-0900 ext.100

F: (302) 221-5620 jmarek@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.

Micros Systems - Mid Atlantic Region

Carla Dekker **P:** 443-285-6000

F: 443-285-6551

cdekker@micros.com

www.micros.com

7031 Columbia Gateway Dr.

Columbia, MD 21046

Point of sales technologies for the hospitality industry.

Skyware Systems, LLC

Robert Palloni

P: 240-832-0080

bpalloni@skywaresystems.com www.skywaresystems.com 10034 Old Frederick Terrace

Frederick, MD 21701

Providers of full-service property management

software.

Printers

Chocklett Press

Donald LeCarpentier **P:** (540) 345-1820 **F:** (540) 342-6526
donaldL@chocklettpress.com
www.chocklettpress.com
2922 Nicholas Ave NE
Roanoke, VA 24012
Full-service printing company.

Donihe Graphics / Typecraft Press

Tara Murdock **P:** 423-963-6830
tmurdock@donihegraphics.com
www.donihe.com
PO Box 1788
Kingsport, TN 37660
Donihe Graphics, a commercial printing
division of Champion Industries, provides
printed materials to a variety of industries
including travel and tourism. We take pride
in meeting our commitments with consistent,
high quality products and on-time delivery.

Property Maintenance

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.

Applied Building Technologies, Inc.

Anne Levine

P: (410) 585-0225
F: (410) 585-0233
anne@appliedbldgtech.com
www.appliedbldgtech.com
4105 Pinkney Road
Baltimore, MD 21215
Applied Building Technologies is an IKECA certified kitchen exhaust cleaner who can provide total kitchen cleaning services, filt

certified kitchen exhaust cleaner who can provide total kitchen cleaning services, filter exchange service, equipment cleaning, and grease trap cleaning. Proud member of the Restaurant Association of Maryland and OCHMRA. Call us for the most professional kitchen exhaust cleaning you have ever experienced.

Atlantic Aluminum Products

Patricia Gillespie
P: (302) 349-9091
F: (302) 349-0138
patricia@aaprailing.com
www.www.aaprailing.com
12144 Sussex Highway
Greenwood, DE 19950
Atlantic Aluminum is the area's premiere
provider of railing systems, balconies, stairs,
pools and handrail applications. We will
work with your specific design ideas to add
architectural beauty and maintenance free
durability to your building.

Brasure's Carpet Care, Inc.

David Brasure

P: (302) 436-5652 **F:** (302) 436-9907

peggy@brasurescarpetcare.com www.brasurescarpetcare.com 35131 Lighthouse Road Selbyville, DE 19975

Serving OC since "83" with our fleet of truck mounted, self contained carpet cleaning machines, and certified technicians, we handle from 1 room to 100 motel rooms per day. Restaurants are cleaned 24 hours a day to suit your needs.

CARE Property Services Inc.

Jordan Lehr

P: (717) 514-8449 F: (814) 308-5018 jlehr@callcarefirst.com www.callcarefirst.com 434 Peepytown Rd. East Berlin, PA 17316

C.A.R.E. Property Services - Water/Mold/ Fire Mitigation/Restoration/Weatherization; Our tagline "Call CARE first, the only call you need" says it all. A single source company for commercial & residential properties. For your cleaning, construction, mechanical and restoration needs.

Property Maintenance

Custom Mechanical, Inc.

Chris Megee

P: (800) 233-5177

chris@custommechanical.com www.custommechanical.com

PO Box 1479

Bethany Beach, DE 19930

Custom Mechanical is one of the last and largest independently owned and operated heating & cooling operations on the Eastern Shore. We have over 20 vehicles to service all your Plumbing, Heating & Air Cond. Needs - with 24 hour service.

DE Elevator

Don Cook

P: (443) 880-2075 **F:** (410) 749-2116

dcook@delawareelevator.com www.delawareelevator.com

2210 Allen Drive Salisbury, MD 21801

DEI Delaware Elevator Company is a full service company. We install service and repair commercial elevators. We have been in business for more than 50 years, and are a family-owned business, with three generations of elevator experience installing elevators in motels, hotels. Our goal is to provide responsive service for you.

Duhart Co.

Ron Fowler

P: 804-379-0150 **F:** 800-621-1107 ronfowler@duhartco.com www.duhartco.com 1225 Mall D12 Richmond, VA 23235

Manufacturer's representatives of plumbing

products.

Easco Laundry Systems

Danny Massey **P:** (410) 749-7037 **F:** (410) 341-0481

dmassey@eascolaundry.com

www.eascolaundry.com

PO Box 3461

Salisbury, MD 21802-3461

Delmarvas leading supplier of industrial and coin operated laundry equipment and supplies.

ECS Mid-Atlantic

Terra Barnes

P: (410) 352-5104 **F:** (410) 352-5723

tbarnes@ecslimited.com www.ecslimited.com 1340-A Charwood Rd.

Hanover, MD 21076

ECS Mid-Atlantic, LLC provides environmental and facilities consulting for the built environment. From investigation through design and rehabilitation, ECS provides services from mold surveys and indoor air quality assessments to property condition assessments.

Energy Smart Industry

Carmen Meo

P: 443-373-5490 **F:** 410-641-7322 C.Meo@mchsi.com

www.energysmartindustry.com

12 Candy Tuft Lane Ocean Pines, MD 21811

Manufacturer of LED lights, total green company. Solar farms and power plant.

Glidden Professional/ICI Paints

Chris Smack

P: (410) 289-5203 **F:** (410) 289-9351

store0412@akzonobel.com

www.gliddenpaint.com

107 8th St

Ocean City, MD 21842 Full Service paint store

Graybar Electric

Lisa Short

P: (302) 322-2200 **F:** (302) 322-1347

lisa.short@graybar.com

www.graybar.com 43 Boulden Blvd.

New Castle, DE 19720

Wholesale electrical distributor

Herl's Bath and Tile Solutions

Greg Herling

P: (410) 219-9033

F: (410) 219-5790

sally@herlsinc.com www.herlsinc.com

31440 Winterplace Parkway

Salisbury, MD 21804

Offering bathroom renovation, tub-to-shower conversions, tile installation, fiberglass reglaze and repair.

Property Maintenance

Kone, Inc.

Mike Coppola

P: (410) 320-0223 **F:** (410) 766-2231

michael.coppola@kone.com

www.kone.com

7670 Baltimore Annapolis Blvd.

Glen Burnie, MD 21060

Elevator & Escalator maintenance, service repair, modernization, and installation.

Mid-Atlantic Lighting Solutions

Mike Crosby

P: 410-819-3311 **F:** 410-819-0002

mikecrosbyenergy@aol.com

7574 Tour Dr Easton, MD 21601

Energy saving lighting retrofits. Save 60%. Trade ally with Pepco, Delmarva Power. Utility

pays up to 80% of the cost.

New Lighting Solutions

Adam Harmon

P: (843) 694-6469 **F:** (888) 624-8378

adam.harmon@nls-led.com

www.nls-led.com

29 Broad St.

Charleston, SC 29401

One of the world's leading manufacturers of power LED's. We specialize in minimizing lighting costs while providing high quality lighting. Let us help you with all your lighting needs.

Otis Elevator

Daniel White

installation.

P: (410) 636-9521 **F:** (860) 755-2618 Peter.Postoian@otis.com www.otisworldwide.com 4999 Fairview Ave. Linthicum, MD 21090 Otis Elevator is the world's leading manufacturer, installer, and maintainer of elevators, escalators, and moving walkways. Locally based in Bishopville, we customize our services to fit your vertical transportation needs of maintenance, repair, and new

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.

Royal Plus, Inc.

Matt Odachowski

P: (410) 677-3473 **F:** (410) 632-2005

info@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

Cassie McMillan

P: (410) 213-9341 **F:** (410) 213-9343

sw5285@sherwin.com

www.sherwin-williams.com

11932 Ocean Gateway

Ocean City, MD 21842

Sherwin-Williams is a specialty paint and wallcovering retail store. We pride ourselves on excellent customer service and are a great business to work with.

Shore Appliance Connection

Duane Larmore

P: (410) 749-2161

F: (410) 749-7105

dlarmore@shoreappliances.com

www.shoreappliances.com

307-A Civic Avenue

Salisbury, MD 21804

Appliance Sales, Service and Installation

Property Maintenance

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.

Tecta America

Regina Villari

P: (410) 219-7980 **F:** (410) 219-3320

rvillari@tectaamerica.com www.tectaamerica.com 302 S. Division Street Fruitland, MD 21826

Tecta America is a commercial roofing contractor qualified in all aspects of roofing and certified by most major manufacturers of roofing material including metal roofing. We also have 24/7 service crews to handle all of your emergency repairs.

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

Commercial epoxy flooring - installation and repair. The perfect solution for back-of-house areas where a seamless, non-skid, non-porous floor surface is required. If you are repairing, renovating, or building, we offer rapid installation over existing, sound substrates. Contact us for OC references and a free estimate!

Real Estate

Peck Miller Group (peckmiller.com)

Peck Miller

P: (443) 880-2341 **F:** (410) 723-4224 peck@peckmiller.com www.peckmiller.com *P.O. Box # 4075 Ocean City, MD 21843*

Peck Miller of Peck Miller.com, with his affiliation with Coldwell Banker, specializes in Commercial and Residential Sales, Leasing and Development.

Sperry Van Ness-Miller Commercial Real Estate

Henry Hanna III

P: 410-543-2420

F: 410-5543-1439
kturner@bankofdelmarva.com
www.bankofdelmarva.com
206 E. Main Street
Salisbury, MD 21801
Commercial Real Estate specializing in restaurants, hotels, motels and land development in Ocean City, MD.

Valbridge Property Advisors

David Brooks

P: 410-423-2300

F: 410-423-2360
dbrooks@valbridge.com
htwww.valbridge.com
6240 Old Dobbin Lane, Suite 140
Columbia, MD 21045
Commercial appraisals. We appraise hotel/
motel, restaurant, office, retail, condominium
developments and vacant land.

Shopping

Coastal Hospice Thrift Shop

Kaye Hearn
P: 410-641-1132
khearn@coastalhospice.org
www.coastalhospice.org
10445 Old Ocean City Blvd
Berlin, MD 21811
Great thrift shop located in Berlin MD

Shopping

Malibu's Surf Shop

Lee Gerachis

P: (410) 289-3000 malibus@yahoo.com www.malibus.com 713 North Atlantic Ave Ocean City, MD 21842 Since 1986, Malibu's Surf Shop has been providing all of your surfing needs. Though small in size, we pride ourselves on our surfboard selection, clothing, and accessories. All of our surfboards are hand shaped with no overseas factory production, making each board a unique work of art. Lessons are offered every morning at 8 and 9am with occasional

5:30pm appointments. Additionally, we rent

stand up paddle boards and surf boards.

Oueenstown Premium Outlets

Donna Judy

P: 410-827-8699 **F:** 410-827-5627 djudy@simon.com www.premiumoutlets.com/queenstown 441 Outlet Center Dr Queenstown, MD 21658 Outlet Center ~ Find an impressive collection of 65 designer and name brand outlet stores at savings of 25% to 65% every day!

Senor Cigars, Inc. Carolyn Kennington

P: (410) 524-2069 **F:** (410) 524-8770 Bruce@senorcigars.com www.senorcigars.com 7809 Coastal Hwy. Ocean City, MD 21842 Areas largest Cigar store. Over 40,000 cigars, including Legal cubans, Premium hand rolled cigars. Cigar rolling events thru the summer. Courteous knowledgable staff to help with that special gift or a new cigar for you. We specialize in hard to find cigars.

South Moon Under

Taylor Schlette **P:** (410) 524-4567 tschlette@southmoonunder.com www.southmoonunder.com 8019 Coastal Hwy. Ocean City, MD 21842 Originating as a small surf shop in 1968, South Moon Under has evolved into a unique, upscale fashion retailer. We seek to offer an eclectic

mix of interesting, high quality, reasonably priced products that stand out in the market. South Moon Under currently operates 15 stores in the mid-Atlantic area, VA, MD, PA, and DE in addition to an E-commerce site.

Tanger Outlets

Wendy Ingold **P:** (410) 213-7898 **F:** (410) 213-1538 rkelly@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.

Spa Services

Creative Day Spa

Sandy James **P:** 410-250-8664 creativedayspa@verizon.net www.creativedayspa.com 137th Street and Coastal Highway Ocean City, MD 21842 Full service Day Spa offering over 100 services from hair cutting, coloring, nail care, pedicures, skin care, waxing, massage, make up and more! On-line booking and gift cards at creativedayspa.com.

Robin Walter Salon & Day Spa

Laurie Heller

P: (410) 208-2576 **F:** (410) 208-1576 laurie@robinwalterdayspa.com

www.robinwalterdayspa.com 11007 Manklin Creek Rd. #1

Berlin, MD 21811

An upscale full-service salon & spa in Ocean Pines. It's experienced staff are dedicated to research, continued education & training to ensure the best treatments & care for their clients.

Telecommunication

ARG Communications

Joe Ruggieri

P: 302-225-2000 F: 302-225-2010 joe@whyarg.com www.WhyARG.com 612 S. Colonial Avenue Wilmington, DE 19805

Telephone Systems ~ Hosted/Hybrid/Digital, Video surveillance, Card access, Wireless access points, Voice and Data Cabling.

Comcast Business

Sharon Slotterback **P:** (410) 520-2810 **F:** (410) 723-4511

Sharon_Slotterback@cable.comcast.com

www.comcast.net 8301 Coastal Hwy. Ocean City, MD 21843

Delmarva Two Way Radio, Inc.

Milton Warren **P:** 410-213-1364 **F:** 410-213-7847

milt.warren@delmarvatwoway.com

www.dmvcell.com

12636 Sunset Ave, Unit H-1

Ocean City, MD 21842

We still keep the philosophy that "The Customer comes first." So we have a staff of technicians that are available to assist with minor issues such as programming or radio antenna repair to something major such as 911 system failures or a radio tower issue.

Verizon Wireless

Sean Christenson **P:** (240) 568-1134 **F:** (240) 568-1442

joy.liggon@verizonwireless.com

www.verizonwireless.com

7600 Montpelier Rd. 3rd Floor -

Marketing Dept. Laurel, MD 20723

Verizon Wireless operates the nation's largest and most reliable wireless voice and 4G network, and leads the industry by offering the highest quality products and services while introducing innovative technology solutions.

Uniforms

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

We provide screenprinting, graphics, embroidery and all your promotional products needs. Atlantic Embroidery is locally owned and operated.

New Wave

Cathy Donovan

P: 410-213-9283

F: (410) 213-1150

info@ocnewwave.com

www.ocnewwave.com 12703 Sunset Ave. 5

Ocean City, MD 21842

New Wave, your one stop shop for all of your screen printing, embroidery, and promotional product needs. Let us help your business grow with creative marketing solutions that go beyond simple advertising. Locally owned and operated for over 30 years in Ocean City and surrounding areas.

Red Sun Custom Apparel, Inc.

Lucie Moore

P: (302) 988-8300 **F:** (302) 988-8430

Idmoore@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

APPI Energy

Carrie Shepard
P: 800-520-6685
F: (410) 749-8769
cshepard@appienergy.com
www.appienergy.com
224 Phillip Morris Dr. Ste. 402
Salisbury, MD 21804
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.

City Media Group LLC

Tony Prochazka

P: (410) 205-2467
info@city-media-group.com
www.city-media-group.com
P.O. Box 1346
Ocean City, MD 21843
Wi-fi, High-speed wireless internet with 24/7
support. City Media Group LLC provides hotels,
motels, marinas or restaurants with fast,
secure and easy to use wi-fi internet for all

Delmarva Power

hospitality quests.

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 Electric Utility

Eastern Shore Gas Co

Steve Ashcraft
P: (410) 524-7230
F: (410) 524-2089
sashcraft@easternshoregas.com
11934 Ocean Gateway Ste. 11
Ocean City, MD 21842
Utility Gas Co. Serving the Area with gas & appliances.

FLS Energy

Daniel Steelman
P: 828-350-3993
F: 828-350-3997
dsteelman@flsenergy.com
www.flsenergy.com
130 Roberts St

Ashville, NC 28801-3129 FLS Energy specializes in commercial, industrial, and utility-scale solar energy systems that provide hot water and electricity to our clients as a hedge against rising energy costs and a clean source of energy.

Ridgely & Associates

Kevin Ridgely
P: 410-987-7335
kevin.ridgely@yahoo.com
749 Rock Elm Court
Millersville, MD 21108
Provide multiple services in energy & energy
efficiency space: procurement of electricity,
energy efficiency upgrades and financing for
energy efficiency products.

Watersports

Ayers Creek Adventures

Suzy Taylor

P: 443-513-0889

info@ayerscreekadventures.com www.ayerscreekadventures.com 8628 Grey Fox Lane

Berlin, MD 21811

Experience first hand the vast array of wildlife including bald eagles, herons, egrets, osprey, ducks, otters, and white tail deer as you paddle these peaceful waters. The coastal bays watershed exhibits the highest diversity of habitats and living creatures in Maryland. Join us for a guided eco-tour or explore on your own in one of our rental kayaks, canoes or stand up paddle boards following our detailed water maps and wildlife guides.

Odyssea Watersports

Ron Crocker

P: 410-723-4227
sales@odysseawatersports.com
www.odysseawatersports.com
5003-C Coastal Hwy
Ocean City, MD 21842
Family owned & operated offering Jetski
Rentals, OC Screamer, Scooter Rentals,
Parasailing, Pontoon Boat Rentals, Kayak
Rentals, Stand Up Paddle Board Rentals,

Rentals, OC Screamer, Scooter Rentals, Parasailing, Pontoon Boat Rentals, Kayak Rentals, Stand Up Paddle Board Rentals, Paddle Boat Rentals, Surfing Lessons and Board Rentals, Fishing Skiff Rentals, Sky Diving, Deep Sea Fishing!

Watersports

Paradise Watersports

Tyler Barnes

P: 410-213-SOAR

tyler@paradiseparasailing.com www.paradise-watersports.com

12913 Ocean Gateway Ocean City, MD 21842

Paradise Watersports is the largest Watersports facility in Ocean City with the most exciting activities to do in one place! Our staff is highly trained and focused on your safety! We are located to the left of the Rt. 50 bridge just before you enter Ocean City at Hooper's Crab House. Plenty of free parking! So stop by, enjoy some seafood, have some cold drinks, and let us take you on a parasailing adventure that you will never forget!

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.