Philip E. and Carole R. Ratcliffe Foundation

# Shore Hatchery Program at Salisbury University

ANNUAL REPORT 2026




PHILIP E. & CAROLE R. RATCLIFFE FOUNDATION

SHORE HATCHERY

FRANKLIN P. PERDUE SCHOOL OF BUSINESS
Salisbury University
40TH ANNIVERSARY

SALISBURY UNIVERSITY

# Table of **CONTENTS**


4 Foundations of Innovation
5 2026 Impacts
6 Fall 2025 Competition Winners
7 Spring 2026 Competition Winners
8 Eastern Shore Economic Development
10 Technology & Commercialization
12 Sustainability & Social Impact
14 Business Index
37 Other News
42 Board of Directors





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EDIT
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RESET

# Foundations of **INNOVATION**

## The Story of the Shore Hatchery Competition

The Shore Hatchery competition was established in 2013 with generous contributions from the Philip E. and Carole R. Ratcliffe Foundation. Over the past 13 years, the competition has distributed over $2.5 million in funds to Mid-Atlantic startups and aspiring entrepreneurs. Our goal is to help entrepreneurs overcome critical obstacles to venture formation and growth with cash grants of up to $50,000, leading to the creation of new jobs.

Around 60 companies apply for funding each year. Half are selected to compete in all-day competition events, which occur twice a year during the fall and spring semesters. Each event consists of an exhibit tradeshow and a pitch competition. The competition judges are business and community leaders from the Eastern Shore and representatives of the Ratcliffe Foundation. Between 10-15 companies are ultimately awarded a share of the $200,000 in funds distributed annually. Winners are also matched with members of the judging panel for mentorship.

Winners have self-reported estimated profits of $98 million and created over 1,241 jobs over the past decade. The Shore Hatchery has drawn national attention, including auditions for the ABC-TV series *Shark Tank*. Winners like Tania Speaks organic skincare, The Frozen Farmer ice cream, and Tip Tough finger protector have appeared on national TV networks, securing investment deals and showcasing the competition's success in fostering entrepreneurship.

The Shore Hatchery Competition continues to honor the vision of Philip and Carole Ratcliffe, supporting young entrepreneurs and contributing to the regional economy. With ongoing support from the Ratcliffe Foundation and a strong network of mentors and resources, the competition remains a cornerstone of entrepreneurial development at Salisbury University and the Mid-Atlantic region.

The Shore Hatchery competition is administered by the entrepreneurship program operated by the Perdue School of Business at Salisbury University. Shore Hatchery complements the program's other initiatives such as the Student Entrepreneurship Competitions and the Dave and Patsy Rommel Center for Entrepreneurship.

**Learn more at:**
**salisbury.edu/entrepreneurship**

Franklin P. Perdue School of Business
Salisbury University
40th Anniversary

"When SU partnered with Carole Ratcliffe and the Ratcliffe Foundation to create the Shore Hatchery program in 2013, we set out to help local entrepreneurs start or grow their businesses quickly, and the success we've seen from this program is exponential."

***- SU President Carolyn Ringer Lepre***



# 2026 IMPACTS

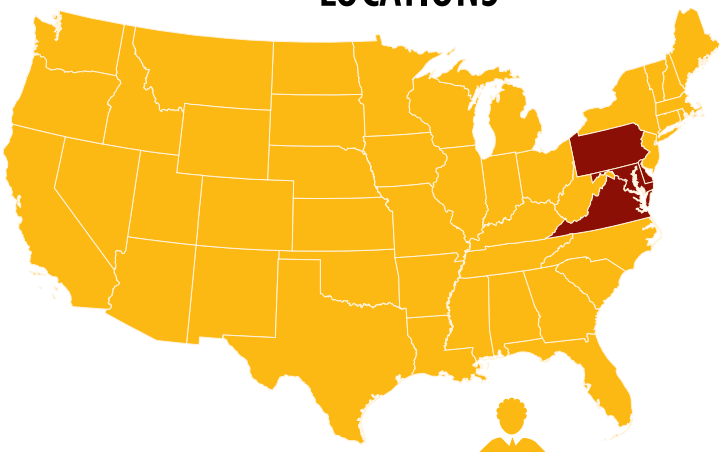


## $12,536,854
ANNUAL REVENUE

## 46
JOBS CREATED

TOTAL JOBS (ALL YEARS): 1,241

## 46 TOTAL BUSINESS LOCATIONS



Eastern Shore ⟩ 23
Across the Bay ⟩ 20
Other (Pennsylvania & Virginia) ⟩ 3

## $2,595,000
TOTAL AWARDED TO DATE

## SECTORS REPRESENTED

- Food & Beverage ⟩ 12
- Healthcare ⟩ 8
- Retail ⟩ 8
- Education ⟩ 4
- Manufacturing ⟩ 3
- Technology ⟩ 3
- Art ⟩ 2
- Beauty ⟩ 2
- Environment ⟩ 1
- Energy ⟩ 1
- Sports Instruction ⟩ 1
- Nonprofit ⟩ 1

## 150
# OF ENTREPRENEURS AWARDED

## 59%
Women-Owned Businesses

## 54%
Minority-Owned Businesses

## 5
SU Alumni-Owned Businesses

Learn more at:
shorehatchery.salisbury.edu

# FALL 2025
## Competition Winners

### 1st PLACE

**Remember Me Glass**
*Custom pet memorial glass*
*Berlin, MD, $35,000*

remember me glass™
*Turning ashes into memorial art*




### 2nd PLACE

**Good Time Health**
*Mushroom-infused coffee/tea*
*Westminster, MD, $25,000*

GOOD TIME Health



### 3rd PLACE

**Digging Deeper**
*Educational consulting for schools*
*Salisbury, MD, $12,500*

DIGGING DEEPER
EDUCATIONAL CONSULTING




### REMAINING WINNERS:

- **Divine Natural** ⟩ *$5,000*
- **Kunaya** ⟩ *$5,000*
- **Oceeto** ⟩ *$5,000*
- **Lakay Goods** ⟩ *$5,000*
- **Storytime AI** ⟩ *$5,000*
- **Strike Sense** ⟩ *$2,500*

# SPRING 2026
## Competition Winners

### 1st PLACE

**Expanding Ideas**
*Collapsible food storage containers*
*Ocean View, DE, $35,000*

ExpandaLid



### 2nd PLACE

**Taqueros Del Mar**
*Authentic Mexican catering business and food truck*
*Salisbury, MD, $20,000*

TAQUEROS DEL MAR




### 3rd PLACE

**East + Lane Studio**
*Creative workshop*
*Salisbury, MD, $20,000*

EST. 2015
EAST + LANE
INTERIORS PHOTOGRAPHY LIFESTYLE



### REMAINING WINNERS:

**Crezia Colombian Coffee** ⟩ *$15,000*

**Garden Warrior** ⟩ *$10,000*

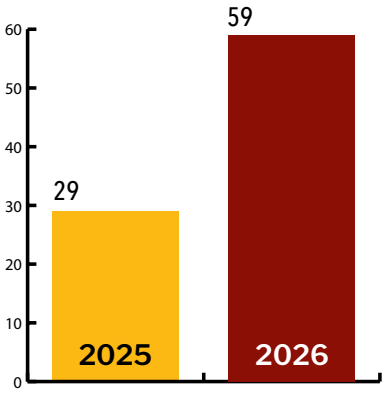
**Capy's Journey** ⟩ *$5,000*

# Eastern Shore
# ECONOMIC DEVELOPMENT

A primary purpose of the Shore Hatchery competition is to **promote economic development** on the Eastern Shore. Over the past five years, we have funded 34 Eastern Shore startups, including nine of the 15 competition winners this past year. These funds often go to **help these local businesses expand** their operating capacity or market reach by purchasing equipment or accessing new professional services. Winners typically have strong market validation and revenue.

## JOBS CREATED

**INCREASE IN # OF EASTERN SHORE JOBS CREATED OVER THE PAST 5 YEARS**




**32%** Companies with 1 or more jobs created within 3 years

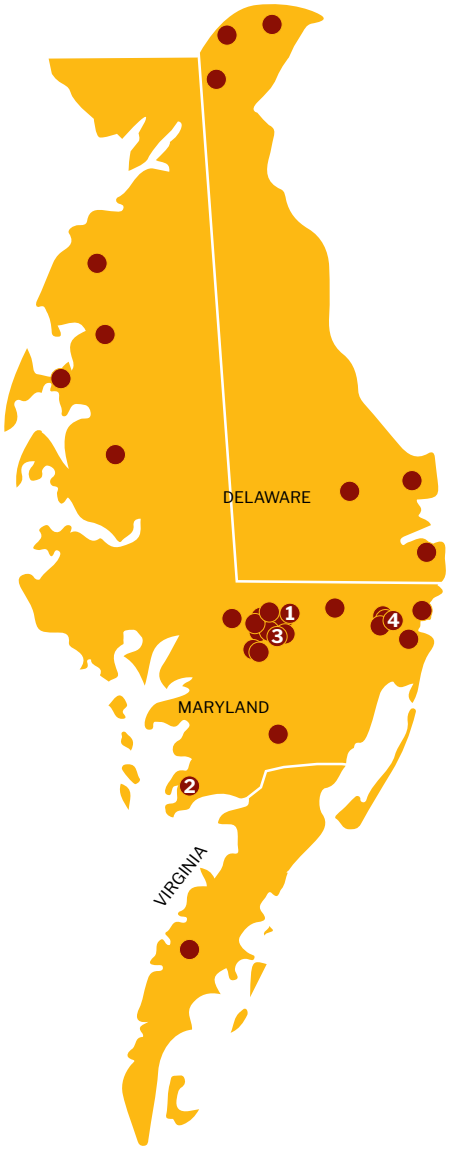
**49%** Eastern Shore/Delmarva companies



## Galaxy Gymnastics 1

**(Fall 2022)**

Chelsea Lahey of Salisbury, MD, received $20,000 from Shore Hatchery to purchase equipment and support growth in classes and programming. Galaxy Gymnastics has since expanded into a new location for after-school programs, a ninja program, and camps. The business now employs 43 people and reported $1,008,770 in 2025 revenue – making it one of the highest-revenue producing companies in the Shore Hatchery portfolio.



# Divine Natural 2

**(Fall 2025)**

Alexis, founder of Divine Natural in Crisfield, MD, used Shore Hatchery funds to purchase bulk ingredients, packaging supplies, and improve her vendor booth with a larger, more professional display. Since winning, Divine Natural has introduced additional handcrafted skincare products, enhanced its branding and packaging, and expanded participation in local vendor markets – gaining access to larger vending opportunities that were previously out of reach. The business reported $32,171 in 2025 revenue. Alexis has continued investing in her education by completing her M.B.A. while growing the business, with a long-term vision to expand Divine Natural into a full wellness brand that offers handcrafted products, esthetic services, and educational workshops.




> Winning the Shore Hatchery competition was a pivotal moment for Divine Natural. The award provided both financial support and confidence to continue building a purpose-driven business focused on natural wellness and entrepreneurship on Maryland's Eastern Shore."

# Taqueros Del Mar (Spring 2026) 3

Taqueros Del Mar, based in Salisbury, MD, received Shore Hatchery funding to purchase major new equipment, secure new commissary kitchen options, and invest in marketing and merchandise to support a move from Salisbury to Ocean City, MD. Since winning, the company has laid the groundwork for expanding production and meeting local coastal demand. The team has also begun reaching out at local events and connecting with other young entrepreneurs on upcoming collaborations.




> Every aspect of the competition helped us astronomically, from preparation, expanding ideas, networking with mentors and industry professionals. We cannot thank the Ratcliffe Foundation, the wonderful faculty at SU, and the Rommel Center for their endless support and belief in our dream!"

# Remember Me Glass (Fall 2025) 4



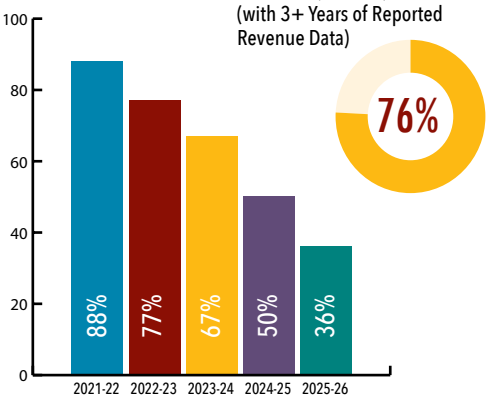

Remember Me Glass LLC, based in Berlin, MD, creates handcrafted glass memorials for families who have lost pets or loved ones. Founded by Salisbury University alumni who first learned their craft at SU, the company used Shore Hatchery funds to order production materials, create sample packs for new partners, cover the booth fee for VMX 2027, and support a partnership with D3 to build an online platform with veterinarian subdomains. Since winning, the company has moved from prototyping into consistent production, built a ready stock of sample kits, established B2B relationships with local veterinarians, and was accepted as a vendor at the VMX 2027 conference in Orlando.

> Knowing the support came from the same college where we attended and first learned our craft made it especially meaningful. It has helped us keep moving forward without taking on new debt and we look forward to what's next!"

# TECHNOLOGY & COMMERCIALIZATION

The Shore Hatchery competition also supports technology startups. These businesses leverage new technology to produce **innovative products or services**. Tech companies have the potential to scale rapidly and generate many jobs. However, technology startups are risky ventures, and the majority do not survive to become large businesses. It is a high-risk, high-reward proposition. We often invest early on in a technology startup's lifecycle when the risk is highest and funding is very hard to find. Our awards typically go to assist with prototype development and securing intellectual property protection during the pre-revenue period. Shore Hatchery provides essential funding that helps these entrepreneurs continue to **advance their concepts** and bring new products to market.

## REVENUE




% of companies doubling their revenues (or more) post award



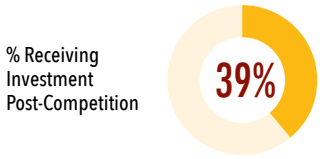

### TOP REVENUE
(reported last year)

| | | |
|---|---|---|
| 2021-2022 | Omega3 | $4.9M |
| 2022-2023 | An Optical Galleria | $1.9M |
| 2023-2024 | Zenology | $1.0M |
| 2024-2025 | Consult Lemonade | $282K |
| 2025-2026 | Good Time Health | $831K |

## INVESTMENTS

### TOP 3 INVESTMENTS
(reported last year)

1. Omega3 › $2.2M
2. Lectra Technologies › $2.0M
3. Sindri Materials › $1.5M




**$7.3M**
2025 TOTAL INVESTMENT, POST-COMPETITION



## TECHNOLOGY FUNDED BY SHORE HATCHERY




**Storytime AI-Powered Personalized Reading App**
(Fall 2025)



**Atlantic Portable X-Ray Machine**
(Spring 2023)



**Capy's Journey Mindfulness App for Children**
(Spring 2026)



## Lectra Technologies, Inc.

**(Spring 2025)**

Jake Henry of Camp Hill, PA, received $35,000 from Shore Hatchery to support product development for Lectra Technologies, a healthcare company developing wireless pain relief technology. Shore Hatchery funding went directly toward advancing the product through its development stages. Lectra is currently in the final stages of the FDA clearance process. The company has raised a total of $2,263,429 to date, with $2,000,000 secured in the year following the Shore Hatchery competition.



# Atlantic Portable X-Ray Machine

**(Spring 2023)**

Atlantic Portable X-Ray (APX) of Ocean City, MD, received $40,000 from Shore Hatchery dedicated to research and development of the first portable ultrasound program on the Eastern Shore. Since winning, the company purchased a new lighter, cutting-edge portable X-ray machine in 2025, deployed new software built specifically for the portable medical world by X-ray technologists, and implemented new billing software. APX also expanded into Delaware with a new office location and is developing its portable X-ray fleet. The company's commitment to innovation was also recognized with the MCE Innovator of the Year award in 2024.



"Shore Hatchery funding has assisted our business in ways beyond comparison – the mentors and their knowledge, resources and maker space, and connection and networking opportunities have been invaluable to our growth."

## PATENTS OBTAINED IN 2025

**Lytos Vodka** Electrolyte-infused vodka and its proprietary production process

**Lectra Technologies** ⟩ Wireless NMES and TENS integrated into smart kinesiology tape

**Sustainabli** ⟩ Sensor system estimating energy loss from unattended open fume hoods

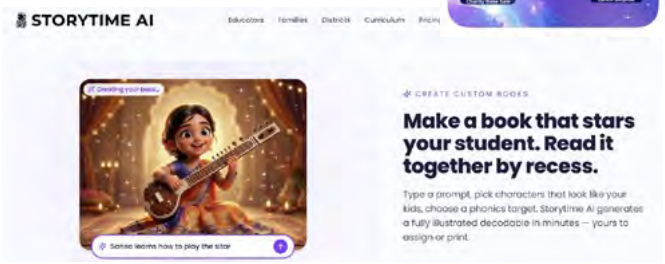
**Expanding Ideas** ⟩ Three-position lid that expands storage or collapses for nesting

# Storytime AI **(Fall 2025)**

Storytime AI, based in Baltimore, MD, used Shore Hatchery funds and networking support to finalize an initial co-design with classroom partners, complete product development, and build a new website to support a public launch. Since winning, the company was selected as one of seven finalists worldwide at the SXSW EDU Launch Startup Competition in March 2026, publicly launched its classroom product with a freemium option for teachers, and transitioned from private pilots to paid pilots with schools and districts. Storytime AI also completed two accelerators, the Johns Hopkins Social Innovation Lab and the Halcyon EquityTech Fellowship, and launched free pilots for Maryland schools, districts, summer programs, and literacy-focused nonprofits, extending its reach to students who need it most.



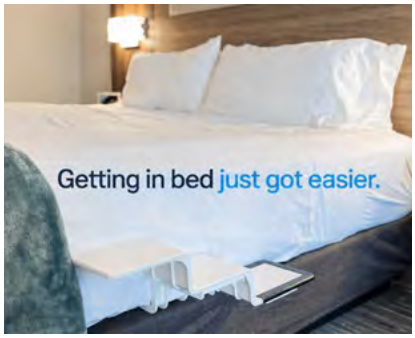

***NEW WINNER!***




# Upstream Innovations

**(Fall 2024)**

Nick LeGrand of Hockessin, DE, received $25,000 from Shore Hatchery to purchase injection molding tooling and cover shipping costs to the U.S. – a critical barrier the company could not overcome without outside capital. After receiving the tooling, Upstream Innovations completed an initial production run of 250 units. Bed Ledge is now carried in two local pharmacies and three local assisted living facilities, and the company has worked with physical and occupational therapist educator/influencers to raise visibility. The company also received the Delaware Edge Grant and was previously awarded funds through the Startup 302.




"Bed Ledge wouldn't exist today if it weren't for the Shore Hatchery Competition. We are forever grateful to the Delaware entrepreneurial and small business community that has helped us take a dream and make it a reality."

# SUSTAINABILITY & SOCIAL IMPACT

The Shore Hatchery competition takes an interest in companies that make a positive impact in our region and around the world. The program seeks to support social entrepreneurs and, occasionally, nonprofit startups that are **committed to making a difference**. We also track how our funded companies **give back to their communities** in other ways.

**58.7%**
**Women-Owned Businesses**

**54.3%**
**Minority-Owned Businesses**

**27** out of **46**
**Companies Gave Back in 2025**

## CREATING A POSITIVE IMPACT



**Lakay Goods**
Hosted three community events in 2025: a vision board class, book club meetup, and a community forage walk, building meaningful connections among Baltimore residents.




**Zenjoy**
Donated $10,000 to NAMI and became a NAMI regional partner in June 2025.




**Krave Cocktail Seltzer**
Donated to Horton's Kids, supporting food insecurity efforts in Washington, D.C.



## Mosaic Counseling and Wellness

**(Fall 2022)**

Stephanie Blevins of Salisbury, MD, received $25,000 from Shore Hatchery to expand her office, add wellness features including a hydrobed to support clients following emotional sessions, and better market services to the community. Shore Hatchery also provided networking and financial guidance. Since winning, Mosaic has opened two new locations, one in Downtown Salisbury and one in historic Pocomoke City, MD, to reach underserved populations on the Eastern Shore of Virginia. The practice also secured a $32,000 Project Restore grant to renovate the Pocomoke space. In 2025, Mosaic partnered with Jesse's Paddle to support suicide prevention, expanded its Eco Therapy summer program, and donated $8,000 to missions.

## Consult Lemonade

**(Spring 2025)**

Tierra Lathan of Columbia, MD, founded Consult Lemonade to help people from underestimated communities secure roles in tech and cyber through dual-track programming and AI-powered tools. She received $15,000 from Shore Hatchery, which was invested into Limona, the company's AI and automation platform that personalizes each participant's learning path and frees the team to focus more time on direct coaching and support. Since winning, the company opened a new location within the Maryland Innovation Center and expanded its programming capacity. In 2025, Consult Lemonade helped over 200 people from underestimated communities secure roles in tech and cyber, including one participant with no prior tech background who transitioned into a systems analyst role within a year. The company also secured $250,000 from the TEDCO Equitech Growth Fund and $10,000 from the Neilom Foundation.

"Shore Hatchery's support came at a pivotal moment for us. It gave us the resources and the validation to invest in Limona and expand our reach at a time when we were ready to grow but needed that first vote of confidence."






## B&J's Soulful Creations

**(Fall 2024)**

LaTosha Bateman of Salisbury, MD, received $10,000 from Shore Hatchery to support her catering and food truck enterprise. Funding was used to repaint the food truck, with plans to add a flat-top grill and deep fryer. Since winning, B&J's Soulful Creations has acquired more service locations and reported $52,528 in revenue. Giving back remains central to the mission, as the company donated food to a local charity and contributed to the Sam's Club Children's Fund in 2025.

## Capy's Journey (Spring 2026)

Capy's Journey, based in Maryland, used Shore Hatchery funds for product development, expansion of in-app content, operational expenses, and marketing tools. Beyond funding, Shore Hatchery helped the company refine its marketing philosophy and narrow its messaging to more authentically reach parents, guidance that directly shaped the marketing campaign launched following the competition. Since winning, the company launched its first marketing campaign, released a major app update introducing additional in-app content, and continued development of a clinician dashboard to support partnerships with therapists and healthcare providers. For the families it serves, the impact is already being felt – the app has been used to help children suffering with chronic pain.



"Capy's Journey makes evidence-based mindfulness genuinely engaging for kids. What drives us is hearing from parents whose children now reach for a breathing exercise or meditation when they're upset. Shore Hatchery believed in us early, and we're just getting started."

# BUSINESS INDEX

**This business index provides information regarding Shore Hatchery winners within the last five years.**

## An Optical Galleria, LLC/Hook Optics

**Principal(s):** Niki Pino, Robert Pino

**Location(s):** 1 – Ocean City, MD

**Year-End Revenue 2025:** $1,900,000

**Phone:** 410-390-3924 – Ocean City

**Social Media:** Facebook: @HookOptics, @anopticalgalleriaOC

**Industry:** Retail

**Business Address:** 9927 Stephen Decatur Hwy. | Ocean City, MD | 21842

**Established:** 2002

**Shore Hatchery Funds:** $15,000 - 2023

**Stage of Business:** Existing

**Employees:** 7

**Email:** anopticalgalleria@yahoo.com

**Website:** eyesandart.net




## Atlantic Portable X-Ray

**Principal(s):** Sara Noyes Aquino, Gavin Aquino, Mike Noyes

**Location(s):** 2 - Ocean City, MD; Bethany Beach, DE

**Year-End Revenue 2025:** $200,000

**Phone:** 410-433-4747 or 888-524-XRAY(9729)

**Social Media:** Facebook, Instagram, & LinkedIn: @atlanticportablexray

**Industry:** Healthcare

**Business Address:** 9748 Stephen Decatur Hwy., Suite 113 | Ocean City, MD 21842

**Established:** 2021

**Shore Hatchery Funds:** $40,000 - 2023

**Stage of Business:** Existing

**Employees:** 2

**Email:** info@apxray.com

**Website:** apxray.com



## B&J's Soulful Creations

**Principal(s):** LaTosha Bateman
**Location(s):** 1 – Salisbury, MD
**Year-End Revenue 2025:** $52,528
**Phone:** 443-754-0678
**Social Media:** Facebook, Instagram: @bandjssoulfulcreations

**Industry:** Food & Beverage
**Business Address:** 709 Richmond Ave. | Salisbury, MD | 21801
**Established:** 2019
**Shore Hatchery Funds:** $10,000 - 2024
**Stage of Business:** Existing
**Employees:** 1
**Email:** cheftosha@bandjssoulfulcreations.com
**Website:** bjssoulfulcreations.com



## Blackwater Apothecary

**Principal(s):** Nicole Bishop
**Location(s):** 1 - Salisbury, MD

**Year-End Revenue 2025:** $60,000
**Phone:** 410-713-8418
**Social Media:**
Facebook: @BlackwaterApothecary
Instagram: @blackwaterapothecarysbymd
**Industry:** Retail
**Business Address:** Online
**Established:** 2021
**Shore Hatchery Funds:** $10,000 - 2025
**Stage of Business:** Existing
**Employees:** 1
**Email:** Nicole@BlackwaterApothecary.com
**Website:** blackwaterapothecary.com



# BUSINESS INDEX

## Capy's Journey

**Principal(s):** Rohan Vyas, Olivia Zhang
**Location(s):** 1 - Ellicott City, MD
**Year-End Revenue 2025:** $0
**Phone:** 443-909-9801

**Social Media:**
Instagram: @capys_journey
LinkedIn: @capy-s-journey-inc
**Industry:** Education
**Business Address:** 5040 Manner House Way | Ellicott City, MD | 21042
**Established:** 2025
**Shore Hatchery Funds:** $5,000 - 2026
**Stage of Business:** Startup
**Employees:** 2
**Email:** team@capysjourney.com
**Website:** capysjourney.com




## Cast 26 Coffee (formerly Iron Skillet Coffee)

**Principal(s):** Jeff Smith
**Location(s):** 1 - Berlin, MD
**Year-End Revenue 2025:** $65,142
**Phone:** 646-229-4175

**Social Media:** Facebook & Instagram: @cast26coffee
**Industry:** Food and Beverage
**Business Address:** 10013 Carey Rd. | Berlin, MD | 21811
**Established:** 2020
**Shore Hatchery Funds:** $5,000 - 2024
**Stage of Business:** Existing
**Employees:** 1
**Email:** info@cast26coffee.com
**Website:** cast26coffee.com



## Consult Lemonade

**Principal(s):** Tierra Lathan, Wali Lathan
**Location(s):** 1 - Columbia, MD
**Year-End Revenue 2025:** $282,000
**Phone:** 443-820-5173

**Social Media:** Facebook, Instagram: @consultlemonade
**LinkedIn:** @consult-lemonade
**Industry:** Non-Profit
**Business Address:** 6751 Columbia Gateway Dr., Suite 300 | Columbia, MD 21046
**Established:** 2022
**Shore Hatchery Funds:** $15,000 - 2025
**Stage of Business:** Existing
**Employees:** 8
**Email:** tierra@consultlemonade.com
**Website:** consultlemonade.org



## Crezia Colombian Coffee

**Principal(s):** Andrey Perez
**Location(s):** 1 - Easton, MD
**Year-End Revenue 2025:** $30,000
**Phone:** 443-515-7734

**Social Media:** Instagram: @crezia_coffee
**Industry:** Food and Beverage
**Business Address:** 29731 Penny Ln. | Easton, MD | 21601
**Established:** 2023
**Shore Hatchery Funds:** $15,000 - 2026
**Stage of Business:** Startup
**Employees:** 1
**Email:** creziacolombiancoffee@gmail.com
**Website:** creziacoffee.com



# BUSINESS INDEX

## Digging Deeper Educational Consulting

**Principal(s):** Sarah Mason, Julia Berg
**Location(s):** 1 – Salisbury, MD
**Year-End Revenue 2025:** $32,675
**Phone:** 443-206-2628
**Social Media:**
Facebook: diggingdeepered
Instagram: @diggingdeeper_ed

**Industry:** Education
**Business Address:** 28239 Adkins Rd. | Salisbury, MD | 21801
**Established:** 2024
**Shore Hatchery Funds:** $12,500 - 2025
**Stage of Business:** Existing
**Employees:** 2
**Email:** digging.deeper.ed@gmail.com
**Website:** diggingdeepered.org




## Divine Natural

**Principal(s):** Alexis Carter
**Location(s):** 1 – Crisfield, MD
**Year-End Revenue 2025:** $32,171
**Phone:** 845-656-6271

**Social Media:**
Facebook: @Divine.natural
Instagram: @_DivineNatural
**Industry:** Beauty
**Business Address:** 26285 W. Pear St. | Crisfield, MD | 21817
**Established:** 2025
**Shore Hatchery Funds:** $5,000 – 2025
**Stage of Business:** Existing
**Employees:** 2
**Email:** divinenaturalproducts@gmail.com
**Website:** divinenaturalproducts.com



## Driven Performance (formerly Driven Physiotherapy)

**Principal(s):** Kate James
**Location(s):** 1 - Salisbury, MD
**Year-End Revenue 2025:** $20,000
**Phone:** 410-713-4227
**Social Media:** Facebook & Instagram: @driven_pt

**Industry:** Healthcare
**Business Address:** Online
**Established:** 2012
**Shore Hatchery Funds:** $5,000 - 2023
**Stage of Business:** Existing
**Employees:** 1
**Email:** kate@drivenpt.com
**Website:** drivenpt.com



## East + Lane

**Principal(s):** Keyanna Bowen
**Location(s):** 1 - Salisbury, MD
**Year-End Revenue 2025:** $220,000
**Phone:** 443-880-8947
**Social Media:** Facebook, Instagram, & YouTube: @eastandlane
**Industry:** Art

**Business Address:** 146 W. Market St. Suite 100 | Salisbury, MD | 21801
**Established:** 2023
**Shore Hatchery Funds:** $20,000 - 2026
**Stage of Business:** Existing
**Employees**: 0
**Email:** key@eastandlane.com
**Website:** eastandlane.com



# BUSINESS INDEX

## Elucidi, LLC

**Principal(s):** Early Charm Ventures, LLC
**Location(s):** 1 - Baltimore, MD
**Year-End Revenue 2025:** $0
**Phone:** 410-754-4297 ext. 705
**Social Media:** N/A

**Industry:** Technology
**Business Address:** 1300 Bayard St. | Baltimore, MD | 21230
**Established:** 2021
**Shore Hatchery Funds:** $5,000 - 2023
**Stage of Business:** Closed
**Employees:** 0
**Email:** suker.li@earlycharm.com
**Website:** earlycharm.com/blue-economy



## Expanding Ideas, Inc.

**Principal(s):** Miguel Henriques, Seth Henriques
**Location(s):** 1 - Ocean View, DE
**Year-End Revenue 2025:** $0
**Phone:** 845-825-4887

**Social Media:** Facebook: @expandalid
**Industry:** Manufacturing
**Business Address:** 37721 Scotts Ln. | Ocean View, DE | 19970
**Established:** 2024
**Shore Hatchery Funds:** $35,000 - 2026
**Stage of Business:** Existing
**Employees:** 0
**Email:** miguel@ExpandaLid.com
**Website:** ExpandaLid.com



## Friendly Goods Company

**Principal(s):** Samuel Shoge, DeLia Shoge

**Location(s):** 1 - Chestertown, MD

**Year-End Revenue 2025:** $25,050

**Phone:** 302-223-4150

**Social Media:** Facebook & Instagram: @friendlygoodscompany

**Industry:** Retail

**Business Address:** 212 Waldo Dr. | Chestertown, MD | 21620

**Established:** 2023

**Shore Hatchery Funds:** $5,000 - 2023

**Stage of Business:** Existing

**Employees:** 2

**Email:** hello@friendlygoodsco.com

**Website:** friendlygoodsco.com




## GaiaXus

**Principal(s):** Dietrich Ruehlmann

**Location(s):** 1 - Germantown, MD

**Year-End Revenue 2025:** $35,000

**Phone:** 301-528-2244

**Social Media:**
Bluesky: gaiaxus.com
X: @gaiaxus
LinkedIn: @gaiaxus

**Industry:** Environment

**Business Address:** 20410 Century Blvd, #120 | Germantown, MD | 20874

**Established:** 2021

**Shore Hatchery Funds:** $5,000 - 2025

**Stage of Business:** Existing

**Employees:** 4

**Email:** info@gaiaxus.com

**Website:** gaiaxus.com



# BUSINESS INDEX

## Galaxy Gymnastics

**Principal(s):** Chelsea Lahey

**Location(s):** 1 - Salisbury, MD

**Year-End Revenue 2025:** $1,008,770

**Phone:** 410-572-4992

**Social Media:** Facebook & Instagram: @galaxy_gymnastics1

**Industry:** Sports Instruction

**Business Address:** 337 Civic Ave. | Salisbury, MD | 21804

**Established:** 2016

**Shore Hatchery Funds:** $20,000 - 2022

**Stage of Business:** Existing

**Employees:** 43

**Email:** galaxygymnastics2016@gmail.com

**Website:** galaxygymnast.com



## Good Time Health

**Principal(s):** Justin Moser, Will Fisher, Jacob Fisher

**Location(s):** 1 - Westminster, MD

**Year-End Revenue 2025:** $831,000

**Phone:** 443-974-4121

**Social Media:** Facebook, Instagram, & TikTok: @goodtimehealth

**Industry:** Food and Beverage

**Business Address:** 961 Leisters Church Rd. | Westminster, MD | 21157

**Established:** 2022

**Shore Hatchery Funds:** $25,000 - 2025

**Stage of Business:** Existing

**Employees:** 3

**Email:** Justin@goodtimehealth.com

**Website:** goodtimehealth.com



## Jay's Watermelonade

**Principal(s):** Joyson BaLisamore
**Location(s):** 1 - Baltimore, MD
**Year-End Revenue 2025:** $0
**Phone:** 443-478-3124

**Social Media:** Instagram & TikTok: @jayswatermelonade
Facebook: JWatermelonade
**Industry:** Food and Beverage
**Business Address:** 100 Light St., 23rd Floor, Suite 18 | Baltimore, MD | 21202
**Established:** 2023
**Shore Hatchery Funds:** $10,000 - 2024
**Stage of Business:** Existing
**Employees:** 2
**Email:** enjoy@jayswatermelonade.com
**Website:** jayswatermelonade.com




## Keppel and Kismet, LLC

**Principal(s):** Nichole Sullivan
**Location(s):** 1 - Baltimore, MD
**Year-End Revenue 2025:** $58,590
**Phone:** 410-375-9293

**Social Media:** Instagram & LinkedIn: @keppelandkismet
**Industry:** Manufacturing
**Business Address:** 1400 Greenmount Ave., Unit F07 | Baltimore, MD | 21202
**Established:** 2018
**Shore Hatchery Funds:** $10,000 - 2023
**Stage of Business:** Existing
**Employees:** 3
**Email:** nichole@keppelandkismet.com
**Website:** keppelandkismet.com



# BUSINESS INDEX

## Korion Health

**Principal(s):** Anna Li, Akshaya Anand

**Location(s):** 1 - Pittsburgh, PA

**Year-End Revenue 2025:** $0

**Phone:** 919-599-5828

**Social Media:** Instagram & LinkedIn: @korion-health

**Industry:** Healthcare

**Business Address:** 520 Coyne Terr. | Pittsburgh, PA | 15207

**Established:** 2022

**Shore Hatchery Funds:** $10,000 - 2024

**Stage of Business:** Existing

**Employees:** 4

**Email:** akshaya@korionhealth.com

**Website:** korionhealth.com



## Krave Cocktail Seltzer

**Principal(s):** Angel Hobbs, Aliyah Newman, Rachel Ransom

**Location(s):** 1 - Lorton, VA

**Year-End Revenue 2025:** $92,000

**Phone:** 804-590-5436

**Social Media:** Instagram: @drinkkrave

**Industry:** Food and Beverage

**Business Address:** 8320 Royal Tern Way | Lorton, VA | 22079

**Established:** 2023

**Shore Hatchery Funds:** $25,000 - 2025

**Stage of Business:** Existing

**Employees:** 3

**Email:** info.kraveofficial@gmail.com

**Website:** drinkkrave.com



## Kunaya

**Principal(s):** Faridat Ilupeju
**Location(s):** 1 - Wilmington, DE
**Year-End Revenue 2025:** $5,000

**Phone:** 781-686-6170
**Social Media:** Instagram: @taste.kunaya
**Industry:** Food and Beverage
**Business Address:** 3 Germay Dr., Suite 4 # 1248 | Wilmington, DE | 19804
**Established:** 2024
**Shore Hatchery Funds:** $5,000 - 2025
**Stage of Business:** Existing
**Employees:** 2
**Email:** faridat@tastekunaya.com
**Website:** tastekunaya.com




## Lakay Goods

**Principal(s):** Monica Joseph
**Location(s):** 1 - Capitol Heights, MD
**Year-End Revenue 2025:** $5,890

**Phone:** 781-521-9978
**Social Media:** Instagram, Facebook, & TikTok: @lakaygoods
**Industry:** Retail
**Business Address:** 1309 Cougar Ln. | Capitol Heights, MD | 20743
**Established:** 2023
**Shore Hatchery Funds:** $5,000 - 2025
**Stage of Business:** Existing
**Employees:** 1
**Email:** lakaygoods@gmail.com
**Website:** lakaygoods.com



# BUSINESS INDEX

## Lectra Technologies, Inc.

**Principal(s):** Jake Henry
**Location(s):** 1 - Camp Hill, PA
**Year-End Revenue 2025:** $0
**Phone:** 240-853-3229

**Social Media:**
YouTube: @JakeHenry
LinkedIn: jenrytech
TikTok: @.jenry
**Industry:** Healthcare
**Business Address:** 513 Susan Rd. | Camp Hill, PA | 17011
**Established:** 2023
**Shore Hatchery Funds:** $35,000 - 2025
**Stage of Business:** Existing
**Employees:** 1
**Email:** jake.henry5555@gmail.com
**Website:** lectra.tech




## Lytos Vodka

**Principal(s):** Billy Fanshawe
**Location(s):** 1 - Towson, MD
**Year-End Revenue 2025:** $116,000
**Phone:** 443-848-3730

**Social Media:** Instagram, Facebook, X, & LinkedIn: @lytosvodka
**Industry:** Food and Beverage
**Business Address:** 307 Washington Ave., Unit 2200M | Towson, MD | 21204
**Established:** 2019
**Shore Hatchery Funds:** $20,000 - 2022
**Stage of Business:** Existing
**Employees:** 7
**Email:** social@lytosvodka.com
**Website:** lytosvodka.com



## MaQlar Hair Care

**Principal(s):** Priscilla Tabi-Gyansah, Lawrence Tawiah

**Location(s):** 1 - Salisbury, MD

**Year-End Revenue 2025:** $9,000

**Phone:** 443-614-1930

**Social Media:** Facebook, Instagram, & TikTok: @MaQLarhaircare

**Industry:** Beauty

**Business Address:** 408 E North Pointe Dr., Apt. 301 | Salisbury, MD | 21804

**Established:** 2023

**Shore Hatchery Funds:** $2,000 - 2024

**Stage of Business:** Startup

**Employees:** 1

**Email:** tabigyansahpriscilla@gmail.com

**Website:** maqlarhaircare.com




## Marins Med

**Principal(s):** Suzen DuBre, Darryl DuBre, Steve Burke

**Location(s):** 1 - Georgetown, DE

**Year-End Revenue 2025:** $0

**Phone:** 302-245-4596

**Social Media:**
Instagram & YouTube: @marinsmed
TikTok: @ProHook

**Industry:** Healthcare

**Business Address:** 23334 Frederick Ln. | Georgetown, DE | 19947

**Established:** 2017

**Shore Hatchery Funds:** $40,000 - 2024

**Stage of Business:** Existing

**Employees:** 0

**Email:** suzen@marinsmed.com

**Website:** marinsmed.com



# BUSINESS INDEX

## Mosaic Counseling and Wellness

**Principal(s):** Stephanie Blevins

**Location(s):** 3 - Salisbury, MD (2) & Pocomoke, MD (1)

**Year-End Revenue 2025:** $804,832

**Phone:** 443-358-5809

**Social Media:** Facebook: @mosaiccounselingandwellness

**Industry:** Healthcare

**Business Address:** 2333 N. Zion Rd. | Salisbury, MD | 21801

**Established:** 2019

**Shore Hatchery Funds:** $25,000 - 2022

**Stage of Business:** Existing

**Employees:** 16

**Email:** stephanie@mosaiccw.com

**Website:** mosaic.care



## Move And Still, LLC

**Principal(s):** Dominiece Clifton

**Location(s):** 1 - Baltimore, MD

**Year-End Revenue 2025:** $20,000

**Phone:** 443-675-2511

**Social Media:** LinkedIn: @Dominiece R. Clifton

**Industry:** Healthcare

**Business Address:** 100 Light St., Fl. 23 | Baltimore, MD | 21202

**Established:** 2022

**Shore Hatchery Funds:** $5,000 - 2022

**Stage of Business:** Existing

**Employees:** 1

**Email:** dom@movexstill.com

**Website:** domrclifton.com



## Nina's Cookie Explosion

**Principal(s):** Nina Ross
**Location(s):** 1 – Baltimore, MD
**Year-End Revenue 2025:** $108,000
**Phone:** 443-457-3452
**Social Media:** Facebook, Instagram & TikTok: @Ninascookieexplosion

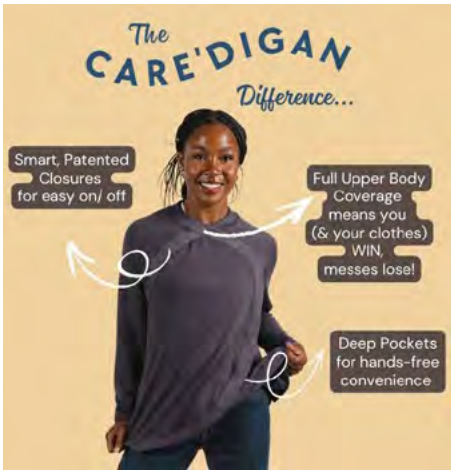
**Industry:** Food & Beverage
**Business Address:** 9018 Cygnet Place | Laurel, MD | 20723
**Established:** 2020
**Shore Hatchery Funds:** $10,000 - 2021
**Stage of Business:** Existing
**Employees:** 3
**Email:** info@ninascookieexplosion.com
**Website:** ninascookieexplosion.com



## Oceeto

**Principal(s):** Andrea Hess
**Location(s):** 1 - Newark, DE
**Year-End Revenue 2025:** $499
**Phone:** 202-677-5451
**Social Media:**
Instagram: @oceeto.llc
LinkedIn: @oceeto

**Industry:** Retail
**Business Address:** 591 Collaboration Way, Suite 605 | Newark, DE | 19713
**Established:** 2020
**Shore Hatchery Funds:** $5,000 - 2025
**Stage of Business:** Startup
**Employees:** 1
**Email:** hello@oceeto.com
**Website:** oceeto.com



# BUSINESS INDEX

## Omega 3 Nutrition

**Principal(s):** Edwin Bright Djampa
**Location(s):** 1 - Bethesda, MD
**Year-End Revenue 2025:** $4,900,000
**Phone:** 301-302-5629
**Social Media:** Facebook & Instagram: @eatomega3

**Industry:** Food and Beverage
**Business Address:** 4800 Auburn Ave., Suite 1204 | Bethesda, MD | 20814
**Established:** 2019
**Shore Hatchery Funds:** $30,000 - 2022
**Stage of Business:** Existing
**Employees:** 40
**Email:** edwindjampa@eatomega3.com
**Website:** eatomega3.com



## Perphora

**Principal(s):** Early Charm Ventures, LLC
**Location(s):** 1 - Baltimore, MD
**Year-End Revenue 2025:** $0
**Phone:** 601-818-0612

**Social Media:** N/A
**Industry:** Manufacturing
**Business Address:** 1100 Wicomico St., Suite 323 | Baltimore, MD | 21230
**Established:** 2020
**Shore Hatchery Funds:** $30,000 - 2021
**Stage of Business:** Existing
**Employees:** 0
**Email:** mark.juetten@earlycharm.com
**Website:** earlycharm.com



## Quantum Senses

**Principal(s):** Justin Lee
**Location(s):** 1 - Upper Marlboro, MD
**Year-End Revenue 2025:** $10,000
**Phone:** 301-906-1229

**Social Media:** Facebook & Instagram: @earcoustic
**Industry:** Retail
**Business Address:** 13701 Hebron Ln. | Upper Marlboro, MD | 20774
**Established:** 2021
**Shore Hatchery Funds:** $8,000 - 2023
**Stage of Business:** Existing
**Employees:** 3
**Email:** justinlee@theearcoustic.com
**Website:** theearcoustic.com




## Remember Me Glass

**Principal(s):** Jeffrey Auxer, Hilari Auxer
**Location(s):** 1 - Berlin, MD
**Year-End Revenue 2025:** $45,000
**Phone:** 757-932-1812
**Social Media:**
Facebook: @remembermeglass
Instagram: @remember_me_glass

**Industry:** Retail
**Business Address:** 19 Jefferson St. | Berlin, MD | 21811
**Established:** 2023
**Shore Hatchery Funds:** $35,000 - 2025
**Stage of Business:** Existing
**Employees:** 0
**Email:** jeff@jeffreyauxer.com
**Website:** remembermeglass.art



# BUSINESS INDEX

## Salisbury Dance Academy

**Principal(s):** Elena Manakhova
**Location(s):** 1 - Salisbury, MD
**Year-End Revenue 2025:** $50,135
**Phone:** 410-742-2858

**Social Media:**
Facebook: @salisburydanceacademy
Instagram: @sby_dance_academy
**Industry:** Art
**Business Address:** 105 S Camden Ave. | P.O. Box 127 | Fruitland, MD | 21826
**Established:** 2010
**Shore Hatchery Funds**: $10,000 - 2023
**Stage of Business:** Existing
**Employees:** 8
**Email:** salisburydanceacademy@gmail.com
**Website**: salisburydanceacademy.com



## Salvaton

**Principal(s):** Lankenau Ventures, LLC
**Location(s):** 1 - Baltimore, MD
**Year-End Revenue 2025:** $0
**Phone:** 601-818-0612
**Social Media:** N/A

**Industry:** Healthcare
**Business Address:** 1100 Wicomico St., Suite 323 | Baltimore, MD | 21230
**Established:** 2021
**Shore Hatchery Funds:** $10,000 - 2021
**Stage of Business:** Startup
**Employees:** 0
**Email:** salvaton@earlycharm.com
**Website:** earlycharm.com



## The Science Nerds

**Principal(s):** Jenn Corron, Lindsey MacWha

**Location(s):** 1 - Berlin, MD

**Year-End Revenue 2025:** $260,000

**Phone:** 443-235-1509

**Social Media:**
Facebook: @the2sciencenerds
Instagram: @thesciencenerds

**Industry:** Education

**Business Address:** 9842 Main St., Suite 5 | Berlin, MD | 21811

**Established:** 2021

**Shore Hatchery Funds:** $37,000 - 2024

**Stage of Business:** Existing

**Employees:** 7

**Email:** nerds@thesciencenerds.com

**Website:** thesciencenerds.com



## Sindri Materials

**Principal(s):** Christopher DiMarco, David DiMarco, Brian Checchio

**Location(s):** 1 - Wilmington, DE

**Year-End Revenue 2025:** N/A

**Phone:** 610-715-9011

**Social Media:** LinkedIn: @sindrimaterials

**Industry:** Technology

**Business Address:** 200 Powder Mill Rd., Bldg. E500/4404 | Wilmington, DE 19803

**Established:** 2021

**Shore Hatchery Funds:** $10,000 - 2024

**Stage of Business:** Existing

**Employees:** 4

**Email:** christopher.dimarco@sindrimaterials.com

**Website:** sindrimaterials.com



# BUSINESS INDEX

## Storytime AI

**Principal(s):** Brian Carlson, Kate Dwyer, Scott Quinlan

**Location(s):** 1 - Baltimore, MD

**Year-End Revenue 2025:** $38,000

**Phone:** 202-930-3781

**Social Media:**
Instagram: @storytimeaiapp
LinkedIn: @storytime-ai

**Industry:** Education

**Business Address:** 1402 William St. Baltimore, MD | 21230

**Established:** 2023

**Shore Hatchery Funds:** $5,000 - 2025

**Stage of Business:** Existing

**Employees:** 3

**Email:** info@storytimeaiapp.com

**Website:** storytimeaiapp.com




## Strike Sense, LLC

**Principal(s):** Charles Nerad, Aidan Fleischer, Abhinav Patel

**Location(s):** 1 - Baltimore, MD

**Year-End Revenue 2025:** $0

**Phone:** 443-966-2022

**Social Media:** N/A

**Industry:** Technology

**Business Address:** 18 Mitchell Dr. | Abingdon, MD | 21009

**Established:** 2025

**Shore Hatchery Funds:** $2,500 - 2025

**Stage of Business:** Startup

**Employees:** 3

**Email:** cnerad1@umbc.edu

**Website:** strike-sense.com



## Sustainabli

**Principal(s):** Kevin Tu
**Location(s):** 1 - Columbia, MD
**Year-End Revenue 2025:** $101,500
**Phone:** 443-739-3202
**Social Media:** N/A

**Industry:** Energy
**Business Address:** 6449 River Run Columbia, MD | 21044
**Established:** 2023
**Shore Hatchery Funds:** $5,000 - 2025
**Stage of Business:** Existing
**Employees:** 5
**Email:** team@sustainabli.org
**Website:** gosustainabli.com




## Taqueros Del Mar

**Principal(s):** Thomas Zinzi, Michalec Milauskas, Walter Arias, Finn Gibbs
**Location(s):** 1 - Salisbury, MD
**Year-End Revenue 2025:** $22,000
**Phone:** 301-704-3455

**Social Media:** Facebook & Instagram: @taquerosdelmar
**Industry:** Food and Beverage
**Business Address:** 1511 Arbutus Dr. Salisbury, MD | 21804
**Established:** 2024
**Shore Hatchery Funds:** $20,000 - 2026
**Stage of Business:** Existing
**Employees:** 8
**Email:** taquerosdelmar@gmail.com
**Website:** toast.app/r/taquerosdelmar/order



# BUSINESS INDEX

## Upstream Innovations (Bed Ledge)

**Principal(s):** Nick LeGrand
**Location(s):** 1 - Hockessin, DE
**Year-End Revenue 2025:** $0
**Phone:** 610-506-5199
**Social Media:**
Facebook: @BedLedge
Instagram: @bed_ledge

**Industry:** Retail
**Business Address:** 531 Southwood Rd. | Hockessin, DE | 19707
**Established:** 2023
**Shore Hatchery Funds:** $25,000 - 2024
**Stage of Business:** Existing
**Employees:** 1
**Email:** questions@thebedledge.com
**Website:** TheBedLedge.com



## Zenology

**Principal(s):** Mack Anderson, Tim Brumbaugh, Daniel Osborne
**Location(s):** 1 - Towson, MD
**Year-End Revenue 2025:** $1,000,000

**Phone:** 443-255-3013
**Social Media:** Instagram: @drinkzenjoy
**Industry:** Food and Beverage
**Business Address:** 307 Washington Ave. | Towson, MD | 21204
**Established:** 2022
**Shore Hatchery Funds:** $35,000 - 2023
**Stage of Business:** Existing
**Employees:** 8
**Email:** mack@drinkzenjoy.com
**Website:** drinkzenjoy.com



# OTHER NEWS

## MAINSAIL ANGEL NETWORK

This year, the Shore Hatchery expanded its entrepreneurship competition portfolio with the addition of the Mainsail Angel Network, a new angel investing group based in Salisbury, MD. The network provides funding and support to early-stage businesses in the Greater Eastern Shore region, offering investments typically ranging from $50,000 to $500,000 to companies across various industries that demonstrate growth potential and regional impact. Applications are received on an ongoing basis for quarterly pitch meetings held in Salisbury, Ocean City, and Easton, MD. Beyond funding, selected companies receive mentorship and guidance from experienced investors and entrepreneurs. The network focuses on supporting ventures that contribute to economic development in the Eastern Shore community.






## FROM SHORE HATCHERY WINNER TO REGIONAL GROWTH

Zenjoy has continued to build momentum since receiving $35,000 through the Shore Hatchery competition in 2023. The relaxation beverage company has expanded its retail presence to more than 100 stores across the region. By the end of 2024, Zenjoy had reached $500,000 in revenue and was on track for significant additional growth. In 2026, the company returned to Salisbury University to pitch to the Mainsail Angel Network, connecting with a new network of potential investors and partners as it enters its next stage of growth.




## NETWORK OPENS DOORS

The Georgetown, DE-based Marins Med won $40,000 in the fall 2024 Shore Hatchery competition to advance its patented ProHensor, a body-powered prosthetic device designed for greater durability and functionality. Marins Med has since continued developing the ProHensor while utilizing resources at the Rommel Center and participating in the Mainsail Angel Network. In 2026, the company returned to Mainsail to pitch to the network of angel investors, creating new opportunities to connect with potential investors and partners.

## 2026 PARTICIPANTS

**July Meeting:**

- **Lectra Technologies**
- **Marins Med**
- **Inception Robotics**

**August Meeting:**

- **Zenjoy**
- **GaiaXus**
- **JuneBrain**



**4** TOTAL # OF SHORE HATCHERY BUSINESSES PARTICIPATED

## IGNITEWORKS & SHORE HATCHERY

IgniteWorks is a six-month hybrid incubator and accelerator program designed for early-stage entrepreneurs at the Rommel Center for Entrepreneurship who are ready to take action on a clearly defined opportunity. The program places students or community startups in a cohort, with structured roundtable discussions, pitching opportunities, and mentorship sessions built around a proven Foundations Framework. IgniteWorks encourages participants to apply to the Shore Hatchery. This year's winners include Digging Deeper & East and Lane.

The curriculum covers problem-solution fit, customer validation, marketing, finance, strategy, and communication. Graduates leave with a completed business plan, three-year financial proforma, go-to-market strategy, and a pitch deck ready to pursue startup funding, along with a certificate of completion. IgniteWorks gives entrepreneurs the incubation space and acceleration resources they need to launch, fund, and grow sustainably.







EAST AND LANE

## PARTICIPANT OUTCOMES

### A Foundation Built On Momentum

Co-founders Sarah Mason and Julia Berg first came to the Rommel Center through the Shore Hatchery competition, winning $12,500 in fall 2025. Building on that momentum, they enrolled in the IgniteWorks program to deepen their foundation and sharpen their education consulting business. Sarah and Julia have since moved into incubation at the Rommel Center, continuing to grow Digging Deeper with the support of our entrepreneurial ecosystem.

### From Cohort to Competition

East and Lane came to the IgniteWorks program at the Rommel Center with an established business and a clear vision for East and Lane Studio, a new division they were ready to bring to life. Using the cohort experience and mentorship resources, they sharpened their strategy and prepared for the next stage of growth. That preparation proved transformative, as East and Lane went on to win $20,000 in the spring 2026 Shore Hatchery competition. Their journey is a strong example of how IgniteWorks and Shore Hatchery work together to fuel local startups from idea to opportunity.

## SHORE HATCHERY RESEARCH INITIATIVE

Ratcliffe Shore Hatchery Graduate Assistant Leah Osmon conducted a research project focused on understanding why participation from local Salisbury startups in the Shore Hatchery competition remains limited and what the Rommel Center for Entrepreneurship can do to change that. She surveyed local businesses, interviewed organizers of similar competitions, and reviewed community outreach best practices. Her findings revealed that low awareness, not a lack of interest, is the primary barrier, with relationship-based outreach, community partnerships, and clearer value messaging as the strongest paths forward. Leah's research is shaping our outreach strategy, helping us build stronger community ties, expand access, and ensure Shore Hatchery is on the radar of every eligible startup in the Salisbury area.



## BUSINESS PARTNERS WHO HAVE USED THE FOOD FOR THOUGHT CAFÉ

The Ratcliffe Foundation Food for Thought Café in the Rommel Center is a popular meeting room for community organizations and business leaders, including those listed here.

- Beach to Bay Heritage Area
- City of Salisbury
- Dare to Dream / Dream Chaser Academy
- Digging Deeper
- Downtown Salisbury Business Alliance
- EPIC
- IgniteWorks Cohort
- kindSBY
- M&T Bank
- Maryland Department of Commerce
- Salisbury Chamber of Commerce
- Salisbury Public Art Committee (PAC)
- Small Business Development Center (SBDC)
- SU Council of Chairs
- SU Department of Mathematics
- SU FYS INF01 Design Thinking, Innovation, and Entrepreneurship Class
- SU Office of Access and Accommodations
- SU Office of New Faculty
- SU School of Social Work
- Turmalina Handmade Jewelry
- Worcester County Office of Tourism and Economic Development







## Ready to Scale

Good Time Health of Westminster, MD, used Shore Hatchery funds to work toward co-manufacturing and settle its first round of taxes. Shore Hatchery's network and introductions helped the team build a plan to scale. Since winning, the company secured a co-manufacturer and professional packing operation – the milestones the founder identified as key to growth. Good Time Health reported $831,000 in 2025 revenue, the highest of any company in the 2025-2026 cohort, and continues to support the Dove House of Westminster through ongoing donations.




> THE PEOPLE WE MET HELPED US CREATE A GREAT PLAN TO SCALE AND GROW THE BUSINESS FURTHER THAN WE COULD HAVE ON OUR OWN."











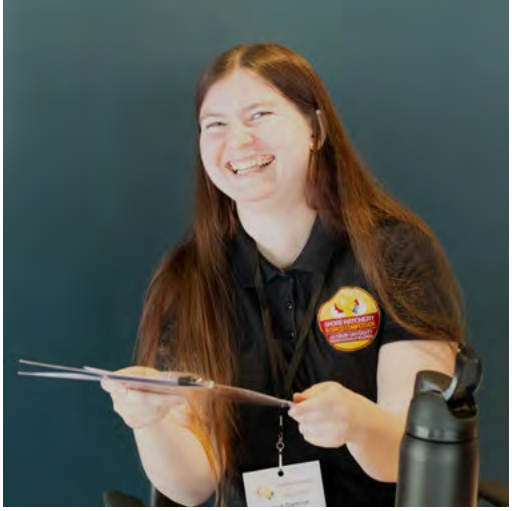




rewarding
**entrepreneurial**
efforts



# creating
and growing
businesses




















positively
**impacting**
regional
employment



# Board of **DIRECTORS**



**Maurice Ames**
*Executive Director, Maryland Capital Enterprises*



**Leonard Arvi**
*Dean, School of Business and Technology, McDaniel College*



**Carlene Cassidy**
*Chief Executive Officer, Philip E. & Carole R. Ratcliffe Foundation*



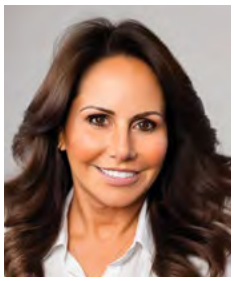
**Matt Cohen**
*Co-Founder, SIMPLi*



**Mike Cottingham**
*President/CEO Rommel Chesapeake, Inc.*



**Dan Cowens**
*Founder at Snag-A-Slip / Oasis Marinas*



**Sandy Fitzgerald-Angello**
*Vice President/Dealer Operator, Pohanka Automotive Group of Salisbury*



**David Landsberger**
*Entrepreneur*



**Jennifer Layton**
*General Manager, Layton's Chance Vineyard & Winery*



**Chris Perdue**
*Vice President of Digital, Perdue Farms*



**Jim Perdue**
*Chairman of the Board, Perdue Farms*



**Bruce Rogers**
*Former President/CEO, Sherwood of Salisbury & Board Member, Salisbury University Foundation*



**Dave Rommel**
*Owner, Rommel Chesapeake, Inc.*



**Pat Royak**
*Chief Executive Officer, Royak Consulting & Board Advisor, OmniChannel & Perdue Executive Advisory Council*



**Jean Sewell**
*Vice President of E-Commerce, NFP Corporate Benefits*



**Erinn Tucker-Oluwole**
*Hospitality & Tourism Department Chair/ Associate Professor, University of Maryland Eastern Shore*



**Doug Wilson**
*Managing Principal/ Chartered Retirement Planning Counselor, Private Wealth Partners, LLC*



**Jim Wright**
*President, Philip E. & Carole R. Ratcliffe Foundation*

## WELCOME TO OUR NEWEST MEMBER!



**Trent Pusey**
*Senior Vice President, Taylor Bank*



# THANK YOU!

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BUSINESS COMPETITION

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