

OCEAN PINES CHAMBER
OF COMMERCE
11031 CATHELL ROAD
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Chamber Chatter

Volume 26, Issue 3

November/December 2018

2019 Board of Directors

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HONOREES

**Congratulations to our
2018 Community
Leaders of the Year**

Business of the Year
Atlantic Physical Therapy

Non Profit of the Year
Lower Shore Land Trust

**Ambassador of the
Year**
Leslie Zimmerman

Citizen of the Year
Charlotte Cathell

Director's Corner

This is exciting! My first Chamber Chatter. Having only been the Executive Director for two months, I am still learning the ropes but I am very fortunate to have an active Board of Directors, wonderful Ambassadors and our bookkeeper of ten years, Sherri, to show me the way.

I am also seeing just how strong the dedication to the community is among our Chamber membership. The economic growth and expansion in our once quiet hamlet is astounding. So many new businesses and those we've embraced for years are expanding their footprints as well.

As our business community expands, so will your Chamber. At our annual Awards & Installation Harvest Ball on

November 8, we installed three new members and welcomed back a familiar face. Wes McCabe is rededicating himself and joining us in welcoming Scott Gardener of FYZICAL Therapy and Balance Centers, Olive Mawyer of OLEA Event Planning & Marketing and Allen Duncan with GSB Media.

We say a grateful THANK YOU to Patty Dundore of American Granite and Tile for her Board tour of duty and wish her well! We also thank Michael Mathers for his leadership as Board President this past year. He promises to stay close and guide us into a year full of changes.

In 2019, we will be bringing back old favorites like the Fee Free Raffle and creating new ways for our members to stay engaged and increase their bang for their membership buck! Make sure you are taking advantage of all the Chamber

has to offer and stay alert for the upgrades coming soon.

Personally, I want to thank everyone who has reached out to me, welcoming me to the Chamber. I look forward to working FOR YOU and am always open to hear suggestions. Contact me directly at Kerrie@oceanpineschamber.org.



From the President

It is my absolute pleasure to have been elected by my peers on the Board to serve as President for the Ocean Pines Chamber of Commerce for 2018-2019! Ocean Pines and the surrounding areas are a unique and special place that some of us get to call home! I humbly accept and look forward to the challenges and duties that lay ahead of our chamber and myself for the upcoming year.

One message I want to be very clear about is for our members

to make your membership worth it! Come out, be seen in our community and get involved! We will have plenty of opportunities for volunteers to network and get their brand and message across to residents of Ocean Pines as well as fellow businesses. If you have any interest in getting involved and serving on one of our committees, or helping out at events please let us know, we would love to have you be more involved!

I openly welcome ideas, comments or suggestions that you may have to make your Chamber of Commerce better

for you! This is your chamber; we are here to help make your membership worthwhile to you and your business. Our door is always open so please feel free to contact our Executive Director, Kerrie Bunting, or myself; we would love to hear some of your thoughts!





Michael Mathers
of the Law Office of
Michael B. Mathers, P.A.
Chamber Past President

Parting Words...

I first joined the Chamber of Commerce in 2014 because I had just started a solo legal practice and wanted to see it grow. In those early years, advertising and putting on public seminars all helped to get the phone to start ringing, but one of the most successful ways I got my name out was by volunteering and helping with community activities; or just attending and being present at events in the area.

The close relationship between community service and business growth became even more clear when I joined the

Chamber's Board of Directors and then spent the last year serving as the President of the Board. A chamber of commerce is an interesting thing; it's a community minded non profit whose primary goal is support for local businesses. One example of this was at our annual Awards Dinner last week when, among other awards, we recognized a business of the year and a non profit of the year. More often than not, our business of the year has been a regular supporter of community non profits, and our non profit of

the year regularly makes referrals to local businesses and utilizes services provided by our members.

With the view from the Presidency, I've had the pleasure of seeing successful people give back, and seeing people who care deeply about our town become successful. Although my term as president is over, the inspiration I've received from our members, both as entrepreneurs and as community stakeholders, will stay with me for a long time.



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IT Headaches?

As all of us Chamber members know, growing a business from scratch is like rolling a boulder up a hill – anyone who says otherwise is selling something! I started in business by building and repairing personal computers out of my home in 2000 (trust me, not so glamorous as Silicon Valley makes it sound). Today, Cards Technology has grown to serve over 100 small and medium sized businesses in and around the Delmarva region.

When you're a one person shop like I was, you have to

wear every hat. But as your business expands and your technology challenges grow, you have to make choices on where you invest your efforts. What's clear is that you shouldn't be spending more time solving IT problems than serving your customers. When that starts to happen, it's time to consider partnering with a managed IT provider like Cards Technology. We deliver the full range of technology solutions so that you can manage your business, confident that your IT is

 **Cards**
Technology

helping achieve your business goals. We all know the insane amount of time and dedication it requires to build a business. When the time comes to seek out technology support, I hope you'll reach out to me and let me help you with the next chapter in your business's story. You can contact me at (410) 208-3933 or email me at scard@cards-tech.com.

Sam Card
Founder & CEO
Cards Technology

What is “Aging In Place?”



Today, statistics demonstrate that the majority of our senior population in the United States plan to stay at home for as long as possible, despite changes in health, mobility, or cognition. Local home care providers like Lifematters have stepped up to the challenge, providing more opportunities for care and assistance at home than ever before; this includes services ranging from cooking or light housekeeping to meal preparation and personal care.

These services provide multiple benefits for our aging population. Overall, it means home care might be an option for a larger number of clients, including those who need:

- Help around the house (dishes, laundry, cooking) • Assistance getting to and from appointments • Medication reminders • Grocery shopping • 24/7 assistance or supervision for safety and comfort • Companionship & socialization

Factors to consider when determining the best option for you or a loved one include the cost of services and options for payment, the availability of family in the area, and, most importantly, your loved one's preferences.

What are the benefits of home care?

- ◆ Home care offers cost savings. By providing only the services people need at home, home care can significantly reduce the cost of care.
- ◆ Home care maintains dignity. Clients who receive home care have the privilege of establishing trusting relationships with consistent caregivers and receive care in the privacy of their home.
- ◆ Home care allows people to maintain things that mean the most to them while still getting the assistance and care they need – the familiarity of home, the comfort of their own bed, and all of those memories left at the kitchen table throughout the years.
- ◆ Home care provides safety benefits. Our aging population is at higher risk of falls due to reductions in vision, hearing, balance, and mobility. Familiar surroundings can decrease this risk.
- ◆ Home care promotes nurturing relationships. At home, clients can welcome guests, invite family overnight, and have private conversations without interruption maintain self-esteem and dignity.

Why Home Care Is Important:

Today's senior population is aging in a different way than just 50 - 70 years ago. People are living and staying mobile for longer, and there are more ways to allow people to age in place. Home care is a trusted solution for keeping loved ones safe, happy and comfortable as they age. Plus, it's what the aging population wants – nearly 90% of seniors say they want to age in place.

For FREE information about home care options, contact Tony D'Antonio or Kevin Gates with Lifematters at 410.341.0600.

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New Chamber Members

OLEA Event Planning & Marketing Solutions

Olive Mawyer
(410) 804-6387
Omauyer@gmail.com

Matt Ortt Companies, LLC

Matt Ortt
(410) 973-2838
matt@mattorttcompanies.com

Casual Designs Furniture

Elaine Sapp
(410) 629-1717
info@casualdesignsfurniture.com

Most Blessed Sacrament Catholic School

Principal Mark Record
(410) 208-1600
mostblessedss@yahoo.com

OC Affordable Auto

Kevin Birch
(410) 289-6380
ocaffordable1@gmail.com

Seaside Plumbing

Lauren Martin
(410) 641-1368
seasidelauren@gmail.com

Lifematters

Anthony D'Antonio/
Kevin Gates
(410) 341-0600
kgates@lifemattersusa.com

Windmill Creek Winery & Vineyard

Jeannie Mariner
(410) 251-6122
windmillcreekvineyard@gmail.com

Salon by the Sea

Theresa Parsley
(443) 664-2205
salonbythesea@comcast.net

Plak That

Wyatt Harrison
(443) 664-6268
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cmiller@bankofoceancity.com

So Many Ribbon Cuttings!

Congratulations!



PRMC Endocrinology Office In Berlin



My Backyard store in Manklin Creek



Shore Wellness & MedSpa in The Pavilions



Bluebird Farms' Five Year Anniversary



Windmill Creek Winery & Vineyard



FYZICAL Therapy and Balance Centers in the Pavilions



Worcester County ReStore/Habitat for Humanity



Seaside Christian Academy celebrates 20 Years



Atlantic Physical Therapy in Berlin



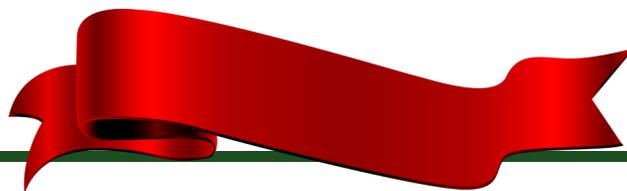
Lower Shore Land Trust's Bee Hive in Snow Hill



Key Financial Services



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THANK YOU again
to our **Harvest Ball**
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- ◇ Atlantic General Hospital
- ◇ Peninsula Regional Medical
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- ◇ Shamrock Realty Group
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- ◇ Coastal Hospice
- ◇ i.g. Burton
- ◇ Ferris Blinds
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Thank You for Your Continued Faith in Your Chamber!

1 Year

- ◆ North Star Heating
- ◆ Coastal Drug & Royal Café
and Creamery
- ◆ Edward Jones Financial/
John Bennis
- ◆ Key Financial Services

2 - 5 Years

- ◆ Marina Deck Restaurant
- ◆ RJ Lock & Security
- ◆ Park Place Jewelers
- ◆ Worcester County
Developmental Center
- ◆ Seacrets
- ◆ Seacrets Distilling Company
- ◆ OC Paintball & Sports
Center
- ◆ An Optical Galleria
- ◆ VCA Delmarva Animal
Hospital
- ◆ Piney Island Construction
- ◆ Seaside Christian Academy

6 - 10 Years

- ◆ Berlin Nursing &
Rehabilitation
- ◆ Red Sun Custom Apparel
- ◆ Spicer Brothers
- ◆ The Woodlands
- ◆ Dentistry in the Pines
- ◆ Coastal Wealth
Management
- ◆ West Ocean City Injury &
Illness
- ◆ Poole Contracting
- ◆ Atlantic Dental
- ◆ Taylor Termite & Pest
Control
- ◆ Jolly Roger Amusement
Park

11-20 Years

- ◆ Atlantic Moving Systems
- ◆ All Gentle Dental
- ◆ Cards Technology
- ◆ J.T. Novak, LLC
- ◆ M & T Bank
- ◆ Ocean Downs Casino
- ◆ Bank of Ocean City
- ◆ Kitty's Flowers

OVER 20 YEARS!

- ◆ Ayers, Jenkins, Gordy,
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- ◆ 1st Shore Federal Saving &
Loan
- ◆ Lifestyle Builders



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YOU!

So Many Ways to Advertise With Your Chamber

WEEKLY EBLASTS

Do you have an event, fundraiser, seminar or great news to share with your Ocean Pines community? Let us know and we'll help you promote it!

It is free to place items in our Tuesday eblasts. For a more "stand out" ad, we can send your news out in a separate eblast (typically on a Thursday). There is a nominal fee for this service.

CHAMBER CHATTER

Hopefully, you have noticed some of your fellow Chamber members' advertisements in this newsletter.

This newsletter will go out, every other month, through direct mail as well as email, to over 400 community leaders. Prices depend on ad size and run duration.

CHAMBER WEBSITE

Your company logo can get noticed by every visitor to our website! Purchase your banner space soon to start off the new year.

ANNUAL BUSINESS DIRECTORY

Beginning in January, we will be offering ad space in our annual business directory. This 40 page, glossy, magazine style publication, goes to 10,000 residents, businesses and government agencies across the lower shore. As a member, you are automatically listed in the directory but it's the ad space that really makes you stand out! Price depends on ad size. Make sure to budget for this great opportunity!

ADVERTISE
WITH
US



A first on the Eastern Shore in Prostate Cancer Detection

Atlantic General Urology is now offering MRI fusion-guided biopsy to more accurately detect and treat prostate cancer sooner in men.

Before the cutting edge technology came to Atlantic General Hospital, patients had to be referred to healthcare providers as far away as Washington, D.C. or Baltimore to have this type of diagnostic.

Traditionally, men on the Eastern Shore with an elevated prostate-specific antigen (PSA) level or irregular digital rectal exam (DRE) would undergo a segmental prostate biopsy to detect cancerous lesions. A specialist would use ultrasound to guide the biopsy needle, and take random biopsies of the twelve quadrants of the prostate, potentially missing any suspicious tissues that are present.

With the UroNav MRI fusion-guided biopsy, the physician is able to more clearly visualize the prostate and any lesions in real-time, using an MRI overlay of the ultrasound. The MRI image allows the physician to pinpoint the exact tissue to biopsy. As a result, high risk prostate cancers can be detected sooner, leading to earlier interventions with fewer potential treatment complications.

Research conducted by the American Medical Association shows that targeted biopsy such as the UroNav MRI fusion-guided biopsy diagnosed 30 percent more high-risk cancers versus the traditional biopsy method.

Dr. James Cherry, a urologist at Atlantic General Urology, performed the first MRI fusion-guided biopsy on the Eastern Shore in late September.

"To now have this kind of biopsy available here on the Eastern Shore, it's great because patients don't have to travel, they can do it close to home," said Dr. Cherry.

At age 50, men should begin getting regular prostate screenings. For men with a family history of prostate cancer, it's recommended that men begin screenings at age 40. For more information, call Atlantic General Urology at 410-629-6277.

Let's Hit 2019 Out of the Park!

Does any of this sound familiar to you – writing new budgets, marketing plans, ROI's, charts and maybe even splurging for a new 2019 bullet journal or daily planner for yourself? Consider adding tools from your Ocean Pines Chamber of Commerce membership to help you maximize and put those 2019 intentions into reality. We have a variety of marketing, special events, and network of motivated professionals ready to support your goals.

I have the pleasure of serving as an Ambassador for the Ocean Pines Chamber of Commerce. I'm always looking for new ways to continue living my intentional lifestyle, being an Ambassador is a fulfilling part of that goal. Being named the Chamber's 2018 Ambassador of the Year has been an honor and I intend on living up to that title into 2019.



My fellow Ambassadors and I are eager to connect you to everything the chamber and it's membership have to offer. Drop me a line at leslie.zimmerman@homeinstead.com with your top 2019 goals and how the Chamber might be able to help you achieve your 2019.

Want to get involved with the Ocean Pines Chamber? Becoming an Ambassador is the perfect first step. We assist with all events the Chamber hosts and are the liaisons for all Business After Hours and Ribbon Cuttings for our members. Contact the office for more information, we'd love to have you join us!



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HISTORY OF THE OCEAN PINES CHAMBER OF COMMERCE

The planned community of Ocean Pines opened for business in July of 1968. Nestled on 3,500 acres of former farm and wooded land with over nine miles of waterfront property, Ocean Pines began as a quiet resort area. While the five mile distance from Ocean City has not changed, the face of Ocean Pines has aged gracefully over the decades. Following a rapid growth and development of both the residential and business communities, the Ocean Pines Chamber of Commerce was organized as a separate entity for the benefit of business and commercial interests in 1975. In the first twelve months of existence the Chamber grew to 65 members. Today our Chamber boasts a membership of some 300 businesses and we continue to grow as we cater to the year round business and consumer communities.

FIND US ON SOCIAL MEDIA



JOIN • ENGAGE • GROW!

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RIBBON CUTTINGS

- ◆ Nov 24 1:00pm—4pm
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HOLIDAY PARTY

- ◆ Dec 13 4:30pm—6:30pm
Chamber office

ALL ARE INVITED!

ANNUAL BUSINESS EXPO

- ◆ March 14 @OP Yacht Club

Interested in hosting a Power Hour Breakfast or Business After Hours? Maybe you have an anniversary coming up worthy of a ribbon cutting/rededication ceremony? Get on our calendar soon!



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