

# ANNUAL REPORT 2025

## Philip E. and Carole R. Ratcliffe Foundation Shore Hatchery Program at Salisbury University



PHILIP E. & CAROLE R.  
**RATCLIFFE**  
FOUNDATION



FRANKLIN P. PERDUE  
**BSCHOOL OF**  
Business

**Salisbury**  
UNIVERSITY

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# 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 12 years, the competition has distributed over \$2.3 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 1,195 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](http://salisbury.edu/entrepreneurship)

FRANKLIN P. PERDUE  
SCHOOL OF  
Business

“

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**



# 2025 IMPACTS



**\$22,904,881**  
ANNUAL REVENUE

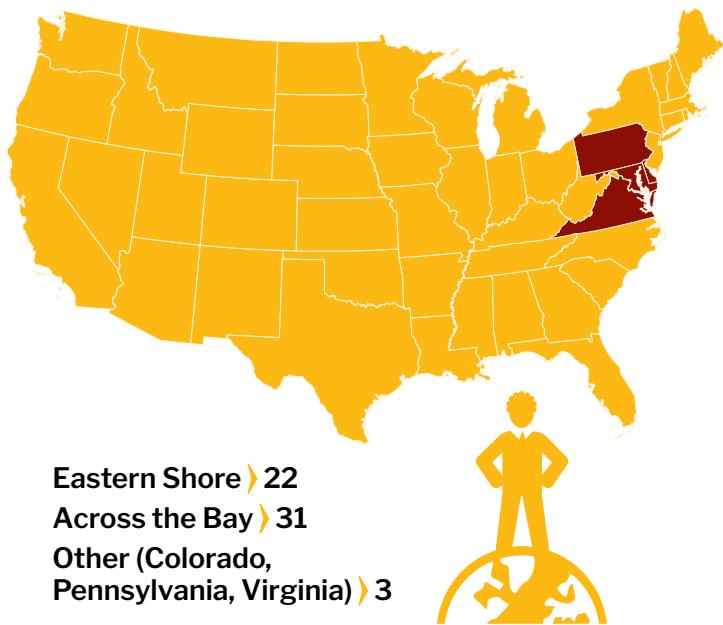


**26**

JOBs CREATED

TOTAL JOBS (ALL YEARS): **1,195**

**56** TOTAL BUSINESS LOCATIONS



**\$2,390,000**  
TOTAL AWARDED TO DATE



SECTORS  
REPRESENTED



Food & Beverage > 14  
Retail > 12  
Health Care > 10  
Technology > 7  
Education > 5  
Manufacturing > 2  
Art > 1  
Beauty > 1  
Nonprofit > 1  
Property Management > 1  
Sports Instruction > 1  
Workforce Development > 1



**135**  
# OF  
ENTREPRENEURS  
AWARDED

**61%**

Women-Owned Businesses



**46%**

Minority-Owned Businesses

Learn more at:  
[shorehatchery.salisbury.edu](http://shorehatchery.salisbury.edu)



# FALL 2024

## Competition Winners



➤ B&J's Soulful Creations  
Catering and food truck enterprise  
Salisbury, MD • \$10,000



➤ Cherone Chocolates  
Artisan chocolates  
Willards, MD • \$15,000



➤ Jay's Watermelonade  
Heart-healthy beverages  
Baltimore, MD • \$10,000



➤ Marins Med  
Innovative prosthetic device  
Georgetown, DE • \$40,000



➤ Upstream Innovations  
Bed ledge mobility device  
Newark, DE • \$25,000



# SPRING 2025

## Competition Winners

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➤ Sustainable  
Innovative sensor technology  
Baltimore, MD • \$5,000



➤ GaiaXus  
Water quality monitoring system  
Germantown, MD • \$5,000



➤ Easy Oat Burgers  
Plant-based burger mix  
Frederick, MD • \$5,000



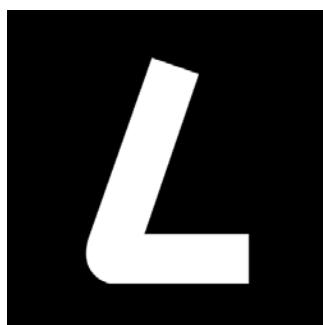
➤ Blackwater Apothecary  
Metaphysical wellness shop  
Salisbury, MD • \$10,000



➤ Consult Lemonade, Management  
and technology resource firm  
Columbia, MD • \$15,000



➤ Krave, LLC  
Affordable canned cocktails  
Washington, DC • \$25,000



➤ Lectra Technologies, INC  
Wireless pain relief  
Camp Hill, PA • \$35,000



# 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 26 Eastern Shore startups, including seven 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.

**29** Eastern Shore based startups for 2020-2025

**42%** Companies with 3 or more jobs created within 3 years

**79%** Companies with 1 or more jobs created within 3 years

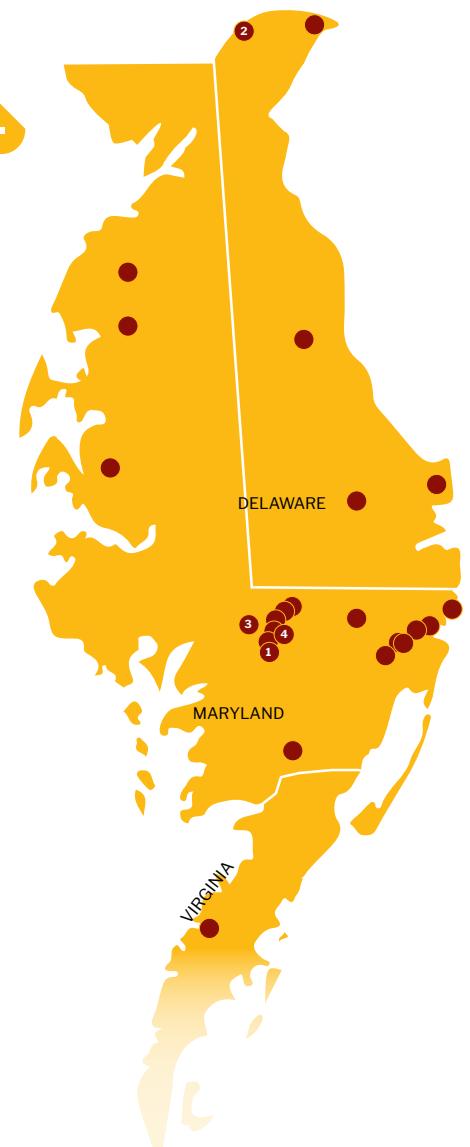
**40.28%** Eastern Shore/Delmarva companies (29 of 72)

 **2.3** Avg # of jobs created by total winning companies in the past 5 years



## B&J's Soulful Creations 1 (Fall 2024)

B&J's founder LaTosha Bateman of Salisbury, MD, won \$10,000 to expand her catering and food truck business. Known for its gourmet Southern cuisine, including vegan and vegetarian options, the company is dedicated to creating employment opportunities in the community, with a focus on mentoring and teaching troubled youth. Over the past year, LaTosha has purchased a generator, repainted her food truck, and added new equipment to support her growing operations. She is now actively seeking a restaurant location to continue expanding B&J's impact and reach.



## Upstream Innovations <sup>②</sup> (Fall 2024)

The Newark, DE-based company manufactures Bed Ledge, a product designed to support safe and independent bed mobility. Serving aging populations, medical facilities, and post-surgical rehabilitation, the device reduces fall risk and helps prevent future injuries. This has been a big year for the company, with funding in place to bring the product to market. They are currently focused on pre-sales, including a Kickstarter campaign that launched last month.

**NEW WINNER!**



The Shore Hatchery was instrumental in getting us over the hump to get our tooling made. Without them none of this would have been possible! We've also been lucky enough to work with mentors provided by the Hatchery team who have helped with our go-to-market and advertising strategies."

## Mosaic Counseling & Wellness (Fall 2022) <sup>③</sup>

Mosaic Counseling and Wellness, based in Salisbury, MD, expanded this year from a solo practice into a multi-practitioner office to better serve residents of the Delmarva Peninsula. Founded by Stephanie Blevins, the practice provides a range of services, recently adding youth counseling, art therapy, and hydromassage. With funding from the Shore Hatchery, Mosaic has increased its revenue by 190.5%, doubled its number of employees, and is expanding to two additional locations in Salisbury, MD, and Pocomoke City, MD.



This grant was the boost we needed to get our feet under us as a young business. We will be forever grateful for the support in a time where we were struggling to understand our financial story. The guidance from the business partners and mentors was so important to our mindset as we were starting out. Thank you for this wonderful gift to the community!"



## Blackwater Apothecary (Spring 2025) <sup>④</sup>



**NEW WINNER!**



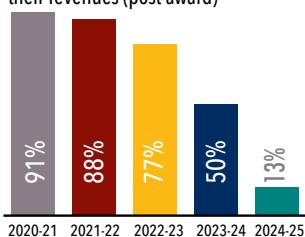
We're deeply grateful for the opportunities the Shore Hatchery program has provided. The guidance from mentors and judges, as well as the press and community support, have been invaluable in helping us refine our vision and take meaningful steps toward our goals."

# TECHNOLOGY & COMMERCIALIZATION

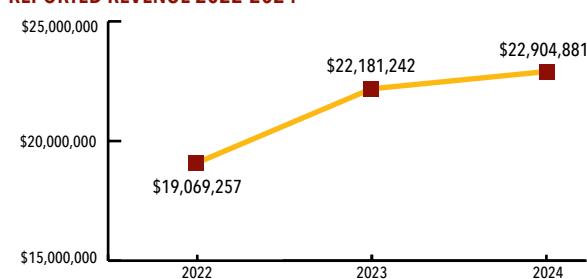
The Shore Hatchery competition also supports technology startups. These businesses leverage new technology to produce **innovative products or services**. Tech companies have the potential to scale rapidly and generate many jobs. However, technology startups are risky ventures, and the majority do not 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 GROWTH BY COHORT

% of companies doubling their revenues (post award)



## REPORTED REVENUE 2022-2024



**23%** Technology-based startups for 2020-2025

### PATENT

**52%**  
Companies with a patent

**4**  
Companies obtained patents in 2025

### REVENUE

**\$107,000**  
Median revenue

**84%**  
Companies doubling their revenue, post-award within 3 years

### INVESTMENT

**31%**  
Receiving investment post-competition  
**\$757,000**  
2024 total investment, post-competition



**NEW WINNER!**

## Marins Med

(Fall 2024)

Marins Med, based in Georgetown, DE, develops body-powered upper extremity prosthetics designed to restore functionality and improve daily life for amputees. Co-founders Darryl and Suzen DuBre and Steve Burke created the patented ProHensor, a specialized prosthetic featuring a user-actuated lock, three functional modes, and a durable design that enhances prosthetic acceptance. With \$40,000 in funding from the Shore Hatchery, Marins Med has advanced device manufacturing and completed validation testing in South Africa and Ukraine, marking a significant step toward expanding the reach and impact of their innovative prosthetic technology.

## TECHNOLOGY FUNDED BY SHORE HATCHERY



**Marins Med**  
Pro-hensor (Spring 2024)



**Lectra Technologies, inc.**  
Magnetic Wireless Kinesiology Tape (Spring 2025)



**Sustainable Sashimi**  
IoT system (Spring 2025)

## Korion Health (Spring 2024)

Korion Health, based in Pittsburgh, PA, aims to expand health care access for underserved communities and those historically hesitant to engage with preventive care. The company is advancing telehealth accessibility through its electronic USB stethoscope and companion app with an intuitive guided interface that brings cardiopulmonary exams into patient homes. Korion Health was awarded \$10,000 in the spring 2024 Shore Hatchery competition, which was used for product research and development and usability studies. Major milestones over the past year include finalizing the hardware and electrical design of the product, setting up a quality management system, closing a pre-seed fundraising round, and winning multiple awards, including the \$1M Social Entrepreneurship Prize at the Hult Prize Global Finals.



The Shore Hatchery provided us with a strategic \$10K grant at a critical moment for our business. The funding allowed us to conduct a key usability study, which informed product design improvements and benchmarking of our device against competitors. This support was instrumental in helping us sharpen our focus, attract further investments, and prepare for the next stage of our growth."



### HIGHEST REVENUE REPORTED

- 2020-2021: SIMPLi \$14M
- 2021-2022: Omega3 \$2.8M
- 2022-2023: An Optical Galleria \$1.7M
- 2023-2024: Zenology \$500K
- 2024-2025: GaiaXus \$220K

### 2024 TOP INVESTMENTS (Post Competition)

- Korion \$377K
- Sindri Materials \$202K
- MD Energy & Sensor Technology \$137K

### NEW WINNER!

## GaiaXus (Spring 2025)

GaiaXus, based in Germantown, MD, provides affordable environmental monitoring solutions for K-12 STEM education, citizen science, and undergraduate research. Its flagship product, the GaiaXus Water Guardian, is a water quality monitoring system designed for students, educators, and citizen scientists as a low-cost alternative to traditional lab instruments. The company was awarded \$5,000, which dramatically increased visibility, sharpened its value proposition, and improved its pitch. In 2024, GaiaXus released a new multi-mode water quality monitoring system, completed all required testing, and began low-volume manufacturing. The company also finalized pilots in the Netherlands, positioning it to expand into Europe with the support of the Maryland Department of Commerce, and completed a large study with a Title I school in Hawaii, which is expected to become a customer.



## Lytos Vodka (Fall 2022)

Lytos Vodka, based in Columbia, MD, distills gluten-free vodka from corn infused with salt, potassium, and phosphorus, creating the first spirit of its kind with added electrolytes. Lytos received \$20,000 to support on- and off-premise marketing, trade sales, and digital advertising. The funding helped shift the business from a cash-burning startup to a profitable and growing venture. In 2024, Lytos was awarded the allowance for its U.S. patent, recognizing the company as the first vodka brand to successfully infuse electrolytes into spirits while securing the proprietary production process. This milestone has strengthened the brand's credibility and positioned it for continued growth, with distribution now reaching every county in Maryland.



Funds received from the Shore Hatchery marked a turning point for my brand. I went from a struggling startup to a smooth-sailing operation, and Lytos has been in good shape ever since. I don't know what I would have done without that support. We deeply appreciate Salisbury University's focus on local entrepreneurship."



# 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.

**61%**  
Women-Owned Businesses



**24 out of 56**  
Companies Give Back in 2024

**46%**  
Minority-Owned Businesses



**82%**  
Social Impact Winners  
In Past 5 Years



## Jay's Watermelonade (Fall 2024)

Jay's Watermelonade, a Baltimore-based company, won \$10,000 in the fall 2024 Shore Hatchery Competition and has since served more than 5,000 customers across the city. They are now expanding their production team and preparing to launch a shelf-stable version of their product for local retail and wholesale markets.

Rooted in social impact, Jay's Watermelonade offers paid seasonal internships for local youth, providing job training and entrepreneurial experience. They have partnered with Walmart, the Watson Institute, and Our Time Kitchen to host Baltimore's Food & Beverage Bootcamp, empowering emerging food entrepreneurs with resources and industry insights through a pitch competition.

Their achievements include winning first place in CCBC's Annual Business Plan Competition, earning \$20,000 in additional funding, and being selected for several competitive programs, including the Watson Institute's Retail Readiness Program (supported by Walmart), Baltimore Corps' Elevation Awards, and the Greater Baltimore Urban League's Restaurant Accelerator.

## CREATING A POSITIVE IMPACT ▾



**Jay's Watermelonade**  
Bringing heart-healthy beverage options to community events in Baltimore, with a focus on neighborhoods facing health and food disparities.



**The Science Nerds**  
Donating science kits to local organizations, helping ensure that every child has the chance to explore and discover.



**Nina's Cookies**  
Donates 10% of the dough of the month's profits to a different charity each month.



## Science Nerds (Spring 2024)

Science Nerds is on a mission to make science fun, accessible, and engaging for children of all ages. In 2024, they expanded programming to reach children as young as two, while also bringing hands-on STEM experiences to thousands of students in underserved communities. They also launched virtual science sessions, connecting with learners beyond the Eastern Shore and broadening access to quality STEM education.

To further extend their reach, Science Nerds introduced retail-ready science kits – including Explore the Oceans and Outdoors Camping Science – that are now sold in popular local shops, campgrounds, and family destinations. These kits provide screen-free adventures for children and have created new wholesale partnerships that sustain their mission. With support from Shore Hatchery, Science Nerds has been able to grow their impact, combining entrepreneurial success with a strong commitment to educational equity and community enrichment.

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## Sindri Materials (Spring 2024)

In October 2024, Sindri Materials was awarded \$10,000 from the Shore Hatchery, funding that proved pivotal in advancing their first commercial product: graphene-based cryo-EM grids, used for high-resolution imaging in structural biology and gene therapy. The award supported critical early-stage needs – including R&D, procurement of specialized materials, and access to essential testing and quality control resources – laying the groundwork for future commercialization.

Equally as important, Sindri has dedicated time and expertise to giving back through education and mentorship. Over the past year, the team has spoken on entrepreneurship panels at Columbia University, delivered a tech talk at the University of Delaware, and mentored students through job shadow programs. By expanding into a larger lab, tripling their team, launching a pilot program in gene therapy applications, and securing \$350,000 in seed investment – all while fostering the next generation of innovators – Sindri demonstrates how Shore Hatchery companies can combine entrepreneurial success with meaningful social impact.



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## Nina's Cookies (Fall 2021)

Nina's Cookies, a mission-driven bakery, has been steadily growing its footprint while staying rooted in community impact. Through its popular Dough of the Month Club, Nina's donates 10% of profits each month to a different local charity. To date, the bakery has supported 18 charities, contributing approximately \$2,400 over its first five years in business. Beyond financial contributions, Nina's also donates cookies to community organizations, spreading kindness in both meaningful and delicious ways.

In 2024, Nina's Cookies was awarded \$10,000 from the University System of Maryland Launch Fund, fueling their growth and momentum. Over the past year, sales grew by 25%, climbing from \$70,000 to \$88,000. Most recently, the company signed the lease for its first brick-and-mortar store – an exciting milestone that will expand its reach while deepening its community impact. Nina's Cookies continues to blend entrepreneurial success with social responsibility, proving that small businesses can make a big difference.



# 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):** 3 - Centreville, MD; Ocean City, MD; Easton, MD

**Year-End Revenue 2024:** \$1,600,000

**Phone:**

- 443-262-9415 - Centreville
- 410-390-3924 - Ocean City
- 443-746-0040 - Easton

**Social Media:**

Facebook: @anopticalgalleriallc, @eyeglassesEaston, @HookOptics, @anopticalgalleriaOC

**Industry:** Retail

**Business Address:**

- 111 W. Water St. | Centreville, MD | 21617
- 9927 Stephen Decatur Hwy. | Ocean City, MD | 21842
- 19 North Harrison St. | Easton, MD | 21601

**Established:** 2002

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

**Stage of Business:** Existing

**Employees:** 9

**Email:** anopticalgalleria@yahoo.com

**Website:** hooksunglasses.com



## 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 2024:** \$145,000

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

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

**Industry:** Health Care

**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 2024:** \$25,000

**Phone:** 443-754-0678

**Social Media:** Facebook, Instagram:  
@B&J'sSoulfulCreations

**Industry:** Food & Beverage

**Business Address:** 709 Richmond Ave. |  
Salisbury, MD | 21801

**Established:** 2019

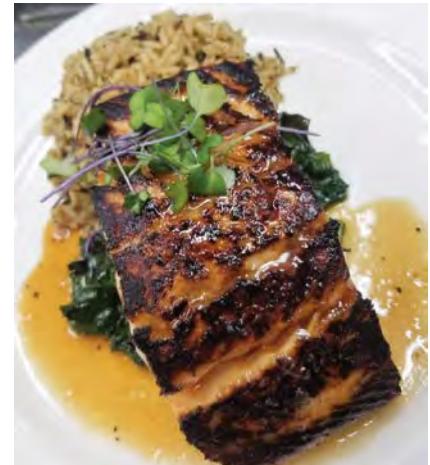
**Shore Hatchery Funds:** \$10,000 - 2024

**Stage of Business:** Existing

**Employees:** 1

**Email:** cheftoshab02@gmail.com

**Website:** bjssoulfulcreations.com



## Blackwater Apothecary ›



**Principal(s):** Nicole Bishop

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

**Year-End Revenue 2024:** \$75,000

**Phone:** 410-713-8418

**Social Media:**

Facebook: @BlackwaterApothecary

Instagram:  
@blackwaterapotheccarysbymd

**Industry:** Retail

**Business Address:** 213 W Main St.,  
Suite 108 | Salisbury, MD | 21801

**Established:** 2021

**Shore Hatchery Funds:** \$10,000 - 2025

**Stage of Business:** Existing

**Employees:** 1

**Email:**

Nicole@BlackwaterApothecary.com

**Website:**

blackwaterapotheccary.com



# BUSINESS INDEX

## Breathe Interiors



**Principal(s):** Jessica Mason

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

**Year-End Revenue 2024:** \$66,000

**Phone:** N/A

**Social Media:** Facebook, Instagram: @breatheinteriors.sby

**Industry:** Retail

**Business Address:** 106 N. Division St. | Salisbury, MD | 21801

**Established:** 2022

**Shore Hatchery Funds:** \$7,000 - 2023

**Stage of Business:** Existing

**Employees:** 1

**Email:** breatheinteriors.sby@gmail.com

**Website:** N/A



## Buzz Meadery



**Principal(s):** Brett and Megan Hines

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

**Year-End Revenue 2024:** \$19,700

**Phone:** 240-997-2211

**Social Media:** Facebook, Instagram, X: @thebuzzmeadery

**Industry:** Food & Beverage

**Business Address:** 21 Jefferson St. | Berlin, MD | 21811

**Established:** 2020

**Shore Hatchery Funds:** \$20,000 - 2020

**Stage of Business:** Existing

**Employees:** 0

**Email:** info@thebuzzmeadery.com

**Website:** thebuzzmeadery.com

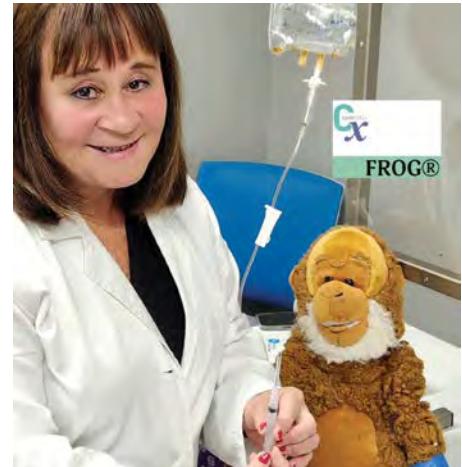


## CarrTech Corp



**Principal(s):** Sue Carr  
**Location(s):** 1 - Frederick, MD  
**Year-End Revenue 2024:** 0  
**Phone:** 301-694-2999

**Social Media:** X: @carrtechllc  
**Industry:** Health Care  
**Business Address:** 321 Ballenger Center Dr. | Suite 125 | Frederick, MD | 21703  
**Established:** 2012 - CarrTech, LLC; 2021 - CarrTech Corp.  
**Shore Hatchery Funds:** \$10,000 - 2020  
**Stage of Business:** Startup  
**Employees:** 2  
**Email:** sue@carrtechcorp.com  
**Website:** carrtechcorp.com



## Cast 26 Coffee (formerly Iron Skillet Coffee)



**Principal(s):** Jeff Smith  
**Location(s):** 1 - Berlin, MD  
**Year-End Revenue 2024:** \$44,500  
**Phone:** 646-229-4175

**Social Media:** Facebook & Instagram: @cast26coffee  
**Industry:** Food & Beverage  
**Business Address:** 101 Davis Ct. | Berlin, MD | 21811  
**Established:** 2020  
**Shore Hatchery Funds:** \$5,000 - 2024  
**Stage of Business:** Existing  
**Employees:** 1  
**Email:** Jeff@cast26coffee.com  
**Website:** cast26coffee.com



# BUSINESS INDEX

## Cherone Chocolates ›



**Principal(s):** Mekia Cherone

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

**Year-End Revenue 2024:** \$10,300

**Phone:** 410-422-9180

**Social Media:** Facebook, Instagram: @cheronechocolates

**Industry:** Food and Beverage

**Business Address:** 36157 Woodyard Rd. | Willards, MD | 21874

**Established:** 2024

**Shore Hatchery Funds:** \$15,000 - 2024

**Stage of Business:** Existing

**Employees:** 0

**Email:** cheronechocolates@gmail.com

**Website:** cheronechocolates.com



## CM Training, LLC ›



**Principal(s):** Samuel Kayode

**Location(s):** 1 - Bel Air, MD

**Year-End Revenue 2024:** \$100,000

**Phone:** 410-929-5653

**Social Media:** Facebook: @cmtrainingllc

**Industry:** Education

**Business Address:** 669 Bel Air Rd., #1165 | Bel Air, MD | 21014

**Established:** 2017

**Shore Hatchery Funds:** \$5,000 - 2021

**Stage of Business:** Existing

**Employees:** 0

**Email:** Jasamcases@gmail.com

**Website:** cmtrainingllc.com



## Consult Lemonade ›



**Principal(s):** Tierra Lathan  
**Location(s):** 1 - Columbia, MD  
**Year-End Revenue 2024:** \$297,000

**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:** 6

**Email:** tierra@consultlemonade.com

**Website:** consultlemonade.org



## Driven Physiotherapy ›



**Principal(s):** Kate James  
**Location(s):** 1 - Salisbury, MD  
**Year-End Revenue 2024:** \$187,000  
**Phone:** 410-713-4227  
**Social Media:** Facebook: @drivenpt  
Instagram: @driven\_pt

**Industry:** Health Care

**Business Address:** 724 E. Main St. | Salisbury, MD | 21801

**Established:** 2012

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

**Stage of Business:** Existing

**Employees:** 2

**Email:** kate@drivenpt.com

**Website:** drivenpt.com



# BUSINESS INDEX

## Easy Oat Burgers ›

### Easy Oat Burgers. COM

**Principal(s):** Desiree Calixte

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

**Year-End Revenue 2024:** \$800

**Phone:** 954-732-1940

**Social Media:** Facebook, Instagram, TikTok: @easyoatburgers

**Industry:** Food and Beverage

**Business Address:** 11920 Loy Wolfe Rd. | Myersville, MD | 21773

**Established:** 2022

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

**Stage of Business:** Existing

**Employees:** 1

**Email:** easyoatburgers@gmail.com

**Website:** Easyoatburgers.com



## Elucidi, LLC ›

### ELUCIDI

**Principal(s):** Early Charm

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

**Year-End Revenue 2024:** 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:** Startup

**Employees:** 2

**Email:** Kelsey.abernathy@earlycharm.com

**Website:** N/A



# BUSINESS INDEX

## Friendly Goods Company



**Principal(s):** Samuel Shoge, CJ Price

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

**Year-End Revenue 2024:** \$24,702

**Phone:** 302-223-4150

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

**Industry:** Retail

**Business Address:** 503 Washington Ave., Suite 212 | 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 2024:** \$241,000

**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 2024:** \$893,200

**Phone:** 410-572-4992

**Social Media:** Facebook, Instagram: @galaxy\_gymnastics1

**Industry:** Sports Instruction

**Business Address:** 337 Civic Ave. | Suite 300 | Salisbury, MD | 21804

**Established:** 2016

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

**Stage of Business:** Existing

**Employees:** 35

**Email:** galaxygymnastics2016@gmail.com

**Website:** galaxygymnast.com



## Jay's Watermelonade, LLC ›



**Principal(s):** Joyson BaLisamore

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

**Year-End Revenue 2024:** \$27,000

**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



## Korion Health >



**Principal(s):** Anna Li, Akshaya Anand  
**Location(s):** 1 - Pittsburgh, PA  
**Year-End Revenue 2024:** \$0  
**Phone:** 919-599-5828

**Social Media:** Instagram, LinkedIn: @korion-health  
**Industry:** Health Care  
**Business Address:** 520 Coyne Terr. | Pittsburgh PA | 15207  
**Established:** 2022  
**Shore Hatchery Funds:** \$10,000 - 2024  
**Stage of Business:** Existing  
**Employees:** 1  
**Email:** akshaya@korionhealth.com  
**Website:** korionhealth.com



## Krave >



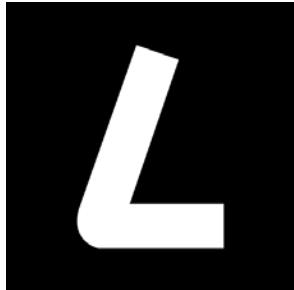
**Principal(s):** Angel Hobbs, Aliyah Newman, Rachel Ransom  
**Location(s):** 1 - Lorton, VA  
**Year-End Revenue 2024:** \$20,000  
**Phone:** 804-590-5436  
**Social Media:** Instagram: @drinkkrave

**Industry:** Food and Beverage  
**Business Address:** 8320 Royal Tern Way | Lorton, VA | 22079  
**Established:** 2023  
**Shore Hatchery Funds:** \$25,000 - 2025  
**Stage of Business:** Startup  
**Employees:** 3  
**Email:** info.kraveofficial@gmail.com  
**Website:** drinkkrave.com



# BUSINESS INDEX

## Lectra Technologies, INC. >



**Principal(s):** Jake Henry  
**Location(s):** 1 - Camp Hill, PA  
**Year-End Revenue 2024:** \$0  
**Phone:** 717-497-9396

**Social Media:** Youtube: @JakeHenry  
LinkedIn: jenrytech, TikTok: @.jenry  
**Industry:** Health Care  
**Business Address:** 513 Susan Rd. |  
Camp Hill, PA | 17011  
**Established:** 2023  
**Shore Hatchery Funds:** \$35,000 - 2025  
**Stage of Business:** Existing  
**Employees:** 1  
**Email:**  
shannon.collins@lightworkpub.com  
**Website:** lectra.tech

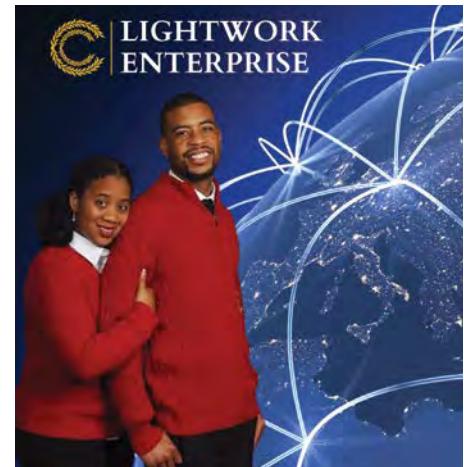


## Lightwork Publishing, LLC >



**Principal(s):** Gregory & Shannon Collins  
**Location(s):** 1 - Aberdeen, MD  
**Year-End Revenue 2024:** \$125,000  
**Phone:** 240-853-3229  
**Social Media:**  
Instagram: @lightworkpublishing  
Facebook: @TheAfterGraduationPlan

**Industry:** Workforce Development  
**Business Address:** 1013 Beards Hill Rd.,  
Suite 198 | Aberdeen MD | 21001  
**Established:** 2020  
**Shore Hatchery Funds:** \$3,000 - 2023  
**Stage of Business:** Existing  
**Employees:** 2  
**Email:**  
shannon.collins@lightworkpub.com  
**Website:** lightworkenterprise.com



## Lytos Vodka



**Principal(s):** Billy Fanshawe

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

**Year-End Revenue 2024:** \$114,000

**Phone:** 443-848-3730

**Social Media:** Instagram, Facebook, X, LinkedIn: @lytosvodka

**Industry:** Food and Beverage

**Business Address:** 307 Washington Ave., Unit 2200F | 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 2024:** \$8,500

**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



# BUSINESS INDEX

## Marins Med LLC



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

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

**Year-End Revenue 2024:** \$0

**Phone:** 302-245-4596

**Social Media:**

Instagram, YouTube: @Marins Med  
TikTok: @ProHook

**Industry:** Health Care

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

**Established:** 2017

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

**Stage of Business:** Startup

**Employees:** 0

**Email:** Suzen@marinsmed.com

**Website:** marinsmed.com



## Maryland Energy and Sensor Technologies, LLC



**Principal(s):** Dr. Ichiro Takeuchi, Sherry Xie

**Location(s):** 1 - College Park, MD

**Year-End Revenue 2024:** By Request

**Phone:** 240-565-0280

**Social Media:** N/A

**Industry:** Technology

**Business Address:**

4467 Technology Dr. | Suite 2125 | Bldg. 387 | College Park, MD | 20742

**Established:** 2009

**Shore Hatchery Funds:** \$25,000 - 2021

**Stage of Business:** Existing

**Employees:** 6

**Email:** sherry.xie@energysensor.tech.com

**Website:** energysensor.tech.com



## Mosaic Counseling and Wellness ›



**Principal(s):** Stephanie Blevins

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

**Year-End Revenue 2024:** \$687,660

**Phone:** 443-358-5809

**Social Media:** Facebook: @mosaiccounselingandwellness

**Industry:** Health Care

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

**Established:** 2019

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

**Stage of Business:** Existing

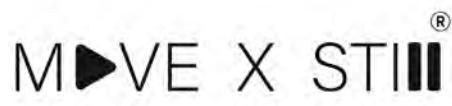
**Employees:** 12

**Email:** stephanie@mosaiccw.com

**Website:** Mosaic.care



## Move And Still, LLC ›



**Principal(s):** Dominiece Clifton

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

**Year-End Revenue 2024:** \$75,685

**Phone:** 443-675-2511

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

**Industry:** Health Care

**Business Address:** 100 Light St., Fl. 23, Suite 13 | Baltimore, MD | 21202

**Established:** 2022

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

**Stage of Business:** Existing

**Employees:** 1

**Email:** dom@movexstill.com

**Website:** movexstill.com



# BUSINESS INDEX

## Nina's Cookie Explosion ›



**Principal(s):** Nina Ross

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

**Year-End Revenue 2024:** \$88,000

**Phone:** 443-457-3452

**Social Media:** Facebook, Instagram, Tiktok: @Ninascookieexplosion

**Industry:** Food & Beverage

**Business Address:** 1617 Olive St. | Baltimore, MD | 21230

**Established:** 2020

**Shore Hatchery Funds:** \$10,000 - 2021

**Stage of Business:** Existing

**Employees:** 3

**Email:** info@ninascookieexplosion.com

**Website:** ninascookieexplosion.com



## Omega 3 Nutrition ›



**Principal(s):** Edwin Bright Djampa

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

**Year-End Revenue 2024:** \$2,840,845

**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:** 25

**Email:** edwindjampa@eatomega3.com

**Website:** eatomega3.com



# BUSINESS INDEX

## Perphora, LLC



**PERPHORA**

**Principal(s):** Early Charm Ventures, LLC  
**Location(s):** 1 - Baltimore, MD  
**Year-End Revenue 2024:** \$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 2024:** \$20,000  
**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:** 1  
**Email:** justinlee@theearcoustic.com  
**Website:** theearcoustic.com



# BUSINESS INDEX

## Real Vibez Productions ›



**Principal(s):** J'kai Braboy

**Location(s):** N/A

**Year-End Revenue 2024:** \$10,000

**Phone:** 410-422-6152

**Social Media:**

Instagram: @real.vibez.productions

YouTube: @RVWK

**Industry:** Technology

**Business Address:** N/A

**Established:** 2020

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

**Stage of Business:** Existing

**Employees:** 0

**Email:** rvwkproductions@gmail.com

**Website:**

realvibezproductions.mypixieset.com



## Resolved Property Solutions ›



**Principal(s):** DeVanna Young

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

**Year-End Revenue 2024:** N/A

**Phone:** 410-726-2925

**Social Media:** Facebook, Instagram: @resolvedps

**Industry:** Property Management

**Business Address:** 31901 Tri County Way | Suite 102-F | Salisbury, MD | 21804

**Established:** 2019

**Shore Hatchery Funds:** \$15,000 - 2022

**Stage of Business:** Existing

**Employees:** 1

**Email:** devanna@resolvedpropertysolutions.com

**Website:** resolvedpropertysolutions.com



## Rip Current Sports ›



**Principal(s):** Jose Gallagher  
**Location(s):** 1 - Kensington, MD  
**Year-End Revenue 2024:** \$7,264  
**Phone:** 301-949-4205

**Social Media:** Facebook, Instagram: @ripcurrentsports, TikTok: @ripcurrentsport, YouTube: @ripcurrentsports511

**Industry:** Retail

**Business Address:** 3516 Astoria Ct. | Kensington, MD | 20895

**Established:** 2021

**Shore Hatchery Funds:** \$10,000 - 2021

**Stage of Business:** Existing

**Employees:** 3

**Email:** juliawhittle@ripcurrentsports.com

**Website:** ripcurrentsports.com



## RunMitts, LLC ›



**Principal(s):** Susan Clayton  
**Location(s):** 1 - Baltimore, MD  
**Year-End Revenue 2024:** \$45,000  
**Phone:** 443-990-1577  
**Social Media:**  
Instagram: @whitepaws\_runmitts  
Facebook: @whitepawsrunmitts  
X: @Runmitts  
TikTok: @whitepawsrunmitts  
LinkedIn: @susanclayton

**Industry:** Retail

**Business Address:** 620 S. Paca St. | Baltimore, MD | 21230

**Established:** 2016

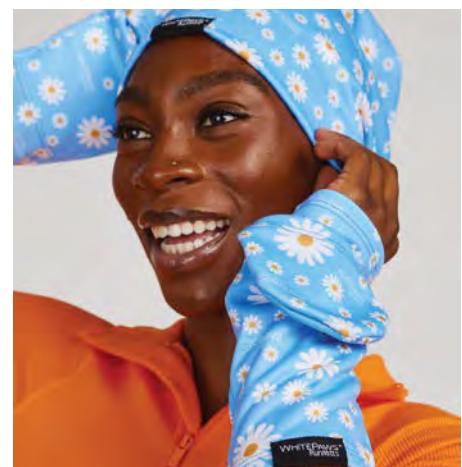
**Shore Hatchery Funds:** \$17,000 - 2020

**Stage of Business:** Existing

**Employees:** 2

**Email:** runmitt16@gmail.com

**Website:** RunMitts.com



# BUSINESS INDEX

## Salisbury Dance Academy ➤



**Principal(s):** Elena Manakhova

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

**Year-End Revenue 2024:** \$319,546

**Phone:** 410-742-2858

**Social Media:**

Instagram: @sby\_dance\_academy  
Facebook: @ salisburydanceacademy

**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:** 10

**Email:**

salisburydanceacademy@gmail.com

**Website:** salisburydanceacademy.com



## Salvaton, LLC ➤



**Principal(s):** Lankenau Ventures, LLC

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

**Year-End Revenue 2024:** \$0

**Phone:** 601-818-0612

**Social Media:** N/A

**Industry:** Health Care

**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):** Lindsey MacWha, Jenn Corron

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

**Year-End Revenue 2024:** \$385,057

**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:** 2

**Email:** nerds@thesciencenerds.com

**Website:** thesciencenerds.com



## The SHELTER ›



**Principal(s):** Shelby Blondell

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

**Year-End Revenue 2024:** \$50,000

**Phone:** 443-827-7897

**Social Media:**

Facebook, Instagram: @thesheller

**Industry:** Retail

**Business Address:** 326 Tulip Oak Ct. | Linthicum, MD | 21090

**Established:** 2017

**Shore Hatchery Funds:** \$30,000 - 2021

**Stage of Business:** Existing

**Employees:** 1

**Email:** shelby@thesheller.com

**Website:** thesheller.com



# BUSINESS INDEX

## SIMPLi >



**Principal(s):** Matt Cohen, Sarela Herrada

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

**Year-End Revenue 2024:** \$14,000,000

**Phone:** 443-254-8534

**Social Media:**

Instagram, TikTok: @eatsimpli

**Industry:** Food & Beverage

**Business Address:** 729 E Pratt St. | Suite 460 | Baltimore, MD | 21202

**Established:** 2020

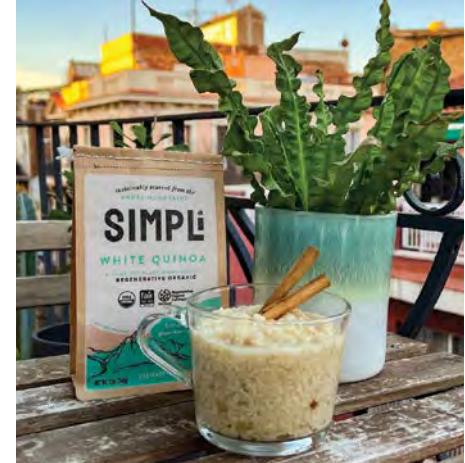
**Shore Hatchery Funds:** \$10,000 - 2021

**Stage of Business:** Existing

**Employees:** 34

**Email:** matt@eatsimpli.com

**Website:** eatsimpli.com



## Sindri Materials >



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

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

**Year-End Revenue 2024:** \$111,000

**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:** Startup

**Employees:** 1

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

**Website:** sindrimaterials.com



## Sustainabli



**Principal(s):** Kevin Tu  
**Location(s):** 1 - Columbia, MD  
**Year-End Revenue 2024:** \$0  
**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



## Upstream Innovations (BedLedge)



**Principal(s):** Nick LeGrand  
**Location(s):** 1 - Hockessin, DE  
**Year-End Revenue 2024:** \$0  
**Phone:** 610-506-5199  
**Social Media:** N/A  
**Industry:** Retail

**Business Address:** 531 Southwood Rd. | Hockessin, DE | 19707  
**Established:** 2023  
**Shore Hatchery Funds:** \$25,000 - 2024  
**Stage of Business:** Startup  
**Employees:** 1  
**Email:** Thelegrandcompanyllc@gmail.com  
**Website:** thebedledge.com



# BUSINESS INDEX

## Zenology >



**Principal(s):** Mack Anderson, Tim Brumbaugh, Daniel Osborne

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

**Year-End Revenue 2024:** \$500,000

**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:** 2

**Email:** mack@drinkzenjoy.com

**Website:** drinkzenjoy.com

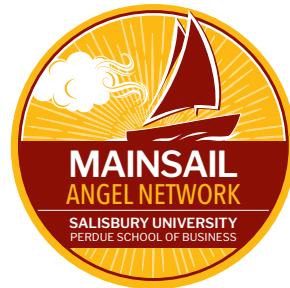


## Million Dollar Momentum

Zenjoy, recipient of \$35,000 in 2023, has experienced remarkable growth since its Shore Hatchery win. The company has doubled its store count, expanded into Albertsons Mid-Atlantic, Giant Eagle, and Market District locations across Pennsylvania and Ohio, and it is now featured in more than 100 stores throughout the region. With new product innovations like their Stress Relief Fridges boosting sales, Zenjoy achieved \$500,000 in revenue and is on track to surpass \$1.25 million in 2025. Their expansion into the college market marks the next chapter of growth for this fast-rising brand.



# PROGRAMS & PEOPLE



## MAIN SAIL 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. Their application process runs on an annual cycle, with businesses submitting applications by year-end, presenting to panels in the spring, and making final pitches to investors during the summer. 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.



## SCALING NEW HEIGHTS

Since securing \$30,000 in 2022, Omega 3 has scaled its business to new heights. The company signed a contract with Goldstar, the largest K-12 distributor in California, while also landing sales through an airline industry partner. These efforts have driven revenue growth from \$970,000 to more than \$2.8 million and expanded their team to 25 employees. Omega 3's trajectory highlights Shore Hatchery's role in supporting businesses with both funding and critical market connections.



## NETWORK OPENS DOORS

Huck Bucket leveraged its participation in the Shore Hatchery and the inaugural Main Sail Angel Network meeting to open doors to new opportunities. Through connections made at the event, the company secured a major order from Pohanka and was introduced to a potential investor. These milestones reflect the power of the Shore Hatchery ecosystem to not only provide capital but also foster the relationships that help entrepreneurs scale their businesses.



## 2025 PARTICIPANTS

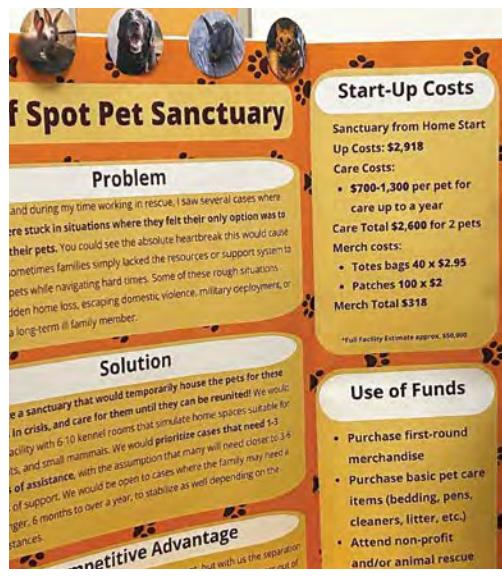
**June Meeting:**  
Rip Current Sports  
KLEENUP  
Huck Performance Buckets

**July Meeting:**  
Woods Ice  
Omega 3  
Hopflyt  
Sindri Materials

## PROGRAMS & PEOPLE

# RESEARCH PROJECT ENHANCES COMPETITIONS

Our future Ratcliffe Shore Hatchery Graduate Assistant Leah Osmon conducted a research project focused on improving student engagement in Salisbury University's business competitions. She surveyed students across all schools, analyzed participation barriers, and reviewed best practices from peer institutions. Her findings revealed that awareness of competitions remains low outside of the business school, with faculty engagement, targeted digital marketing, and examples of past winners identified as the strongest ways to broaden participation. Leah's research is directly shaping our continuous improvement process, helping us strengthen outreach, create more inclusive opportunities, and ensure our competitions inspire innovation across every discipline at SU.



Lauryn  
Damron

# SCHOLARSHIPS FOR ENTREPRENEURSHIP

The Ratcliffe Foundation provides \$40,000 to support transfer students from area community colleges who have an interest in studying entrepreneurship at Salisbury University. Lauryn Damron, one of our Ratcliffe Scholarship recipients, continues to be an engaged leader as president of the Collegiate Entrepreneurs Organization (CEO) club and a student worker with our entrepreneurship program. This year, she competed in the Idea Factory poster competition, earning a Merit Award, while also leading competitor readiness training and organizing guest speakers to prepare students for success. Lauryn's efforts have helped build momentum for student entrepreneurship and created more opportunities for her peers to get involved.



## SHORE HATCHERY GRANT RENEWAL

This year, Salisbury University celebrated the renewal of its Shore Hatchery program with a \$900,000 gift from the Ratcliffe Foundation, ensuring the initiative continues through 2029. Established in 2013, the Shore Hatchery provides funding and mentorship to entrepreneurs who are actively growing their small businesses, helping them overcome barriers to expansion and reach new markets. Each year, up to \$200,000 is awarded to applicants selected by a board of directors following competitive presentations. In addition to funding, all participants gain access to guidance and resources through the Dave and Patsy Rommel Center for Entrepreneurship. Now in its second decade, the Shore Hatchery continues to play a vital role in strengthening the regional economy and supporting the success of emerging business leaders.

# PROGRAMS & PEOPLE

## 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
- Boys & Girls Club
- Chamber of Commerce Young Professionals
- Chesapeake Bay Foundation
- City of Salisbury Public Art Committee
- Downtown Salisbury Public Art Committee
- HEARD for Life
- HopFlyt
- James M. Bennett High School
- kindSBY
- Salisbury Downtown Business Alliance (SDBA)
- Salisbury-Wicomico Economic Development Corporation
- SBDC
- SCORE
- SU Biology Department
- SU FYS INF01 Design Thinking, Innovation, and Entrepreneurship Class
- SU Human Resources
- SU Human Resources/Police Department
- SU New Faculty
- SU PACE (Institute for Public Affairs & Civic Engagement)
- SU Perdue School of Business
- SU President's Office
- SU Seidel School of Education
- SU Staff Senate
- Wicomico Middle School
- Worcester County Office of Tourism & Economic Development





rewarding  
entrepreneurial  
efforts



# creating and growing businesses



positively  
**impacting**  
regional  
employment



# Board of DIRECTORS



**Debbie Abbott**

Retail Executive,  
LinkBank



**Maurice Ames**

Executive Director,  
Maryland Capital  
Enterprises



**Leonard Arvi**

Professor of Finance  
& Finance Department  
Chair, Salisbury University



**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



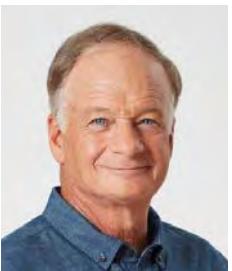
**Jennifer Layton**

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 MEMBERS!

■ Leonard Arvi

■ Dan Cowens



# THANK YOU!

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1101 Camden Ave. | Salisbury, MD 21801  
[shorehatchery.salisbury.edu](http://shorehatchery.salisbury.edu)