



## Celebrate summer in Dorchester!

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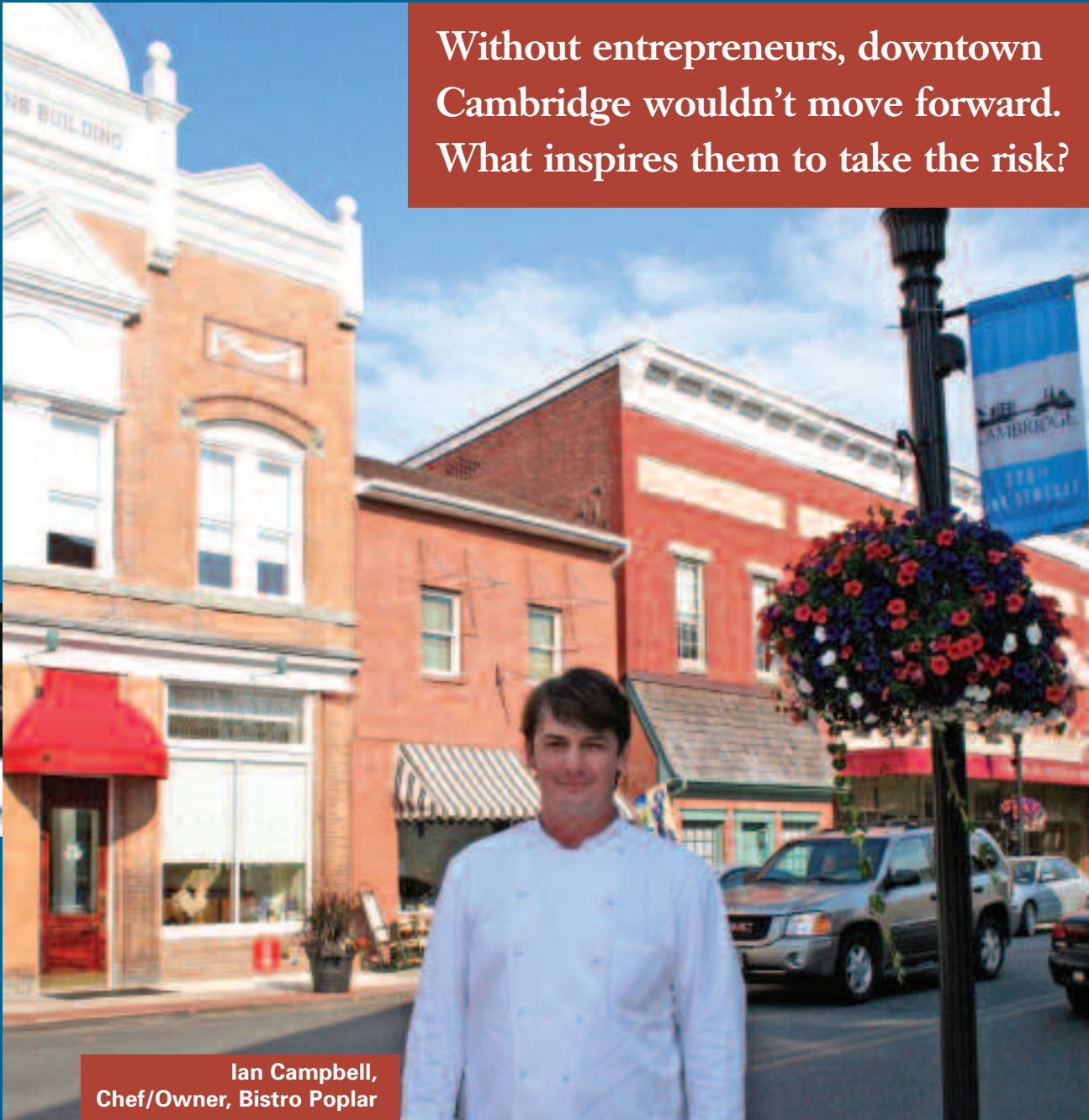
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Ian Campbell,  
Chef/Owner, Bistro Poplar

Without entrepreneurs, downtown  
Cambridge wouldn't move forward.  
What inspires them to take the risk?

# THE DOWNTOWN ENTREPRENEUR

Ian Campbell had a dream. He wanted to open a French bistro with fine cuisine, attentive service, and a welcoming atmosphere. But where to open it? There was no question: Only in downtown Cambridge. Yes, Cambridge.

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PHOTO BY JILL JASUTA

## THE DOWNTOWN ENTREPRENEUR

**“Entrepreneurs are the lifeblood of downtown Cambridge. Without them, it wouldn’t happen.”**

—FRED SMYTH, EASTERN SHORE ENTREPRENEURSHIP CENTER

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The idea of opening a French bistro in a revitalizing downtown that had made its fortunes on the seafood industry seemed unlikely to some. But for chef Ian Campbell, there was no question. He grew up in Cambridge. It was here he first caught the bug, washing dishes in local restaurants. And since he opened the bistro on December 31, 2007, he’s gained attention. *Chesapeake Life* magazine named the bistro one of 20 hottest restaurants on the Bay earlier this year. It was recently the reader’s choice for favorite French restaurant in *What’s Up Eastern Shore* magazine. On top of that, the bistro has created 30 jobs.

“I always wanted to do it,” is the straightforward explanation from Campbell. After graduating from the Culinary Institute of America in New York and working at top restaurants in Maryland, Florida, and California, he came home.

He and local investors purchased an 1895 building on Poplar Street, spent a year gutting and reinventing it, and opened on New Year’s Eve, 2007.



**Jeff Pelayo, Chesapeake Classics.** Former duck biologist who took his passion for decoys to a whole new level.

### One storefront at a time

Today, it’s downtown entrepreneurs like Ian Campbell who are revitalizing downtown Cambridge. One shop, one restaurant, one gallery at a time, they’re redefining the experience of Main Street America.

“They’re the lifeblood of downtown Cambridge. These little start-up businesses that employ a couple of people, they’re the key. Without them, it wouldn’t happen,” says Fred Smyth of the Eastern Shore Entrepreneurship Center. “They’re the backbone of the country,” adds Smyth, pointing out that entrepreneurial ventures make up 80 percent of businesses nationwide.

Despite a shaky economy, despite a devastating fire on Race Street, entrepreneurs have been busy in downtown Cambridge. In the past 18 months, downtown has seen the opening of more than a dozen new businesses. Cambridge

has also seen businesses close, it’s true; but despite the current economy, there has still been a net gain of eight businesses and roughly 50 jobs at a time when the unemployment rate in Dorchester County is rising.

But why are entrepreneurs drawn to Cambridge? “There’s something about Cambridge that seems to attract these really passionate risk-takers,” says Jim Duffy, executive director of Cambridge Main Street. “Part of it is the gorgeous waterfront and our beautiful old buildings, without a doubt. But I suspect the magic really happens when people meet some of the fascinating entrepreneurs we have here, and they catch the Cambridge fever.”

### Many paths to entrepreneurship

So who are these men and women who take the risk of opening their own businesses? Among downtown’s entrepreneurs there is a former biologist, a farmer, a chief financial officer at a big-city law firm, a correctional officer, a non-profit executive, a bartender, an architect, and an advertising executive. Some are following lifelong dreams; others are turning hobbies into commercial ventures; others are seeking to fill a gap in the marketplace.

When Michelan Gibbs was growing up in Cambridge, people found all they needed in a few square blocks. But then downtowns across the country struggled as malls and big box stores took over. Michelan and her mother, Oceanious Gibbs, saw that women’s clothing—particularly clothing for plus-size women—was hard to find in Cambridge. For two years, they attended seminars and classes and got advice from the Small Business Development Center and other agencies, then developed a business plan. They



**Amanda Bramble, Jimmie & Sook’s Raw Bar and Grill.** When a bank turned her down for a loan, this former bartender turned to friends and family for help.



**Michelan Gibbs, Ceanie’s Apparel.** Correctional officer with a flair for fashion who worked on a business plan for two years before opening.



**Joy Staniforth, Joie de Vivre Gallery.**  
Textile artist with a keen imagination.

opened Ceanie's Apparel on Washington Street in November 2008 with a range of plus-size clothing and accessories at affordable prices. "Every day is a learning experience," says

perhaps its lowest in late 2000—with many stores shuttered—Staniforth decided to open an art gallery. A native of Wales, she studied textiles in university and had been creating work from home and selling it around the Eastern Shore. When a coffee shop on Race Street closed its doors, she jumped at the opportunity. Her friends gave the gallery no more than six months. Nearly eight years later, her gallery is an attraction for residents and visitors alike. She represents about 100 artists, all of whom she knows personally. "I felt that we were starting something," she says. Indeed, other businesses did follow.

Michelan, who continues her full-time job as a sergeant correctional officer with the Talbot County Correctional Center.

Then there are those entrepreneurs who have a vision like no one else. Growing up in California, Jeff Pelayo did a lot of fishing and hunting, and began collecting duck decoys. He went on to pursue a career as a duck biologist and began selling decoys over the Internet on the side. He moved to the Eastern Shore, where he ran into Gail Bowen, an antique shop owner whose husband has a vast collection of decoys. Fast forward several months, and suddenly Pelayo's hobby became an all-consuming venture in the form of Chesapeake Classics, which opened in August 2008 in a stunning early 20th century storefront newly restored by historic preservationist Victor MacSorley. This combination gallery, retail store, and museum showcases thousands of decoys and hunting and fishing collectibles. Plans call for turning the second floor into an auction house for decoys, a move that Pelayo says could draw hundreds to downtown.

All entrepreneurs need imagination, but Joy Staniforth needed a little more than most. Just when Cambridge was at

There are also entrepreneurs who have remained in Cambridge through decades of ups and downs. Lednum's Jewelers, for one, has been selling fine jewelry in downtown Cambridge since 1937. Family-owned Simmons Center Market opened the same year. They started during a very different time in Cambridge; before malls and Wal-Marts existed. Now it's a different reality, and today's entrepreneurs must be more innovative. "In an economy like this, it takes constant creativity to figure out how to attract people," Smyth says. "And I see a glimmer of light in Cambridge thanks to Main Street. I see attempts that are moving forward."



**Sam Owings, Scoop Station.**  
Farmer from Chestertown who transformed a former gas station into a coffee/ice cream shop and music performance space.

## Support for would-be downtown Cambridge entrepreneurs

Entrepreneurs thinking about downtown Cambridge now have more resources to turn to. "There are people with fire in their belly. They have the idea and the will to start, but they don't have the funding or knowledge," says Fred Smyth of the Eastern Shore Entrepreneurship Center, which helps new entrepreneurs find funding and provides ongoing "brain capital." This

spring, 37 men and women completed the center's first entrepreneurship program at Chesapeake College, Wye Mills. In September, the center will offer two Shore Venture entrepreneurship training programs, one in Cambridge and one at Wye Mills. (For details, go to [www.esecfund.org](http://www.esecfund.org).)

Another initiative related to entrepreneurship is coming from Economic

Development Visions, a firm hired by Cambridge Main Street to conduct a market analysis. That analysis, completed in early 2009, is available on the Main Street website at [www.cambridgemainstreet.com](http://www.cambridgemainstreet.com).

Both the city and county economic development departments also serve businesses, as does a vibrant county Chamber of Commerce.

### Since Jan. 2008, these 15 businesses opened or expanded downtown.



- Arlene's Antiques
- Avé salon spa
- Backfin Antiques (formerly Shore-bid)
- Bella Luna
- Bistro Poplar
- Ceanie's Apparel
- Chesapeake Classics
- Dorch. Ctr. for the Arts
- El Sol
- Fibre Cafe & Crab-catcher's
- Jimmie & Sook's Raw Bar and Grill
- Main Street Gallery
- Steppin' In Style
- Trumpeter Swan Antiques
- Wrap Me Up Boutique

(Does not include businesses that lasted fewer than six months.)



PHOTO BY AMANDA FENSTERMAKER

**Heritage Day.** For the first time, guided cycling tours were held during the Heart of Chesapeake Country Heritage Day, held annually in May throughout Dorchester County. One of the tours began and ended here at the Vienna Heritage Museum, 303 Race Street, Vienna. On Heritage Day, museums and historical attractions highlight their ongoing work and projects. The event also featured walking tours, food, kids' activities, and more.

## Watch free movies under the stars this August

Enjoy films under the stars on the banks of the Choptank River this summer throughout the month of August. Bring your lawn chairs, blankets, and a picnic basket of goodies. In the event of inclement weather, the movies will be shown at the Dorchester YMCA at 201 Talbot Street, Cambridge. Here's the line-up:

August 1: Jurassic Park      August 22: Holes  
August 8: Casino Royale      August 29: Kung Fu Panda  
August 15: Spiderman

All shows start at dusk, around 8:30 p.m. Come early to get a good spot! Entry is free to all, thanks to our sponsors including Bay Country Bakery, Dorchester County Friends of the Library, Wise Oil & Fuel, Hubbard's Pharmacy, Tri-Gas & Oil, Craig's Drug Store, and Pizza Ziya. Movies are shown by Moonflicks.

## Dorchester represented in 2009 Shore Leadership

Among this year's Shore Leadership participants are Amanda Fenstermaker, director of Dorchester County Tourism, and Keasha Haythe, director of the county's Economic Development Office.

For a dozen years, Shore Leadership has been helping community leaders develop a regional approach to community issues. Over the course of nine months, participants meet monthly to talk with leaders and experts from organizations and institutions in the

region, allowing them to develop a more in-depth understanding of the region's interrelationships and complexities.

Each session focuses on a topic of regional interest including legacy, technology, economic development, community and arts, environment, education, and government.

"Shore Leadership gives you an excellent opportunity to become educated and enlightened by the challenges and opportunities that the

Eastern Shore faces," Fenstermaker said.

Shore Leadership participants came to Cambridge in June to discuss community. Participants listened to a panel that included Mayor Victoria Jackson-Stanley, a city commissioner, and leaders of the Dorchester County Chamber of Commerce and Cambridge Main Street. They also toured the Main Street and Maple Street areas and made a visit to Delmarva Community Services.

## Hooper's Light remains Dorchester treasure

Off the coast of Hooper's Island sits a part of Dorchester County's maritime heritage that will soon be restored, hopefully through a joint effort between residents and a national organization.

Last year Dorchester County, with the support of residents, applied for ownership of the Hooper's Island Lighthouse. Ownership of the lighthouse was eventually awarded to The United States Lighthouse Society, but the structure will remain in its current location.

It is now managed by the Chesapeake Chapter of The U.S. Lighthouse Society, a nonprofit that restores and preserves lighthouses.

Later this year, the Chesapeake Chapter will hold a public meeting to discuss plans for the lighthouse restoration and several volunteer opportunities. This meeting will be announced through the local media.

For more information, contact 410.228.1000 or [info@TourDorchester.org](mailto:info@TourDorchester.org).



## Saving heritage, one piece at a time

### Heritage Area honors efforts to preserve history

With passion, dedication, and hard work, there are many volunteers in this county who go beyond the call of duty in efforts to promote, preserve, and research local heritage and history. Three such efforts were highlighted and honored during the Heart of Chesapeake Country Heritage Area awards celebration this spring.

**The Individual Achievement Award** was presented to Chief Sewell Winterhawk Fitzhugh of the Nause Waiwash Band of Indians for his dedication in promoting the heritage of the native peoples of Dorchester County. Some of Fitzhugh's achievements include the annual Native American Festival, now in its 16th year, his leadership in regaining ownership and restoring a former church on Maple Dam Road for the local Nause Waiwash Band of Indians, and his activities with other regional and state organizations.

Nanticoke Historic Preservation Alliance was honored with the **Organizational Excellence Award** for their strong and effective leadership in championing the preservation and restoration of Handsell, the 18th century brick

Colonial-Georgian house on Indian-town Road near Vienna. Handsell was nominated for and accepted on the National Register of Historic Places and was selected as one of Maryland's Ten Most Endangered Places.

**The Outstanding Project Award** was presented to John Creighton and Pat Lewis for the Many Rivers Community History Project/Harriet Tubman Underground Railroad Discussion Group. The purpose of this project is to research, organize and disseminate historical information related to Harriet Tubman, the Underground Railroad, and other aspects of 19th-century African-American history. Creighton and Lewis' work has educated and informed the public and helped to build knowledge and pride about community history.

The awards were presented during a celebration at the Dorchester Center for the Arts in historic downtown Cambridge. The Heritage Awards are made possible through the Heart of Chesapeake Country Heritage Area with support from the Maryland Heritage Area Authority.



At the annual Heart of Chesapeake Country Heritage Awards celebration were (back row) Sen. Richard Colburn, John Creighton, Linda Prochaska of Sen. Barbara Mikulski's office, Pat Lewis, and Chief Sewell Winterhawk Fitzhugh; (front row) Jackson Browhawn, Caroline Cline, Del. Addie Eckardt, Midge Ingersoll, and Amanda Fenstermaker.

## Tourism & Heritage IN BRIEF

### New Dorchester County Visitors Guide

The new Dorchester County Visitors Guide is now available. This year's guide was designed by Janette Jones of Cambridge, and 50,000 copies were printed by Delmarva Printing of Salisbury. Dorchester Tourism uses the guide to market the county to visitors and to help drive traffic to [www.TourDorchester.org](http://www.TourDorchester.org). As always, the guide is free to the public and is available at all Maryland Welcome and Visitors Centers.



### New water trails guide

Dorchester Tourism is developing a new water trails guide. Funded by a grant from the National Recreational Trails Program, the guide will include information on kayaking, canoeing, sailing, power boating, and other water activities in Dorchester County. The guide will be available later this year.

### East New Market begins community visioning

East New Market is about to embark on a community visioning process in partnership with the Eastern Shore Land Conservancy (ESLC) and Urban Dialogues (UD). The goal is to provide a practical but insightful process for the town to consider its most pressing issues related to growth, identity, community, and quality of life. The idea is to help the town retain its distinct sense of place. UD and ESLC facilitate the process, with the focus on community participation. The process will occur during the next few months.

# DORCHESTER BUSINESS BLITZ

## Econ. dev. officials tour county businesses

Officials from Dorchester County's Economic Development Office held their 2009 Spring Business Blitz on May 11-15. The face-to-face outreach visits were designed to gather insights and information from business leaders about their challenges and opportunities.

"Businesses seem optimistic about the future, despite the national gloomy economic picture," said Keasha Haythe, director of Dorchester County Economic Department. "Generally speaking, business leaders felt that Dorchester County possessed a trainable workforce that could be poised to staff existing and future businesses.

"Business leaders also voiced their desire to see technical training opportunities increase, as traditional manufacturing processes become more automated," she noted. "The visitation team was excited to learn that many Dorchester County companies are pursuing non-traditional product and service offerings as a way to increase revenue, and that R&D investment is on the increase." Companies said they may consolidate secondary locations into Dorchester County, which could potentially create new jobs.

The Economic Development Office will continue its visitation efforts throughout the year. Businesses interested in becoming part of the visitation program may call the office at 410.228.0155.

**"Businesses seem optimistic about the future, despite the national gloomy economic picture."**

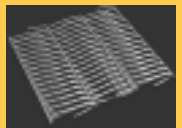
—KEASHA HAYTHE, DIRECTOR OF DORCHESTER COUNTY ECONOMIC DEVELOPMENT



**B&G Foods**  
Producer of pickle and pepper products.



**Delmarva Community Services**  
Multi-service nonprofit that helps the disabled and the elderly.



**GKD**  
Producer of woven metal fabrics used in architecture and design.



**Marvesta Shrimp Farms, Waterland Fisheries**  
Marvesta harvests shrimp; Waterland harvests tilapia.





**Hyatt  
Regency  
Chesapeake  
Bay Resort**  
Resort, spa,  
golf course.

## Economic Development open house is July 31

The Dorchester County Economic Development Department will hold an open house 2–5 p.m., Friday, July 31. This is an opportunity to meet the staff and get an update on projects that the department believes will transform the county's economic future, such as the proposed technology park, the county's revolving loan program, the county's strategic plan, and the county airport expansion project.

"We want to get together with people to talk about how Dorchester County can continue to be a great place to live, work, and play," said Keasha Kaythe, director of the department.

For more information, contact the Economic Development Office at 410.228.0155.

# Cambridge hosts statewide economic development event

## MEDA conference draws more than 260

Engaging in discussions that ranged from Maryland's competitiveness to multi-state partnerships to the federal stimulus package, more than 260 economic development professionals from around the state gathered in Cambridge this spring for the annual conference of the Maryland Economic Development Association (MEDA).

The conference, "Responding to Challenging Times; Solutions for Maintaining Our Economic Base," happened May 31 through June 2 at the Hyatt Regency Chesapeake Bay Resort in Cambridge.

The focus was on issues that impact job creation, business retention, and small business assistance. Members of Governor O'Malley's cabinet responded to questions concerning how the federal stimulus package will affect Maryland's present and future.

"This year's MEDA conference provided statewide economic developers the means to better assist their business customers and help them cope with today's economic challenges," said J. Thomas Sadowski, president of MEDA, whose members include more than 500 economic development professionals in Maryland. "Ultimately the hope is to promote policies and programs that foster valuable and sustainable economic growth."

Highlights of this year's conference included remarks from Congressman Frank M. Kratovil Jr.; University of Maryland basketball coach Gary Williams; and James F. Pitts of

Northrop Grumman. There was also a luncheon panel with members of O'Malley's cabinet, plus information about drawing businesses to sites in the region and small support counseling.

Lt. Gov. Anthony G. Brown, the conference keynote speaker, talked about the importance of partnerships—between public and private organizations and within the various levels of government local, state and federal agencies—in attracting and retaining businesses.

He also said that economic stimulus efforts by the federal government serve as a partnership that will help protect existing jobs and create up to 90,000 new jobs in Maryland, through infrastructure improvements (such as road repair and creation) and through energy-saving efforts such as home weatherization.

Mr. Brown concluded with a quote from President Barack Obama's inaugural address. "The challenges we face are real, they are serious and they are many. They will not be met easily or in a short span of time. But know this America: They will be met."

MEDA also presented awards, including recognition of the Main Street Maryland program as the Economic Development Redevelopment Program of the Year. Dorchester County is home to one Main Street community, Cambridge.

A surprise presentation from new Cambridge restaurant owner Amanda Bramble, who was recently highlighted on Tom Brokaw specials on national TV, prompted a standing ovation by the audience. See the *Today Show* clip at [www.cambridgemainstreet.com](http://www.cambridgemainstreet.com) (click on "Media/In the News").

## Marketing downtown Cambridge

From the traditional to social media, marketing raises city's profile

One of Cambridge Main Street's core missions is to help promote downtown as a destination for both residents and visitors. Over the past year, Main Street has been stepping up efforts to generate interest in downtown. According to state officials and marketing experts who work with other Main Street communities, Cambridge is ahead of the pack with this work. Over the past year, volunteers have implemented several marketing initiatives. Here are some of them:

**Website:** In the past year, traffic to the Cambridge Main Street website ([www.cambridgemainstreet.com](http://www.cambridgemainstreet.com)) has increased 70 percent, with more than 14,000 unique visitors. We've put an emphasis on continually updating the site with news, events, and evolving content. The site also includes information for visitors and residents, with a descriptive directory of businesses, museums, attractions, and lodging options.

**Social media marketing:** Cambridge Main Street recently developed a presence on Facebook, which has more than 200 million users worldwide. Through Facebook, "fans" of the page keep up with news big and small. As of press time, close to 500 people were fans, and every day, new people from

Cambridge and beyond join on. Main Street has also experimented with

"pay-per-click" ads on Facebook to promote downtown events.

**Traditional marketing:** The online marketing efforts don't replace traditional marketing, so Main Street con-

tinues to send out media releases and to do limited advertising with local media outlets in print, radio, and television. Last summer we tapped into the expertise of Boyd Tamney Cross, a marketing and public relations firm to help us spread the word about Cambridge beyond the Eastern Shore.

### Visitor's

**guide:** For the second year, Main Street created a downtown guide that highlights businesses, restaurants, and attractions. This guide is available at area hotels, attractions, visitor centers, and more. It also goes out to those coming to town for special events, such as the more than 1,200 athletes and their families who were here for the Eagleman Ironman 70.3 triathlon. Download a digital version of the guide at [www.cambridgemainstreet.com](http://www.cambridgemainstreet.com).

### E-newsletter:

Cambridge Main Street's colorful, informative, and entertaining e-newsletter now goes out to more than 2,000 subscribers each month—a six-fold increase over last year. The content has also expanded, with the number of pages in issue doubling over the past year. (If you'd like to subscribe for free, send an email, with the subject line "Subscribe

to Main Street News," to [office@cambridgemainstreet.com](mailto:office@cambridgemainstreet.com).)

**Weekend Update:** This spring, Main Street started the Weekend Update, a digital guide to each weekend's downtown's events, specials,



and art exhibits. We email it to local hotels, B&Bs, the visitor center, attractions, and merchants to share with their guests and customers. Some of the area's largest employers also distribute it to their employees; at least one firm includes it in their payroll envelopes.

**Arts and Entertainment:** Because part of downtown has been designated an Arts & Entertainment District, Cambridge was able to secure a grant from the Maryland State Arts Council to help market downtown as an arts destination. Work is now under way with the marketing and public relations firm Boyd Tamney Cross to help unify and improve the way galleries promote themselves. Cambridge is also one of nine communities in the new "Eat. Drink. Buy Art." campaign that launches in September as a project of *Maryland Life* magazine (See the website at [www.eatdrinkbuyart.com](http://www.eatdrinkbuyart.com)).



facebook

Keep up with media coverage of Cambridge at [cambridgemainstreet.com](http://cambridgemainstreet.com). Click on "Media/In the News."



PHOTO BY JILL JASUTA

**Governor Martin O'Malley (blue shirt and red tie) walks down Pine Street in Cambridge June 28 with city and county officials, community leaders, and residents.**

## Cambridge becomes Smart Site

### Downtown's Maple Street area becomes only site on the Eastern Shore for new program

Governor Martin O'Malley walked through downtown Cambridge June 28, checking on revitalization projects, attending a church service at historic Bethel AME on Pine Street, and announcing that Cambridge's Maple Street area is one of 15 new "Smart Sites" in Maryland—and the only one on the Eastern Shore.

Named after a program created by the state Department of Housing & Community Development, the Maple Street area covers key blocks of Gay, Muir, Pine, and High streets that are adjacent to the main downtown commercial corridor. The Smart Sites initiative will focus specially targeted state resources on capital projects that mix the concepts of Smart Growth and Green Growth, such as green building practices, energy efficiency projects, and the revitalization of older residential neighborhoods—especially ones near Main Street commercial corridors.

The specifics of how Smart Sites will work in Cambridge will be determined by city officials in the weeks and months ahead.

"What a beautiful, proud, historic place Cambridge is," Governor O'Malley told the crowd. "Up from the ashes of the fire has come more renewal.

"Smart Sites initiative means growing in and renewing our city cores," he said. "We're planting a flag of opportunity here. . . and becoming a model of smart, green, and growing."

During his visit to Cambridge, the governor also joined in a tree planting at Waugh Chapel on High Street. As he walked through downtown, he chatted with residents and business owners, and even helped place a few pieces of mosaic on the new mural taking shape in Cannery Way on Race Street.

In related news, the Maple Street area will soon launch a visioning project with an emphasis on community input.

## Cambridge IN BRIEF

### City comprehensive plan released in draft form

The draft of the City of Cambridge's comprehensive plan is out. This plan could mean a lot of improvement and growth for downtown. Download it and read it at [www.ci.cambridge.md.us](http://www.ci.cambridge.md.us). For more information, contact city planner Anne Roane at 410.228.1955.

### Helping merchants improve building facades

Downtown businesses have been taking advantage of Cambridge Main Street's Facade Improvement program, which gives owners up to 50 percent off certain building improvements. Bistro Poplar, for one, improved its entrance with a new awning. To learn more, go to [cambridgemainstreet.com](http://cambridgemainstreet.com) and click on "For Businesses."

### Membership matters

Cambridge Main Street relies on our members and their generous support to continue the work we do in making downtown a better place to live, work, and enjoy. This summer, we launch a new "Family Membership" program designed to get residents involved. This comes on top of the traditional Main Street membership, which has targeted local businesses and organizations. To learn more or to donate online, go to [cambridgemainstreet.com](http://cambridgemainstreet.com).

### Cambridge Farmers' Market bigger than ever

The third season of the Main Street Farmers' Market has more than a dozen vendors filling the parking lot near Academy and Muir Streets downtown. The market continues every Thursday, 3:30–6:30 p.m.

## IN THE NEWS



### Cambridge media buzz goes national on TV

- Cambridge was in the national spotlight this spring when segments featuring restaurant owner Amanda Bramble of Jimmie & Sook's, Jack Brooks and the J.M. Clayton crab house, watermen, and others aired nationally. After Tom Brokaw's visit to Cambridge in April, segments aired on the *Today Show*, *NBC Nightly News*, CNBC, and USA Network. Watch the videos at [www.cambridgemainstreet.com](http://www.cambridgemainstreet.com) (click on "Media/In the News.")
- Bicycling in Dorchester County was the cover story of the June issue of *Spokes* magazine for bicyclists.
- WBOC-TV aired a story in June about how a group of residents saved a historic High Street home in Cambridge from demolition.
- Cambridge restaurant Clearview at Horn's Point made the cover of the June issue of *What's Up Eastern Shore*. Cambridge businesses were featured in the "Best of the Eastern Shore" listing: Bella Luna, Chesapeake Classics, and Jimmie & Sook's Raw Bar and Grill.
- The *Baltimore Sun* ran an April 13 story about a free house in Dorchester—if the buyer could move it from the spot of the planned Harriet Tubman Underground Railroad visitor center.
- Cambridge shops and restaurants and the Harriet Tubman driving tour were highlighted in a travel story on the *Washington Times* website in April.
- *Maryland Life* ran a one-page feature on the Antique Fly-In in Cambridge in the May/June issue.

## CALENDAR

### ONGOING

**Main Street Farmer's Market.** Thursdays, 3:30–6:30 p.m., Academy Street near Muir Street, historic downtown Cambridge.

**Skipjack Nathan of Dorchester.** Public sails most weekends. Charters available. Visit [www.skipjack-nathan.org](http://www.skipjack-nathan.org). Long Wharf on High Street, Cambridge. 410.228.7141.

**Walking Tour of Historic High Street** One-hour tour, 11 a.m. Saturdays, weather permitting. Long Wharf at the end of High Street, Cambridge. Adults \$8, children under 12 free with adult. 410.901.1000.

### JULY 2009

**JULY 25–26: 99th Annual Cambridge Classic Powerboat Regatta.** American Powerboat-sanctioned World Class of inboard hydroplane and flat-bottom race boats at Great Marsh Park, Cambridge. 410.228.1000. Free.

**JULY 31: Dorchester County Economic Development Open House.** Meet the staff and get an update on projects that affect the future of the county. 2–5 p.m. 5263 Bucktown Road, Cambridge. 410.228.0155.

### AUGUST 2009

**Movies in the Park.** Bring your lawn chair. August 1, Jurassic Park. August 8, Casino Royale. August 15, Spiderman. August 22, Holes. August 29, Kung Fu Panda. Free. Sailwinds Park East, adjacent to the Visitors Center, Cambridge. 8:30 p.m.

**AUG 8: 30th Annual Seafood Feast-I-Val** All-you-can-eat, entertainment, craft sales. In the American Bus Association's top 100 group tour events for 2009. Governor's Hall at Sailwinds Park, Cambridge. 1–6 p.m. Tickets \$30 in advance, \$35 at the gate, \$10 for ages 3–11. [www.seafoodfestival.com](http://www.seafoodfestival.com)

**AUG 8: Peach Festival.** Peaches, pies, fritters, cobblers, crab cakes, vendors. Antioch United Methodist Church, Town Point Road, Cambridge. 410.228.4723.

**AUG 8: Cambridge Second Saturday** Gallery openings, late shopping hours, entertainment, and fine and casual dining options. 5–9 p.m. Downtown Cambridge.

**AUG 22: Wings-N-Wheels** Aircraft, cars, motorcycles, boats. Live entertainment and food. Cambridge Regional Airport, Bucktown Road. 410.221.8009, 410.221.0606. Rain date August 23. 10 a.m.–9 p.m.

### SEPTEMBER 2009

**SEPT 12: Cambridge Second Saturday** Gallery openings, late shopping hours, entertainment, and fine and casual dining options. 5–9 p.m. Downtown Cambridge.

**SEPT 19: Summer Send-Off Beer & Wine Block Party.** Fun-loving street festival in downtown Cambridge. Wine, beer, music, food, and the hysterical Main Street Mile relay race. [www.cambridgemainstreet.com](http://www.cambridgemainstreet.com)

**SEPT 19-20: Native American Festival.** Traditional dancers, singers, drumming, crafts, artists' demonstrations, food, a tomahawk throw, silent auction. Vienna ballfield. 10 a.m.–4 p.m. 410.376.3889.

**SEPT 26: Choptank Heritage Skipjack Races.** Watch historic Chesapeake skipjacks from around the Chesapeake race on the Choptank. Races start at 10 a.m.; coffee and close-up looks at 7 a.m. at Snapper's.

**SEPT 26: ChesapeakeMan Ultra Triathlon** Triathlon, aqua velo, swimfest. 2.4-mile swim, 112-mile bike, 26.2-mile run. [www.tricolumbia.org](http://www.tricolumbia.org)

**SEPT 27: Dorchester Arts Showcase** Fine arts and crafts fair on High Street in Cambridge. Plus free sails on the Skipjack Nathan of Dorchester at 12:30, 1:30, 2:30, 3:30 p.m. 410.228.7782.

### OCTOBER 2009

**OCT 3: Hurlock Fall Festival.** Parade, train rides, craft tables, line-dancing, live music, pony rides, games and plenty of food. 10 a.m.–5 p.m. [www.hurlockmd.net](http://www.hurlockmd.net) or 410.943.4181.

**OCT 3: Blackwater Annual Refuge Open House.** For the whole family. Includes bird walks and eagle prowls, nature talks and management demonstrations, wildlife exhibits and programs. 8 a.m.–4 p.m. Blackwater National Wildlife Refuge. 410.228.2677.

**OCT 10: Horn Point Laboratory Open House.** Exhibit, science tours, presentations, hands-on activities, games, free t-shirts for kids. 10 a.m.–3 p.m. 2020 Horns Point Road, Cambridge. [hpl.umces.edu](http://hpl.umces.edu).

**OCT 10: Cambridge Second Saturday** Gallery openings, late shopping hours, entertainment, and fine and casual dining options. 5–9 p.m. Downtown Cambridge.

**OCT 11: Sailwinds Park East Kite Festival** Free festival features kites of all shapes and sizes, stunt kite competitions, demonstrations. 12–4 p.m. 410.228.1000 or [TourDorchester.org](http://TourDorchester.org).

**OCT 17: Beckwith Apple Festival & Neck District Day.** Flea market, crafts, face painting, apples, apple dumplings and pies, oyster sandwiches, more. 9 a.m.–noon. Rt. 343, Cambridge. 410.228.7725.

**OCT 17: Crabtoberfest** Oktoberfest, Dorchester County-style at Governor's Hall at Sailwinds Park, Cambridge. Doors open 12 p.m. \$5. 410.228.SAIL.

## INFO



### If you want to open, move, or expand a business in Dorchester County

**Dorchester County Economic Development**  
choosedorchester.org  
410.228.0155

**Cambridge Economic Development**  
www.choosecambridge.com  
410.221.6074.

**Dorchester County Chamber of Commerce**  
www.dorchesterchamber.org  
410.228.3575

### If you want to visit

**Dorchester County Tourism**  
www.TourDorchester.org  
800.522.TOUR

**Cambridge Main Street**  
www.cambridgemainstreet.com  
410.228.0020

### If you want to help revitalize Historic Downtown Cambridge

**Cambridge Main Street**  
www.cambridgemainstreet.com  
410.228.0020



### Dorchester County Tourism & Heart of Chesapeake Country Heritage Area

A government agency that preserves local characteristics while broadening and deepening the local economy by strengthening ways to make a living with new opportunities through increased tourism.

2 Rose Hill Place  
Cambridge, MD 21613  
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Jay Meredith  
David Owens  
Amy Owsley  
Gerald Testerman

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### Cambridge Main Street

A volunteer-driven nonprofit dedicated to revitalizing Historic Downtown Cambridge.

450 Race Street, Suite 206  
Cambridge, MD 21613  
410.228.0020  
www.cambridge  
mainstreet.com

#### Board of Directors

Chad Malkus, *President*

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*Vice President*

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### Dorchester County Economic Development

A government agency that fosters economic growth and a business-friendly environment within the county.

5263 Bucktown Road  
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## shorelines

Shorelines is produced three times a year as a joint effort among Dorchester Tourism, Cambridge Main Street, and Dorchester County Economic Development. Written/edited and designed by Jill Jasuta, jilljasuta@verizon.net.

To subscribe to the digital version, email info@TourDorchester.org.



**Shorelines**  
2 Rose Hill Place  
Cambridge, MD 21613

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# the Heart of the Chesapeake **shorelines**

EMILY'S PRODUCE AT CAMBRIDGE FARMERS' MARKET. PHOTO BY JILL JASUTA



## INSIDE



**THE  
DOWNTOWN  
ENTREPRENEUR**  
SEE PAGES 1-3

PHOTO BY JILL JASUTA

## DID YOU KNOW?

**34% of Dorchester's land is devoted to agriculture**

With its rich agricultural heritage, Dorchester County has much to offer in fresh produce. Try these spots throughout the county.

### **Breckenridge Farms**

Route 50, Linkwood  
443.521.9588  
www.shoremaze.com  
Opens Labor Day and includes 7-acre corn maze, pick your own pumpkin, and more.

### **Cambridge Main Street Farmers' Market**

Academy & Muir Streets, Cambridge, 410.228.0020  
cambridgemainstreet.com  
Fresh produce, specialty meats and cheeses, breads, and more. Every Thursday, 3:30-6:30 p.m., May-October.

### **Cornerstone Farm**

4720 Williamsburg Road, Hurlock, 410.943.8791  
Pick-your-own strawberries, fall farm stand.

### **Emily's Produce**

2206 Church Creek Road, Cambridge, 443.521.0789  
www.emilysproduce.com  
Fresh fruits and vegetables, fresh desserts, plants, and more. Open daily. Look for the big red tomato.

### **Fit N Fresh**

322 Sunburst Highway, Cambridge, 410.228.8400  
Produce, plants, seasonal goodies. Open daily.

### **Simmons Center Market**

600 Race Street, Cambridge 410.228.4313  
Fresh produce, plants, vegetables, herbs, flowers.

## Dorchester agro tour is July 23

Celebrate Buy Local Week with an agricultural tour in Dorchester County July 23. Visit SB Farms Bison Ranch in Hurlock, J.M. Clayton Seafood Company in Cambridge, Emily's Produce outside Cambridge, and the Cambridge Main



Street Farmers' Market. Includes lunch featuring local ingredients prepared by the Chesapeake Culinary Center. \$40 per person; free for children under 12. To sign up, contact Kelley Cox at info@docksidexpress.com or 410.886.2643. Or contact Wenfei Uva at 410.770.4798 or wuva@midshore.org.

SOURCE: DORCHESTER SOIL CONSERVATION DISTRICT, MID-SHORE REGIONAL COUNCIL