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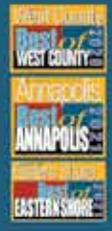


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WHAT'S UP? MEDIA MARCH 2022



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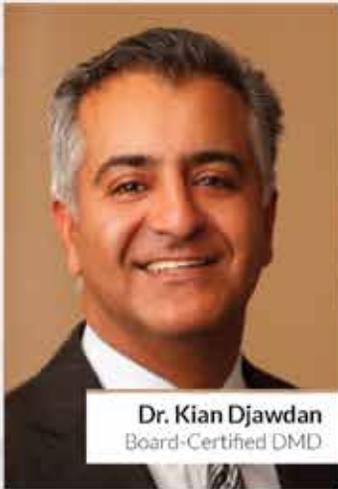
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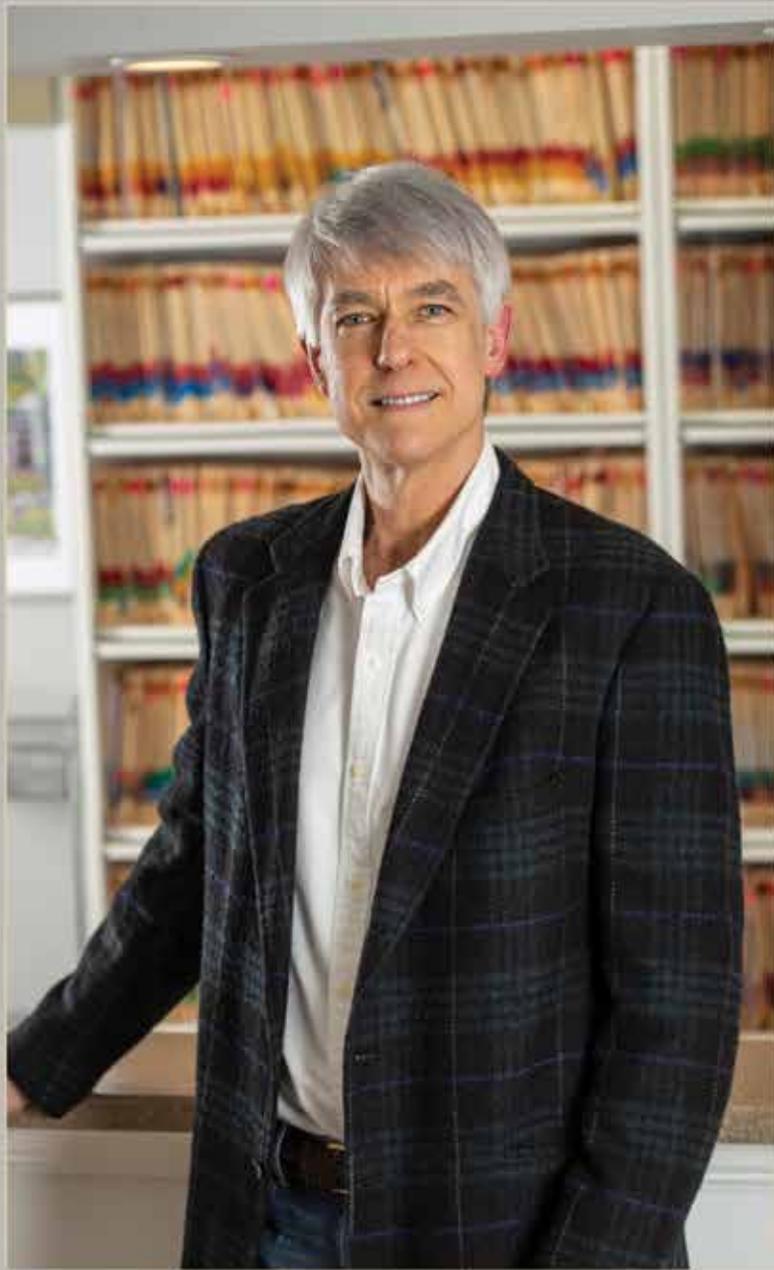
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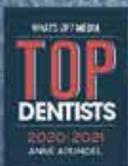
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On the Cover: Views of the Magothy River from the kitchen of an architectural stunner; this month's featured home. Photograph by A Digital Mind. Design by August Schwartz. Contact *What's Up? Annapolis* online at whatsupmag.com ♻️ Please recycle this magazine.

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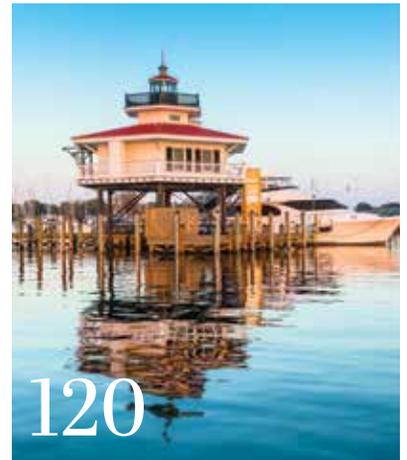
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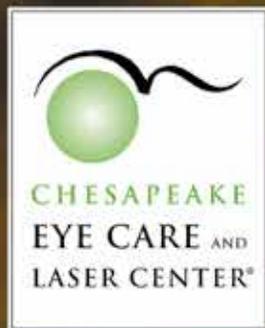
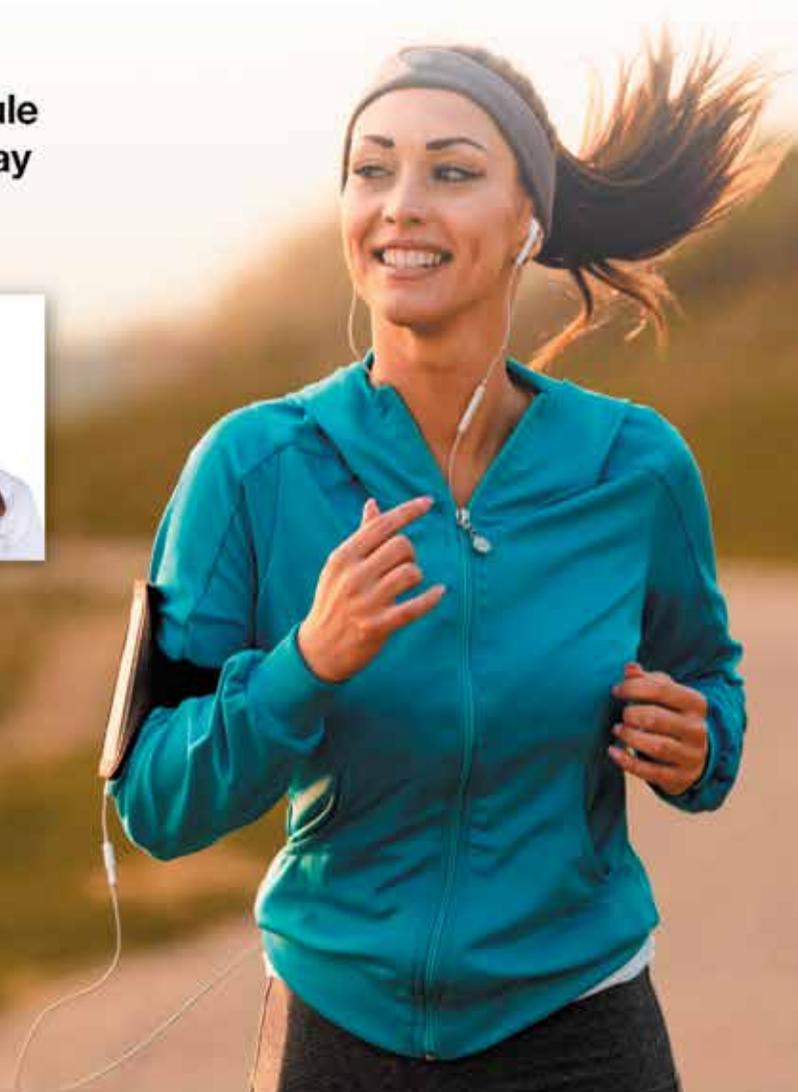
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Constant change. Seems like a fitting theme for March. Besides obvious and cliché metaphors about wonderful or wicked weather that we'll likely experience this month—that which straddles winter and spring—there are social and economic forces at play in our everyday lives. Variables that challenge us to evolve. What am I getting at here?

For starters, this print magazine is a good agent of change, in and of itself. It's chock full of articles, content, and advice that I hope you'll enjoy reading and employ as the seasons transition. Articles about home and health are important this time of year as we clean up our properties and priorities. We also examine the real estate market and how to work it, investment-wise. We have a good dose of environment and recreation; read about historic reflections and everyday opportunities that the Choptank River provides. Ditto for a very personable piece on the history of lacrosse in Maryland. For our Annapolis edition, we interviewed Mayor Gavin Buckley for his take on term two and what's new. On the Shore, we visit the Town of Denton to explore its past roots and contemporary culture. In Central Maryland, we offer our annual day- and overnight-camp guide to help you plan your kiddos' summer. There's all of this and that and more packed into this month's issues. And all articles are online at Whatsupmag.com, in case you'd like to read the few that aren't specific to the magazine you hold in your hands.

As we approach our 25th anniversary, we're sometimes asked "How'd you do it; how'd you manage this for so long?" And one of the answers is that we're always evolving.

An example being when the digital age came roaring in the early-mid 2000s, we came online with it; and we're working harder than ever to adapt with new technologies and opportunities. While print is our bread and butter; digital is just as exciting. And our intent is always for your delight.

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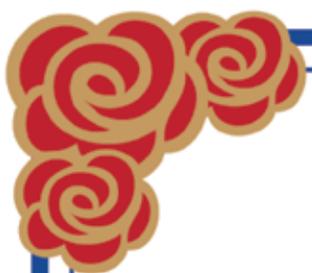
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March Highlights

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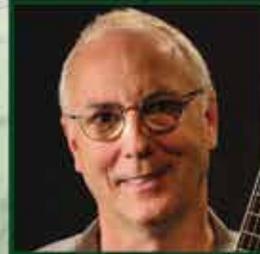
March 1
Rickie Lee Jones
"Chuck E's in Love"



March 2
Nita Strauss
Heavy Metal Rocker!



March 5
Steven Page
Of Barenaked Ladies



March 10
PRS Eightlock
w. Kentavius Jones



March 11
Abbarama
ABBA Tribute



March 12
Edwin McCain
"I'll Be"



March 13
Los Lobos
"Tex-Mex" Rock N Roll"



March 15
Kiefer Sutherland
w. Marc Copely & Rocco DeLuca



March 16
John Lodge
of The Moody Blues



March 17
Ben Sollee
Cellist & Singer-Songwriter



March 18
Spyro Gyra
Jazz Fusion



March 19
Arielle
All Ages Matinee



March 19
The Weight Band
w. members of The Band



March 20
Wishbone Ash
British Rock Band



March 21
Melissa Manchester
"Don't Cry Out Loud"



March 23 + 24
The High Kings
Traditional Irish Folk



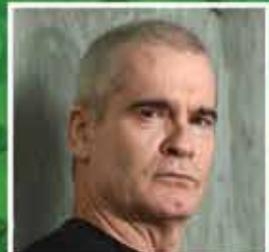
March 25
Euge Groove
Smooth Jazz



March 26
Brian Scolaro
Comedy



March 27
Penny & Sparrow
w. Lera Lynn



March 28 + 29
Henry Rollins
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readers respond

A collection of your feedback and responses to content featured in print and online

ON THE SUBJECT OF "MARYLAND'S CONGRESSIONAL REDISTRICTING" (DECEMBER 10TH FEEDBACK FRIDAY)

The non-partisan commission drew up a fair and equitable map with representation across the political spectrum.

The self-righteous in Annapolis, who are supposed to be representing all of Maryland, decided to take it upon themselves to stack the deck in their favor representing one ideology and ignore a significant portion of the population.

Wake up Maryland! We are better than this. Essentially the system is now rigged. The party which tells you it's all about fairness and equal opportunity has just stolen that from people in the state and we are now the laughingstock of the country. Well done everyone. Well done.

—Craig Anonsen

Seems greedy to draw a map so obviously designed to get every last seat at every level of government to be held by a Democrat. We wouldn't stand for a school bus route to be laid out in such a manner or school district boundaries drawn to get all the best athletes assigned to one school.

—Matthew Houser

Since it's become such a divisive topic, Marylanders should vote on it. I don't want politicians deciding whether my vote will count or not.

—Jeanne Ramsey

ON THE SUBJECT OF "\$4.7M PAID TO COUNTY EMPLOYEES TO GET VACCINATED" (DECEMBER 24TH FEEDBACK FRIDAY)

It is really unfortunate that public sector adults should need to get paid anything to do the responsible thing and get a Covid vaccine. The amount of the incentive is outrageous. Why isn't the rest of the population getting \$1,000 for their vaccines? The payout was unfair and a total waste of taxpayers' money.

—Lauren Harbom

While I recognize the importance of having a functioning county service system the initiative seems to be misplaced. County employees even more so than the average citizenry should have personal investment in keeping everyone safe from any threat including those posed by the pandemic. Leave time to get vaccinated and special county employee vaccination centers should be sufficient. The funds would be better used to reach out to and assist the underserved and more burdened county residents to enable them to receive vaccination and ultimately this could be more effective in reducing overall spread.

—Charles McNelly

ON "UNLOCKING THE MYSTERY OF CRITICAL RACE THEORY" (JANUARY 2022 ISSUE)

I have enjoyed your magazine for some time and just finished going through the January edition, in which you include an article on Critical Race Theory. You allow the CRT advocate and teacher to mislead readers with a concoction of half-truths, omissions of the truth, invalid assumptions, etc. The author states that CRT is not being taught in our schools, which has been contradicted by news reports and testimony from numerous parents throughout the country. You only asked for response from educators, most of which either agree with CRT or are scared stiff to offer any rebuttals for fear of reprisal, which is what happens in a fascist environment. If you really want balance, ask for input from any of a variety of groups that are fighting against CRT. This is really scary.

—Bill Carpenter

Thank you very much for your fact-based article on CRT in the January 2022 issue. I found it to be a concise and objective primer on the topic. It will serve as a useful tool for future conversations as I am certain this culture war hot button is not going away any time soon.

Who knew *What's Up?* Annapolis magazine was so bold! Thank you for your dedication to journalism.

—C. Gilmore



Write to the editorial staff anytime by email: editor@whatsupmag.com. Additional company contacts can be found at whatsupmag.com.

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Out on the **TownE**

27 EVENT PICKS | 36 SOCIAL | 42 SALUTE | 44 SPOTLIGHT
48 PERSPECTIVE | 50 ATHLETE | 54 INTERVIEW

Annapolis Oyster Roast & Sock Burning

After a hiatus during the pandemic, the Annapolis Oyster Roast & Sock Burning is back to celebrate the maritime culture of the Eastport community and all things Chesapeake. The event will be held on Saturday, March 19th from noon to 4 p.m. at the Annapolis Maritime Museum. This authentic ritual of burning socks started in Eastport to kick off the Spring Equinox. Tickets and more information can be found at amaritime.org.



ST. PATTY'S DAY AT GUINNESS OPEN GATE BREWERY ↓

The Guinness Open Gate Brewery in Halethorpe is hosting a month-long celebration for St. Patrick's Day. The events will have free entry for all with festivities taking place over the first 16 days of March every Thursday through Sunday. There will also be special hours on St. Patrick's Day from 10 a.m. to 10 p.m. Highlights of the events will include limited edition beer releases each week, merchandise, live music, an Irish Village lawn takeover with immersive experiences and special menus, including a secret one entirely in Gaelic. This event is in honor of the holiday as well as Guinness's commitment to give back to the community. Donations will be made to community partners Sharp Dressed Man and Civic Works Real Food Farm. Find more information at guinnessbrewerybaltimore.com.



Polar Bear Plunge

The Special Olympics Polar Bear Plunge has been rescheduled from January to March 24th through 26th. The Plunge will be held at Sandy Point State Park in Annapolis. The plunge for teachers, coaches, or students as a school activity, the Cool Schools Plunge, will be March 24th; the plunge for law enforcement, military, fire/EMS, and first responders, the Police Plunge, will be March 25th as well as the Corporate Plunge; and the largest plunge in the world, the 26th Annual MSP Polar Bear Plunge, will be on March 26th. Find more information at plungemd.com.



Maryland Home & Garden Show

Over 500 unique home products and services are going to be at the Maryland Home & Garden Spring Show on March 5th through 13th at the Maryland State Fairgrounds in Timonium. In addition to the unique products and services, there will be 17 beautiful gardens, crafts, an orchid show, how-to clinics, celebrity home experts, and more. The show will be open Saturday from 10 a.m. to 8 p.m., Sunday 10 a.m.-6 p.m., and then closed Monday through Thursday before opening again Friday 10 a.m.-6 p.m., Saturday 10 a.m.-8 p.m., and Sunday 10 a.m.-6 p.m. Find more information at mdhomeandgarden.com.



THE LONDONTOWNE SYMPHONY ORCHESTRA: ALL TOGETHER NOW

The Londontowne Symphony Orchestra, directed by music director/conductor Dr. Anna Binneweg, is a community orchestra that provides high quality classical music to mid-Maryland audiences. This orchestra is made up of professional, military, amateur, and student musicians. The orchestra will be performing *All Together Now* on March 26th at 7:30 p.m. at Maryland Hall in Annapolis. Find more information at marylandhall.org.



↑ Annapolis Opera: Into the Woods

Happily-ever-after comes at a price when classic fairy tales collide! Annapolis Opera is performing *Into the Woods* on March 18th at 7:30 p.m. at Maryland Hall in Annapolis. What do a cow as white as milk, a cape as red as blood, hair as yellow as corn, and a slipper as pure as gold have in common? A baker and his wife's wish for a child lead them into the Woods on a magical journey to reverse a curse. Along the way they meet two princes, Red Riding Hood, Jack (and the Beanstalk), Rapunzel, and Cinderella, each pursuing their own wish, in Stephen Sondheim's magical tale of love and adventure. Find more information at marylandhall.org.



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DC ON THE HALF SHELL

The Chesapeake Bay Foundation is hosting DC on the Half Shell, a biennial gala to present the Environmentalist of the Year award to former CBF President Will Baker. The event will be on March 14th at Dock 5 at Union Market in D.C. or virtually from anywhere. As well as raising a glass to Will Baker's remarkable career, Hilary Harp Falk will also be welcomed and introduced as CBF's new president and CEO. Find more information at cbf.org.



↑ Art Quilts: A Retrospective

Art Quilts: A Retrospective exhibit will be coming to Wilde Lake Community Association's Slayton House in Columbia from March 15th through April 25th. Patricia Yolande Ciricillo, who passed away just last year, loved music, art, travel, and her family. She had a strong social conscience and participated in numerous activities of social justice advocacy. After a career serving others in nursing, she dedicated her time to creating beautiful quilts. She continued to stay true to her social conscience through her art by crafting quilts around hurricane Katrina, the death penalty, and peace. Find more information at wildelake.org.

↑ BALTIMORE WATERCOLOR ASSOCIATE MEMBER EXHIBIT

The Baltimore Watercolor Society is having a member exhibit at the Wilde Lake Community Association, Slayton House in Columbia. The exhibit will be open Monday through Friday beginning through March 11th. The exhibit will include a Juror of Awards and is the perfect reason to get out of the house and shake off the winter's cold. Find more information about this event at wildelake.org.

ARTISTS GALLERY 2022 JURIED SHOW

Visit the Artists' Gallery on Main Street in Ellicott City for their 2022 Juried Show. The show will run from March 1st through March 27th. All of the artwork has been submitted by visual artists in the area and will be on display and available for online purchase on their website. Award winners will be displayed in the physical gallery. Find more information at artistsgalleryec.com.



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↑ Maryland Day

Celebrate Maryland Day Weekend in Annapolis and southern Anne Arundel County. Maryland Day Weekend will commence Friday, March 25th through Sunday, March 27th. The Maryland Day celebrations will honor local history, culture, and heritage of the region. This is a collaborative event for partner sites to offer events and activities to the public for \$1 or free. Plan your visit to sites in Annapolis and the county by visiting marylandday.org.

ARTFEST

ArtFest showcases the arts at Maryland Hall in Annapolis like no other day.

ArtFest is back March 27th from 1 to 4 p.m. This free event will showcase all the art on exhibit at Maryland Hall and will be a part of the Maryland Day Weekend celebration. Find more information at marylandhall.org.

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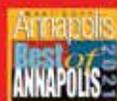
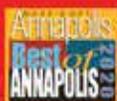
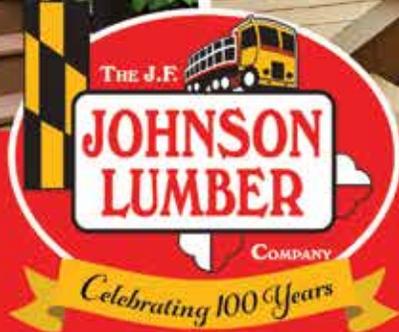
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OUT ON THE TOWNE

Across the Bridge



Flying Cloud Restoration

Oxford Community Center is hosting a presentation and discussion on the recent restoration of the 1932 sailing log canoe Flying Cloud on Thursday March 24th from 6 to 7 p.m. Light snacks and a cash bar will be a part of the free event but be sure to visit oxfordcc.org.

20TH ANNUAL PINK RIBBON BINGO

Women Supporting Women's 20th Annual Pink Ribbon Bingo will be at the Willards Lions Club on March 10th at 5 p.m. The annual Pink Ribbon Bingo is finally back in-person for the first time in two years. Women Supporting Women provide prostheses, wigs, educational tote bags, and community related events to the public to promote breast cancer awareness. There will be plenty of bingo, cash game prizes, raffles, and a 50/50 drawing. Food and drink will be available for purchase. Find more information on eventbrite.com.



The Met: Live in HD

Enjoy the Metropolitan Opera live in Easton at the Avalon Theatre. There will be two concerts shown, one on March 12th at 12:55 p.m. and a second on March 26th at noon. The performance will be live from the Lincoln Center in New York City and will be streamed at the Avalon Theatre. Find more information and buy tickets at avalontheatre.com.



St. Michaels ChocolateFest

The Annual St. Michaels ChocolateFest is back for its fourth year on March 5th. The day will include restaurant chefs conjuring up delectable special menu items to showcase chocolate inspired dishes and desserts. The Chocolate Crawl will go on from 11 a.m. to 4 p.m. on Saturday throughout the town. Chocolate lovers will enjoy shopping throughout town, while sampling amazing artisan chocolates, desserts, locally crafted wine, beer, and spirits. Find more information and buy tickets at stmichaelsmd.org/chocolatefest.



↑ THE FAITH FILLED WOMEN CONFERENCE

The Faith Filled Women Conference is set for Saturday, March 26th from 10 a.m. to 5 p.m. at the Wicomico Civic Center in Salisbury. The conference will include keynote speaker Sandra Stanley as well as other brilliant breakout speakers teaching on a variety of subjects, inspiring praise music, delicious food, fun vendors, and tons of God-living girl time. This conference is for women of all ages, stages, denominations, and walks of life who want to live out their faith and purpose. Find more information at wicomicociviccenter.org.



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Academy Arts Museum in Easton is hosting a closing reception and artist talk for *The Movable Image*. During the reception, artists Shannon Collis and Liz Donadio, Rachel Schmidt, and Shala Miller will discuss their work in this engaging exhibition. The event is on March 4th at 5:30 p.m. Find more information at academyartsmuseum.org.



↑ Rooted Wisdom: Nature's Role in the Underground Railroad—Virtual Premier

Tune in on March 11th for the virtual premier of *Rooted Wisdom: Nature's Role in the Underground Railroad* at 7 p.m. to celebrate Harriet Tubman's 200th birthday. Adkins Arboretum is partnering with the Harriet Tubman Underground Railroad National Historic Park. This 25-minute film will explore the unique relationship between the Eastern Shore's native landscape and the enslaved persons who used nature for investigation, evasion, food, and cover on their journey of self-liberation. Following the premiere, audiences can watch a panel discussion with historians and the filmmakers and participate in a Q&A with the panel. Visit naturesrole.org for more information.

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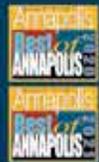
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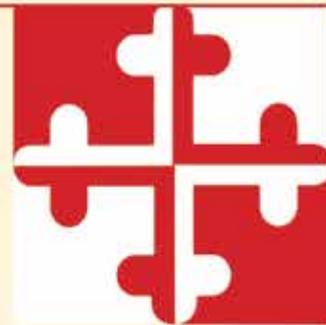
On November 13th, St. Vincent Pallotti High School hosted its Centennial Celebration event at the school's campus in Laurel. At the cocktail attire event, guests enjoyed drinks, dinner, a student musical program, guest speakers, and video messages from students past and present.

Photography courtesy St. Vincent Pallotti High School.





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www.mdfoodbank.org.

Greater Crofton Community Awards Celebration

On November 3rd, the Greater Crofton Chamber of Commerce hosted its highly-anticipated annual celebration that pays tribute to individuals who have made significant contributions to the community. The event was held at Blue Dolphin Seafood Bar & Grill in Gambrills and featured remarks from local leadership, an awards ceremony, and dinner. The 2021 awardees included: Mathew Fine (Crofton Athletic Council, Cardinal of The Year); Melanie Smith (Crofton Civic Association, CCA Citizen of The Year); Dennis M. Green & Tina N. Simmons (Linthicum Walks, Volunteers of The Year); Robert Smith (Crofton First, Citizen of The Year); Beth Ross (Crofton Christian Caring Council, Distinguished Volunteer Award); Scott Taggart (Greater Crofton Chamber of Commerce, Business Leader of The Year); County Councilman Andrew Pruski (Greater Crofton Council, 2021 Citizen of The Year); Caden Brian (Arundel Volunteer Fire Department, Unsung Hero Award); and Sally Moore (Crofton Village Garden Club, The Bernie Robertson Award). Congratulations!

Photography by Stephen Buchanan.





TOWNE SOCIAL

Holiday Taste & Sip

On December 9th, the Greater Severna Park & Arnold Chamber of Commerce hosted its 11th Anniversary Holiday Taste and Sip, one of their membership's most well-attended and anticipated events of the year. Guests enjoyed an evening of food, wine, and music, sampling offerings from local restaurants, bakeries, and liquor stores in a wonderfully festive atmosphere. Great networking, live holiday entertainment, a fantastic silent auction, a jewelry raffle, and more rounded out the event.

Photography by [Laura A. Wiegmann/Laura's Eyes Photography](#).



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19670 Beach Rd Unit D614
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This Rarely Available 3 bedroom 2 1/2 bath Intracoastal Facing unit in the sought after Direct Ocean Front Seawatch at Jupiter Island boasts 3025 Sq Ft of Living Space. 6th floor location allows for Expansive Intracoastal views to the North and South to the famous Jupiter Lighthouse. Beautifully renovated several years ago. Huge open chef's kitchen with loads of cabinet space and a large center island offers great intracoastal views. Custom Cabinetry, Granite Tops and Stainless appliances. Large Living/dining area and an additional den are separated by full wet bar. Large Laundry room with New Full size W/ D. Primary bedroom has multiple closets and sumptuous Bath with wonderful shower with Body Jets. Jr Primary suite is separate for privacy. 3rd bedroom offers plenty of room for guests.



19670 Beach Rd #Ph-701
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Extremely desirable (and hard to find) NE corner Penthouse unit offering breathtaking blue Atlantic and Turquoise Intracoastal views... watch the sunrise & sunsets! This immaculate 2Br/2.5Ba offers 2490 total sq. ft. with a large Oceanfront balcony an Intracoastal balcony ideal for getting sun. Seawatch is a multi-amenity building offering 5 acres of common land, along with 24 hr manned security, on site building manager, 2 car garage parking, and just being completed... brand new interior common hallways and decorator lobbies. additional features include: a new remodeled infinity edge pool, state of the art exercise facility, massive club room, Billiard room, bicycle storage room, tennis court, fishing pier, barbeque gazebo and on unit floor large owner storage.

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400 Beach Rd #904
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\$2,999,995 - Under Contract

Absolutely Jaw Dropping 9th Floor South End Unit in Tequesta Towers has become available! This 3 Bedroom 2 bath unit has been beautifully renovated to please the most discernable buyer. High End Fit and Finishes throughout this unit with Show Stopping Views must be seen to appreciate. Rich Chipped Marble custom floors throughout. Chef's kitchen is outfitted with Miele & Thermador Appliances with Custom Cabinetry and Quartz Tops. Both Primary and Second Baths have been beautifully renovated. Tequesta Towers features a full time onsite Manager, Heated Zero Edge Pool, Fully Equipped Fitness Center, Social room with kitchen, garage parking and Direct Oceanfront Private Beach Access. This unit will not last long and is a Must See for the buyer who is looking for the Best of the Best!



400 Beach Rd #302
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This Beautifully Renovated 3 bedroom 2 bath Direct Ocean Front Unit is perfectly located on the 3rd floor giving way to perfect views of the Ocean, Breakers and Beach on Jupiter Island. The Primary Suite is Direct Ocean Front and boasts a fabulous fully renovated Primary Bath. A second Jr Primary Suite is also Direct Ocean Front. The 3rd bedroom is large enough to double as a Den/Office/Bedroom and has wonderful afternoon sunlight. Fabulous Kitchen was completely gutted and reconfigured allowing amazing views of the Ocean as well as views of the Intracoastal. Custom Cabinetry/Top of the line Appliances/Solid Surface Tops and a large Island make this the perfect space for family and friends to gather around and keep the Chef company. 400 Beach Rd has a gorgeous Lobby/Pool/Fitness/Garage etc.



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Ali Ghaffari

Divine Mercy Academy

By Lisa A. Lewis

Although Ali Ghaffari envisioned himself in various roles as he contemplated his path in life, including an astronaut or a professional hockey player, he never imagined that he would one day found a school and serve as the headmaster. But his desire to provide his children with a classical liberal arts education inspired him to start Divine Mercy Academy. Indeed, the founding of the school marks an exciting new chapter in his life, and he embraces the opportunity to serve the community.

Located in Pasadena, Divine Mercy Academy, a private classical liberal arts school in the Catholic tradition for students in kindergarten through eighth grade, officially opened its doors in 2019. The school prides itself on its mission “to foster a love for truth, beauty, goodness, and learning by providing students with a foundation of wisdom and virtue.” Enrollment has grown from 19 students during the 2019–2020 academic year to 45 students during the 2020–2021 academic year. The current enrollment is 90 students.



I LOVE WHEN PARENTS TELL ME ABOUT THE POSITIVE CHANGES THEY SEE IN THEIR CHILD AND HOW MUCH WE ARE MAKING A DIFFERENCE. IF YOU LIGHT A MATCH IN THE DARKNESS, YOU SEE A DIM FLICKER. BUT IF SEVERAL OTHER PEOPLE LIGHT A CANDLE FROM THAT MATCH, THE LIGHT SHINES BRIGHTLY. I WANT DIVINE MERCY ACADEMY TO BE A BEACON OF LIGHT THAT SPREADS LOVE, JOY, AND BEAUTY TO OTHERS.”

“I decided to start Divine Mercy Academy because I wanted my children to receive a classical liberal education,” Ghaffari says. “I was especially inspired by St. Jerome’s Academy in Hyattsville, which is a national leader in classical liberal education. I think that this particular type of education elevates intellect and makes learning fun. That is what I wanted for my children, so I felt that I had to start the school for them.”

As the founder, headmaster, and president of the board of directors of Divine Mercy Academy, a nonprofit educational institution, Ghaffari is actively involved in every aspect of the school and is dedicated to its success. He is guided by his personal philosophy that no one should feel that they are too good to do any job—no matter how big or how small.

Not only does Ghaffari complete top-level duties, including administration, planning, financial management, interviewing, hiring, and training, to ensure the successful operation of the school, but he also performs other tasks as needed. It’s not unusual to see him teaching classes, visiting the classrooms to interact with students, playing with students at recess, cleaning classrooms, or even taking out the trash. And all of the work that Ghaffari does for Divine Mercy Academy is voluntary; he does not receive a salary. Motivated by a strong desire to serve the community,

his all-in attitude exemplifies the true spirit of volunteerism, and he is always willing to help in any way that he can.

“Mr. Ghaffari is the ultimate volunteer leader in every sense,” says Kelly O’Connor, a choral and instrumental music instructor at Divine Mercy Academy. “He approaches leadership with a ‘team member attitude.’ I feel extremely supported in my work and am impressed with his ever-positive attitude of joy and effort—even amid the tremendous adversity [associated with] starting a school and [the effects] of the pandemic. I am most grateful for the impact that his personal leadership has on the students as they see him live the example of our educational philosophy every day. He loves and cares about everyone and challenges us to be the best version of ourselves.”

Although Divine Mercy Academy is a new school that is still in the early stages of growth, Ghaffari has already seen a lot of progress. He believes that it’s important to continue to work towards accomplishing its goals and fulfilling its mission. And he has definite plans for the future of the school.

“We would love to see Divine Mercy Academy grow to its full size of approximately 290 students while still embracing our school culture of being one big family,” Ghaffari says. “We also want to become a national leader in classical liberal education and

serve as a model—a school where people want to enroll their children, a school that inspires families to relocate here from other parts of the country.”

A recently retired naval officer whose career spanned 20 years, Ghaffari flew F/A-18 jets and also taught leadership classes at the United States Naval Academy. He currently lives in Severna Park with his wife, Mary, and their children, Reyna, 13; Kaelyn, 11; Natalie, 9; Barry, 5; and Kinslee, 3.

“We started Divine Mercy Academy to make an impact in the community and change people’s lives,” Ghaffari says. “I love when parents tell me about the positive changes they see in their child and how much we are making a difference. If you light a match in the darkness, you see a dim flicker. But if several other people light a candle from that match, the light shines brightly. I want Divine Mercy Academy to be a beacon of light that spreads love, joy, and beauty to others.”

For more information about Divine Mercy Academy, visit divinemercy.md.

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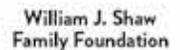
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↑ Americans for the Arts and the U.S. Conference of Mayors Honor Mayor Gavin Buckley

In January, Americans for the Arts and The United States Conference of Mayors today presented the 2022 Public Leadership in the Arts Awards to three elected officials at The U.S. Conference of Mayors 90th Winter Meeting. The honorees included: Gavin Buckley, Mayor of Annapolis, Maryland, awarded the National Award for Local Arts Leadership for cities with a population fewer than 100,000; Sylvester Turner, Mayor of Houston, Texas, received the National Award for Local Arts Leadership for cities with a population of 100,000 or more; and Bill Anaotubby, Governor of the Chickasaw Nation, was awarded the National Award for State Arts Leadership—the first elected leader of an Indigenous nation being awarded a Public Leadership in the Arts Award. “Governor Anaotubby, Mayor Turner, and Mayor Buckley embody the best of what civic leaders can do to support the arts,” said Nolen V. Bivens, president and CEO of Americans for the Arts. Tom Cochran, CEO and Executive Director of The U.S. Conference of Mayors said, “[These] mayors understand the inherent value of the arts to bring people together, promote cultural understanding, and make cities safer places to live, work, and play.”

LOCAL ENT PRACTICES MERGE

For those who haven’t heard the big news, Anne Arundel Ear Nose & Throat (AAENT) has officially merged with Severn River Ear Nose & Throat (SRENT), becoming Anne Arundel ENT & Facial Plastic Surgery and Severn River MediSpa & Laser Center. Dr. Rob Meek, the medical director at AAENT, and Dr. Kleiman, the medical director of SRENT, found from years of collaborating, that they share the same philosophy of care and high standards of skill and excellence in each of their surgical practices. In fact, the two doctors have long been respected colleagues and friends of one another and have been partners at the Arundel Ambulatory Surgical Center for over 16 years. As a combined practice, they excitedly welcomed the addition of a new physician to their team, Dr. Brandon Wachal. To learn more about the merged practice, visit aentmd.com.



↑ REGAL RIBBON CUTTING

Regal Paint Centers recently cut the ribbon and opened a new location at the Crofton Center. The independently-owned paint and decorating retailer specializes in premium, commercial, and industrial coatings. The center’s new address is 1637 Crofton Center, Crofton. Additional locations are in Annapolis, Frederick, and the greater D.C. region. To learn more, visit regalpaintcenters.com/pages/crofton.

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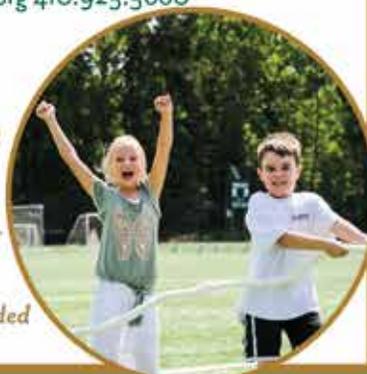
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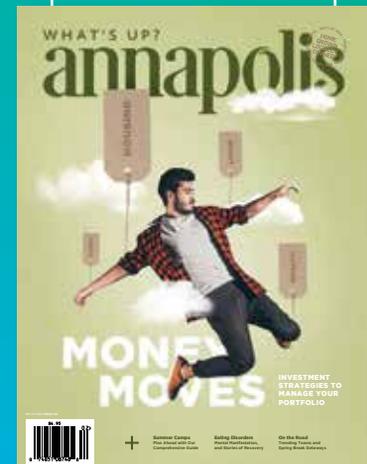


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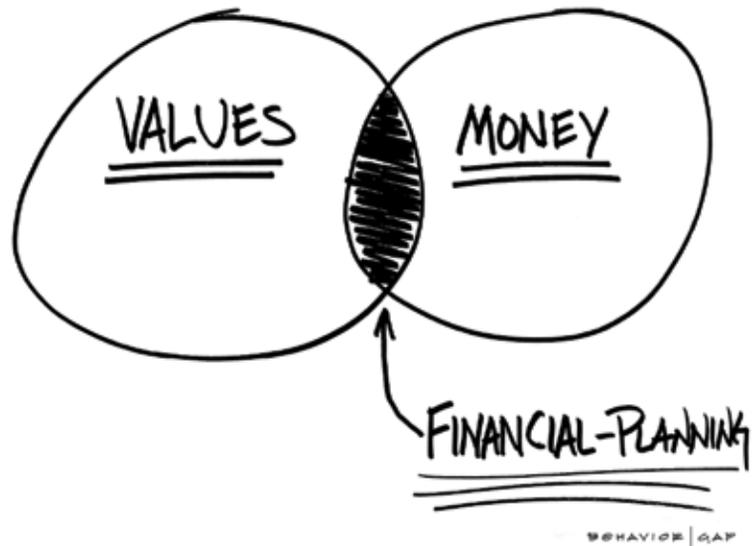
This January, longtime Watermark president Debbie Gosselin retired and turned over the business to Watermark General Manager of Vessel Activities and longtime family friend Jake Iversen and his wife Laura. “While this may come as a surprise to some, we have been planning the hand-off for some time,” Gosselin explained. “I couldn’t be more confident of entrusting the stewardship of this organization to Jake. He is passionate about Watermark and everything it stands for.” In 1999, Gosselin purchased Watermark from her father C. Edward Hartman, II. Hartman founded Watermark, then Chesapeake Marine Tours, with Bert Jabin in 1972. The company grew from one boat to a fleet of 12. In 2004, Chesapeake Marine Tours acquired Three Centuries Tours, which had been providing walking tours since 1975, creating Watermark, the provider of the complete Chesapeake Bay experience as it is known today. “I couldn’t be happier and more honored to take the helm at Watermark,” Jake Iversen said. “Debbie and her father before her have built a strong, vibrant company. Watermark’s biggest asset, though, is the Watermark team.” To learn more about the company, visit watermarkjourney.com.



AACC Foundation Gifts Clauson Center to College

AACC Foundation gifted and dedicated the Clauson Center for Innovation & Skilled Trades to Anne Arundel Community College on December 16th. The event included a ribbon cutting in addition to recognizing and thanking donors, Board members, business and community leaders, AACC faculty and staff, and partners for their support in making the new facility a reality. The 11,300-square foot Clauson Center was built "by the community, for the community," as AACC's first building to be funded solely through philanthropy. Through the generosity of approximately 200 donors, the AACC Foundation secured over \$4.25 million in private contributions to construct the building, including a lead donation made by Janet and James Clauson, for whom the building was named. The building opened to students studying electrical work, forklift operations, HVAC, plumbing, welding, framing and finish carpentry, general contracting and more in January. "By expanding our workforce development programs, we can support the needs of our employers and our local economy while helping people start and maintain successful careers," said Dr. Dawn Lindsay, president of AACC. For more information, visit aacc.edu.

Do you have community or business news to publicize? Send What's Up? an email at editor@whatsupmag.com.



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Two conceptual renderings of the proposed Annapolis Women's Memorial garden—Annapolis Rose and Lady Annapolis—by Anne-Marie Esson.

A Tribute to Those Who Broke Glass Ceilings

By Ellen Moyer

The Year of the Woman, celebrating 100 years of women's right to vote in 2020, has come and gone. Gala celebrations, inspiring speakers, "getting to know you" small group gatherings over lunch, and, lastly, a memorial recognizing the glass ceiling breakers from our City of Annapolis—who opened doors to new opportunities for others to follow—didn't materialize. Thanks to the Covid pandemic, the celebration dreams for the Year of the Woman in Annapolis just never happened.

Do we have to wait another 100 years for women to tell our story?

One local female artist, Anne-Marie Esson, has a vision for a women's memorial with a garden and fountain and sitting areas, where stories of Annapolis women who busted through glass ceilings of men's domains could be recognized. This article may seem self-serving, since I was one of them, the first female mayor to lead Annapolis in 300 years, but I believe this memorial should be built.

There were others before me that opened doors for others to follow. In the elected arena, Virginia Claggett was the

first woman on the County Council and Janet Owens was the first female County Executive. Cynthia Carter won a never-heard-of-write-in vote for City Council Alderman. Way before, 250 years before to be exact, Catherine Green took on the job of publishing the *Annapolis Gazette*, the nation's oldest continuous newspaper.

So many more women have led the way breaking barriers in business, community service, and government leadership where once they dared not tread. (Remember not so long ago, the doors to higher education were closed to women; and just 50 years ago, most women couldn't even obtain a credit card.)

The irony of course is that a symbolic woman, named Freedom, has been watching over all of us since 1863 from the dome of the U.S. Capitol. In monuments to historic figures across this nation, however, women are nearly invisible. Of 152 national monuments under the National Park Service, only three represent women. Of the 100 memorials to leaders submitted by states to the U.S. Capitol rotunda, only nine are women. Sacajawea, who led the men of the Lewis and Clark expedition westward, is one of them.

According to a 2015 survey, about 10 percent of all monuments to historic figures represent women. In our large cities, that percent is even lower. New York City has five among hundreds, and Chicago parks have none.

Female statues/figures are depicted conspicuously throughout the U.S. symbolizing liberty, freedom, peace, hope, and justice—the ideals of American government—in classical Roman and Greek mythological styles. But real women with a name that were the first, such as Florence Nightingale, are, by and large, not.

In 2017, a statue named “The Fearless Girl” was placed outside Wall Street. The message of female empowerment suggests to corporate leaders that it is time to include women in leadership positions. At the time, 1,500 corporations had no women on their Board of Directors. Today, two-thirds of them have opened their male domain to include women.

It is time that we too, in our State Capital, honor the local women that broke glass ceilings. Being the first in any endeavor inspires others to dare to be courageous to gain a foot in the door of exclusive power domains. Inclusion provides opportunity to impact policy, public and private, in new ways that enhance quality of life for all of us. Breaking glass ceilings recognizes the value and human dignity of us all.

It is time, with support of our current public leaders, to step up and designate a space for a memorial garden as envisioned by Anne-Marie—a space of beauty, harmony, inspiration, and appreciation for women who were the first to break through the “glass ceiling.”

What do you think?

Let us know by sharing your thoughts. Email editor@whatsupmag.com with the subject line “Women’s Memorial.” You can also write to your public representatives serving on the city and county councils, as well as legislators in both the State Senate and House of Representatives.



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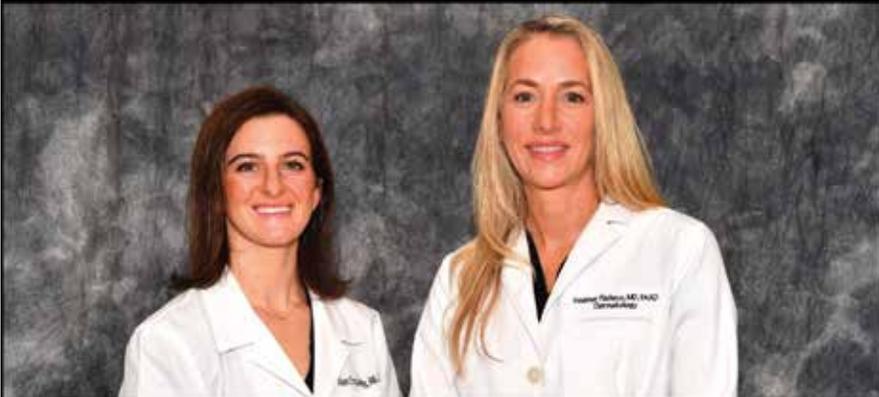
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TOWNE ATHLETE

Joshua Hardy

Annapolis Area Christian School
Football, Basketball, Track

By Tom Worgo

As far as college recruiters go, Annapolis Area Christian School's Joshua Hardy wasn't on their radar as a sophomore. Hardy's skills in football still needed a lot of development. That inspired him to get better, bigger, stronger, and faster.

"Something clicked," Hardy says. "I knew I could be a Division I athlete."

So, starting in December of 2019, the AACCS three-sport athlete spent the next seven months (during the pandemic) working out in his backyard and on the grounds of a nearby elementary school. The four-year starter at defensive end found football drills to do on YouTube, involving workouts

with his hands, jumping from a three-point stance, running around cones, and doing parachute runs.

The 6-foot-4, 230-pound Hardy, a Bowie resident, also started lifting weights when a nearby gym reopened in June of 2020. All told, he worked out about four hours a day.

He continued to lift weights after his junior season for two hours a day and hired a defensive line coach, Aaron Wallace, last summer before football season, to help improve his technique. His development over those two years was dramatic. He went from standout player to Division I recruit. "I became faster, more muscular, and more explosive," Hardy explains. "And now I have great technique."

As a result, he had an impressive list of colleges that aggressively recruited him: Navy, Army, Boston College, Fordham, Old Dominion, Toledo, Buffalo, and Bowling Green. The 18-year-old Hardy ended up settling on Boston College of the Atlantic Coast Conference and signed a National Letter of Intent in mid-December.

"Most players are already noticed early in their high school career," Hardy says. "I wouldn't say I was overlooked. But I got noticed later than everyone else. I am kind of like a late bloomer."

Hardy fell in love with Boston College after he visited the school in early December. He plans to major in film studies. "They play a high level of football in the Atlantic Coast Conference," he says. "I thought it was the best place for me to succeed on and off the field."



HE IS AN AMAZING ATHLETE. HE IS THE TOTAL PACKAGE. HE HAS STRENGTH, POWER, AND COORDINATION. SEEING HIM EXCEL IN THREE SPORTS HAS BEEN AMAZING TO WATCH."

Hardy, a four-year starter, had a season to remember as a senior. He finished with a whopping 36 sacks for the Eagles, who compete in the Maryland Interscholastic Athletic Association C Conference. He also compiled 16 sacks as a sophomore.

AACS Football Coach Michael Lynn says Hardy could have registered double-digit sacks every season if he'd been playing in the MIAA A Conference, which features some of the best teams in the state. "He was double and triple-teamed a lot," Lynn says. "He has long arms and is so powerful and explosive. He was a force on every play."

Hardy played some tight end for the Eagles, but it was easy to forget any contributions he made on offense in some of his game performances. He had seven sacks against Severn, including four in a row on the game's final drive. Hardy totaled six sacks versus St. John's Catholic Prep and recorded five against St. Michaels High.

"He is the highest recruited player we have ever had," Lynn says. "We were hearing from schools like Arizona and Syracuse."

Hardy didn't take a break after football season ended. He's a starter at small forward on the school's varsity basketball team. Hardy will also compete in track and field in the spring for a second consecutive season. He runs the 100 and 200 meters.

"He is an amazing athlete," AAC's Athletic Director Josiah Wolf says. "He is the total package. He has strength, power, and coordination. Seeing him excel in three sports has been amazing to watch. We have had good Division I athletes, but he will be playing a sport at the highest level that no one else has [for AAC'S]."

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TOWNE INTERVIEW

Angel Reese

Star Guard for Maryland Terrapins Women's Basketball

By Tom Worgo

Photography courtesy University of Maryland

University of Maryland sophomore guard Angel Reese grew up in a basketball intense household. Her parents played basketball both in college and professionally overseas. Angel's two brothers have also competed at the Division I college level. Her 18-year-old brother Julian, a freshman, is on the Maryland's men's basketball team. So, there's a sibling rivalry of sorts.

"Everything was always competitive with my younger brother," says Angel, 19. "We had a basketball court in front of our house, and it was always very competitive and intense. We played all the time together. It helped shape me to who I am now."



MY COACHES AND TEAMMATES EXPECT A LOT OUT OF ME. ONE THING I CAN REALLY BRING IS ENERGY. THAT IS ONE OF THE THINGS I LEARNED LAST YEAR WHEN I WASN'T PLAYING. THEY FEED OFF MY ENERGY AND IT'S EXCITING."

It made 6-foot-3 Reese, a sophomore guard/forward into a dynamic player. Early in the season, she led the Terrapins in points, rebounds, and steals. That came after a sophomore year in which she averaged 10 points and six rebounds in 15 games, mostly coming off the bench. A foot injury kept out of the lineup for a few months.

Reese was the highest-rated player ever to commit to Maryland. ESPN ranked as the No. 2 overall recruit in the country. At Saint Frances Academy in Baltimore, she led the team to four straight Interscholastic Athletic Association of Maryland A Conference championships.

We talked to Reese about how basketball ran in her family, her relationship with Julian, being a vocal and energetic player, and what she wants to do after college.

What was it like growing up in a basketball household?

Everything was just competitive. Our basketball court in front of the house had to be taken away because we were just so competitive. Everything was just always *win, win, and win*. My younger brother didn't want me to be better than him. We used to argue and say, "Who is taking the shots?" But it really helped my game.

Your brother is playing at Maryland, too. What does that mean to you? It must be special?

It's great because my mother can come to all the games. It's just great to have Julian here. We learn from each other. We talk to each other before games and after games to see what pointers we can give each other. It's fun and so great.

You all hang out together on campus? What type of things you do together?

We usually hang out in each other's rooms. He has a dog, so I will go hang out with his dog. We also see each other in the gym, and we will eat dinner together sometimes.

Maryland Coach Brenda Frese has been one of the country's top coaches and she won a national championship. How would you describe your relationship?

We have a great relationship. We bump heads sometimes, but we always come back together so she knows what's best for me. We really listen to each other. She is always there for me.

Your scoring is way up over last year. What has been the key to elevating your game?

My teammates are getting me the ball more and I am taking advantage of that. I didn't get to show much last year and think I just focused on things



mentally and being positive, and being able to get through adversity if I faced it.

You play with a lot of energy. Can you talk about that?

My coaches and teammates expect a lot out of me. One thing I can really bring is energy. That is one of the things I learned last year when I wasn't playing. They feed off my energy and it's exciting.

You are a vocal player. Does that help your teammates?

I give the freshman some confidence. I tell them you are going to make some mistakes, but it will be okay. It's a big-time atmosphere to be in. They are going to be nervous and miss shots.

Mentally, you have got to have a short memory for things like that.

You were ranked as the nation's No. 2 recruit coming out of high school. The list of schools recruiting you seemed endless. Why Maryland over other schools?

It is close to home, and I like the family atmosphere. Coach Frese had a vision of what she wanted for me: That's to be in the WNBA, and also to win a national championship. The girls on the team are so nice and cool. I felt they were like my sisters from the beginning. Everything just fits for me. My other top schools were South Carolina, Tennessee, USC, and Syracuse. Everybody was telling me I was going to be a star.

After last year playing with no fans. Is it exciting to play in front of big crowds this year?

Yeah, it is really fun. Having all those people there is great. I love having all my friends and family there. I appreciate the support.

What do you want to do after you graduate from college?

I want to play professional basketball and go to the WNBA. After that, I want to be a commentator on TV. My major is communications. I have talked with Christy Winters Scott, who is a Maryland grad and has done broadcast work for ESPN and the The Big Ten Network. I have talked to her about doing an internship next summer.

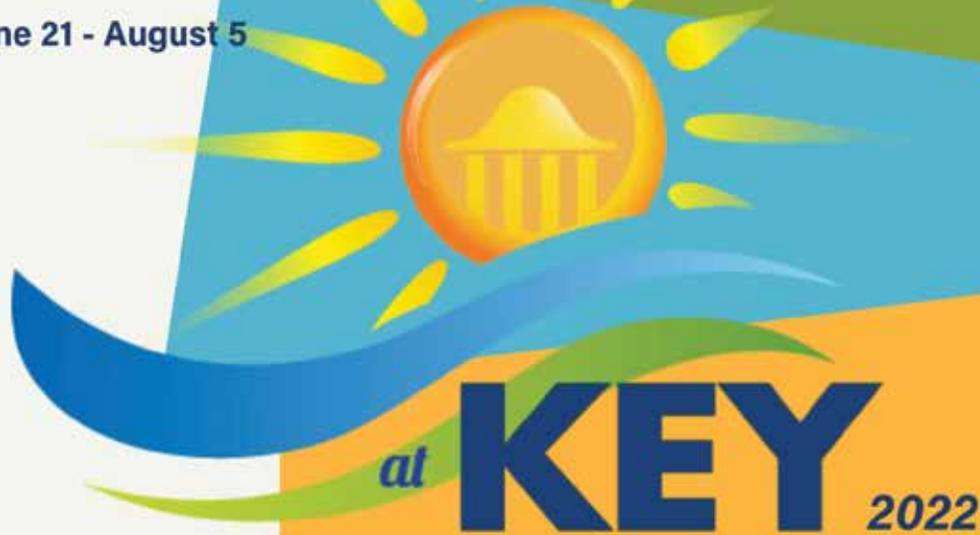
NCAA March Madness

At the time of this writing the Maryland Terrapins Women's Basketball Team was ranked No. 12 in the AP Top 25 national poll. Expect to see Angel Reese and her teammates compete in the NCAA Women's Basketball Tournament this month, when the opening round games tip off on March 16th. Games continue weekly, through the Final Four/Championship weekend, which is scheduled April 1-3.

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OUR INTERVIEW WITH MAYOR GAVIN BUCKLEY, AS HE EMBARKS ON A SECOND TERM

Story by **Mark Croatti** | Photography by **Stephen Buchanan**

Last November 2nd, Annapolis Mayor Gavin Buckley, a Democrat first elected in 2017, became the first city executive to win a second term since fellow Democrat Ellen Moyer (2001–2009). Prior to that election, we wrote that, “His first four years have been notable for an emphasis on renovating, developing, and modernizing the historic district from West Street to Main Street.” Just before Christmas, we sat down with the Mayor to discuss what he’ll focus on during the next four years, including the implementation of the 2020 report by the City Dock Action Committee (CDAC), “Transforming City Dock,” a cooperative effort between the Mayor’s office, the City Council, Historic Annapolis, Inc., and other organizations that advised and funded the report including the National Trust for Historic Preservation, the Maryland Historical Trust, Preservation Maryland, and the National Park Service’s Chesapeake Bay Office. We were also especially interested in what he wanted to be remembered for and if he harbored aspirations for higher office.

ON THE SUBJECT OF WEST STREET

You’ve been a driving force behind the ongoing transformation of West Street. What’s next for that region of the city? There has been a lot of creativity there related to the arts, food, and shops. The goal would be to extend that kind of development out toward Maryland Hall to enlarge the Arts District so that it flows into West Street, bookended by Ram’s Head on the other side, an amazing venue that we’re lucky to have in a city of this size; in fact, we’re working with them on a singer-songwriter festival that will be a sister event to the one they do in Key West. I love the connection between these two cities; we’re both waterfront towns with distinctive personalities attracting creative people who like to collaborate on arts-related ideas that use a lot of local venues.

TRANSIT

What will the CDAC report’s five-year Transit Development Plan include? My first piece of legislation was a 100 percent electric bill to make all transportation within the city limits carbon-neutral. If we can get people out of their cars as soon as possible when they come into the city and move them around on electric vehicles such as a ferry, a 10-minute trolley like in San Francisco, or a circulator, that will be much better for the planet. If we can make getting around fun—literally part of the experience—and free, it will get incorporated into people’s routines and will almost become a tourist attraction in and of itself.

The state’s capital is not linked by rail to the nation’s capital or to the state’s largest city, Baltimore. Perhaps that won’t change within the five years of this development plan, but what about long term? I think we have to; if we’re going to truly move away from fossil fuels, we’ll need to develop efficient forms of transportation that not only connect Annapolis to the Eastern Shore but also to Washington, Baltimore, and Philadelphia, by water as well. It’s a massive, missed opportunity not to have followed examples by other cities on the east coast and places farther away like Seattle or Sydney where people come to work

by ferry. I think anytime you can get on the water it’s therapeutic, it’s healthy, it makes you enjoy where you live, and so we have to explore all of these ideas as we move toward carbon neutrality.

Can you update us on the plan to install EV charging stations throughout the city? We’ve had some hurdles with what is acceptable in the historic district so we’re still working through those. We’ve implemented them in other parts of the city like parking garages, libraries, and the Moyer Recreation Center and we’re constantly looking for other locations. The Fifth Street idea for the ferry, where we plan to keep it docked, will hopefully include the country’s first in-water charging station for a 100% electric ferry. That’s newsworthy, and on that same street there will also be places to charge the trolleys, with electric bike racks allowing bikers to roll onto the electric ferry and go back and forth between the historic district and Eastport.

FLOODING

Based on recommendations by the Urban Land Institute, the CDAC envisions a Town Square between Market House and the row of restaurants facing it and a City Park between Ego Alley and the restaurants facing it in order to link the Market House to the water in a way that would “rival the Georgetown waterfront.” Are those realistic goals in terms of space, business community support, and consistency with anti-flooding strategies? We’ve conditioned people to want to park near the water, resulting in the nicest waterfront parking in America. It should instead be a public space that not only provides a place to gather but also filters water and creates a barrier against flooding. We’re so far ahead of other areas on what we’re doing because we know what sea level rise will look like for us—what happens when there’s any kind of catastrophic event that forces water into the storm vents and into the streets of Annapolis. We’ve come up with a short-term plan that took our flooding days from sixty a year to something like six, on average, but once the water gets pushed above four feet it overcomes what we’ve done, so the CDAC designed a solution of 9 to 10 feet. To give you an idea of how significant the difference is, had that existed in 2003, it would’ve protected the historic district and its businesses from the damage done by Hurricane Isabel.

PARKING

Speaking of parking, the CDAC promotes the development of a comprehensive parking strategy by March 2024 to ensure “no net loss of parking.” What could that entail? Their report mentions a remote parking program, more in-kind parking, and the demolition of Hillman Garage. The new garage will have more spaces to compensate for the spots removed from City Dock. We’ll also use smart technologies, for example, on Rowe Boulevard. As people are coming into the city, they’ll be informed that there’s, say, fifty expensive parking spaces available closer to the waterfront but a hundred free ones somewhere in between. Once we condition people to move around in a different way, it’s going to put a lot less pressure on the most valuable parking assets. Our goal is to get people walking into the city as much as we can because it’s a beautiful city to enjoy on foot. That’s the best way to see Annapolis!



I want to be a Mayor who made everyone feel welcome downtown, who created a space that everyone could relate to and felt comfortable in and made Annapolis one of the best places to live in the country.

NEW ATTRACTIONS

Previous outside consultants had recommended using the City Dock area to give visitors something to do beyond eating and water-related activities, similar to what Philadelphia did with the construction of the Constitution Center. Annapolis was the first peacetime capital of the United States under the Articles of Confederation but nowhere on Main Street can souvenirs related to this period be found such as Treaty of Paris replica documents or statues of George Washington resigning his military commission before Congress. You can buy a mug with a crab or a sailboat, but nothing connected to the ratification of the Treaty of Paris or Washington's retirement as Commander-in-Chief that ensured democracy's survival; think of walking the streets of Gettysburg without references to the Civil War. Sam Brown and his brothers created an exhibit at The Westin that captures some of this history but it's on the opposite end of West Street. Could there be eventual interest in something like a *Pre-Constitution Center* closer to City Dock? I know Sam Brown very well and I've sort of had a little glimpse of some of that. I'm all for "place-making" whatever way you can do it. That was one of the reasons I ran for office because our downtown didn't have a trace of oyster men working here or crabbers working here, those kinds of things that are authentically Annapolis, like the fact that this was the Athens of the new world, a cultural center that anybody who was anybody came to at certain points in time. I love the idea; I do find that sometimes we are subjective in our history, so I think we have to acknowledge that we *continue* to make history.

What are some of the other ideas that would help achieve the CDAC report's goal of providing more opportunities to "touch the water?" I envision floating boardwalks on the waterfront and transportation options that will take people to places like Truxtun Park. We want to "activate" the water in as many ways as we can because that's one of the reasons people come here.

LEGACY

What do you want your legacy to be? The Mayor who created green spaces, who both attracted more visitors to keep local businesses operation while fixing the parking problems, and who ultimately stopped the city from being continuously flooded? How would you like to be described to future generations? I would say that I want to be a Mayor who made everyone feel welcome downtown, who created a space that everyone could relate to and felt comfortable in and made Annapolis one of the best places to live in the country—which I believe it already is. I believe we have all of the pieces to do that. Geographically, we're in a great position; we have employment centers all around us, we have an international airport, we have beautiful nature everywhere we look, we have big cities nearby that we can visit, and we have our own unparalleled history to attract visitors here.

HIGHER OFFICE?

You just got re-elected Mayor so naturally people are going to wonder about your political ambition. What's ahead for you—a campaign for County Executive, or Governor, or even Congress? Well, for now I'm only thinking about the next four years. I love being a Mayor and it's the best job I've ever had so I want to make sure I do it right, and if I do, then maybe there'll be other possibilities for me after that, but first I want the place I live in to be as awesome as possible. That's my motivation—I not only want my kids to love this city as much as I do, I want other people to be jealous that we get to live here!

Mark Croatti, who teaches courses on Public Policy and Comparative Politics at the University of Maryland, the United States Naval Academy, and The George Washington University, has covered state and local politics since 2004.

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EXCELLENCE IN N RNSING

The Excellence in Nursing Campaign starts this month! A peer-survey project that celebrates exemplary nurses practicing in the Greater Chesapeake Bay Region. We are calling for licensed nurses and medical professionals to nominate your fellow nurses in several fields of practice. The results will be tabulated, vetted, and become Excellence in Nursing 2022.

Voting will close at the end of April (4/30). Those earning Excellence in Nursing honors will be notified in early fall and the results will be published in the November issues of *What's Up? Annapolis*, *What's Up? Eastern Shore*, and *What's Up? Central Maryland*, in addition to the online platform and social media channels of What's Up? Media.



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YOUR PROPERTY INVESTMENT IQ



CAREFULLY
CONSIDER HOW
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CAN BE PART OF
YOUR PORTFOLIO

BY DYLAN ROCHE

Home is where the heart is. It's also where a lot of your money is if you're a homeowner. For most people, real estate is the biggest investment they'll ever make in their lifetime—and it is property that has provided a pathway to wealth for many Americans across generations.

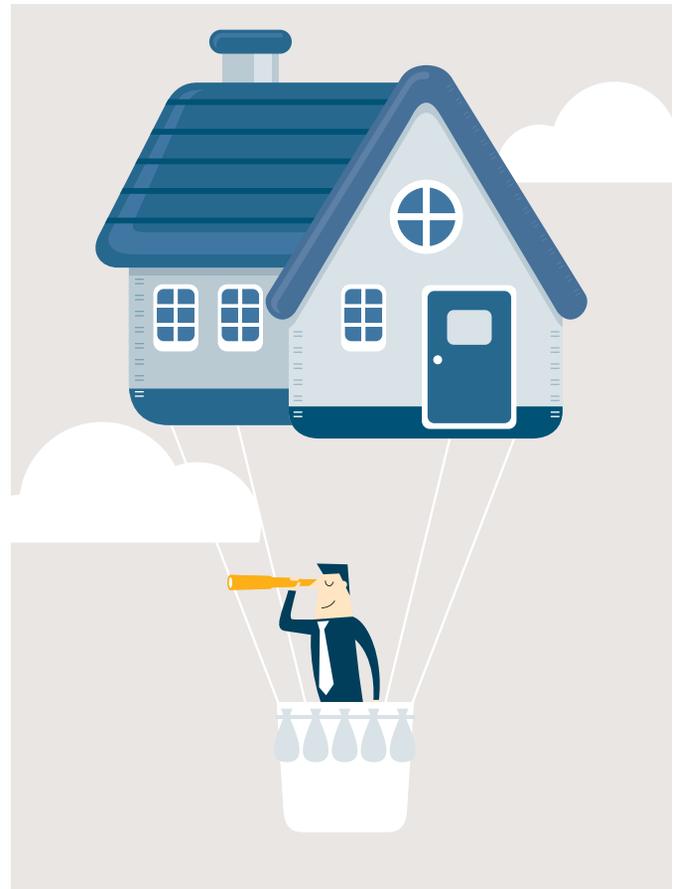
But even though homeownership offers great potential, there's a lot to consider before making the investment—and it might not be the right investment for everyone. Real estate agents and financial experts agree that investing in a home, whether it's your primary residence or a rental property, is a move that should be done with great care and professional guidance.

WHY REAL ESTATE MIGHT BE RIGHT FOR YOU

For those who are a good fit, real estate really might be the best investment they can make. “There is a limited and finite supply of real estate,” says Ann Alsina of CovingtonAlsina. “In the long run, residential real estate grows at about 5 percent annually. That’s the growth of the asset itself.” For people who are buying rental properties, she points out it can be even more lucrative. “Then you add in cash flow from rent, and it can be a strong investment.”

The other strong sell about real estate is that its worth can never drop to zero, which is different from other investments. “Real estate will always have residual value,” says Brad Kappel with Sotheby’s International Realty. “And it is something tangible you can use and enjoy, unlike a typical investment you just look at on a spreadsheet.”

But maybe the best reasons tangible real estate is a great investment are because it’s not something easily bought and sold or traded (outside of REITs, which is another subject). “In my opinion, the number one reason real estate is such a good investment has nothing to do with real estate,” says David Orso with Compass Real Estate. “It has to do with discipline. Real estate is a tough investment to trade *and* an expensive investment to trade. Therefore, the investor of real estate is typically forced into a hold position and most investments, real estate included, reward a patient strategy and reward holding the investment; *not* impulsive, reactionary trading.”



SHOULD YOU BUY PROPERTY TO RENT OUT?

If you’re somebody who is looking at real estate as an investment, it’s important to distinguish which approach you’re taking: Are you buying a house as your primary residence that will build equity or are you buying a property you’ll rent out to bring you extra income. Although both types of ownership are investments, it’s typically the latter that people refer to as investment properties.

“An investment property by definition should be a real estate investment other than your primary home, which generates cash flow,” Orso says. “Generally speaking, investment real estate is an illiquid asset so it can be cash intense. My advice for new investors is to make sure you have at least six months’ reserves in place and untouched before considering the purchase of a real estate investment.”

Rental properties offer a lot of potential—after all, if you have a responsible tenant who is paying rent on time while taking good care of your property, that’s money coming in every month while your property simultaneously appreciates in value over the years.

But don’t think that investment properties are easy money by any means. Rental properties require that you, as the owner,

must put capital into them on an ongoing basis to maintain them or even improve them to retain tenants. In the beginning, most of your rental income will go toward paying down the principal, so it could be 10 or 15 years before it’s producing money for you. “You have to work the investment in order for it to become something that really grows in value,” Kappel says.

Larissa Costello with Ad Astra Wealth Management refers to the idea of investment properties as a “buyer beware” scenario because of the risks associated with it, not to mention the responsibilities that some people don’t anticipate. “You’ve got to make sure you do your due diligence,” she says. “Are you prepared to be a landlord? Do you want to hire a property management company?” In some situations, she explains, a landlord gets a 3 a.m. phone call about a leaking toilet, and they have to handle that themselves or hire somebody to handle it for them.

Alsina points out that managing rental properties is essentially a business. “I recommend people looking to purchase investment real estate consider all the costs involved and be able to cover those for several months without any rent coming in,” she says. “If you have a period of time with no tenant, or a tenant who isn’t paying and now you need to go through the eviction process, you need to be able pay the mortgage, insurance, and property taxes without that rental income.”



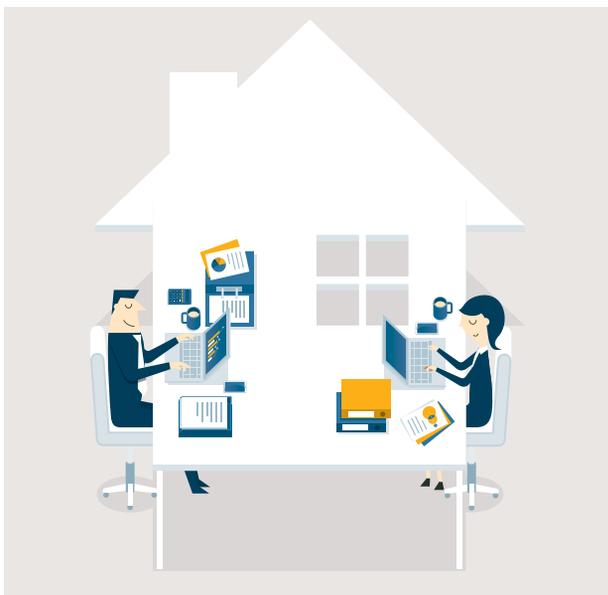
THE SINGLE BEST INVESTMENT?

Rental properties aside, even your primary residence has some level of risk associated with it that you should carefully consider. Maybe you've heard the advice that "the single best investment one can make is a home," but that's not exactly true.

Orso explains that between 2008 and 2015, he counseled hundreds of families through very tough financial decisions—and he says it wasn't because the market had retracted but instead because these homeowners saw their lives change and they needed to sell. "The unaffected parties during the downturn were the families who didn't need to sell," he says. "The *first* and most important question when buying a home is actually "When will you be selling the home?" Those who won't be in their home for a long period of time should consider the shorter-term solution of renting, he says.

Costello agrees with this notion. "If you move in five years, the cost of buying and selling a home may not make sense," she says, adding that people who are already under a lot of debt should not take on more than they can afford. "You always have to look at what debt you're taking on," she says. "Housing costs should be 28 percent or less of your gross monthly income."

It's also important to remember that some capital you put into the property will increase its value—new appliances, for example—but other expensive changes, while conducive to your personal lifestyle, might decrease the value of the home. "You should meet with a real estate professional if you're planning to make significant improvements to the home so that you don't put money into things that don't have an ROI," Kappel says. "People will buy a house for a million dollars and it's a great investment at a million—it's worth a million or more—but then they spend \$250,000 on a fancy garage or something crazy, turning an asset that has equity and has value into something that's overbuilt or too niche."



CONSULTING A PROFESSIONAL

Whether you're making changes to the property or not, or whether the home you're looking to buy will serve as your primary residence or a rental property, it's important to remember that your situation as an investor is unique. Your financial portfolio is going to be unique too.

Financial planners, investment advisers, and real estate agents can help you make the wisest decision. They know the industry—and more importantly, they can help you be objective about a purchase that you're often putting a lot of heart into.

"Hire a true real estate professional to be your guide," Orso says. "An experienced guide knows the risk, explains the risk, and has a roadmap for success. Bad decisions happen very quickly and the resolution to those decisions can last for years. Investing should be tactical not emotional."

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A man with a beard and glasses, wearing a dark suit, white shirt, and dark tie, is smiling and looking to the right. He is standing in a modern, brightly lit interior space with large windows and a white sofa visible in the background. The image has a blue color cast.

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Welcome Travis Gray to Engel & Völkers Annapolis and Ocean City



We are very excited to welcome Travis Gray to our Annapolis and Ocean City shops as both an Advisor and License Partner. Travis brings a proven track record, local market expertise, and years as a respected industry leader known for providing excellent service to his clients in Greater Annapolis and the Eastern Shore. “We developed a relationship over the last few years that quickly revealed similar visions and principles for the importance of culture, leadership and integrity in the real estate industry,” said Rick Foster, license partner of Engel & Völkers Annapolis and Ocean City. “It is with that intention that I invited Travis to become an equity partner and help continue to grow our E&V shops in Annapolis, Ocean City and in future additional locations. He brings a wealth of knowledge and professionalism which will continue our commitment to unmatched client service and professionalism shared by our advisors and E&V partners around the globe.”

Travis, a waterfront and fine property specialist, is an Associate Broker, holds the GRI designation, and has received numerous industry awards. “With Engel & Völkers I saw the opportunity to become part of a global brand with a network that lives and breathes exceptional client service,” said Gray. “Being part of such a collaborative team on a local and international level, in addition to its fresh approach to marketing, helps me enhance my offerings to best support my clients.”



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Listing Advisor: Ashley Paternostro

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Listing Advisor: Mary Rice

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2100 Jolie Place | Crofton | Sold for \$1,388,000

Listing Advisor: Katie Moore

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149 E Bay View Drive | Annapolis | Sold for \$1,910,000

Listing Advisor: Jennifer McCormick

With a perfect waterfront view of Smiths Creek, this custom-built beauty complete with a private pier and pool is located in sought-after Hillsmere Shores.

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Photo by Tony Lewis, Jr.

If Brant Nielsen had a superpower, it would be X-ray vision.

Brant Nielsen doesn't look at things so much as he sees through them. Walk through a seemingly perfect bathroom or kitchen remodel with him and he will spot and correct flaws that no other person would notice.

To call him a perfectionist would be an understatement. He brings this intensity and dedication to everything he does. He's a shady contractor's worst nightmare, but for a customer buying or selling a home, Brant's insights are invaluable.

He walks into a home and within seconds, he appraises the necessity of renovation. He then weighs it against the potential costs to answer the burning question, "To renovate or not?"

To some, his speed and accuracy may look like the machinations of a savant, but it's really the product of decades of learned experience.

Brant started in the construction business at the tender age of 16. He describes himself as a skinny little runt who could outwork every guy on the worksite. Though a little less skinny, Brant now heads a company that outworks every competitor in the Annapolis region. One so successful, it now sports a fancy name, spiffy new logo and five divisions:

NDG Remodeling, NDG Kitchen & Bath, NDG Roofing, NDG Paint and the real estate division NDG Home Team.

Brant explains the logic of his decision thus: "Customers are looking or searching for specialized offerings. A customer wanting to build their dream kitchen or bathroom doesn't search for a General Contractor. They look for a kitchen or bath specialist. Our decision reflects our depth of experience in every facet of construction. After many, many years, we've achieved a level of mastery and have strong relationships with the best sub-contractors in the business. This is our way of showcasing to customers that we deliver any construction service at the highest level. We started our Real Estate Division based on decades of experience buying, renovating and selling homes in good markets and bad."

A cynic might dismiss Brant's decision as an expedient revenue stream to fleece real estate sellers when they are most likely to believe that renovation might work to their advantage in extracting a higher price from a credulous buyer.

Nothing could be further from the truth. As Brant has observed, "I've noticed that everyone who's bought or sold a home has a horror story to share. We believe we can give customers a better experience."

He has countless examples to share,

"A friend of mine selling his home interviewed several realtors. Virtually everyone told him the house would never sell without a \$50,000 bathroom renovation. I understand the motivation of realtors, but to be honest, most don't have our experience or knowledge of renovation.

He showed the house what seemed close to 70 times. One potential buyer commented on the bathroom. He eventually sold the house without the renovation and spared himself some expensive advice.

Most sellers don't get the impartial advice they need. In most cases, I tell my customers a renovation isn't going to get them a better price. And I'll spare them the hassle of showing their home 70 times!

Nowadays, especially in the current market, I am loathe to suggest major renovation." Counterintuitive as this approach may sound, it's a savvy business practice. "Given the choice between a quick profit and a long term relationship, I'd choose the long term relationship.

One way or another, I'll earn their business because I've made the effort to earn their trust. Everything we do is about building relationships based on trust and transparency. The way I see it, we're not in the construction business, we're in the customer service business." It's not an idle claim, it's a promise that translates into a meaningful operational process. And his customers are taking notice and recognizing the value of Brant's vision.

"Other contractors tried to fit us into a formula that was convenient for their crew, not for us." An NDG customer explains, "Brant's approach was diametrically opposite. 'What do you need?' He asked us, 'How can we make the vision you've created with your architect, come to life.

Not surprisingly, Brant pays attention to everything his employees say, too.

A new associate commented on his management style, "He wants everyone to get on board. He genuinely listens and wants to draw on the different experiences everybody can bring to the table. He's unique, a visionary and a perfectionist which makes him an odd duck."

An odd duck?

"Yeah," she says, "The combination of visionary and perfectionist is odd. The two don't seem to mesh well. It's rare because perfectionists spend so much time managing minute detail, they lose sight of the bigger picture. Brant manages to shift from micro to macro thinking with startling ease. One minute, he's pointing out how wood samples don't match or how there's not enough gap between a refrigerator and a cabinet, the next he's explaining his plans for the future."

He's sanguine about NDG's success in 2021 and is bullish about the company's future, but his optimism is grounded in commonsense and the deep philosophical reflection that informs his unique vision.

"Our challenge going forward," he points out, "is to grow right, not fast. We are at the point where we can swiftly turn the dial up and increase our revenue. But, we can't compromise our standards for the sake of profit. If we grow too fast, we'll have to hire fast. And the wrong people can compromise our culture. We must hire for attitude and core values. Aptitude we can teach."

Listening to Brant Nielsen talk about business is like watching him work. Immediately, you get the sense that he can and will nail it.



www.NDG.Solutions
(833) 634-6683

The NDG Home Team is a team of real estate agents affiliated with Taylor Properties. Taylor Properties is licensed in Washington D.C., Maryland, Virginia, and Pennsylvania and abides by equal housing opportunity laws.

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Real Estate
Professionals



Atlantic Prime Mortgage

“Your Trusted Local Source For Mortgages”

Atlantic Prime Mortgage is ready to assist new clients with all of their mortgage endeavors while providing personalized customer service. Since our company's launch in October of 2015, we have built a strong team with a proven track record of success. Atlantic Prime Mortgage consists of an experienced well-rounded staff with multiple loan officers and other support. Our three managing partners David Jones, Wes Tower, and Scott Dostal have each been in the industry for 20+ years and oversee the company's daily operations. Wes and David currently run the Annapolis location, Scott is head of our Coastal Delaware Beach office, which opened its doors in 2020.

Are you looking for a lender you can have confidence in today? You can count on us at Atlantic Prime Mortgage every time. Each buyer and situation we address is unique. We are prepared to tailor to the needs of our customers and are easily able to pivot in order to accomplish everyone's goals in a timely manner. Customer Service is number one when choosing Atlantic Prime Mortgage and we continue to build lasting relationships. We pride ourselves in offering enjoyable stress-free experiences. Our offices are open seven days a week and we are always free to answer questions that may arise during the lending process. The Realtors we work hand in hand with everyday have the confidence in our process, which consistently leaves the customer at ease. Going the extra mile to ensure communication is open across the board, is key to a successful and happy transaction.

“The team at Atlantic Prime Mortgage are true professionals. They are attentive to our needs and truly understand the market and know what is the best possible deal for our situation. I trust their advice. They helped us secure our first loan and then 8 months later provided keen advice when the opportunity arose to refinance our initial loan. A+ customer service!! Thank you Atlantic Prime Mortgage!” - Homebuyer Edgewater, Maryland

Whether you are consolidating your debt, refinancing your home, or buying your first home, we have the expertise to make it a fast, easy, enjoyable process.

We are hiring! Our team at Atlantic Prime Mortgage is growing and we are currently looking for new Loan Originators and Branch Managers. Anyone that would like to have a confidential conversation about these exciting opportunities should contact Managing Partner Wes Tower (410-991-2191).



Annapolis Office
410-305-7800
Coastal Delaware Office
302-684- 3932
www.atlanticprimemortgage.com
NMLS ID : #1438562



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Brad Kappel

Brad Kappel, Senior Vice President with TTR Sotheby's International Realty is the #1 Waterfront Real Estate Agent in Maryland. Brad has been serving residents of Anne Arundel County and the Eastern Shore for over fifteen years in real estate, home construction, and renovation. Brad's unique experience allows him to offer authentic insight into each property's current condition, value, and potential. Brad is grateful for the clients, colleagues, friends, and family who supported his success throughout his career and contributed to his record-breaking year in 2021 with sales totaling over \$140 million! Brad adheres to the philosophy that "clients deserve nothing short of excellence." From the initial meeting, to navigating important decisions and the final settlement transaction, Brad works diligently to ensure 100% customer satisfaction. Brad doesn't just sell the waterfront lifestyle—he lives it! The Kappel family has called Annapolis their home town for three generations. When he's not pursuing his passion in real estate, he is exploring the waterways of the Chesapeake Bay by boat or paddle board or spending time with his wife and two children at their home on the Severn River.

Brad Kappel

410-279-9476 (c)
410-280-5600 (o)
brad.kappel@sothebysrealty.com
BradKappel.com



TTR Sotheby's
INTERNATIONAL REALTY

Annapolis Brokerage 209
Main Street Annapolis, MD



▶ RECENTLY SOLD PROPERTIES



1310 Saint Pauls Way
SOLD for \$5,200,000



3 Deepwater Court
SOLD for \$4,250,000



2847 Southaven Road
SOLD for \$4,250,000



994 Melvin Road
SOLD for \$3,800,000



8172 Pinehurst Harbour Way
SOLD for \$3,500,000



217 Lockwood Court
SOLD for \$3,450,000

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Professionals

Christy Bishop

Christy Bishop is incredibly passionate about protecting her clients' wealth and accordingly takes her profession very seriously. Her affiliation with Warren Buffet owned "Best of the Best" real estate brand Berkshire Hathaway HomeServices paved her career to becoming a Berkshire Hathaway HomeServices Luxury CollectionSM Marketing Specialist providing special expertise for the real estate market in Maryland with true concierge service.

"When you're negotiating someone's largest asset, there's a lot of intrinsic value in the trust clients place on real estate professionals, and I take it very seriously. It's incredibly important to me to represent their best interests." A recent client sent a special thank you of gratitude "We would not have gotten the sale price for our home without your help. Thank you a million times!" Treating her clients money as her own sets her apart from others. "Being knowledgeable and full of expertise is important; additionally, it is very emotional to buy and sell real estate. They say the three greatest stresses in life are death, divorce, and moving. The fact that I get to be a part of someone's life during this process and they trust me to alleviate the stress and make it the best experience possible is what I enjoy. It's about the relationship but also the integrity and trust placed upon us." Whether selling a condominium, townhouse or gated estate her clients can be assured of the highest caliber of representation available.

Christy has 25 years of experience and over 200 million in industry sales. She is a Maryland native and the daughter of 2 former United States Marines and Naval Academy graduates. Growing up between water surrounded Severna Park and Annapolis she headed west for the mountains at 18 years old and settled in Idaho. After graduating from the University of Idaho with a B.S. in Marketing, Christy entered the financial service industry in ski resort town Sun Valley, Idaho. Driven by desire for greater career opportunities, Christy moved back home in 1996 and was offered the opportunity to market new home subdivisions in Crofton. Her new passion was discovered and the builder named her Sales Manager and subsequently Director of Marketing and Sales.

Active locally in her industry, she has served on the legislative & community service committees of Anne Arundel County Association of Realtors. She is a lifetime member of the top one percent of Anne Arundel County Realtors Masters Club who exhibit high professional and ethical standards as well as exemplary sales records.

Recently, Christy was chosen out of thousands of agents to be a part of The American Dream Television show. A national show featuring uplifting stories of real life, communities, lifestyle and of course local real estate! Christy is currently interviewing for upcoming episodes. For an exclusive opportunity to have your property showcased on the show give Christy a call immediately to schedule an interview.

When she is not working with clients, Christy loves spending time with friends, family and her beloved German Shepherd. She enjoys fishing, writing, motorcycles, gardening and time away at a second home at the beach in Delaware.



As seen on
 THE AMERICAN DREAM TV

CHRISTY BISHOP
A Spirited Vision

BERKSHIRE HATHAWAY HomeServices

PenFed Realty

Christy Bishop
443-994-3405 | 410-647-8000
Christy@CBMoving.com
www.CBMoving.com

@MarylandWaterfront

▶ RECENTLY SOLD PROPERTIES



8152 Pinchurst Harbour Way
Pasadena, MD 21122
Sold for \$2,700,000



351 Sherwood Trail
Annapolis, MD 21401
Sold for \$1,310,000



463 Honereng Trail
Annapolis, MD 21401
Sold for \$1,475,000



1486 Tenbury Common
Annapolis, MD 21401
Sold for \$975,000



928 Heatherfield Lane
Millersville, MD 21108
Sold for \$770,000



623 Andrew Hill Road
Arnold, MD 21012
Sold for \$505,000

Erica Baker

Erica pairs knowledge of the clients' goals with the needed steps for selling and buying property, with market trends, integrity, creativity, and innovation to purposefully market a home or structure a winning offer for her clients. She is ranked in the top 5% of Realtors in our region, won top negotiator and fast seller of 2021, has glowing reviews from satisfied clients and is the go-to Realtor to achieve top dollar in today's market.

With a burning passion for culture and traveling, no one was surprised when she set out to obtain her International Property Specialist Designation in 2017. Shortly after obtaining the designation, looking to participate more, she became a member of the Global Business Committee with Maryland Association of Realtors, and a D.C. chapter member of the Asian Real Estate Association of America (AREAA). Staying abreast the global industry truly has helped her advise clients. She is an active sponsor within the communities of Annapolis, including Live Water Foundation.

Being a full time, qualified, knowledgeable, and experienced realtor, she shows extreme drive daily to help her clients. If you do ever find her off work, she is most certainly planning her next adventurous trip, Paddle Boarding around Spa Creek or walking her Great Dane, Darwin around Annapolis. With an impressive sale portfolio and a strong business initiative and drive, Erica is constantly working towards a future that will inspire her clients' and their life goals.

If you're considering listing your home, the time is now. For a home value evaluation and a personalized marketing package to get your home sold, call Erica today.



Erica Baker

TTR | Sotheby's
INTERNATIONAL REALTY

Erica Baker, Realtor®

410-919-7019 | 410-280-5600

209 Main Street

Annapolis, MD 21401

Ericabaker.ttrsir.com



PROPERTIES RECENTLY SOLD



1035 Omar Dr.
Crownsville, MD
Represented Seller
SOLD: \$775,000



1122 Rutlandview Dr.
Davidsonville, MD
Represented Buyer
SOLD: \$649,900



6 Tydings Dr.
Severna Park, MD
Represented Seller
SOLD: \$635,000



7120 Wayside Dr.
Sunderland, MD
Represented Seller
SOLD: \$860,000



705 Shelton Ave.
Annapolis, MD
Representing Buyer
Under Contract

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The Snyder | Bradshaw Group

Is it worth it to stage a home in today's market?

Staging is imperative in today's market, if a seller wants to see top dollar for their home. It has been shown that staged homes sell for more, even in a strong seller's market when properties are selling quickly and for high prices. Due to the proliferation of home design and real estate media, such as HGTV, buyers are willing to pay significantly more for properties that excite them and create an emotional connection.

What is the process like for a seller when the Snyder | Bradshaw Group stages their home?

The Snyder | Bradshaw Group approaches the staging process much differently than the majority of agents. While many agents offer some staging services to their sellers, most agents only pay for a consultation with a stager or designer and require the seller to pay for the implementation of the staging, as well as furniture rental fees. The Snyder | Bradshaw Group has two on-staff designers and a large Design Center of furniture and accessories to fully stage all of their listings. The group's team is involved in the process from start to finish and takes the bulk of the work off of the shoulders of the sellers'.

What is the cost of staging with the Snyder | Bradshaw Group?

The Snyder | Bradshaw Group offers comprehensive staging services **at no cost** to their clients. As mentioned above, many agents will pay for a staging consultation on behalf of the sellers, but the remainder of the cost is the responsibility of the owners. These costs can vary drastically, but can be upwards of \$10,000+ if furniture rentals are needed. Since the Snyder | Bradshaw Group has designers on staff and a full design center of furniture and accessories, their team offers the designers' services, the furniture/accessories and the moving of the staging furniture, **at no cost** to their clients.



Carol Snyder and Tina Bradshaw

537 A. Baltimore Annapolis Blvd
Severna Park, MD 21146

Office: 443-906-3848

Direct: 410-216-0018

snyderbradshaw.com

Monument
Sotheby's
INTERNATIONAL REALTY

▶ RECENTLY STAGED



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Charlie Buckley

Reid Buckley



Ashley Stanwick



Steven Arcé

Mr. Waterfront® Team

of Long and Foster Real Estate

The #1 Waterfront Team in Maryland offers buyers and sellers a level of expertise that is unsurpassed. In 2021, the top waterfront team since 1994 sold MORE waterfront homes than any other agent (see chart below)! With more than \$1 Billion in total waterfront sales, the Mr. Waterfront® Team has helped more people live the waterfront dream than any other agent in Maryland.

Customers looking for expert advice rely on the information they receive from the most experienced waterfront professionals in real estate. Whether your questions are about pricing, marketing, or selecting the perfect property for your waterfront lifestyle, the Mr. Waterfront® Team will provide thoughtful and valuable answers.

Waterfront buyers and sellers have long known that information is power. In this incredibly fast-paced market, it's critical to get time-sensitive data. The Mr. Waterfront® Team members guide buyers and sellers with over 60 years combined of waterfront experience. Experience matters -- now more than ever.

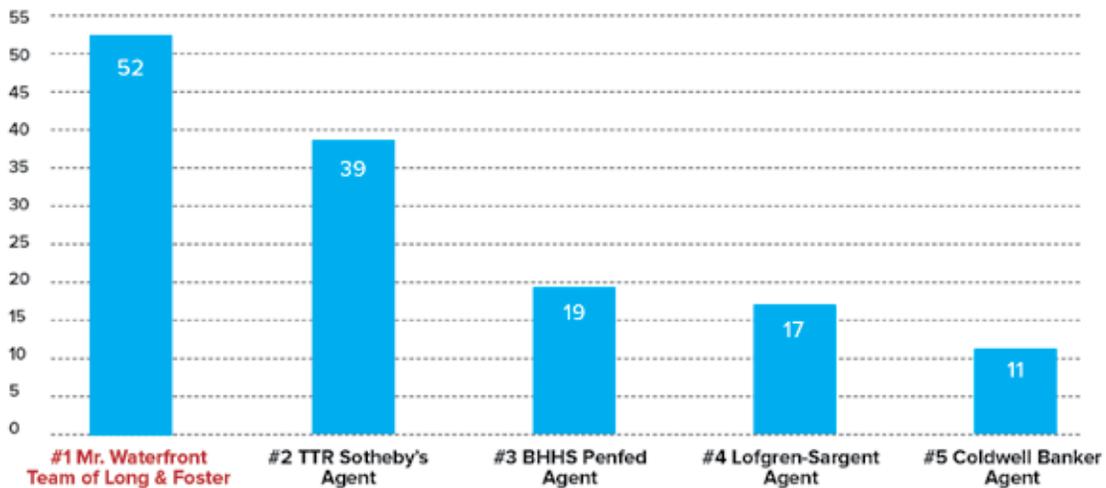
CHARLIE BUCKLEY'S
Mr. Waterfront® Team
OF LONG & FOSTER REAL ESTATE

410.266.6880 | www.WaterfrontHomes.org
team@WaterfrontHomes.org



Who Sells Anne Arundel County Waterfront Homes?

Top 5 Agents by Waterfront Units Sold



Data taken from Bright MLS for waterfront homes settled between 1/1/21 and 12/31/21; all Brokers represented. Broker 410.260.2800.

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Jack Papaleonti GRI

Managing Partner
Associate Broker/Realtor®
Cell# 410-991-4465
Jack@AcademyRealty.com

801 Compass Way, Suite 7
Annapolis, MD 21401
www.AcademyRealty.com
Tel# 410-263-9105



Jack Papaleonti

Managing Partner/Associate Broker
Academy Realty

For Jack, being a Realtor is personal. It's about helping people realize their goals and understanding the value of home ownership and building equity. It's about helping families transition to bigger homes as their families grow. It's about supporting others as they downsize to prepare for a simpler lifestyle. It's about buying your dream home -- whether it's close to town, on the water or at the beach. It's about finding that perfect house that you can call "home." Or, it's about selling your home to support your next life adventure. More importantly, it's about nurturing each client relationship and staying in touch even after the transaction has closed.

Jack's family taught him the value of home ownership at a very young age. After immigrating to Annapolis from Cyprus in 1970, his parents purchased their first house in Homewood in 1971. The house was small and they didn't have much, but what they did have -- they shared. The house became a gathering place for friends, relatives and friends of friends. A place where meals were shared and special moments were celebrated. A place where they laughed and cried. A place of love and compassion. A place where they helped each other get through challenging times. The house meant everything to Jack's family and Jack's Dad (Papou) still lives in this same house today. Jack values what it means to be a homeowner and he takes pride in helping his clients achieve their residential purchasing and selling needs.

Jack was fortunate to partner with his mother-in-law Joni Jones 17 years ago to create Academy Realty, Inc. Over the last six years, Academy Realty, Inc. has successfully settled 686 transactions totaling over \$215 million in sales. Academy consistently executes well over 100 transactions per year with the help of a dedicated staff that works tirelessly to get the job done for their clients.

Staying busy within the residential real estate market is Jack's passion. Both he and his wife are lifelong residents of Annapolis, both attended local schools and proudly raised their children within the Annapolis public school system. Jack is an active member of the community. Serving as the Annapolis high school Athletic Booster Club President, as an active board member of the Annapolis Optimist Club, and an active member of his church, Jack has a unique perspective on what Annapolis communities have to offer. He is proud that his five children are also serving the community in their own ways. Darla is an emergency room nurse, Peter is a math teacher and lacrosse coach at Annapolis High School, Nick is a firefighter and EMT at the Annapolis Fire Department, Zachary is a Realtor at Academy Realty, Inc. and Isabella is a freshman at George Mason University.

When it comes to helping you with your home ownership needs, Jack will make it personal. It's not about closing the deal, but helping his clients realize their homeownership goals and developing relationships to build upon.



Matt Nader | First Home Mortgage



Matt Nader manages the First Home Mortgage office in Annapolis, MD and thoroughly enjoys originating loans and working directly with customers. With over 16 years of experience, Matt has helped over 3,000 families with their home financing and closed over 1.4 billion in transactions.

Matt's business is comprised of 4 values: Customer Service, Integrity, Transparency, and Market Knowledge. Matt takes a different approach to mortgage originations; he really takes the time needed to dive into the client's financials to help them structure the financing of their new home. He is constantly learning and educating himself to ensure he can offer the best mortgage products to the consumer. His unparalleled customer service and devotion to his business is what set him apart from his competition. He is committed to serving his clients and always being available for any need they may have.

The Annapolis Office is comprised of 4 managing members with a combined 80 years' experience. In 2021, the team closed 1,964 units for a cumulative total of 860 million. Unlike big banks, Matt and his team are all local loan officers. They will be with you every step of the way and are available to you any time you need, including nights and weekends. Your home loan will be processed, approved, and closed locally.



First Home Mortgage
Matt Nader, Branch Manager
NMLS ID: 333573
Cell: 240.882.8006
900 Bestgate Rd | Suite 310
Annapolis, MD 21401
mnader@firsthome.com
www.firsthome/matt-nader



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Jennifer Chino

**Stahley Thompson Homes of TTR
Sotheby's International Realty**

As an Annapolitan native, Jennifer has witnessed many changes to our bustling city that continues to retain a small-town feel. Her intimate knowledge of the region, and experiences of having lived there all of her life, has cemented her as one of Annapolis' most trusted agents, including numerous business and community leaders.

As a Team Leader of the Stahley Thompson Homes Team, Jennifer works with individuals, investors, and developers interested in the city's most coveted properties – with a particular focus on the Eastport, Annapolis, and Severna Park communities.

Jennifer is deeply connected to Annapolis. A Saint Mary's Graduate with a passion for detail, she is known for her extensive market knowledge and unmatched devotion to clients, with a commitment to work hard, discreetness and follow through.

Stahley Thompson Homes is ranked among the best in Annapolis and with more than \$100 Million sold and the recipient of numerous awards. Jennifer is a graduate of Leadership Anne Arundel and is CLHMS designated.

Her team works with both buyers and sellers, and cater to those looking for unique waterfront properties in Annapolis. She demonstrates the highest level of integrity and commitment, and a little fun, into every real estate transaction.

Jennifer Chino

443-494-9091 | 410-280-5600
209 Main Street
Annapolis, Maryland, 21401
www.stahleythompsonhomes.com



145 Spa Dr | Annapolis, MD 21403
Closed-Represented the Buyer, \$2,650,000



4132 Cadle Creek Rd | Edgewater, MD 21037
\$2,250,000



948 Old County Rd | Severna Park, MD 21146
\$1,505,000



141 West St #402 | Annapolis, MD 21401
For Sale, \$930,000



576 Shore Acres | Arnold, MD 21012
\$807,000



244 Fourever Ln | Centerville, MD 21617
For Sale, \$3,750,000

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Scott Schuetter

- ▶ Personal
- ▶ Professional
- ▶ Pressure Free



Scott Schuetter is a dedicated and professional real estate agent. Using experience as a graduate of the U.S. Naval Academy and former naval aviator, he has closed over \$350 million in transactions since 2008. He is truly committed to making your real estate transaction an enjoyable, stress free process. His military background and training taught him to remain calm in any and all situations. These invaluable life skills have been finely tuned daily in his career as a realtor. When things are most chaotic, it is extremely important to have a steady, guiding and trusting voice. Every real estate transaction involves a series of complex personal choices intermixed with emotions, finances and futures. It may not be as stressful as landing a plane on an aircraft carrier, but to his clients it may feel like it and he is there to lead them every step of the way!

CENTURY 21
New Millennium



Scott Schuetter, Realtor®

(C): 410-900-7668 (O): 410-271-3445
1730 West Street | Suite 200
Annapolis, MD 21401
ScottSchuetter.com
Scott@ScottSchuetter.com



▶ PROPERTIES RECENTLY SOLD



214 WINCHESTER BEACH DR.
\$905,000
SOLD
Annapolis, MD



1810 CROSSPOINTE DR.
\$910,000
SOLD
Annapolis, MD



38 COLONY XING
\$1,575,000
SOLD
Edgewater, MD

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Sarah Greenlee Morse

Sarah is an award-winning Realtor® with home sales last year of over \$20 million. She excels in the luxury market, waterfront properties, historic homes, and lock-and-leave condos. As a resident of downtown Annapolis, she is particularly attuned to activity in Historic Annapolis, Murray Hill, and Eastport. Sarah is known for her market knowledge, professionalism, attention to detail, clear communication style, and tenacity. Sellers benefit from her tasteful staging and well-executed photography, floor plans, and marketing. Buyer and seller clients appreciate her responsiveness, candor, and attentive service.

"If you're in search of a very polished and dedicated professional who will give you an honest and straightforward opinion on how to sell your home, then you need Sarah! Once she is on the job you can rest assured that she will leave no stone unturned...she sold my home at a price point higher than anyone in my neighborhood expected because she cared."

- Mike, Seller 2022

"Sarah was super responsive to our requests and inquiries. Being new to Maryland and waterfront homes, we counted on her to advise us about neighborhoods that fit our lifestyle and needs...we landed a dream waterfront property right on the Bay! Her recommendations were spot on."

- Margie, Buyer 2021

Sarah is business savvy, utilizing pertinent skills gained in previous careers including Director of Admissions for St. John's College and Sales Rep for IBM. Currently she serves on the steering committee of Anne Arundel Women Giving Together, is a Sponsor of the Annapolis Film Society, and volunteers for Maryland Animal Adoption Center. Sarah welcomes working with buyers and sellers at all price points – from first-time homebuyers to investors to those relocating or seeking a second home.

Sarah Greenlee Morse

TTR | Sotheby's
INTERNATIONAL REALTY

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209 Main Street | Annapolis, MD 21401
www.SarahGMorse.com
SGMorse@TTRSIR.com



511 6th St | Annapolis
Sold \$1,160,000 | Listing Agent



5213 Kalmia Dr | Dayton
Sold \$1,400,000 | Listing Agent



351 Berkshire Dr | Riva
Sold \$1,500,000 | Listing Agent



76 Conduit St | Annapolis
Sold \$1,450,000 | Listing Agent



1405 Colonial Manor Ct | Annapolis
Sold \$1,100,000 | Listing Agent



1425 Bay Head Rd | Annapolis
Sold \$1,710,000 | Buyer Agent



Shane Hall

Shane Hall stated his real estate career in October of 2013, while the market was still very much recovering from the Great Recession. Shane evolved from a novice into one of the top producers in real estate through hard work, client advocacy, and innovative thinking. He quickly built a strong reputation in the marketplace as one of the youngest real estate agents in the Annapolis area, heading sales spanning from new builds to luxury estates.

Shane's seasoned experience, sharp instincts and ability to anticipate market trends, enables him to lead and create opportunities for buyers and sellers in changing markets. Living in the area for 20+ years now, Shane is an expert on the Greater Annapolis market. In 2016, he set out to become a more efficient service provider and started The Shane Hall Group - a team of full time professionals dedicated to selling, marketing and consulting on homes for their clients. In 2020, he joined Compass, ranked number as the nation's largest independent brokerage and developing technology and tools entirely in-house designed to help sell homes faster and at a higher price point.

Shane graduated from the University of Maryland in 2011 with a degree in Marketing and Communication. He lettered in Varsity Lacrosse with the Terps winning an ACC Championship and a National Runner-Up during his 4 years. He now lives in Severna Park with his wife Emily, daughters Hunter and Holden, who most recently made her grand entrance. He has two dogs as well, Decker and Reese.

Shane Hall
 shane.hall@compass.com
 410.991.1382
 www.shanehallre.com



COMPASS



3317 Old Point Rd. | Edgewater, MD
 For Sale \$4,700,000



29 Homeport Dr. | Edgewater, MD
 For Sale \$4,500,000



3200 Bennett Point Rd. | Queenstown, MD
 For Sale \$3,995,000



3769 Patuxent River Rd. | Davidsonville, MD
 Sold \$1,650,000



709 Dividing Rd. | Severna Park, MD
 Sold \$2,450,000



13 Spa Creek Landing - 3A | Annapolis, MD
 Under Contract \$699,000

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Liz Dooner

Coldwell Banker Realty

Liz is known as a leading expert in waterfront and in-town living within the Annapolis area. For the past 15 Years she has been a consistent Top Producer for Coldwell Banker Realty and recognized in the Top 1% of all Coldwell Banker Realtors Worldwide. She has extensive market knowledge, a remarkably attentive eye, infectious personality and loves sharing her passion for the Annapolis lifestyle with her clients. As one seller articulated, "...In today's high performing market, you need a high performing Realtor. Liz's speed, expertise, market knowledge and engaging personality made the experience enjoyable. She also got our Eastport home staged, listed and sold within a week, all while setting an area record." Liz lives in Murray Hill with her husband, four kids, and sheep-a-doodle, named Maverick. They love exploring all that Annapolis and the Bay have to offer.

Liz Dooner
Luxury Property Specialist
Coldwell Banker Realty
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@Annapolizhomes
www.LizDooner.com



551 Beach Drive
Annapolis
\$1,995,000
SOLD



4 N Cherry Grove Avenue
Annapolis
\$853,000
SOLD



710 Chesapeake Avenue
Annapolis
\$1,275,000
SOLD



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Our team at Bay Capital Mortgage would like to congratulate all leading real estate professionals for a record setting year in 2021. As we've heard on many occasions, the past year was one of many challenges, setting the bar even higher for all professionals alike. Being a top real estate agent brings a high level of knowledge and experience as well as an understanding of the intricacies of a changing and evolving market. At Bay Capital Mortgage, we pride ourselves on bringing the same level of professionalism to our clients and agents. Our commitment to cultivating an environment best suited for our loan officers and partners for timely closings is always top of mind. Bay Capital has a true understanding of what it is to be a helpful guide to our clients, allowing us to establish a lasting relationship with our agents and borrowers after closing. As a local lender for almost 30 years, our loan originators deliver optimal client care, illustrating loan products that suit their current and future financial needs. We welcome the opportunity to be a part of your growing goals in 2022.



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Q&A WITH THE REAL ESTATE EXPERTS



Q: I'm worried about my pets when I move? What can I do to make it easier on them?

A: Moving can be very stressful on a pet and it's important to try to keep their routine as normal as possible. On moving day, try to take your pet somewhere familiar to them, such as a friend or relatives house, doggie day care, etc. until you have moved everything in the new home. Set up their areas (food, bed, toys) and

try to make it similar to your old home. Bring your pet to the new house and show them their familiar items in the new surroundings. It will take a while for them to adjust to the new surroundings, but as long as you are with them, everything will be alright. The ASPCA and your veterinarian have great advice to assist you and your pet on moving day.

Janice Hariadi
Berkshire Hathaway HomeServices Homesale Realty
Downtown Annapolis



Q: How should I best prepare to meet with an agent to list my home?

A: Have a discussion with any other decision maker in the home about your goals, budget, and timelines. Make sure you are ready to sell, know what date you need to sell your home by, and what your

budget is for any necessary home improvements or repairs. Make a list of any home improvements you have made to the home. Get an extra key made for the lockbox. Be prepared to take the agent on a tour of your home and share your favorite features about the home and the community.

The David Orso Team
of Berkshire Hathaway Home Services | Pen Fed Realty



Q: Why should I choose a Waterfront Specialist to sell my home?

A: Your waterfront home is one of your largest assets. As you consider whom to trust with your unique property, you should think about their qualifications. Just as you wouldn't sell your Picasso at the local consignment store, make sure your potential agent understands the

nuances of waterfront properties and how to attract buyers in a global market environment. Ask how many waterfront transactions they completed last year? Does the agent have a website dedicated to waterfront and water-oriented properties? When you enter "Annapolis Waterfront Homes for sale" into a search engine, who shows up? Make sure you list with a Waterfront Specialist who ensures your property gets the attention it deserves!

Reid Buckley
Waterfront Specialist
Mr. Waterfront Team of Long & Foster Real Estate



Q: What's happening in the waterfront market?

A: In 2021 the lack of inventory continued to drive record-high sales prices, with buyers trying to outbid one another. Total Anne Arundel County waterfront home sales grew 58% from \$421.4M in 2019 to \$669.2M in 2021. The average waterfront home sale price went up

40%. Even during the winter months, market activity has remained steady, which indicates that we still have a lot of buyer demand but are severely starved for inventory. We anticipate a shortage of waterfront units in 2022 as well, so sellers can continue to expect top dollar for their waterfront property. If you are thinking of selling your waterfront home, it's hard to beat the current seller's market!

Steven Arcé
Waterfront Specialist
Mr. Waterfront Team of Long & Foster Real Estate



Q: You're new to the business. How did you start your career in Real Estate?

A: I started out in Graphic Design. They seem quite different, but I've learned that both are about making good first impressions. I'm thrilled to be learning from the best in the

business. My mentors at NDG Home Team are vested in my success. I get to learn from experienced professionals from diverse backgrounds, who all share the same values. I've realized that who I work for can make or break my career and I'm really confident that NDG Home Team will be crucial to my success.

Esther Mauk
Realtor®
NDG Home Team



Q: What happens if I sell my home but I don't have my next home secured?

A: If you decide to sell your home first without finding another home, you can negotiate a temporary rent back from the buyer so you can be non-contingent on the next home while giving you time to find another home.

You can also negotiate a home of choice contingency when selling your home. Furthermore, there are ways to get creative with your financing and you should consult with a knowledgeable lender to discuss your possible options such as a bridge loan so you can purchase a home prior to selling your home.

Diane Mallare
Diane & Crew of Taylor Properties



Q: What are the top things a Seller should concentrate on improving to get the biggest return on investment (ROI) when preparing to sell their home?

A: Kitchen renovations, bathrooms, lighting, paint, and landscaping will all help with resale! Use classic, timeless, neutral and natural finishes

to maximize ROI. In some cases, cleaning, manicuring the yard, organizing and/or staging will cost less and yield results over expensive, time-consuming updates. Buyers are attracted to spotless, well-maintained homes so something as simple as repairing or replacing inoperable items can go a long way toward buyer impressions. Work with your Realtor early in the process to develop an exit plan containing recommendations specific to your property, budget and timeline because no two home sales are alike.

Donna Ball
Diane & Crew of Taylor Properties



Q: What services and skills should I expect from a listing agent?

A: You should expect to receive detailed advice on preparing your home to get top dollar, and be provided resources for making improvements like repairs, painting, landscaping, and decluttering. A top agent

will be certain your home is show-ready and provide the staging, professional photography, and compelling description essential to getting buyers interested. It helps to look closely at an agent's prior listings. Expect to receive a robust marketing plan, information on comparable property sales, and regular feedback. I also like to provide a detailed floor plan and community information. Finally, be sure the agent you hire is readily available and responsive.

Sarah Greenlee Morse
TTR Sotheby's International Realty



Q: How is the market?

A: This market is still hyper-competitive with more emphasis now than ever on quality of life. There's a ton of variables factoring into that but buyers are continuing to pull out all the stops for the right property in the right condition. It continues to be a very strong sellers market and will stay that way through 2022.

Shane Hall
of Compass Real Estate



Q: What exactly is a Retirement Distribution Specialist?

A: Most people spend 25 years of the working life accumulating assets in their IRAs, 401(k)'s, 403(b)'s, 457's, ROTHs and Brokerage Accounts. This represents a distinct period in your financial life when you're trying to accumulate wealth. As you're getting in or near retirement, the accumulation phase becomes less important and you tend to focus more on preserving what you've worked so hard to accumulate and developing a strategy for the most efficient distribution for the next 25 years of your life. This requires careful planning and unique knowledge to not fall victim to the multiple dangers of the distribution phase such as longevity, inflation, taxes, market volatility, health risks and sequence of returns. This is what a Distribution Specialist does. Contact us today to take a closer look at your current or upcoming distributions, to see if you are on the right track! BrionHarris@PremierPlanningGroup.com or 443-837-2529.

Brion Harris
Premier Planning Group



Q: Should I wait to sell my home?

A: If you're thinking of putting your house on the market, don't wait. A Seller can benefit substantially and obtain the best deal when demand is high, and supply is low. That's exactly what we are seeing in today's real estate market.

Erica Baker
TTR | Sotheby's International Realty



Q: What are the most significant factors to consider when purchasing waterfront real estate?

A: First, you should determine if ownership of the property includes riparian rights, and thus the right to build a pier and/or access the water for swimming, boating and fishing. Once that assessment has been made, it is important to understand if there are any issues pertaining to critical area regulation and any potential violations that exist which the new homeowner would be liable for, even if they were not the owner that created the violations. Additionally, it is extremely valuable to have a boundary survey prepared to ensure the buyer understands exactly what they will own, where the boundaries exist, and if there are any encroachments.

Jay Walsh
Managing Partner, Liff Walsh & Simmons



Q: How should I price my home in this market?

A: Sellers fall into the trap of incorrectly pricing their home in a hot market and it costs them lots of money. If you want to obtain top dollar then you need to let the buyers compete to drive

the price and terms to an optimal point in the negotiation; which will happen very quickly. The "profit" comes from a competitive buyer pool outbidding one another. Professional experience, market research and understanding pricing strategy is more important than ever in a fast market because there is NO time to recover from an error. It's truly binary: win fast -or- lose fast.

The David Orso Team
of Berkshire Hathaway Home Services | Pen Fed Realty



Q: Are we in a home pricing bubble?

A: Short answer is, no. The residential market has seen huge appreciation over the last 24 months. From 2010 through 2019, residential real estate didn't appreciate much. 2008 and 2009 we saw a decline by roughly 12% and there was about a .5% increase year over year until March of 2020. This quick incline in home prices isn't unwarranted and we won't see another 2008 any time soon. Mortgage underwriting guidelines have been much stricter since the meltdown in 2008, therefore we won't see a secondary market collapse. Demand is at an all-time high while inventory is at an all-time low, couple that with historically low interest rates and I foresee additional room for growth.

Matt Nader
Branch Manager, First Home Mortgage





Q: Why should I add institutional real estate to my portfolio?

A: Exposure to institutional real estate funds makes a lot of sense right now as a measure of protection against inflation. It also provides retirees a substantial monthly income stream and has low correlation to the stock market. By having a piece of your

portfolio in Institutional Private Equity Real Estate (IPERE), you are lowering your overall volatility and investing along side some of the nation's largest endowment and pension plans. Contact us today to learn more about adding real estate funds to your portfolio! BrionHarris@PremierPlanningGroup.com or 443-837-2529.

Brion Harris
Premier Planning Group

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Q: When is the best time to buy or sell real estate and what do we do if we think we need to do updates or repairs before the property goes on the market?

A: Due to the historical record setting low inventory of homes available for sale, the seasonal market has not had much bearing on today's activity as we've seen in the past. As the market starts to settle

and become more balanced, this may adjust back to the surge of homes coming on the market in the spring and fall creating increased competition for sellers and more choices for buyers. Timing the market depends on what is truly best for your own individual situation to make that decision. To get the best guidance and advice, consulting an experienced local realtor is the first step. Before undertaking any updates or repairs let us advise you of the most up to date marketing recommendations. We even have partners that will make renovations or licensed repairs to your property and delay the cost until closing. Most importantly, this way you have marketing expertise and guidance as to what is necessary and the best choices to increase your property value and avoid wasted time and money.

Christy Bishop
Berkshire Hathaway HomeServices PenFed Realty



Q: When is the right time to get prequalified for a mortgage when considering buying a home?

A: Right Now! It's not a question of whether you can or cannot qualify, it's about being prepared and positioning yourself in the very best place possible in this competitive

housing market. Getting this accomplished before looking at potential homes will give you the confidence to move forward quickly when the right home comes along. It is a regular occurrence that I get the panicked call on a Sunday evening saying, "we just found our dream home and need a pre-qualification letter." Not a problem as I work weekends but like all things in life, being prepared is key!

Wes Tower
Atlantic Prime Mortgage



Q: What would you say is the most important factor to consider when selling a waterfront property?

A: In order to generate the sizzle when you first list your home you need to price it right, make sure your home is polished up so it shines and don't

forget high quality aerial photos. That said, the key factor is to make sure you hire a brokerage that effectively targets the Washington D.C. / Metro market. Recent sales data indicates that most premier waterfront properties are sold to buyers who are migrating this way to experience the Annapolitan lifestyle.

Brad Kappel
TTR | Sotheby's International Realty



Q: What happens after a real estate closing?

A: Post-closing is an underappreciated aspect of commercial and residential transactions. The recording must be tracked through the recording process with recordation confirmed

by our staff. Releases of existing mortgages must be obtained and recorded. Title policies are prepared and distributed to buyers and lenders. 1099 tax forms are prepared and sent to the IRS. Third parties, including surveyors, appraisers, environmental professionals, lenders, etc. all need to be paid, either by wire or overnight delivery of a check.

Brad Walsh
President, Eagle Title



Q: Can I sell my investment real estate using a 1031 exchange and buy a vacation home that I can enjoy with my family during the summer months?

A: No. You can sell your investment real estate and reinvest the gain, tax deferred, to purchase your vacation or second home, the challenge is making

sure it will qualify as a 1031 investment property. Meaning that during the initial 24 months of ownership there are strict rules to follow regarding personal use. The important rule is that you can only use the property for 14 days each year or 10% of the actual days that you rent it out. For example, if you lease it for 200 days each year, your personal use can be up to 20 days. If you are able to abide by these rules, after two years the dream vacation home is yours to use as often as you like without any more requirements.

Jack Papaleonti, GRI/Realtor®
Academy Realty



Q: With the ability to search for homes online myself, why should I hire a buyer's agent?

A: The Internet has made it easier for buyers to tour homes online and narrow down their list. The seller of the home pays the commission of the buyer's agent, so it doesn't end up costing you anything as

the buyer, but it can end up saving you time and money by having the guidance of an agent. The closing process for a buyer is quite involved from the home inspection and the loan to all the paperwork and coordination—all the steps to get you to a stress-free settlement. Buying a home is an exciting time, so you should enjoy it and leave the less fun parts to the agent!

The David Orso Team

of Berkshire Hathaway Home Services | Pen Fed Realty



Q: How can I take advantage of a 1031 Exchange in 2022?

A: Own an investment property that has appreciated substantially in value? If you do, when you go to sell that property you will owe a lot of tax on the gains. To avoid paying that tax, you can take advantage of a 1031 Exchange which allows you to

roll the proceeds from the sale of your investment property, tax free into a commercial real estate property. Not only do you avoid the tax, but you no longer are managing the property or dealing with a renter, but you are still creating rental income on this asset. Sound too good to be true? It isn't! Contact us today to get more information on a 1031 Exchange! BrionHarris@PremierPlanningGroup.com or 443-837-2529.

Brion Harris

Premier Planning Group



Q: Is staging still important in a strong sellers' market?

A: Absolutely! Even though buyers know they are competing in a strong sellers' market, they are still looking for the little things to differentiate the home they

are going to purchase. No matter what type of market, sellers' attention to detail in preparing their home for sale will attract the most buyers and will ultimately reward the seller for their efforts.

Scott Schuetter

CENTURY 21 New Millennium



Q: What is the first thing I should do to get ready to sell?

A: Organize and declutter. This will not only help you with the sale of your home but on the opposite side when you move. We all have those pesky items that we have

been meaning to do. Take a moment to start those projects now and you will thank yourself later when your home is on the market.

Jennifer Chino

Stahley Thompson Homes of TTR Sotheby's International Realty



Q: Has branding your real estate division as NDG Home Team changed the way you work?

A: We have new team members onboard and there's definitely a new energy. They're eager to learn, and with 29 years of experience, I have a lot to share. But, it still feels like a

family to me and the business will always be based on building personal relationships and trust. 98% of our customers come to us through personal referrals. There'll always be customers who think they can work without an agent, but, you know what they say, "A Man Who Is His Own Lawyer Has A Fool for a Client." That's true for real estate, too.

Linda Giuffre

Realtor®
NDG Home Team



Q: What are the qualities I should look for in selecting a Realtor to work with?

A: Things that should matter...An agent's dedication to their business as a full-time Realtor and their dedication to making your real estate goals a reality. Request the agent's track record for the last 12 months, don't be afraid to ask for references and what their reputation

in the industry is. (Networking among our peers is crucial to a Realtor's success). Ask for a 90-day business plan in writing for your sale or purchase. Keep in mind this is a business transaction and make sure you handle it exactly that way (you can become friends after the transaction). Ask for a realistic "days on the market" strategy and a marketing game plan when listing your home. When buying a home, make sure you meet and interview to decide if all the personalities mesh. Most of all make sure you select an adequate and knowledgeable guide and advisor to one of your largest purchases or sales.

Christina Janosik Palmer

Christina Janosik Palmer Group of Keller Williams Flagship of Maryland



Q: Why would I need to stage my house if homes are selling so quickly?

A: According to Real Estate websites, such as Realtor.com, homes that are staged sell for 20% more than homes that are not staged. Therefore, it is important to present your home in the best possible

light. The key to success is working with a professional real estate agent who has the expertise and resources to properly guide sellers in the process of decluttering, determining appropriate paint colors and any necessary updates, as well as fully staging the property to create an emotional connection with today's homebuyers.

Carol Snyder and Tina Bradshaw

The Snyder | Bradshaw Group
of Monument Sotheby's International Realty



Q: What are the top three features that buyers look for in a top tier waterfront property?

A: Privacy is paramount, many of the buyers coming to the Annapolis area are in search of a retreat to relax and escape from the hectic city life. Waterview is also extremely

important. Unobstructed panoramic views always fetch a premium in this market and the most coveted feature is the waterfront pool. The local critical area laws are very restrictive and having a pool on the waterside can be a challenge to have permitted, so an existing waterside pool is a major value add.

Brad Kappel

TTR | Sotheby's International Realty



Q: Is the market shifting?

A: 2021 was a record breaking year with 12,153 homes settled which is 61% higher than the 25 year average (7560 homes settled). It would appear we are in a housing bubble but a close economic analysis would suggest

all the fundamentals are in place for another robust year of home sales in Annapolis. The strong equities markets, increased home values and low interest rates continue to empower consumers to make moves aligned to lifestyle desires. Our market has also been the benefactor of the shifting workplace dynamic. We have seen an increased urban migration from Washington, DC and Baltimore to our small town, waterfront lifestyle as employees escape life inside the beltway.

The David Orso Team

of Berkshire Hathaway Home Services | Pen Fed Realty



Q: Is the way retirees should invest to protect their portfolios changing?

A: Yes. Things are always evolving. Music has gone from vinyl to cassette to CDs to MP3 players to Digital Streaming. The telephone has gone from rotary to push-button to cordless to cell phone to smartphone. Investing has evolved as well from

stocks to mutual funds to separately managed accounts to custom portfolio construction and diversification. The problem is many retirees portfolios look like vinyl or the rotary phone. Being diversified today means more than just stocks, bonds and cash. To protect your money in today's global economy you need to be diversified by company, by product, by tax benefit, by asset class and with real assets vs. paper assets. This strategy is called Advance and Protect. Contact us today to look at additional options to diversify your portfolio! BrionHarris@PremierPlanningGroup.com or 443-837-2529.

Brion Harris

Premier Planning Group



Q: What is title insurance?

A: Title insurance protects from matters resulting from unknown liens, or other defects, affecting the title that existed prior to your purchase that were not discovered. Examples could include property taxes not paid by previous owner,

fraud or forgery of a prior deed, or a spouse or unknown heir who makes a claim against title. Defending these matters could be very expensive and could cause you to lose the property itself. A title insurance policy provides coverage for legal defense, as well as the coverage amount listed in the policy.

Jerome I. Feldman, Esquire

President
Mid-Maryland Title Company, Inc.



Q: Do you expect the current unprecedented Seller's Market conditions will continue for the remainder of 2022?

A: Yes! Urban transplants are migrating from the surrounding high density areas and creating such a high level of demand. These new Annapolitans

are often snatching up properties immediately after they come on the market. This trend will continue to lead to low inventory levels creating high demand. Mortgage interest rates are expected to increase this year but they are still at a record low point making this transition even more desirable for home buyers. In summary, high buyer demand to invest in the Annapolis lifestyle plus low inventory and low interest loans equals a true Seller's Market!

Brad Kappel

TTR | Sotheby's International Realty



Q: Should I still prepare my home for sale and make improvements in this crazy market?

A: Even in this hot seller's market, the little things can still make a huge difference when it comes to preparing your home for sale. The end goal of sellers is to achieve the highest price in the shortest time frame, and that requires strategic planning on the part of the "Home

Team". An experienced listing advisor and licensed contractors will work together with the seller to ready the home to hit the market. Repairs, purging, organizing, and cleaning are key to presenting a crisp, bright, and welcoming home allowing buyers to envision themselves in the space. Otherwise, they are clouded by concerns and create a "to-do" list that distracts from the overall appeal of their potential new home. Strategy and spending a little out of the gate can definitely pay off at the settlement table.

Tonia Falkowski

Engel & Völkers Annapolis Real Estate Advisor



Q: As someone looking to buy a property at the beach, why should I work with a Realtor® who specializes in vacation/investment homes?

A: Especially in this fast-paced market, where properties are turning over quickly, it is best to work with an experienced local agent who specializes in investment/vacation homes. It is important to understand

the local lifestyle market and know which communities will best fit the Buyer's needs. Buyers will often purchase a second home as an investment so they also rely on our expertise to provide them with in-depth local market insights and rental projections, cap rates, short-term rental regulations, and zoning restrictions. This knowledge is key when purchasing your vacation home or investment property.

Mary Rice

Engel & Völkers Ocean City Real Estate Advisor



Q: What can I do to attract more showings and possibly receive multiple offers on my home?

A: Taking the time to get your home in prime condition is so important. A qualified Realtor will have the resources to guide you to be the hottest house in town. Buyers want new paint, new flooring, upgraded baths, and great new upgraded kitchen with updated appliances.

Giving your home a facelift prior to entering the market will pay off in price, a short time on the market and the possibility of multiple offers.

Christina Janosik Palmer

Christina Janosik Palmer Group of Keller Williams Flagship of Maryland



Q: Very few people succeed fast in real estate. What's your secret?

A: My work in a non-profit helping adults and children with disabilities honed my communication skills and empathy. To succeed, I needed to build relationships. As finance manager, I negotiated grants and complex contracts. That experience equipped me to deal well with the

financial end of real estate. I had some real estate experience, but NDG has a very different business model. We share ideas and talk everything out. If I have a complex challenge, I just ask and I get help from people from different backgrounds who bring years of experience. So, it's more like it's *our* success, not just mine.

Kelly Hoffman

Realtor®
NDG Home Team

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Rebecca Berry



Britney Butler



Dan Coggins



Marcella DeSantis



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Jessica Garrett



Kobe King



Darlene McLean



Quan McNeal



Kevin Miller



Julie Procopio



Lisa Robinson



Nathan von Gohren



Tonya Whiting

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Inspiration leads to ingenuity. Top tier professionals in the field of architecture exemplify the long-standing truth that those who learn, evolve, adapt, and build upon past successes will advance the industry. To master a craft, become an expert of its history, and, even, challenge its principles takes passion, dedication, and creativity. The residential properties and their designers featured on the following pages exemplify these traits. They are winners of the 2021 American Institute of Architects' (AIA) annual Excellence in Design Awards; specifically, the winners of the AIA Chesapeake Bay and AIA Maryland chapters of this national organization. "Architecture is about making and re-making of the physical environment in which we live, work, play and learn," states AIA's leadership. "It's about designing at all scales and inspiring others to think from the spoon to the city, to paraphrase architect Ernesto Rogers. It's about the synthesis of past lessons and today's aspirations for the benefit of future generations." The award winners showcased herein represent those for the categories "Residential New Construction" (AIA Chesapeake Bay) and "Single Family Architecture" (AIA Maryland). These are two of several award categories, which also include commercial, institutional, and urban design projects. The AIA Awards Jury selects winners for three levels of recognition in each category: Honor, Merit, and Citation. What's Up? Media has collaborated with the two chapter organizations to present the two *residential* award categories and winning projects in print—the additional award categories/winners, as well as the 2022 AIA awards schedule including submission deadlines, may be viewed online at the following websites: **Whatsupmag.com; Aia.org/ChesapeakeBay; and Aia.org/Maryland.**

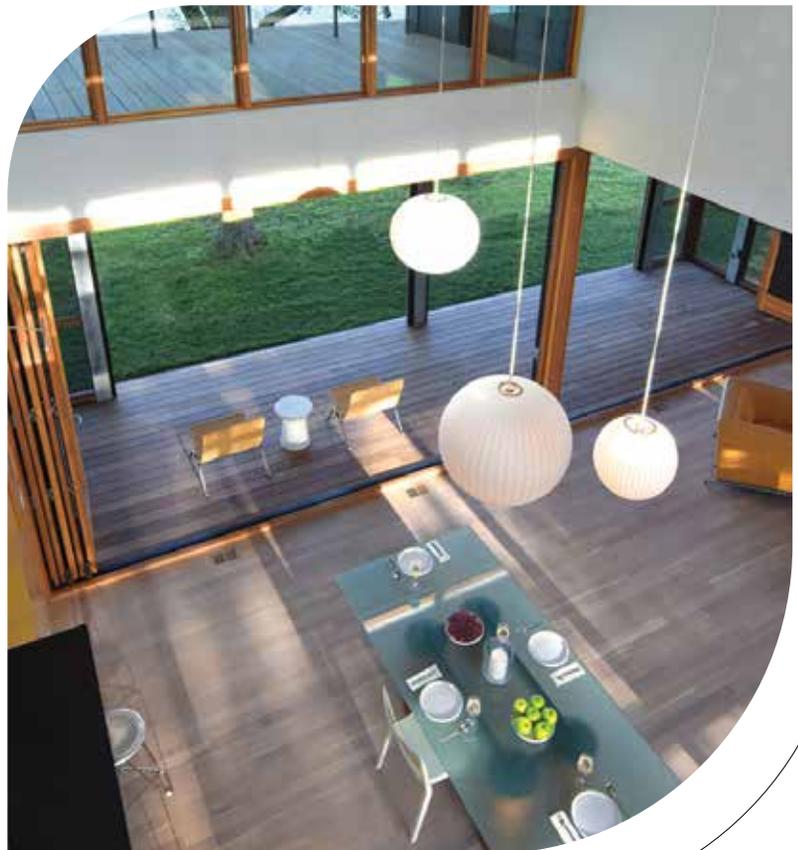
Photography, winning details, and architect statements provided by AIA Chesapeake Bay and AIA Maryland.



This architecture firm was selected by the owners to collaborate and design a special retreat to welcome and host as many as 10 families. "The major design challenge was to create a house to fulfill the large square footage program needs while appearing to belong on the site and engage the views of the surrounding landscape," states the architect. "Located on a rotating crop farm field on the Eastern Shore of Maryland, the architects knew they wanted to infuse the design with cues from the local vernacular of farm buildings and house forms from the Maryland Tidewater region. In order to break down the massing, the house is a collection of smaller buildings linked by glass hyphens and circulation spines. While some of the parts echo sentiments of a traditional farmhouse (main public entry space) or tobacco barn (kitchen), others are simple structures with more modern gestures." *Photography by Jennifer Hughes, Photographer LLC*



"Situating on a remarkable Chesapeake Bay site with water on three sides, this house occupies the exact footprint of a previous house, fallen victim to fire and deterioration," explains the architect. "The new house was permitted to maintain original, now disallowed, minimal setbacks from the water only if it conformed precisely to the existing foundation. The clients asked for a weekend/retirement house that would first and foremost take advantage of the views and the constant breezes that cool the site. The house opens fully all around, and folding glass walls can disappear entirely on the Eastern face, directing the view to the largest expanse of water. When those walls open, motorized retractable screens 10 feet beyond can drop to turn the entire house into a screened porch. This creates a convertible house that allows for several degrees on enclosure: closed house/open porch, closed house/screened porch, open house/screened, or open entirely. Substantial overhangs at two levels allow windows to be kept open so air conditioning is not used. Programmed motorized shades reduce solar gain while allowing adequate natural light. A strategically placed collection of zinc-clad roof monitors provide daylight from above the otherwise shading overhanging roof. Geothermal wells provide heating through radiant floors, and 9,000 gallons of water collected from roofs and stored in 11 large cisterns in the basement provide for most irrigation needs. Solar panels have now been added to the pool house/garage roof, reducing electrical usage by 40–50 percent. Erosion has been mitigated with 100 feet of "living shoreline" restoration. The natural beach and marsh areas were preserved and protected to encourage favorable conditions for terrapins and other fauna. About half of the lawn was converted to meadows with native plants, grasses, and FORBs (wildflowers), which helps reduce runoff. Emphasis has been placed on native plants for all new landscaping. Exterior colors and materials were chosen to recede into the wooded site and make little statement to passing boats." *Photography by Julia Heine.*



HOUSE ON TILGHMAN CREEK

MCINTURFF ARCHITECTS – MERIT AWARD, RESIDENTIAL NEW CONSTRUCTION

WEEMS CREEK LEED GOLD RESIDENCE



“ Located on a rare vacant waterfront lot in the City of Annapolis, the owners of this Modern Farmhouse wanted a home that was sustainable and reflected their love of gardening and nature,” states the architect. “The program was compartmentalized into a public wing, private wing, and open-air Pavilion linked by a glassy Gallery and Boardwalk. This enabled the footprint to skirt the more sensitive parts of the site and create outdoor spaces for a variety of gardens. This residence earned a LEED Gold certification through increased energy efficiencies, integrated storm water management, locally sourced materials, geo-thermal heating and cooling system, limited impervious surface areas, extensive native plantings, and pedestrian access to public transportation.” **Photography by David Burroughs Photography.**

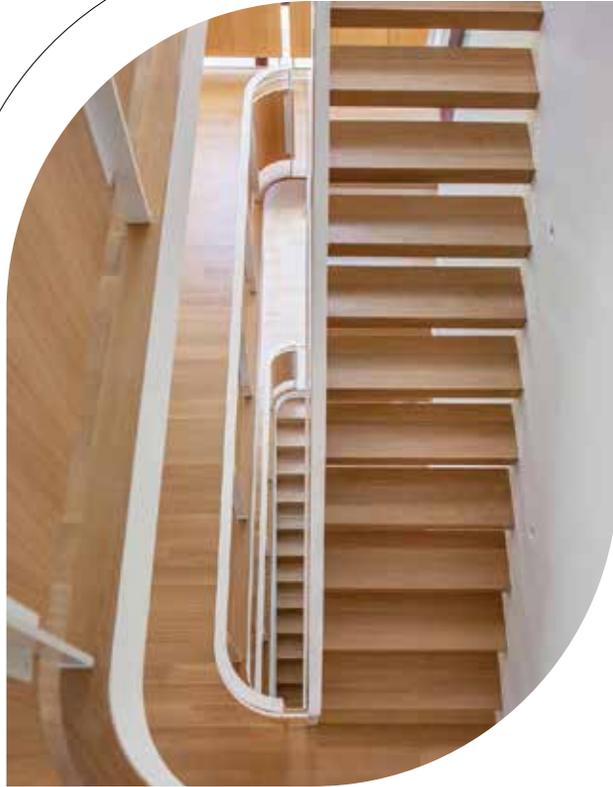
“**T**his house, located in a neighborhood along the Potomac River, is designed for an international couple with complementary backgrounds,” says the architect of the project. “One, of Moroccan and European heritage, asked for a courtyard-style house with Moroccan roots. In deference to local weather, a generously proportioned living room, in lieu of the courtyard, serves as the heart of the house. The other, a retired American businessman, asked for a substantial, sustainable house, well-built and carefully put together, efficient, well-detailed, and well-organized. The architecture team created a large, delicate, and transparent inner core of steel, glass, and zinc, flanked with two robust concrete wings, stucco-clad, containing the private spaces. All three parts share a common width and structur-

al rhythm. Upon entry, the interior, glimpsed through a wall of sliding bronze mesh screens, completely opens through walls of sliding glass doors to a porch, pool, and terraces leading to the wooded ravine below. The sustainable nature of the house is incorporated into the beauty of the details. Wood louvers provide sun control as well as privacy, as do the recessed motorized shades found throughout the house. Motorized screens pocketed into the porch ceiling can drop down to create a screened porch, and the entire sliding glass wall of the living room can open to it, turning the double-height space into a giant porch. A geothermal heating system with radiant floors, high efficiency windows, and 14” thick insulated concrete exterior walls all contribute to create a house that is luxurious, beautiful, and efficient.” *Photography by Julia Heine.*

CHAIN BRIDGE HOUSE

BY MCINTURFF ARCHITECTS – HONOR AWARD, SINGLE FAMILY ARCHITECTURE





“**T**his project involves the complete renovation of an ample center-hall Georgian house on a corner site in Northwest, Washington, D.C.,” states the architect. “Starting at the front door, a clumsy stair, completely blocking the through hall, has been replaced with a highly-crafted steel and wood stair and landings. These weave through the entire height of the three-story plus basement house. Each landing along the way hovers in a new stair tower projecting the occupants, at every level, into the garden. The design of the stair sets the materials for the entire house, where curved wood panels and built-in cabinets delineate a series of connected but discrete rooms. Extending to the exterior, similar geometries executed in white brick and bluestone negotiate level changes in the site and create another series of connected but discrete outdoor rooms. With the existing brick of the house painted white, and new exterior wall surfaces clad in black standing seam metal, a reductive palette has been used to weave new and old together. Between inside and out, a porch near the kitchen can be opened, via folding glass doors, to the interior. Screens drop from the ceiling when needed. At the other end of the house, a former sunroom has been opened to the living room and the fireplace now serves both spaces.” *Photography by Anice Hoachlander.*



WATERFRONT FARM

BY WIEDEMANN ARCHITECTS – MERIT AWARD, SINGLE FAMILY ARCHITECTURE



“**T**his large waterfront farm [located in St. Michaels] had several abandoned structures, some dating back to the mid-nineteenth century which were vacant for many years,” the architects explain. “The challenge was to design the entire farm inspired by the remnants of the original. Buildings within the Critical Area were reconstructed and repurposed over their original footprints with flood resistant construction. The overarching goal was to unify the multiple structures with a consistent architectural language, including a main house, guest cottages, barns, pool house, boat house, boat shed, several equipment sheds, greenhouses and formal gardens, and other specialty structures. The firm drew upon the precedents of the Eastern Shore vernacular in the design of more than 20 buildings on the farm. The main house is inspired by the Tidewater Colonial architectural tradition of telescoping additions over time. Cedar siding and roofs were employed in the residential buildings, with brick and stone introduced in the buildings that serve the residences. Painted V-groove siding and terne coated stainless steel was introduced in the more agricultural and maritime structures, often clustered around working courtyards. Some buildings were reconstructed with new uses, such as the original dairy barn which became a dining and entertaining space. The result is a reinvention of the original farm as a unified family compound.” *Photography by Anice Hoachlander.*



BY KEVIN VANDEMAN, AIA, AND GARY JAMES INGLIS, RIBA, RIAS - CITATION AWARD, SINGLE FAMILY ARCHITECTURE

BRIGHTON HOUSE



“The house is a new private residence for a family of five and two grandparents, located on a five-acre site in a rural setting near Brighton Dam on the Triadelphia Reservoir in Clarks-ville, Maryland,” begins the lead architect. “To preserve the natural beauty of the site and respond to the sensitive ecosystem of the surrounding area, the owners and architects created a set of sustainability benchmarks and design goals to guide them during the development of the project, with the intent that the design solution would dissolve the interior and exterior spaces into their natural surroundings. Programmatic elements include three bedrooms, office space designed for future adaptation, a prep kitchen and main kitchen, a family recreation area, a separate autonomous in-law suite, and a living space large enough to accommodate frequent multi-generational family gatherings. The design solution organized the program around two large exterior living spaces: a landscape terrace on the south that brings daylight, fresh air, passive heating, and quality views to nature from all occupied rooms on the lower level, and a north terrace that connects the living spaces on the upper level and frames views out to the meadow. The minimal composition of the house exterior veils the complexity of the building tectonics and systems



within, including a highly insulated structural panel exterior, an airtight and vapor variable envelope, and efficient building systems that are monitored and controlled by a smart home system. Sustainable design strategies focused on improving the occupants’ health and wellbeing and reducing the impact to the site and ecosystem. All water is sourced and treated within the 100 percent permeable site, and all electricity needed for the house is produced by clean renewable energy from the rooftop solar system, with load further reduced by geothermal energy. The house was verified to be net-zero energy after one year of post-occupancy data.”

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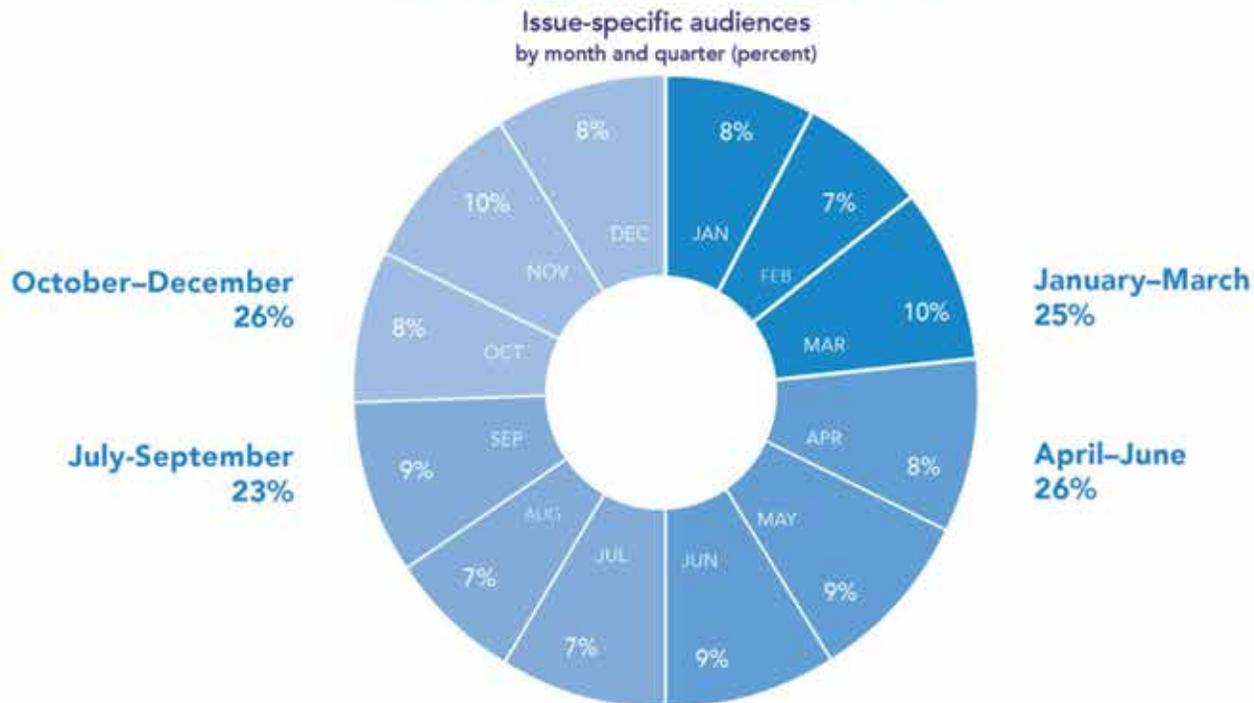
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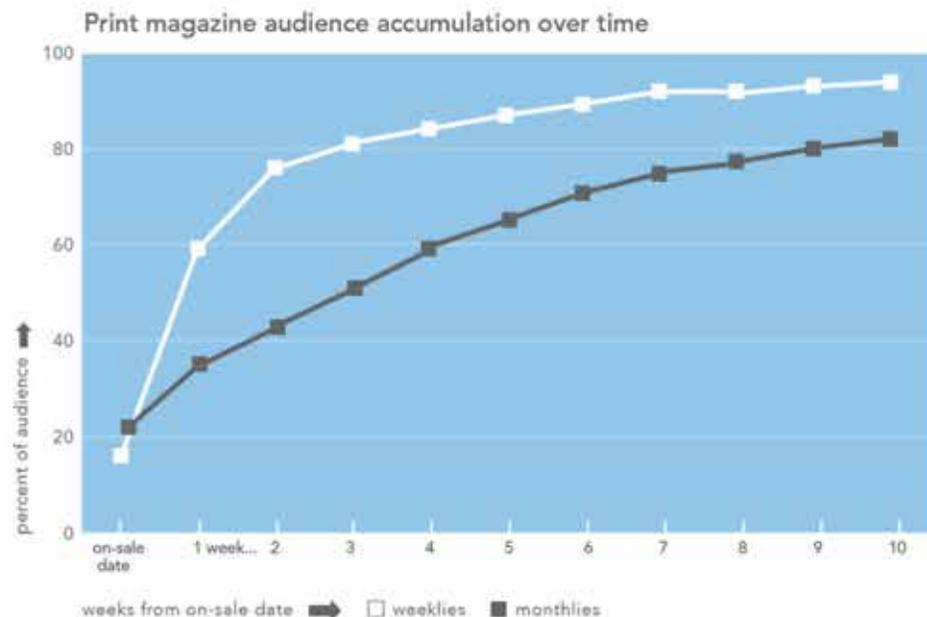
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Magazines maintain strong readership throughout the year



Note: Includes all publications measured in MRI-Simmons Issue Specific Study
Source: MRI-Simmons, Issue Specific Study, January-December 2020

Magazine readership continues to grow long after publication date



Note: The on-sale date is the actual date the print magazine appears on the newsstand or is likely to arrive in subscriber households. The on-sale date generally precedes the cover date.
Source: GfK MRI 2000, Accumulation Study, MRI-Simmons, Fall 2019.

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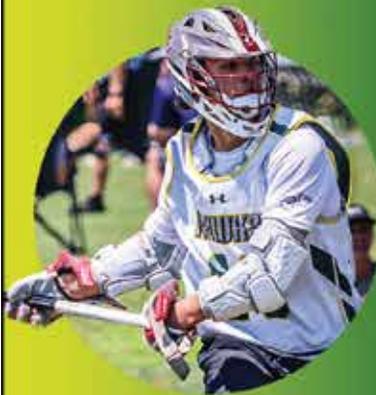
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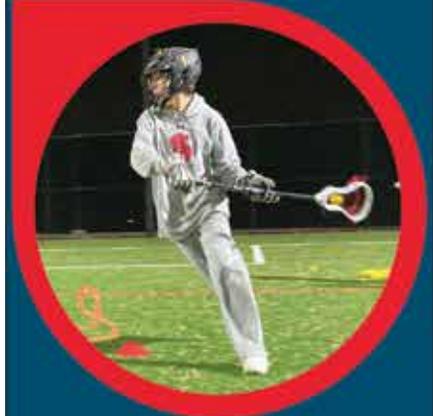
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FASTEST GAME ON TWO FEET

A HISTORY OF HOW THE GREATER BALTIMORE REGION AND ITS ATHLETIC TALENT FOSTERED A ONCE-TRIBAL SPORT, LACROSSE, AND ELEVATED IT TO THE MAINSTREAM

BY ELLEN MOYER

In 2004, Mike Miller, then-President of Maryland's Senate, introduced legislation to establish lacrosse as the official Team Sport of Maryland. Since 1962, jousting, the world's oldest equestrian sport and created for calvary combat training in the Middle Ages, had been and still is the official Sport of Maryland. Senator Miller's great-grandfather had been a champion jouster. But in this new century, lacrosse was taking the world by storm and the greater Baltimore region had been a major innovator and incubator for the growth of the sport—a fast-paced game once tagged by Baltimore sportswriter W. Wilson Wingate as “the fastest game on two feet.” It is a game that requires stamina, individual skill, and especially teamwork. And so, it was. Lacrosse was officially recognized as the State's Team Sport.

Famed American writer John McPhee once opined in *The New Yorker*, “American toddlers learn to handle lacrosse sticks in certain locations more than in others...notably in Baltimore.” How did our region become this center of America's oldest sport—maybe the world's oldest, if one accepts that the Algonquian tribes of Canada and the Great Lakes, and the Iroquois of upstate New York, were engaged in this game 3,000 years ago? For the Native Americans, “stick ball” developed warrior skills, settled disputes between tribes, and involved hundreds of players determined to claim victory by throwing a wooden ball from a wooden stick made with gut webbing through the opponent's identified goal that could be miles apart. These early “games” could continue for days. They also held spiritual significance. It was called “the game of the creator.”



EARLY INNOVATORS

The transfer of this game to white culture occurred in Canada in the 1600s when missionary Jean de Brebeuf wrote about his experience seeing the game. He dubbed it “La Crosse” after a bishop’s crosier, a replica of a shepherd’s crook. By 1850, Montreal dentist William Beers founded a lacrosse club and set about writing rules for the game; 10 players, not hundreds, on a designated field, with five-foot sticks, and a three-inch diameter ball, as per the native game equipment. Yet, this was still hundreds of miles from Baltimore.

New Yorkers and New Englanders picked up the sport outlined by Beers. New York University was the first college to create a team in 1877. Harvard and Yale soon followed. By 1881, the first intercollegiate game was played between Harvard and Princeton, with Harvard winning 3-0. Exeter and Andover High Prep Schools followed in 1882.

But a funny thing happened “on the way to Baltimore’s future.” In 1878, The Baltimore Athletic Club traveled to Newport, Rhode Island, for a track meet. They also saw a lacrosse game and were so taken by what they saw that they bought up a bunch of lacrosse sticks—the heavy wooden kind that would exist until the 1970s—and brought them back to Baltimore.

Johns Hopkins University (newly founded in 1876) embraced the sport, formed a team in 1882, and became the incubator for the growth of lacrosse in the Baltimore region. Johns Hopkins, a new powerhouse, obtained championships among its peers in 1891, 1899, 1900, 1902, and 1903. City and Poly High Schools formed teams and soon prep schools, including McDonough, St. Paul’s, Gilman, Boys’ Latin, St. Mary’s, and Severn, followed by public schools including Towson High School, Annapolis, and Glen Burnie founded lacrosse teams. Bryn Mawr School in Baltimore founded the first women’s high school team in 1926.

Sportswriters in Baltimore followed the teams as heavily as other jurisdictions publicized football. By the 1930s, with a new, major university and multiple high schools engaged in the sport, and

stoked by the media, Baltimore had a quantity and quality of skilled lacrosse players unsurpassed by any other region.

Even so, according to John McPhee, by the 1940s “nationally, about one-hundredth of one percent of the U.S. population had heard of lacrosse and five thousandths of one percent had ever played the sport.” The majority of that population found its home in the Baltimore region, with Long Island, New York, much of upstate New York, and New England also in play. Fewer than 50 colleges fielded lacrosse teams.

In 1940, the new U.S. Intercollegiate Lacrosse Association introduced competition between the senior all-star players from the colleges of the north and south. The first North/South game was played in Baltimore’s Municipal Stadium and was won by North 6-5. The next year, South won 6-5 on Hopkins’ Homewood field. And the back and forth continued. Journalist Jack Kelly would call the 1958 North/South game “one that will likely remain in the record book for many years” when a thundering South attack pummeled North with 26 goals. Fifteen of the 21 South team players hailed from the Baltimore region, including Joe Dyer from Annapolis. In total, 13 different players scored goals. The South had fielded its strongest team ever from students that had cut their teeth on the lacrosse fields of local high schools.

But it was the 1959 game that was described by sports writers as the best game they had ever witnessed. After the 1958 South win, an embarrassed North team was allowed to send as many players as they chose. The game went back and forth. In the last minutes of play, Mickey DiMaggio scored to tie the game and then assisted the game-winning goal for the South. Local headlines declared “South Serves the North Two Mickies,” referring to DiMaggio of Washington College and Mickey Webster of Johns Hopkins University—both future Hall of Famers.

In 1957, a different matchup altogether between Syracuse University and the University of Baltimore featured a scoring dueling match between star players Jim Brown and Allan Cosgrove.



Charles Deas’ circa-1843 painting titled *Sioux Playing Ball* depicts the aggressive and, often, brutal nature of lacrosse as played by Native Americans to settle disputes and territorial issues.



The vastness of early lacrosse battle fields, which could span for miles and involve hundreds of competitors, is conveyed in George Catlin’s circa-1850 oil painting *Ball Play of the Choctaw*.

Brown, from Manhasset Secondary School on Long Island and who would become one of the greatest running backs in National Football League history, scored five goals for the Syracuse Orange. Later in life, he would say, "Lacrosse is probably the best sport I ever played. I could run. I could duck. I could express myself freely." Cosgrove, a Patterson Park kid, scored seven goals in that game, tying the college record set in 1946 by Navy's Lee Chambers.

LOCAL LEGENDS

Established as a collegiate sport in the 1800s, lacrosse nevertheless sputtered along. By the 1930s fewer than 36 colleges boasted teams. St. John's College in Annapolis was one of them, claiming three championships before dissolving sports and returning to the classic liberal arts college it is today. Regardless, Annapolis became another hotbed of talent.

In 1952, St. Mary's High School's lacrosse team would experience the battle of the DiMaggio brothers in a square off with Charlotte Hall. St. Mary's was a powerhouse with Hezzy Howard, Jim Keating, and Henry Ciccarone—all eventual Hall of Famers. Saints' goalie Don DiMaggio would be peppered by his older brother Mickey DiMaggio, who was playing opposite him for Charlotte Hall. St. Mary's won the game 8-6, however all six goals for Charlotte Hall were scored by Mickey, who would go on to play for Washington College and become an All-American midfielder. Joining Mickey at Washington College was Dick Callahan (who became a Director of Annapolis Recreation & Parks) and Joe Seivold, a midfielder cited by *Baltimore Sun* sportswriter Bill Tanton as the best in the country at his position.

Hall of Famer Seivold graduated in 1958 just as Coach Clark was shaping underclassmen DiMaggio, Callahan, and the entire Shoremen squad into a championship team in the Laurie Cox League. In the 1950s, college teams were grouped in leagues, not divisions. But there was really only one classification. All teams, from the big universities and small colleges, played each other. All-American athletes were chosen by a committee judging all

players equally. Team rosters were short with little capacity for substitution, which meant player stamina was required for those who, often from necessity, played the entire 60 minutes of games. The press identified Washington College for its outstanding midfield, followed the Annapolis duo closely, and often declared in bold headlines "DiMaggio, Callahan Shine...."

Lacrosse was a new sport for Callahan who was a basketball star (with professional opportunities in the sport) at Annapolis High School, which also had a lacrosse program with Hall of Fame pedigree. John Simmons, a 1952 graduate, landed at University of Maryland helping the Terps to two national championships in 1955 and 1956. Buddy Beardmore, who would become a lifetime coach for many programs, also landed at Maryland and set the school record at the time for 108 goals and assists. Mule Jennings became a dual All-American in soccer and lacrosse at Washington College, joining DiMaggio and Callahan, and became an extraordinary officiating legend in a field short on officials. That Washington team also featured Annapolitans Lee Curry and Buzz Brandenburg on a stout defense.

Other players, from Towson High School—Skip Rudolph, Bill Litzinger, and Herb Moore—filled the team. All-American Moore, who graduated from Washington College in 1959, had the nation's highest save rate as a goalie. The Naval Academy honored him with the Richard Seth Award, given to the best athletic performance by an opposing team member. Moore recorded 40 saves against Navy in games Washington College lost.

At the time, college championships were determined by win/loss record, so competition to win was high. A scouting report by the University of Virginia on the Washington College team stated:

"DiMaggio...small but quick and tough...this man is more than half of their total attack, so he has to be stopped. He *must* be knocked down. Callahan is big, fast, and aggressive. He is mostly right but can shoot and cut left. All of their defensemen are aggressive and even middies will go over the head for the ball."



Lacrosse became a formalized sport in Canada and the U.S. by the mid-1800s.



The Callahan brothers were star players at Annapolis schools and Washington College in the 1950s.



The Annapolis Recreation and Parks boys lacrosse league in 1959 was regarded at the time as, likely, the only such organized lacrosse program in the nation for young boys.



The National Lacrosse Hall of Fame & Museum is located in Sparks Glencoe, Maryland, and features collections of lacrosse equipment, sticks, jerseys, photography, and other memorabilia that traces the history of the sport. The museum is open to the public, but has limited hours due to the COVID-19 pandemic, which frequently adjust. Visit usalacrosse.com/national-lacrosse-hall-fame-and-museum for the most updated information. Images photographed by Ellen Moyer at the National Lacrosse Hall of Fame.

Washington won that game versus Virginia. Moore describes beating Virginia and then Washington & Lee as a thrill. The Shoremen had four winning seasons between 1956 and 1959, with a team full of All-Americans. In 1959, Annapolitans Mickey DiMaggio, Dick Callahan, Bob Schwartzberg, Lee Curry, Buzz Brandenburg, and Mule Jennings were All-Americans. Towson High School grads Skip Rudolph, Herb Moore, and Karl Rippelmeyer filled out that year's All-American list of Marylanders.

Rippelmeyer, or "Rip" as he was known, starred for Navy. A top scorer and three-time All-American, he was awarded the Naval Academy Athletic Association Sword award in 1960 for his athletic excellence. He also lettered in track and soccer, and led the Midshipmen to its first national championship that same year, which kicked off Navy's "Decade of Dominance." Under Coach Willis Bilderback, Annapolis' hometown team won eight consecutive national championships in the 1960s.

Sports Illustrated featured Rip's athletic prowess. Describing him as a "fast attackman with a knack for bullying his way around defensemen." DiMaggio described his encounter with Rip as totally exhausting him and Callahan, causing a tied game to be lost 8-6. A tired Washington College team with a slim roster of 13 including two new players, meant everyone was playing 60 minutes in the fast-paced game. Navy was not handicapped with a short roster. The Annapolis boys—Callahan, DiMaggio, and Jennings—kept the game tied until the last two minutes. Nevertheless, they made a good showing of themselves against a tough Navy team that was on the brink of seven more championship years.

THE SPORT GROWS

The 1950s onward experienced a burst of activity for advancing lacrosse regionally. Eventually, this growth would extend nationally and internationally. There were many Baltimore-area high schools that trained an abundance of future All-Americans and Hall of Fame players. Towson High School began its effort in 1930. Over the years, between 1935 and 1975, it would name 53 All-Americans to the sport and a handful of future Hall of Famers. Under Coach William Thomas in the 1960s and '70s, 31 players would achieve All-American awards.

There are the Corrigan brothers—all four, including Gene and George, who played at Loyola High School, and Jim and Dick, alums of Poly—who would make countless contributions to the sport in their lifetimes. Dick and George played together on the University of Maryland team that won the 1955 championship. In 1958, Dick won the Jack Turnbull Award as nation's outstanding attackman (he even scored 9 goals in one game versus Navy that season). Dick would graduate and become an assistant coach at Navy in 1960 before taking reigns of the Yale program from 1965-70. His brother Gene led Virginia and Notre Dame's programs for years. They all stayed engaged in lacrosse athletics, passing their interest on to their kids and their grandkids, who, too, would excel in the sport as players and coaches, spreading the Baltimore connection around America.

In 1957, the National Lacrosse Hall of Fame was established to honor these outstanding men and women of the sport. Since then, 325 lacrosse greats have been honored, many from the

State of Maryland. The Hall of Fame was headquartered on the Homewood Campus of Johns Hopkins University but moved to a larger space incorporating a museum and archives in Sparks Glencoe, Maryland. Today, Ernest "Skip" Lichtfuss, a 1971 Towson High alum and Hall of Famer himself, manages the facility. Joe Finn is the archivist that can give you data on any game or person that embraced this sport.

With national interest growing in lacrosse, the pressure was on to open doors for playing opportunities. Less than 50 colleges offered varsity lacrosse in the 1950s. This increased to 84 by 1965 and doubled again by 1975. Today, there are 600 universities with more than 417 men's programs, and 526 women's. Today 30,000 players are engaged in collegiate lacrosse.

With foundational roots in Annapolis, youth lacrosse leagues have also grown to all 50 states. A report by the Annapolis Recreation & Parks Department in 1959 featured a photo of young boys with lacrosse sticks above a caption that read, "perhaps the only boys lacrosse league in the nation is held under our department." Today, boys and girls of all ages can join lacrosse programs from East Coast to West.

Internationally, lacrosse was first contested in the Olympics in 1904, again in 1908, but never since, as a medal sport. Though Johns Hopkins University demonstrated the sport at Olympic events in the 1950s, it remained nonexistent at the games. But, by a recent vote of the International Olympic Committee, lacrosse will return as an Olympic sport at the 2028 Los Angeles Summer Games.

Spring is the time to watch the "fastest game on two feet" as teams return to the field and rivalries renew. It is the time to watch the symphony of running, dodging, ducking, and sling-shooting a three-inch ball past the net's guardian to score a goal. There is no other sport quite like the official Team Sport of Maryland.

Lacrosse may have started as a battle game to settle tribal disputes and train warriors 3,000 years ago in Canada and upstate New York. But it is the greater Baltimore region that captured the sport, nourished it, built it better, and introduced lacrosse to the rest of America...and the world.



Agostino "Mickey" DiMaggio and Karl Rippelmeyer's Hall of Fame memorialization at the National Lacrosse Hall of Fame.



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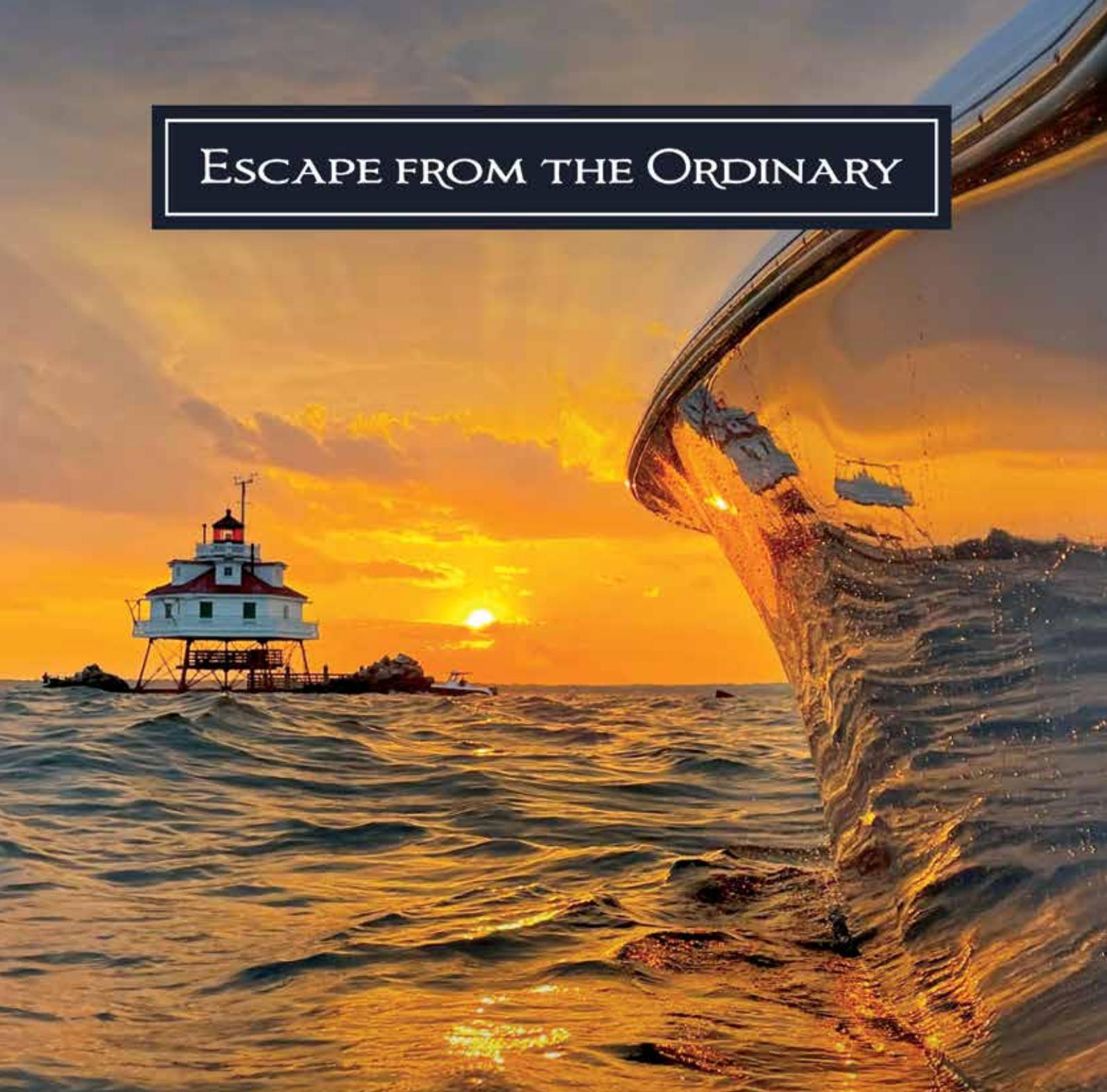
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CHOPTANK RIVER, HEART OF CHESAPEAKE COUNTRY

BY ELLEN MOYER



SUNRISE OVER THE CHOPTANK
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MARYLAND'S EASTERN SHORE.



The Choptank River is 73 miles long and the largest on Maryland's Eastern Shore. It is bordered by Talbot County on the north and Dorchester County on the south, and it wanders through Caroline County, past its county seat of Denton, to its source in Delaware. Captain John Smith explored it in 1608 and Harriett Tubman traversed its watershed 250 years later. It is the "Heart of Chesapeake Country" bolstered by the "Queen City of Cambridge." This river has a lot of stories to tell.

In the early days of the colonial settlement, British merchant ships entered the Choptank on the way to Maryland's second busiest harbor, Oxford. Situated at the mouth of the Tred Avon River, as it enters the Choptank, Oxford was declared, with Annapolis, one of two ports of entry in 1683. It was here that Robert Morris, Sr., would build his inn and home in 1710, and serve as the agent for Liverpool, England. As a port of entry, Oxford received goods from England and exported hogsheads of tobacco from the rich farmland and wealthy plantations of Talbot County.

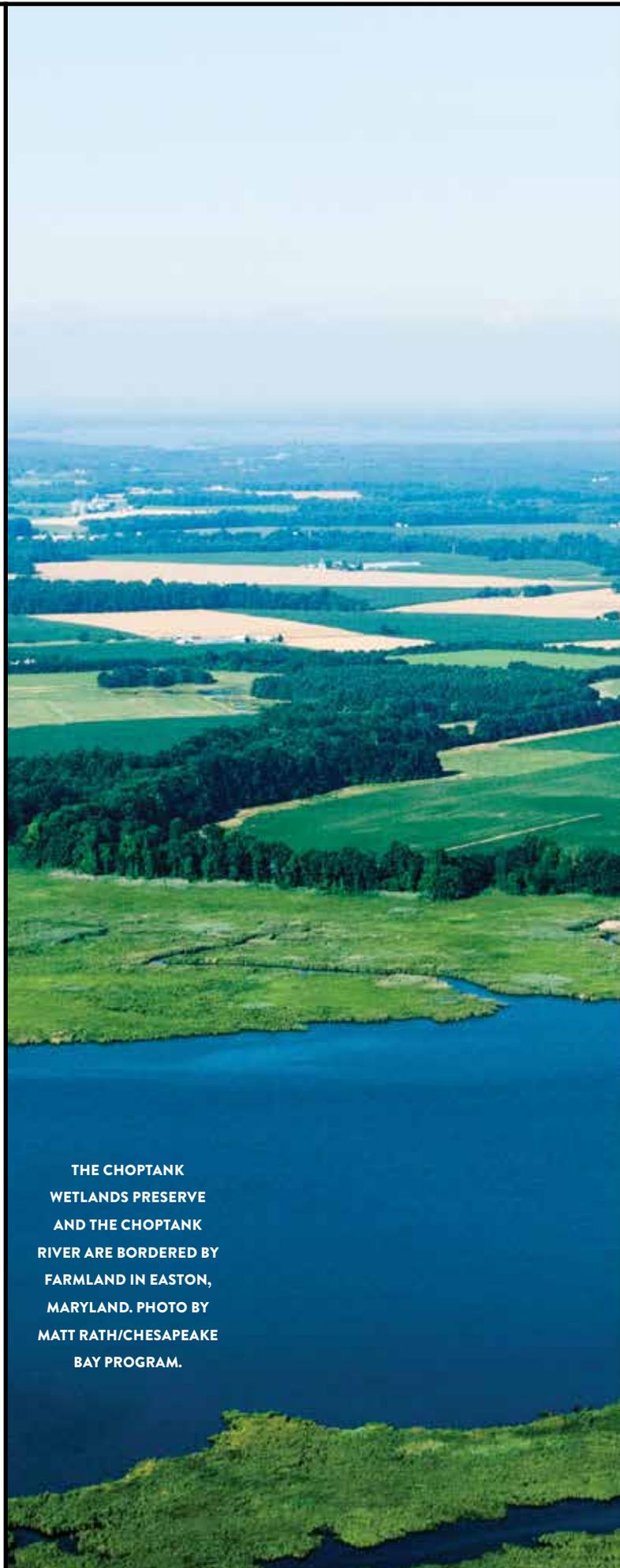
Robert Morris, Jr., financier of the American Revolution, grew up in the inn his father built. Designated a historic inn, it remains today as the oldest full-service inn in America. Post-Revolution, the Grand English Merchant ships were replaced by oyster tongers. Oxford today—population 600—is a quiet village. It is a recognized Historic District with six sites on the National Register of Historic Places. And the nation's oldest privately-operated ferry, founded in 1683, still carries people, goods, and cars 3/4 of a mile across the Tred Avon from Oxford to Bellevue and back.

Fifty miles upriver, Cabin Creek off the Choptank houses a popular gathering place for locals—the Suicide Bridge restaurant, which sits adjacent to the crossing. The first wooden bridge across Cabin Creek was built in 1888. Only 21 feet high, it has long been *the* place for depressed guys to call it a day. The first was a postmaster from Hurlock who shot himself and fell into the water. A distraught farmer did the same. A man nicknamed "Frog" jumped off the bridge and hit his head. Some said his wasn't suicide, but foul play. His autopsy was performed right there on a picnic table. So...when the popular restaurant featuring Maryland seafood was built, it took its name from what natives called "Suicide Bridge."

Looking out toward the water from the restaurant today, one might view the *Choptank River Queen*, an 80-foot replica of a 1900s-era stern-wheeler boat. It and *Dorothy and Megan*, named by Dave Nickerson for his wife and daughter, were the first built for the Choptank Riverboat Company. It operates out of Suicide Bridge on sightseeing and dinner cruises, featuring the Eastern Shore's famed fried chicken, crabcakes, tomatoes, and corn.

A century ago, steamboats frequented the Choptank with excursions to and from D.C. and Baltimore. City folk came to the Shore to spend summers away from the heat and enjoy good, old Eastern Shore fare. Tilghman Island and Taylor's Island were popular waterside retreats. Vacation cruises through historic waters were also popular. The Choptank Steamboat Company (not affiliated with today's Choptank Riverboat Company) offered a 37-hour excursion on the side-wheeler *Dorchester* to D.C. for \$7, with \$1 meals available, featuring corn bread, deviled crab, and fried chicken. By 1939, the industry succumbed to the automobile. The *Dorchester* was auctioned off, renamed the *Robert E. Lee*, and served as a short excursion river boat in D.C. It was dismantled in 1953.

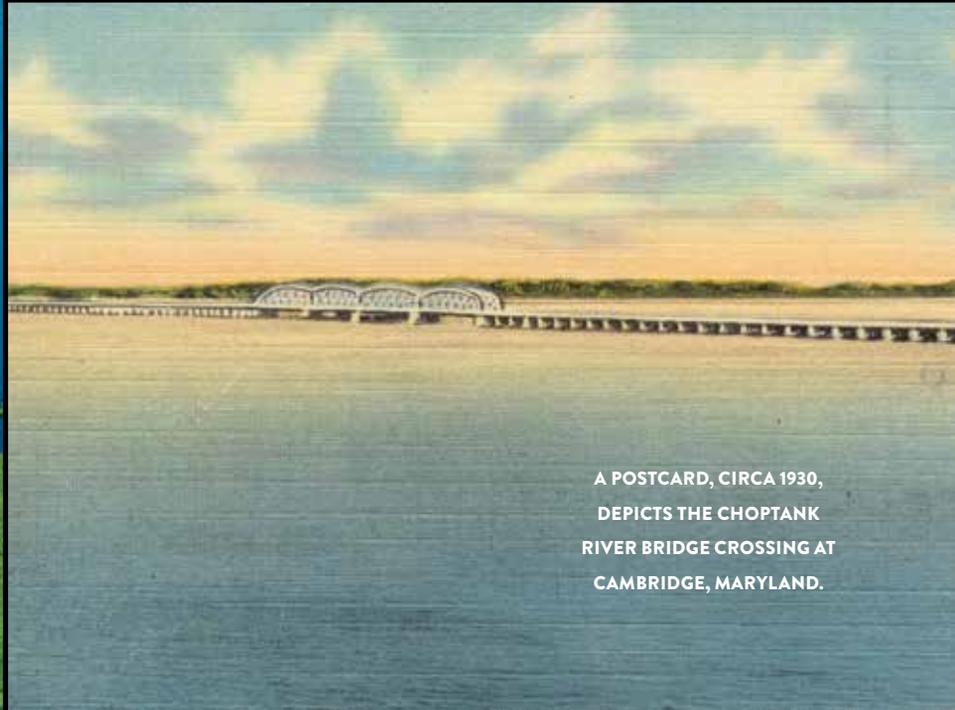
Recently, on September 25, 2021, the City of Cambridge celebrated the life of another vessel—the 25th anniversary of the skipjack *Nathan of Dorchester*. The festivities included sailing races featuring the few skipjacks—Maryland's State Boat—still on the water. There were once more than 2,000 skipjacks and bugeyes



THE CHOPTANK WETLANDS PRESERVE AND THE CHOPTANK RIVER ARE BORDERED BY FARMLAND IN EASTON, MARYLAND. PHOTO BY MATT RATH/CHESAPEAKE BAY PROGRAM.



A CLEAR BLUE SKY AND HIGH THIN CLOUDS REFLECT ON THE SMOOTH WATERS OF THE CHOPTANK RIVER WHILE FIVE WHITE-WASHED HULLS LAY STILL AS THEIR WOODEN MASTS AWAIT THE NEXT SAIL FROM LONG WHARF IN CAMBRIDGE. PHOTO CREDIT: U.S. NATIONAL ARCHIVES AND RECORDS ADMINISTRATION.

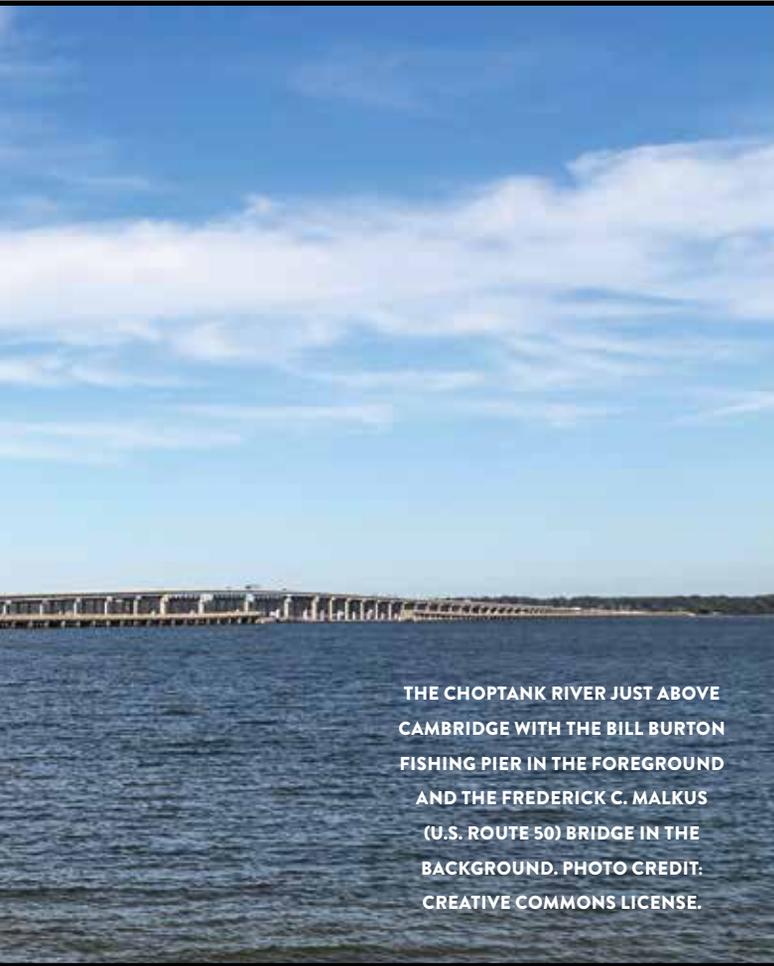


A POSTCARD, CIRCA 1930, DEPICTS THE CHOPTANK RIVER BRIDGE CROSSING AT CAMBRIDGE, MARYLAND.

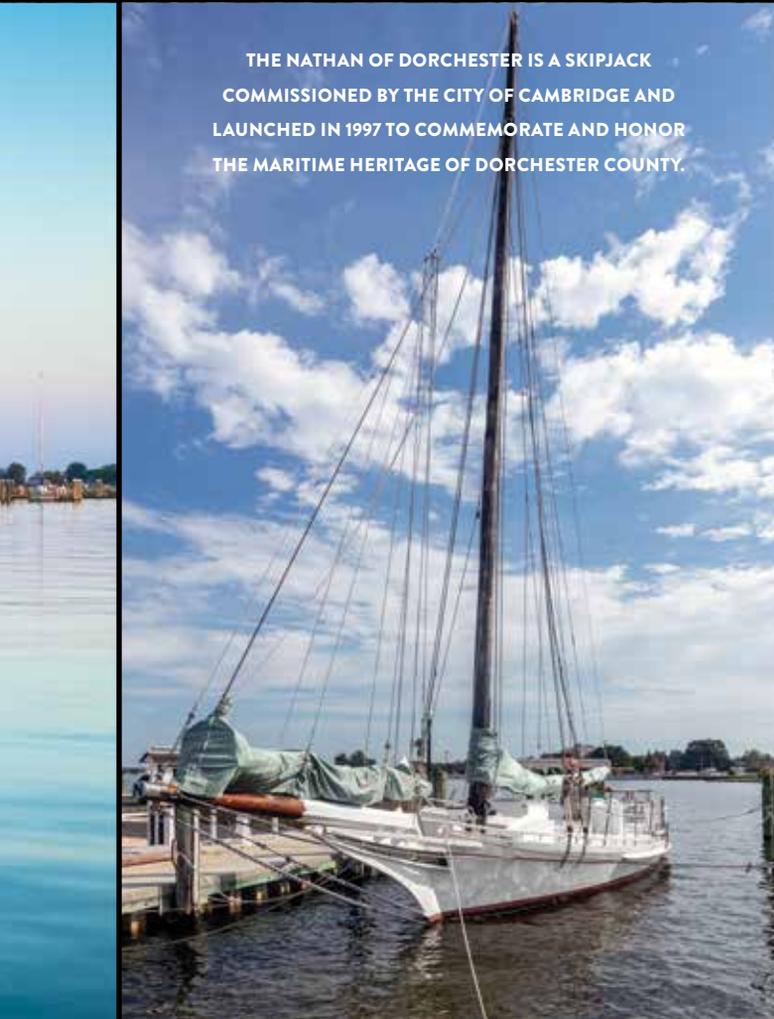


LOCATED AT LONG WHARF IN CAMBRIDGE, A REPLICA OF THE CHOPTANK RIVER LIGHTHOUSE CONVEYS THE STORIED HISTORY OF THE LIGHTHOUSE THAT ONCE MARKED THE MOUTH OF THE CHOPTANK UNTIL IT WAS DECOMMISSIONED IN 1964.





THE CHOPTANK RIVER JUST ABOVE CAMBRIDGE WITH THE BILL BURTON FISHING PIER IN THE FOREGROUND AND THE FREDERICK C. MALKUS (U.S. ROUTE 50) BRIDGE IN THE BACKGROUND. PHOTO CREDIT: CREATIVE COMMONS LICENSE.



THE NATHAN OF DORCHESTER IS A SKIPJACK COMMISSIONED BY THE CITY OF CAMBRIDGE AND LAUNCHED IN 1997 TO COMMEMORATE AND HONOR THE MARITIME HERITAGE OF DORCHESTER COUNTY.

plying the Choptank and its tributaries, when oyster harvesting was king for the Shore’s watermen. Today, they are ghosts rotting along shoreline swamps; only 26 known remain.

Nathan was launched in 1997 to honor the heritage of the Eastern Shore and, specifically, Dorchester County in a landscape with 1,700 miles of shoreline from which grew a traditional way of life unique to the Chesapeake Bay. Skipjacks would ply shallow waters and return bounty to rugged watermen in the howling winter months between November and March. Boat builders designed these vessels in their yards with an innate sense of how the pine trees selected for the build fit together. *Nathan* was the last skipjack ever built.

Today, the Richardson Marine Museum in Cambridge supports the nonprofit Ruark Boatworks, which keeps alive the art of boat building and restoring of vintage wooden boats. The *Nathan* is named for a peddler that arrived in Cambridge in 1873 and founded a furniture store that produced a fortune. The building of *Nathan* by volunteers employed traditional methods based on a design of a boat built by Ruark’s great grandfather.

The *Nathan* isn’t the only Cambridge effort to keep Eastern Shore heritage alive. In August 2021, the fifth annual Light Night Party was held to benefit the Cambridge Lighthouse Foundation, which oversees a replica of the screw pile lighthouse that once marked the mouth of the Choptank River until decommissioned in 1964. The original house and all within, including its keeper aboard, was moved from Cherrystone Bar, Cape Charles, by barge 70 miles up the Bay to its final resting place along the Choptank in 1921. The replica of this “Jewel of the Chesapeake” and the *Nathan of Dorchester* can be viewed by visitors at Cambridge’s Long Wharf on the Choptank, located off High Street.

This Chesapeake Bay history, the folklore of our State’s traditional way of life and the effort to keep our rich water heritage alive, may not have happened but for a program promoted by President George H.W. Bush in 1988 called “Thousand Points of Light.” The Nation’s economy was failing at the time; small towns were faltering. Recognizing the need to engage citizens in their communities, the President called upon all to work together in finding new ways to stimulate their economies. Cambridge rose up and appointed a committee of 100 leaders, chaired by Harold Ruark, to envision ideas to promote Cambridge. In the interest of preserving the maritime heritage of Cambridge and Dorchester County, four projects emerged. They were: to establish the Richardson Maritime Museum; build a replica of the Choptank Lighthouse at Long Wharf Park; build a Visitors Center at Sailwinds Park; and create a skipjack dedicated to education and community building. All are in place today earning Cambridge and the Choptank River the title “Heart of the Chesapeake Country.”

But times are changing once again. As 1,700 miles of shoreline erode, due to sea level rise along the Choptank watershed, silt smothers the grass nurseries for fish and the oyster beds. The “Great Choptank Island,” Tilghman Island, which was granted in 1659 and settled by the Tilghman Family who farmed it with slave labor for 175 years, is losing 10 feet of shoreline a year. Small barrier islands, like James and Sharps, once connected with Tilghman. Sharps Island at the mouth of the Choptank foretells the future for life in the heartland of the Bay. In the 1800s, Sharps was a 600-acre island. It was good farmland and boasted a popular resort built by a Baltimore investor. By 1914, the island had shrunk to 100 acres. During WWII, the Army used it for a rifle range. Today, the island is among those that have disappeared.

Yet the Choptank River remains a popular heritage, recreational, and fishing site...and will go on. It’s flora and fauna may change. Thankfully, there are ongoing efforts to restore oyster reefs, water quality, and shoreline throughout this watershed. And the story of its heritage will carry on, thanks to the volunteers and patrons living in the cities and towns that have dotted the Choptank riverfront for centuries.



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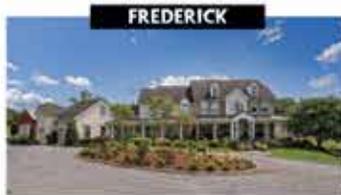
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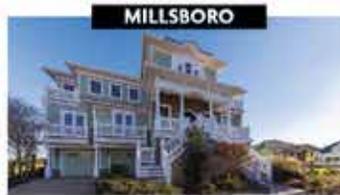
7549 FINGERBOARD ROAD



MILLSBORO

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33593 SAND DOLLAR DRIVE



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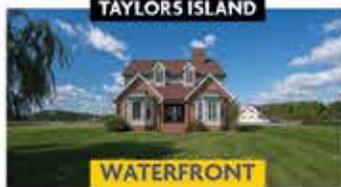
24500 KAYAKERS PATH



MILLSBORO

\$2,400,000

27642 STERLING BLVD

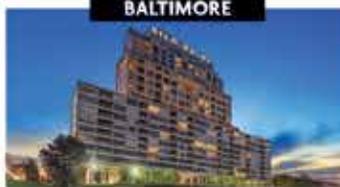


TAYLORS ISLAND

WATERFRONT

\$1,175,000

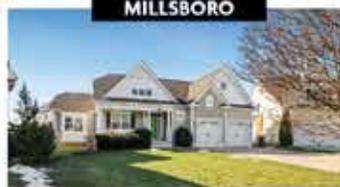
4400 PINE TOP ROAD



BALTIMORE

\$1,000,000

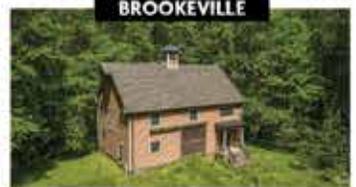
1200 STEUART STREET #1914



MILLSBORO

\$875,000

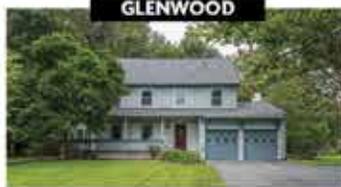
24585 BEACHCOMBER DRIVE



BROOKEVILLE

\$809,000

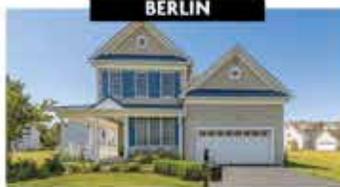
305 HAVILAND MILL ROAD



GLENWOOD

\$650,000

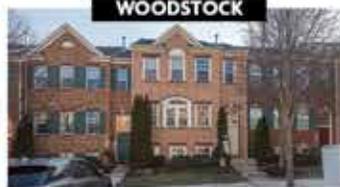
3298 SHARP ROAD



BERLIN

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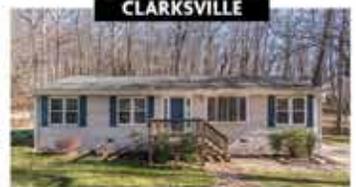
12422 COASTAL MARSH DRIVE



WOODSTOCK

\$550,000

2049 CRESCENT MOON COURT



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13729 NICHOLS DRIVE



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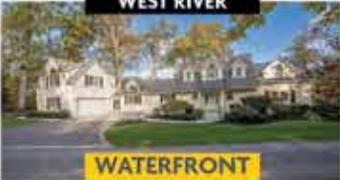
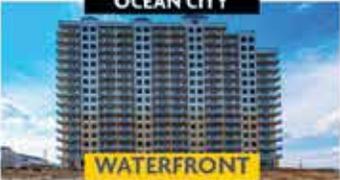
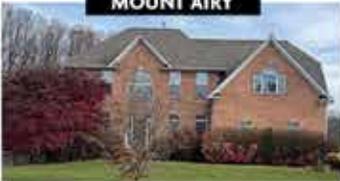
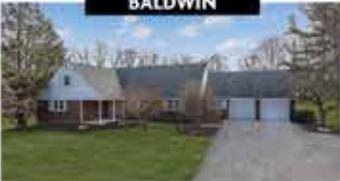
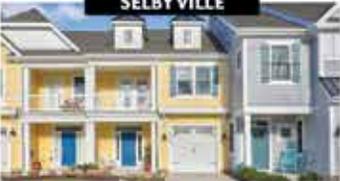
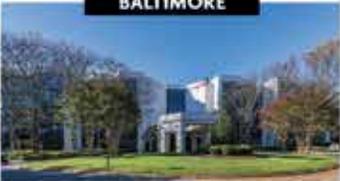
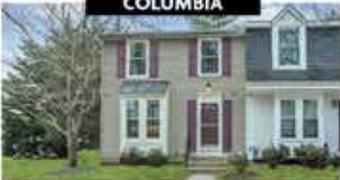
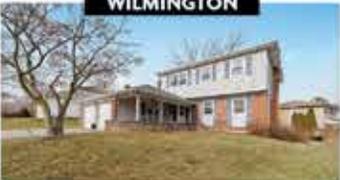
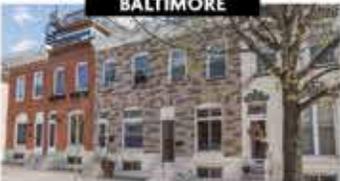
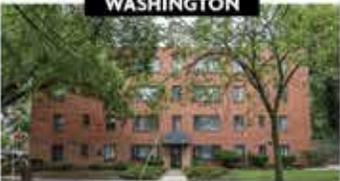
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Nothing COMPARES

Tranquility lives where the Magothy River meets Mill Creek

Story by **LISA J. GOTTO** Photography by **A DIGITAL MIND**

A typical day turned tremendously memorable for a couple in Arnold and their teenage sons when the call (and the lot) of a lifetime came in.

“I was at home, getting our house ready for Commissioning Week—we rent our house out for Commissioning Week every year,” Jaime says, of the moment, when she realized that nearly two years of searching for just the right home and lot became in reach for her family.

To appreciate what that moment was really like, we will need to turn the clock back a few years, to when Jaime and husband, Steve, began their journey to their current Magothy River waterfront address—a journey that was both short and very long at the same time.

A Little Help from Friends

Short because the family already lived in a close-knit, planned community near the water that they just loved in Arnold. They were outgrowing that home, however, and were ready to realize their dream to someday have a multi-generational waterfront property. Close friends of theirs who had once lived in their development, bought such a property and they visited often; loving every moment of their friends’ Magothy River and Mill Creek views.

“So, we knew we wanted to try and find something around this area and that’s kind of a challenge,” Steve says. “Finding something, obviously the view is important, but also finding the right size lot.”

The process to find something just a short distance away from where they were living, whether it was an existing home or a workable lot, kick-started a long process of looking.

It would be those friends with the enviable waterfront home that would alert them to another property just a few doors down from them. While it wasn’t for sale, they learned that its current owner was no longer living there since being placed in nursing care, and that the owner’s grown children were hoping to manage the property, at least in the short-term, until they could decide how they wanted to proceed with it.

Through diligence and research, the couple was able to leave a message with the owner’s family about their interest in the property, so if the day ever came that they did wish to sell, the family would let them know. The family was kind enough to take Jaime’s phone number, should just an occasion arise.

In the meantime, their search continued. “We kept looking, but compared everything we saw to this,” Jaime says. Fast forward to that typical day, which arrived almost two years later.

“I had entered the first name of the family contact in my phone with the words, ‘dream property’ in parenthesis,” Jaime says. “One day I was doing stuff around the house and my phone was ringing and I looked at [the display] and I saw [those words] come up, I was like, Oh, my God!”







Now That's a Lot!

With the greatest challenge to having their waterfront dream property come to fruition being met, they could now focus on what needed to get done. There was a small home on the property, which needed to be taken down before they could execute the new residence complete with the in-law suite for Steve's parents that the couple had envisioned.

When it came to choosing who would execute the design and then the build of the home, Steve wanted to have a friend he knew through his brother have a shot at it. That friend was Brent Paquin of Paquin Design Build of Grasonville.

The couple's final decision to go with Paquin, was an easy one. Jaime explains that they met with Brent on a Friday and by Monday, he was able to present them with plans that solved some logistical site challenges.

"Trying to get everything we wanted on the allowable square footage of this property was proving more difficult than we initially thought it would be," Jaime says.

While the "everything we wanted" list was ambitious, the optimization of water views for everyone who would be living there was "job one," especially since Steve's parents were still living on Kent Island and would have to leave a home with great water views. So, a view "downgrade" was not an option.

The couple also wanted to provide a nice view for each of their sons, ages 16 and 18. To make that happen, the plans went vertical, creating a third level to the floorplan just for the sons' bedrooms.



“Brent did this without us signing with him; that was just the initial consultation,” Steve says. “He took it upon himself that weekend to do some leg work on his own and that really sold us; that he was willing to go the extra mile.”

Their builder’s ability to provide them with upfront cost numbers, broker the best material deals, and his unwavering goal to keep the build on-budget, were all signs to the couple that their decision was a sound one.

Floored by the Design

The home’s floorplan now provides 4,200 square-feet of living space. Much of that living space faces the water by design; the lay of the home’s land working in tandem with the plan to offer maximized vistas.

“It’s a very nice, elevated lot that kind of drops off into the water,” says Paquin, who adds that the style of the home is unique with its multiple levels and a hip, modern roof line. To accomplish all the goals the couple wanted for the home, it would need to be unique.

Upon entering, one can quickly see that the main floor of this home is exceptional, as it sets a stage of sorts that looks out to an audience that is aquatic in nature, dotted with boats and all the elements of a much-desired waterfront lifestyle.

“I call it my happy place. It’s tranquil and relaxing,” Jaime says. “I just always want to be here.”

And “here” is a pretty great place to be for many reasons. Gorgeous, engineered bamboo “Mojave” hardwoods help set the tone at the entryway, and at first, flow to the right and the left down a perpendicular hallway, and then straight ahead to the great room with its panoramic water views. This is achieved through a series of contemporary window styles that flow from the left in the kitchen, across the center of the large dining space with its sliding glass doors and floor-to-ceiling side panels, and then to the living room with a tri-panel of vertical picture windows.

The visual impact of this living space is stunning and defies being labeled as one style, per se, as the homeowners loved exploring twists on traditional design. A great example of this is the treatment of the fireplace with the living area’s feature wall.

“I didn’t want a typical fireplace in the middle, with the TV above, et cetera,” Jaime says. “I wanted something different there...and that’s where Dawn was great, too, because I showed her one idea that I particularly liked and she drew it out like that,” adds Jaime, referring to Paquin’s in-house interiors expert, Dawn Crovo.

That fireplace wall, and its aesthetic treatments, give the room a moody, yet glowing warmth, set off by the metallic sheen of Dorian Graphite large-format ceramic tiles. With the linear gas fireplace uniquely situated to the far left of the wall adjacent to the window, natural light reflects and dances off the tile creating a spectrum of colors within it depending on the time of day.

The accent wall extends along the length of the living area and is highlighted with a flat screen television in the center and offset by a series of floating shelves on either side and above. Storage is efficiently provided below with a series of large, pull-out drawers—perfect for cushions, throws, and seasonal storage.

Where the accent wall ends, begins the living space’s bonus area, the home’s dedicated office. Jaime, whose father is also a skilled woodworker and remodeler, helped the couple devise the perfect



work-from-home zone for Steve's legal staffing firm. A separate entry provided by a set of large sliding barn doors painted in a rich, dusty blue, pull the look of the two spaces together effortlessly.

A large central console desk with contrasting wood top that comfortably seats two, is connected to a custom built-in unit for file and office supply storage. The look is smart and contemporary. This room is large enough to accommodate a credenza on one side and a custom, comfy, built-in seating area with storage drawers underneath, on the other. A creative use of space that adds convenience and overall value to the home.

Speaking of convenience, this home's kitchen was executed to provide a beautiful space to mingle with friends and family, and offers a wealth of utility for the home chef to do their thing. A must-have for Jaime, in addition to the traditional pantry, was a separate appliance pantry, where the larger, bulky countertop appliances could have a home of their own. This smart space allows all the appliances to be out for accessibility, but not in the way. It's like a having a mini-kitchen just for the appliances. Not a fan of wires on countertops, Jaime has her dream solution in this handy extra room with beautiful shelving and décor that makes grabbing a cup of joe, look like you're in a coffee shop.

Along with a six-burner gas stove with double oven and two islands—one just for food prep and the other to act as a buffet and gathering space, the kitchen has a clever feature built into its window design that already offers stunning water views. These window



panels also function as a pass-through to a countertop dining area on the other side, as part of the family's amazing outdoor living area.

Probably the crown jewel in a home just packed with perks, this outdoor living area was designed with gorgeous PVC decking in Brazilian walnut from the AZEK Arbor Collection. It provides both covered seating with a luxe gas fire pit, and an additional outdoor dining space adjacent to the countertop dining area. An architecturally stunning set of stairs descend along two sides down to the lawn and the water's edge below.

Multi-Generational Living Done Right

Based on the merits of main level living alone, the home is an award-winner, but this residence was designed to do so many other things. Two elements of conveyance were contrived to accommodate just that.

To the right of the entry, is the home's unique staircase feature. From the exterior of the home, it looks as though the home has a tower. It extends to accommodate four levels of living.

"It's a pretty cool visual when you're in there," Paquin says. "You see how it wraps all the way [around], from story to story."

Take one floor down and you're in the home's large family and game room. The space extends to an additional guest bedroom and bath for when their sponsored midshipmen come to stay.



Ascend one floor up from the main and you'll find the home's gorgeous primary suite with its tranquil water views and a balcony that extends to the home's in-law suite along the waterfront. This suite, which can easily be accessed via elevator located on the opposite side of the home from the main staircase, is a marvel in itself.

"When you say suite, it's really like an in-law house," Paquin explains. "It has a kitchen, a living room, and a bathroom." It creates the perfect amount of space for Steve's parents when they are in Maryland during the summer months.

Jaime's family is also accommodated on this floor when they come to visit with an additional guest suite with full bath.

Take the elevator or the gorgeous modern staircase to the top floor and you will find the nerve center for the couple's two teenage boys, complete with a shared bath and designed with window views of the water. It's an exceptionally unique space that two young men can call their own, much like the rest of the home, which is a testament to what can be accomplished when smart design is applied so there's a space for everyone and everyone has their space.

And no one is more aware of that than Jaime who took that long-awaited call on that typical day in Arnold.

"I mean, who doesn't want to live on the water?," Jaime says. "And the fact that we were able to do this at this point in our lives, when our kids are still here and can enjoy it. This is absolutely a dream fulfilled."



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From Rare to Exotic

5 RESPONSIBLY-SOURCED INTERIOR WOOD OPTIONS

By Lisa J. Gotto

Whenever you have walked into a room or living space and are left with an indelible impression but aren't sure why, there's a good chance the impression was made because the homeowners chose to use some elements of rare or exotic woods in their space.

There is something all at once stirring, warm, and even primal about the judicious use of these unique materials in the home. That said, any conversation about the use of exotic or rare woods should be parsed with an understanding of responsible sourcing and sustainability of such materials.

Environmental impacts of these materials include overharvesting, risk of extinction, and habitat destruction and deforestation.

No responsible homeowner wants that, so to ensure you are choosing sustainable woods, ask your builder, retailer, or craftsman if they are sourcing materials that carry the Forest Stewardship Council, (FSC) certified seal. It is certainly worthwhile to do your homework, because rare and exotic woods offer two distinct benefits: visual impact and durability.

Here are five types you may wish to consider and a run-down of their basic and beautiful possibilities. →



Cocobolo

Found along the Pacific Coast in Mexico, and some areas in Central America, Cocobolo is sometimes also referred to as Rainbow Wood because its color ranges from combinations of orange, red, and yellow, to even black and violet. A true rosewood, similar in color and tone to Brazilian rosewood, Cocobolo presents a better alternative to using the Brazilian variety which is tightly controlled due to over-forestation. Its uses vary from knife handles to musical instruments, but in the home this hardwood is most often seen in cut veneer inlays and as signature furniture pieces. Cocobolo is considered a high-end, rare wood, so you can expect to pay a premium for this wood. A word of caution for DIYers, while beautiful, Cocobolo can be tricky to work with as the machining and sanding process produces a fine dust that can produce allergic reactions in some people. So it is best to seek the help of qualified woodworking professional when working with this material.



Bamboo

Bamboo is probably the most recognizable of the woods on our list, as we see it in many applications in our daily lives from drinking straws to toothbrushes. Increasingly popular for its sustainability—it's not just about your grandparents' sunroom furniture anymore—composites of this materials are used widely in home building for consumers who are looking for economical and versatile options for their hardwood flooring needs. Bamboo gets high marks in the engineered hardwood category because it is easy to install, is moisture-resistant, and sustainable. While it is not among the most durable—it gets moderately durable grades when compared to solid hardwoods—its popularity in the home flooring sector is only expected to increase in the 2020s.



Padauk

Padauk wood is native to Africa and is known for its fiery colors that range from bright orange to an almost deep crimson, when first cut, that tempers to a rich, purple-brown over time. Woodworkers love this wood for its strength, which is slightly harder and heavier than Indian Rosewood and retains a richer color over time compared to Indian Rosewood. Home applications include luxurious flooring timber and durable cabinetry and furniture. And for wow factor, a live-edge table crafted from Padauk is a stunning statement-maker.



Spanish Cedar

Not to be confused with standard cedar, Spanish Cedar, which is sourced from South and Central America, has a soft texture, but is considered stable and durable by industry standards. Often compared to its cousin in the wood family, Mahogany, Spanish Cedar is reddish brown to dark brown in color. Its properties make it a prime choice for doors, windows, exterior siding and molding, and millwork. Other interior applications include window blinds, furniture, and cabinetry.



Zebrawood

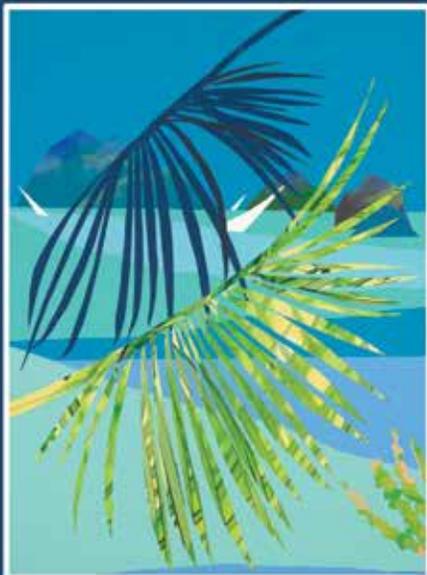
This unique wood gets its striped-like appearance from its combination of light-colored sap wood contrasting with a darker grain. Sourced from countries such as Cameroon and Gabon in Western Africa, this hardwood has a texture that is medium to coarse, yet it is versatile and can be manipulated, so don't be surprised to see it turning up in common items like pens and even light fixtures. Other applications include its use as a veneer and in the creation of fine furnishings.

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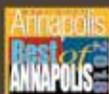
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HOME GARDEN

Luring Pollinators to Our Gardens

By Janice F. Booth

Spring is on our doorsteps and wisps of delights-to-come are floating through our gardens and with some of these March winds, racing through. And we're often gladdened now by early crocuses, snow drops, and the green stems of soon-to-be daffodils and tulips poking up, growing hour-by-hour. In our gardens, pollinators—those helpful bees, beetles, and even a few moths—are making their way among the awakening plants, sipping any nectar that may be available and carrying pollen from bud to bud, flower to flower.

Let's consider how we can improve our gardens and help the pollinators who help our gardens glow with life and color. What is pollination? Who pollinates? What's the importance of pollinators to us? How can we make small and large changes in our gardens to support these busy birds, bees, and other animals?

Pollination Defined:

To produce flowers or fruit, plants require the addition of pollen; insects and some animals collect pollen on their bodies from male plants and deposit that pollen on female plants of the same species.

Types of Pollinators:

Bees are our most prolific and efficient pollinators. Birds (particularly Hummingbirds), butterflies, moths, beetles, and bats distribute the pollen clinging to their bodies among the plants. Even some small mammals do their part to move that pollen around, capturing pollen on fur and snouts.



So what? Just a few facts about the impact these sometimes-pesky little bees, beetles, and birds have on our lives:

- 75 percent of Earth's flowering plants rely on insect and animal pollinators.
- Healthy plants of all types clean the air, stabilize the soil, provide oxygen, and support wildlife.
- That's approximately 180,000 types of plants, 1,200 of which are food crops.
- One-third of the food we regularly consume depends directly on the efforts of pollinators.
- In the U.S. alone, pollination by Honeybees accounted for \$19 billion of our nation's crop productivity, according to the 2010 National Parks Services records. An additional \$10 billion in crop productivity was attributable to other pollinators.
- Add to our nation's agriculture productivity, approximately \$700 million flowed into the economy from U.S. Honeybee products and services.

But there are big problems facing our tiny pollinators:

- Tragically, Honeybees have diminished by over 50 percent since 1974. According to the U.S. Fish & Wildlife Services; a great part of that loss of our bee population can be traced to Climate Change.

- Monarch Butterflies, those beautiful, golden creatures that travel over 3,000 miles in their fall migration, have decreased in 25 years from counts of 383 million to 4.5 million; that's a loss of 88 percent of those glorious butterflies.

That's only a bit of the big picture on pollinators. You may be wondering what all this information has to do with us and our flowerbeds and gardens here in Maryland? Well, possibly quite a bit! In our own small ways, we may be able to support and protect our pollinators, even encourage their adaptation and survival. Here are some easy garden adaptations that can make a difference:

- When you're shopping for a few new plants to add to your beds, consider "host" plants, such as parsley and fennel, that are favorite eggs laying locations for moths and butterflies.

- Avoid introducing and remove *invasive* plants; they choke out native varieties. Among those culprits are some all-too-familiar plants; burning bushes, pampas grass, and golden bamboo. Even rose-of-Sharon and butterfly bushes are problematic.

- Add a water feature—a birdbath, a small pond, or simply a dish of water that can supply insects and birds with fresh water on warm days.

- Avoid pesticides since their purpose is to destroy insect populations. Even microbial and botanical pesticides are going to kill insects. Instead, why not add insect-repelling plants to your garden? Here are a few safe choices:

- Anticipating trouble with flies and mosquitoes? Plant **basil**.

- Moths and fleas worry you? Lovely **lavender** can help.

- For mosquitoes, **lemongrass and marigolds** are effective repellents.

- Long-blooming and big-blossoms plants are two big favorites with pollinators. Our state flower, the Black-Eyed Susan, zinnias, hydrangea, coreopsis, marigolds, and many more will please you and your helpful pollinators.

- A little bit messy is good: This may be a tough one to stick to, but avoid over-tidying, keep some light garden debris—fallen leaves, tiny sticks, and other detritus. They can serve as nesting material for birds and as hiding places for the tiny beetles and ants who can help with pollinating your plants' blossoms.

When you implement some of these simple suggestions, you'll be joining over 50,000 landowners across the country that have completed over 60,000 Habitat Restoration Projects on more than 6 million acres, under the leadership of the U.S. Fish & Wildlife Service. You may want to join that project; check it out at fws.gov, or learn more at the Pollinators Partnership nappc.org.



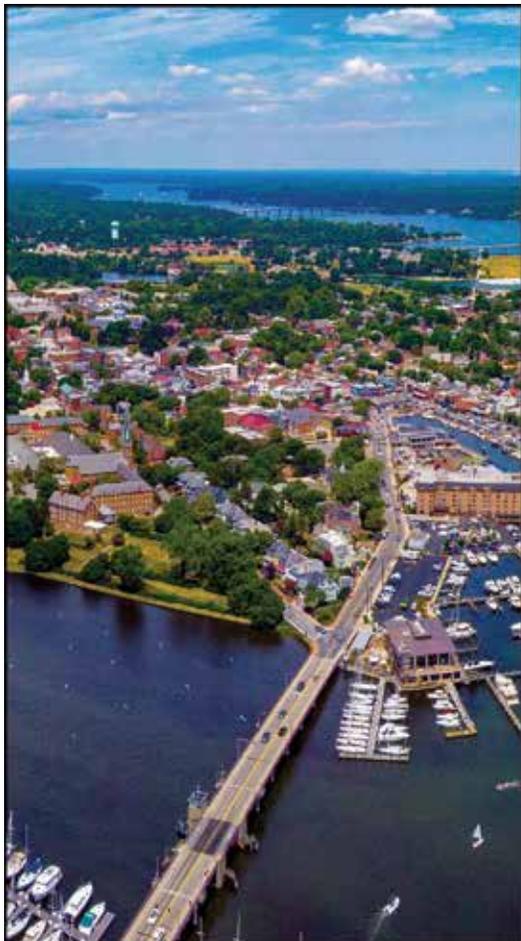
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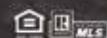
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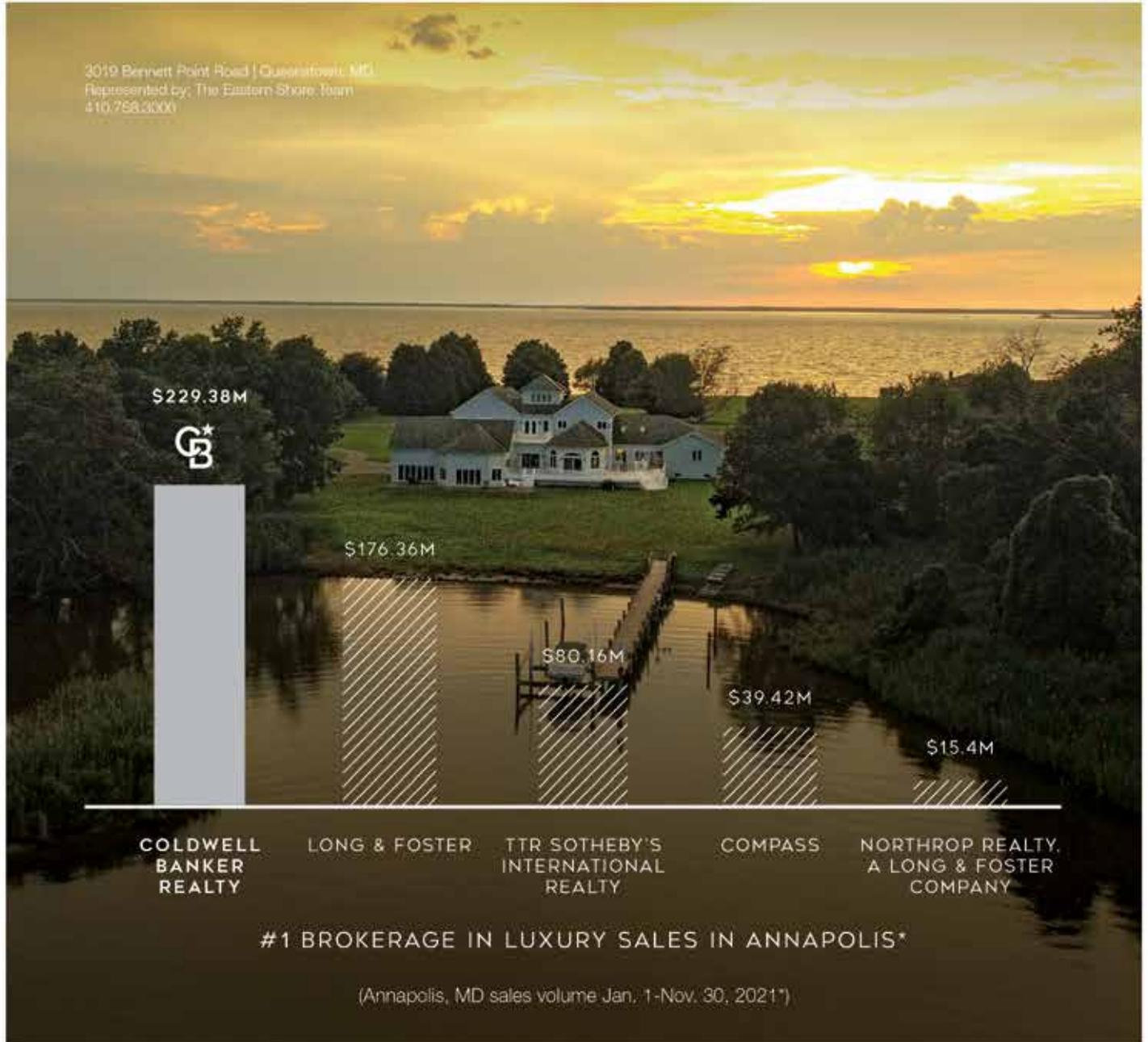


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Resort-Style Luxury on Maynadier Creek

By Lisa J. Gotto

A grand set of mahogany doors with inset accent windows lead you to the spacious, two-story foyer of this 7,000-square-foot waterfront home in Crownsville. Once inside, the new homeowners will enjoy the benefits of an abundance of natural light streaming in from its many windows offering wraparound views to Maynadier Creek and out toward Round Bay and the Severn River.

There is also a striking custom staircase off the entry that curves its way to the upper level making a statement with every step. Off to the right, a welcoming family room awaits with its central wood-burning fireplace. Gorgeous, chestnut-colored hardwoods flow throughout. Above, the room has a stunning coffered ceiling treatment, below which a wall of windows affords peaceful views of the tree canopy that fall to the waterfront below.

This space flows into a spacious gourmet kitchen with a huge, multi-purpose center island with cooktop, breakfast bar seating for four, and prep sink. This space was definitely designed with more than one cook in mind, with granite countertops that seemingly go on for miles. Lovely custom cabinetry abounds so everything one needs is easily assessable. And, while the home has a separate and luxurious formal dining room, the kitchen's informal dining area is exquisitely placed within a panoramic wall of windows with eyes to the water.

A fabulous outdoor living area—the word, “porch” just doesn’t cut it here—has an attractive stone fireplace wall with gas insert, beadboard ceilings, rustic wood floors, and a nostalgic belt-driven fan, all creating an amazing treehouse effect.

The floorplan of this home is remarkably accommodating with excellent situations for working from home, that include a dedicated home office, a library with fireplace, and a loft office space on the upper level of the library.

Upstairs, the spacious primary bedroom suite also benefits from a panoramic window effect. Its separate seating area offers a handy coffee bar and cozy, wood-burning fireplace. There's tons of room for handbags and such in the large, walk-in closet, and the bathroom is every bit as spacious with large separate vanity areas, granite countertops, and a two-person, jetted soaking tub. Radiant heat can be found underfoot.

The home offers three additional bedrooms with their own assorted perks such as water views and a fireplace. An in-home elevator is available for transport to the home's lower level where a home theater and an all-inclusive home gym experience complete with an indoor endless swimming pool can be found.

Completing our tour, there is an impressive pier complex with more than eight feet of water depth capable of housing a 120-foot yacht with additional slips for smaller vessels.



Primary Structure Built: 2005
Sold For: \$3,650,000
Original List Price: \$4,195,000
Bedrooms: 4
Baths: 5 Full, 2 Half
Living Space: 7,171 Sq. Ft.
Lot Size: 2.03 acres

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Creek & River Postcard Views

By Lisa J. Gotto

With panoramic views across Clements Creek and beyond to the Severn River, this magnificent property offers 427 feet of water frontage and the sought-after lifestyle prized by many a Maryland boat owner.

Work from home here, take off on a nautical adventure from here, or just relax and take a breath here, because this home has everything today's busy lifestyles and changing work worlds require.

"Breathtaking" is the most accurate way to describe the impression this home makes with its more than 4,700 square-feet of living space and the view you get when you're standing above on the main stair overlooking the great room. A soaring ceiling with a panel of windows inset to maximize waterfront views opens to a real-life postcard of what Chesapeake Bay living is all about.

A serene center hall leads from the entry along rich, dark hardwoods passing a grand architectural staircase to this sublime gathering space. Highlights of crown molding and well-placed feature windows, that flood the space with light, surround you. Neutral colors abound so natural beauty can flow in.

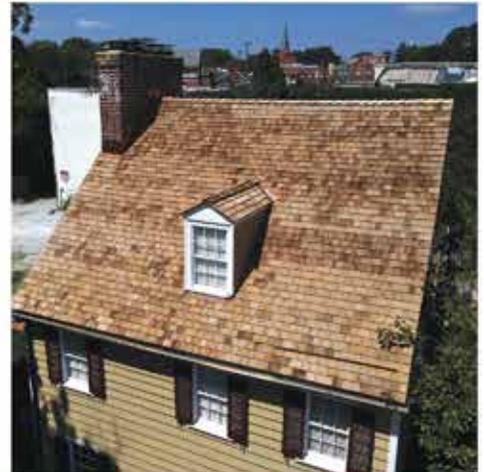
At the heart of the great room is a lovely wood-burning fireplace instantly adding warmth to the large room. Just to the right of the entry is an impressive hallway outfitted with built-ins on either side to house a family's curated collections and located to the left of the great room is a tranquil sunroom with built-ins and French doors leading to the home's incredible outdoor entertaining area.

The center hall leads into the home's all-white light and bright gourmet kitchen. This room, which includes a large center island and separate breakfast nook area, offers two walls of



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windows overlooking the water. Highlights also include all stainless-steel appliances, glass-front accent cabinetry and a large, farmhouse sink.

A formal dining room also offers two walls of windows to the water making every meal partaken there a special occasion. In addition, this main floor offers a sizeable guest bedroom and bath.

The home's exquisite primary suite is located on the upper level. This room provides a sublime escape with its vaulted ceilings, a lovely, separate seating area facing a full fireplace, soothing water views from large windows, and entry to a private top deck via French doors.

The suite's amazing bathroom also has a vaulted ceiling, an impressive sunken-in tub, two separated vanity areas, and a massive walk-in shower. There is one additional bed and bath on this floor, and two more on the home's lower level.

Outside, the property offers a deep-water dock with eight feet of depth and two boat lifts accommodating one 8,000- and one 20,000-pound boat, and more than 1,000 square feet of outdoor decking. A huge, sun deck off the main level living area provides a picture postcard view of Clements Creek, which is the true beauty and rare jewel of this superb Severn River setting.



Primary Structure Built: 1984
Sold For: \$3,000,000
Original List Price: \$2,960,000
Bedrooms: 5
Baths: 4
Living Space: 4,709 Sq. Ft.
Lot Size: 1.22 acres

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Fresh Take

ARTICHOKES

By Dylan Roche



If you've ever looked at a raw artichoke and felt intimidated, you're not alone. With their thick covering of inedible leaves, these vegetables leave many consumers unsure of what they're supposed to do—how to create something delicious out of something so hard and prickly. And that's a shame, because not only are artichokes rich in nutrients but when they're skillfully prepared fresh, their savory taste is worth the effort.

Although we think of artichokes as a vegetable—and prepare them as such—they are actually a type of thistle flower. If you let an artichoke grow to maturity, it would bloom into purple magnificence. But for culinary purposes, the buds are plucked prematurely, and from there, savvy chefs will pull apart the leaves, trim off the spiky floret at the base, and prepare the artichoke's soft, flavorful center known as its heart.

Artichokes as a food source go back centuries. Although artichokes are thought to be native to North Africa, they spread to the Mediterranean region where they were prominently enjoyed by the Ancient Greeks and Ancient Romans. In fact, renowned philosopher Pliny the Elder is said to have described artichokes as one of “earth's monstrosities” and observed that even animals avoid eating artichokes in nature, but humans turn them into a “corrupt feast.” How's that for praise?

Nevertheless, artichokes became such a well-loved part of Mediterranean culture that Italian immigrants brought them to North America in the 1800s. Artichokes flourished in the climate of California, where they continue to be much more popular than they are in other parts of the country. Artichokes are even California's official state vegetable.

Artichoke season starts in March and usually peaks in April and May. While artichokes can still be grown throughout the summer, it isn't until fall that they usually have another peak that lasts October through early December.

From a nutritional perspective, the artichoke's best feature might be its fiber content. Just one artichoke can provide approximately one-quarter of your daily fiber needs, which helps your body

control blood sugar levels and improve digestion. Studies have also shown that artichokes promote your body's production of bile, which will help your liver's performance as a natural detoxifier.

Artichokes are high in vitamin K, vitamin C, magnesium, manganese, and potassium, and according to the USDA, they are one of the highest-ranking vegetables for content of antioxidants, which help you stave off chronic disease and prevent aging.

When you're shopping for fresh artichokes at your grocery store or farmer's market, look for buds that have dark green leaves held tightly together like a clenched fist—avoid any with leaves that are loose or splayed apart, or if the leaves look dry and brittle. Ideally, the artichoke will feel heavy for its size; lighter weight or sponginess indicates that it has likely gone bad. Finally, you might see artichokes with brown or white streaks, which are the result of frostbite. Although these streaks don't look so nice, they won't affect the taste or quality of the artichoke. Pick up a raw artichoke on your

next shopping trip so you can overcome your intimidation and impress those around you with your culinary skill in turning this “monstrosity” into a flavorful meal nobody would have any reason to be afraid of.



Low-Fat, High-Protein Spinach Artichoke Dip

1 1/2 cup prepared artichoke hearts
5 cups fresh spinach
1/4 cup fat-free Greek yogurt
1/4 cup mashed avocado
1/3 cup parmesan cheese
3/4 cup shredded part-skim mozzarella cheese
2 cloves garlic, minced
2 tablespoons olive oil

Preheat oven to 400F degrees. Heat a pan over medium heat and add olive oil. Slowly add spinach and allow to sauté until it is soft. Remove from the heat and allow to cool. In a large bowl, combine yogurt, avocado, parmesan, mozzarella, and garlic. Slowly add in artichoke and spinach. Transfer the mixture to an oven-safe casserole dish and bake for 20-25 minutes. Serve hot with chunks or whole-grain bread or crudité.

PREPPING THE ARTICHOKE HEARTS

The first step to many recipes involving artichoke is prepping the hearts. While canned artichoke hearts are fast and convenient, fresh always tastes better. Here's how to prep approximately 1 1/2 cups of artichoke hearts, the amount usually found in a standard 14-ounce can.

Start with five large artichokes. Trim leaves off the artichokes and bring a saucepan of water to a rolling boil. Add two lemon slices, two cloves minced garlic, and one teaspoon salt to the water, followed by the artichoke. Boil for approximately 30 minutes. The artichokes are done when you can easily push a knife through the stem of the artichoke.

Remove the artichokes from the water and allow to cool. Peel back the petals and scrape away the white fuzzy flesh covering the artichoke's heart. Remove the heart and chop into quarter-inch pieces. (If you wish to skip boiling a fresh artichoke, you can use a 14-ounce can of artichoke hearts instead.)

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Dentists are encouraged to nominate their peers on the survey form found online. Voting will close at the end of April (4/30).

Those earning Top Dentist honors will be notified in early fall and the results will be published in the October issues of *What's Up? Annapolis*, *What's Up? Eastern Shore*, and *What's Up? Central Maryland*, in addition to the online platform and social media channels of What's Up? Media.



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Is the Gray Hair Trend Here to Stay?

By Dylan Roche

For the longest time, women (and let's be honest—men, too) visited the salon to cover up gray hair. It's a little ironic then that gray hair would become trendy. Not only are older women embracing their naturally gray hair, but younger women are even dyeing their hair gray to emulate the look.

What's the reason behind the trend? For some women, it's about empowerment. Gray hair has long been associated with elder age, and that's why they've always felt the need to cover it up. But over the past few years, society has started to acknowledge beauty transcends age. In other words, even when hair color starts to fade, women are still glamorous and sexy.

The science behind the graying of hair is fairly simple. Hair gets its color from a pigment called melanin, which diminishes in the cells of hair follicles as a person gets older. Those hairs turn gray at first, and eventually they become white. Although age is the primary factor in this change, it can be exacerbated by short-term or long-term stress. Not all people will lose their hair color the same way. Some go silver whereas others have a salt-and-pepper color.

Part of the movement to embrace gray hair has come from the Instagram account @grombre, which features pictures of women with their silver hair and reflections from them on why the trend resonates. As one user, @laurabess606, puts it, "I'm feeling comfortable and empowered as I let go

of the need to try to look a certain way, and instead, accept my changing as a reflection of my growing wisdom."

And yes, now young women are dyeing their naturally colored hair to look gray, achieving the cool, soft appearance they admire on the women who have gone gray naturally. As far back as 2011, celebrities such as Kelly Osbourne, Lady Gaga, Nicole Richie, and Rhianna have all made fashion statements by going silver.

Interested in giving silver a try? If you have to dye your hair to get the look, you should keep in mind that silver is much more easily achieved by blondes than by those with other hair colors. Unless you have platinum-blond hair, going gray will require bleaching, which could damage your hair when done on a long-term basis. You can still try going gray for a season, but just know that if you have naturally dark brown hair, it's going to be difficult to maintain a silvery gray color and healthy hair at the same time.

If you have a warm skin tone, you might want to leave your roots their natural color to avoid looking washed out against the soft, cool gray.

And finally, whether your hair is naturally gray or whether you're dyeing it gray, don't be afraid to be adventurous. Streaks or tips of subtle blue or purple will give your hair a pop of color and complement the gray well without looking too ostentatious or funky.



READY TO TRY OUT A STAIR WORKOUT?

Here are three basic exercises to get you started. As you become more comfortable, consider wearing ankle weights or carrying light dumbbells to boost the intensity.

STAIR PUSHUPS

Stand at the foot of the stairs and lean forward to place your hands on the steps in front of you. Keep your arms directly under your shoulders. Extend yourself so that your body is in a plank position. Your toes should be pressed into the ground and your core should be supporting your body. Bend your elbows to lower your body toward the stairs. Pause when your chest is about an inch away from the stairs. Straighten your arms and push your body back to your starting position. Repeat 20–30 times. Perform three sets.

STAIR CRABWALKS

Seat yourself at the top of a set of stairs with your legs bent at 90-degree angles in front of you and your feet resting on lower steps. Your feet should be about shoulder width apart. Bend your arms and grip the edge of the stairs you're sitting on. Push yourself up. While continuing to face forward, crawl crab-style down the stairs, going down one step at a time. Move your left arm at the same time you're moving your left leg, and your right arm when you're moving your right leg. When you reach the bottom of the stairs, go backwards back up. Repeat 10–20 times. Perform three sets.

STAIR JUMPS

Stand at the bottom of the stairs with your feet shoulder-width apart. Lower your hips and bring your body into a squatting position. Jump up and forward onto a stair about three or four steps up. Swing your arms to give yourself momentum. Turn around and jump back down to the bottom of the stairs. Repeat 10–20 times.

HEALTH & BEAUTY FITNESS

Fitness Tips

WHY STAIRS ARE A GREAT WORKOUT

By Dylan Roche

No matter how convenient the treadmill or the elliptical machine might be, you can easily get tired of them after a while. Or maybe getting to the gym just isn't convenient or inspiring to you right now. The good news is that all you need to break out of your fitness rut and give yourself some variety is a set of stairs—yes, seriously.

Whether you're using a staircase in your home or the stairs that go up the bleachers at a local stadium, you can use these steps to give yourself a great aerobic workout that strengthens your entire lower body. You'll also get some resistance training and balance work in there as well.

The Mayo Clinic encourages stair workouts as an addition to your fitness routine because the aerobic nature of the exercise will improve your cardiovascular health and even help

maintain blood sugar levels. Just three minutes of going up and down stairs following a large meal will reduce blood sugar spikes that leave you feeling tired or lethargic.

Ascending or descending a set of steps targets many of your major muscle groups, including your glutes, quads, and calves. Working these large muscle groups will burn a lot of calories, which is great for people who are trying to achieve or maintain a healthy weight.

For runners, a speed workout up and down stairs provides a nice alternative to hills. Stairs tend to be much steeper than gradual hills, so they're more challenging. A high-intensity ascension or descension will spike your heart rate, which will train your body to use oxygen more efficiently. This translates to faster speed when you later go back to training on a flat course.

It's important to remember that stairs pose a bit of risk for those who aren't steady on their feet. Before starting a stair workout, test your balance by standing on one foot for 45 seconds, followed by 45 seconds on the other foot. If you can't do this, undertaking a stair workout might be risky for you. People with bone loss or osteoporosis are especially at risk because falling on stairs could mean greater injury to them than to someone with healthy bone strength.

Be sure to move with straight posture when going up and down stairs so you avoid neck or back injuries. Maintaining focus on your posture will help improve core strength as well.



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Many mental health services are not reimbursed by insurance, making community support vital to providing comprehensive mental health and addiction care to all. That's why in June 2022, we will pair up to support mental health and addiction services on both sides of the Chesapeake Bay Bridge through the first Drivers & Diamonds golf tournament. All proceeds will benefit mental health and addiction care services at both Luminis Health AAMC and DCMC.

For more information, please visit:

driversanddiamonds.org

Chemical-Free Cleaning

By Dylan Roche

If you're prepping to do some serious spring cleaning, you might want to think twice before you reach for your go-to chemical disinfectant. Although health leaders, including those at the American Academy of Pediatrics, acknowledge that chemical-based cleaning products are an important part of maintaining a healthy home because they reduce germs and bacteria that can cause illness, you need to be careful. When used improperly or in excess, common chemical-based cleaning products can be hazardous. In many cases, you can achieve the same results with nontoxic, all-natural products you probably already have around your house—and while some of them require a little more scrubbing effort on your part, your lungs and skin will thank you for the reprieve.

There's some disagreement about how safe the typical household cleaning product is. The American Chemistry Council maintains that cleaning products are safe and effective when they are used properly, and a product's toxicity is going to depend on how much a consumer is exposed to it. This is why the Federal Haz-

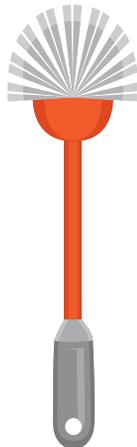
ardous Substances Act dictates that all products have labels that state what risks they pose to consumers, how the product should be stored, how the product should be used, and what immediate first-aid steps should be used in case of an accident.

That might not be much comfort for people who are already wary of chemicals. Additionally, the Environmental Working Group reports that many substances found in common cleaning products haven't been evaluated for safety by government agencies or third-party research agencies. You could be looking at fumes that trigger respiratory problems, skin exposure that results in irritation or chemical burns, and even cancer or reproductive issues from long-term use.

You might be surprised how easy it is to accomplish many of your cleaning tasks with nontoxic products, whether it's the stuff you do daily or the seasonal deep cleans. Plus, these DIY natural cleaners will reduce your environmental impact, so they're just as good for the health of the planet as they are for your health.



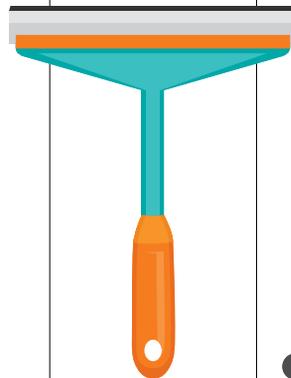
TO MAKE A GENERAL ALL-PURPOSE CLEANER, combine a half-cup of white vinegar with a half-cup of water. Add about eight to 10 drops of essential oil for scent. Add the mixture to a spray bottle and add 2 tablespoons of baking soda. Screw the top to the spray bottle on tightly and shake to mix. Use for countertops and other nonporous surfaces.



TO SANITIZE YOUR TOILET, simply sprinkle citrus-flavored powdered drink mix (like lemonade or orangeade) into the toilet bowl and start scrubbing. The citric acid in the drink mix will kill germs and help remove gunk and grime. It will also smell great!



TO REMOVE STAINS FROM FABRIC AND UPHOLSTERY, combine a half-cup of liquid dish soap with a quarter-cup baking soda and two cups of warm water. Dab the mixture onto the stain and let it sit for approximately 30 minutes. If the fabric is washable (such as an article of clothing), launder the way you usually would. For fabric that isn't washable (such as a rug or a sofa), scrub the cleaning paste away with water. If any baking soda remains, allow it to dry out completely before vacuuming.



TO REMOVE MOLD OR SOAP SCUM FROM YOUR SHOWER, combine a half-cup liquid dish soap with a half-cup white vinegar. Slowly stir in a quarter-cup of baking soda. Apply the mixture to your shower tiles or your tub. Scrub vigorously if necessary; then rinse with warm water.



TO CLEAR A CLOGGED DRAIN, use vinegar and baking soda. Sprinkle a generous amount of baking soda down the clogged drain, followed by a generous pour of white vinegar. Allow the baking soda and vinegar to fizz, which will loosen any gunk or buildup in the drain. When the fizzing subsides, pour about a half-gallon of steaming hot water down the drain to flush it clean.



TO POLISH WOOD, combine one cup olive oil with a half-cup white vinegar. Shake or stir to combine. Use a soft rag to apply the polish to wooden furniture or hardwood floors. Allow to sit for five minutes before wiping away any excess with a dry rag.

IF YOU STILL WISH TO USE CHEMICAL-BASED CLEANING PROJECTS...

That's okay too! Some people just prefer the ease and convenience, even if exposure to chemicals is a little risky. You can still protect your health by being diligent and responsible. **MAKE SURE YOU:**

Keep all products in their original containers with the original label intact. This will allow you to easily refer to proper use and any emergency first-aid steps you should take in case of unhealthy exposure.

Never combine chemical-based cleaners under any circumstances. Although this might sound like a good way to create a super cleaner, you could create a dangerous reaction by combining certain chemicals. For example, if you mix bleach and ammonia, the combination will produce chloramine gas, which will irritate in your eyes and respiratory system. If you suffer prolonged exposure, you could go into a coma or even die.

If you must dilute a chemical cleaning product, such as bleach, put it in a new, clear plastic spray bottle and mark the bottle with what it contains. Reserve that bottle for that specific chemical only—do not refill it with a different type of chemical when it is empty.

Remember to be careful about spraying any chemical cleaners around small children. High-strength, undiluted bleach should not ever be used in a childcare setting.

If you have reservations about any chemicals or the cleaning solutions that contain them, you can access health data through the Occupational Safety & Health Administration at osha.gov.



Azelaic Acid— What's That?

By Dylan Roche

No two people have exactly the same skin types—so it doesn't make sense to assume that the same skincare treatment would work for everyone. Thanks to the growing prominence of azelaic acid, those struggling with conditions like acne and rosacea, both of which can cause pimples and redness, now have a new option that's not as harsh as what's typically found in most medicated facial cleansers.

Azelaic acid is a natural compound found in grains like barley, wheat, and rye. The American Chemical Society notes that these plants release azelaic acid to protect their cells from dangerous pathogens, and it's this same antimicrobial nature that makes it so effective on human skin. Azelaic acid kills the bacteria that infects your skin's pores and reduces its production of keratin, a protein that, when present in excess, can cause acne to develop.

The primary benefit behind azelaic acid is that it's milder, so it suits those with sensitive skin who are battling acne or rosacea. Brand names containing azelaic acid include Azelex, a cream cleanser, and Finacea, which comes in gel or foam varieties. These medicated facial cleansers can improve minor blackheads, refine your pores, even out your skin tone, and even give your complexion an overall brighter appearance. Additionally, products with azelaic acid can boost cell turnover in your skin, so things like acne scarring heal faster.

If you're interested in trying azelaic acid, consult your dermatologist first to make sure it's right for you. Most azelaic acid products can be purchased over the counter. Begin by washing your skin gently with a mild cleanser, then applying the azelaic acid, and gently massaging it in your skin. Don't rinse it off—instead, allow it to set. Afterward, you can apply makeup or sunscreen over it.

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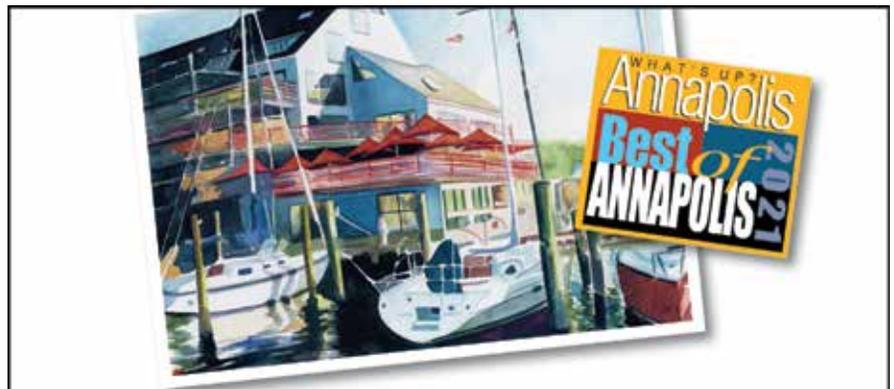
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WHAT'S UP? READERS

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From Italy, With Love

By Rita Calvert | Photography by Stephen Buchanan

Highly respected both for bringing authentic flavors from a wide geographic range in Italy and for the staff's professionalism, Osteria 177's ambiance beckons again and again, often for special occasions, in the heart of Historic Annapolis. Executive Chef and Owner Arturo Ottaviano pays special attention to every detail from the clean eclectic décor, with soaring ceilings, to the menu, changing daily, with the name of each dish written in Italian followed by an English description. Thus, our expectation for this visit—a memorable dining experience.

The extremely friendly hostess led us to a table toward the front of the restaurant, which allowed for a quieter meal filled with lots of conversation. We met Dimitri, our sly server, who introduced himself and explained that he has been working at Osteria for a very long time and, to our delight, noted his sommelier certification. He asked if we preferred still water or with “gas.” Bottled water is the rule here.

Do you sometimes find the limited menu in quite upscale restaurants a slight disappointment? You won't have that problem here. The offerings are numerous, and the menu is a pleasure to peruse, and to so repeatedly, because there are so many temptations to consider. Since Osteria may change its menu every night (depending on availability of items), the specials are written in red. This reading material will give you plenty of time (and an excuse) to savor the warm bread provided, along with extra virgin olive oil for dipping. Bread may not seem all that novel, but this bread is the proverbial “to die for” with its soft pillowy center and crisp edge—truly a standout. Even with the starters, entrees, and desserts we knew we'd be ordering, we just about finished off the bread, dipping into the slightly spicy olive oil—something we (really) try not to do, but couldn't help ourselves here. With exceptional service and attention, Dimitri explained many of the menu items, while occasionally inserting a joke or two.



OSTERIA 177 177 MAIN STREET, ANNAPOLIS | 410-267-7700 | OSTERIA177.COM

Speaking of starters, we had so thoroughly enjoyed Osteria's Carpaccio Di Manzo (sliced raw tenderloin beef over arugula with shaved Parmigiano Reggiano, with capers) on a previous visit that we wanted to try their other delightful sounding beef starter: the Bresaola alla Valtellinese. Compared with many other types of cured meat, Bresaola is a bit like a lean prosciutto, usually made with beef file and sliced paper thin. Bresaola has an IGP trademark (protected geographical indication) limiting its production to certified master butchers in the Lombardy region of Northern Italy. On first bite, my dining companion declared this version far superior to all other cured meats.

It was beautifully presented, on an abundant bed of fresh spinach with deeply flavorful shaved Parmigiana and thinly-sliced, marinated portabella mushroom. A light drizzle of olive oil and a squeeze of lemon was the perfect dressing. The very generous serving saved us from bargaining over who would get the most of it.

For another starter to share, we decided on a vegetable focus, with much loved Burrata cheese as well: Burrata Fresca Con Verdure Alla Griglia. The large ball of Burrata cheese was encircled by roasted red peppers, grilled marinated zucchini, eggplant, cured tomatoes, and Cerignola olives. An excellent choice!

What to drink? Osteria has a handsome, carefully-selected wine list, favoring Italian selections of course, but also a fair number of American wines, and a short but sweet list of specialty cocktails. We had the great benefit of our server being a certified sommelier and my friend took complete advantage of his expertise for recommending an

Italian red for an American palate. His guidance was thorough and on the mark, delivered with wit and flair as he brought us the bottle to take a picture of, in case we wanted to put it on our holiday wish list. A sizeable pour of 2019 Piluna Primitivo from Castello Monaci in Italy's Puglia region was perfect. The grapes come from wetlands where heat causes the fruit to be dark and rich with low tannin. It was robust with pleasing black fruit aroma and notes of pepper and vanilla.

I overheard Dimitri explain the swordfish special of the night to a nearby table, Filetto di Pesce Spada Imperiale, which sounded divine. The swordfish was billed as "harpoon caught." Harpoon fishing is an "art" that requires patience, talent, and a superior skill for an exceptional product. It is also an environmentally responsible fishing method. The beautiful arrangement arrived with the swordfish steak breaded with a mixture of fresh herbs, garlic, parmesan, and panko crumbs. It was topped with jumbo lump crab meat—and it was truly lump—and finished with a white wine butter sauce. The fish was moist and flavorful, with a slightly sweet taste. A mound of rich mashed potatoes and grilled vegetables were tucked under the large filet.



The chill in the night air inspired my dining companion to focus on pasta entrees, an easy decision with Osteria's creative options, including nice twists on traditional favorites like homemade lasagna (here, made with wild boar and fresh pasta with ricotta and sweet gorgonzola with creamy porcini sauce). The selection this night was Pappardelle al Rague Di Anatra Tartufata: pasta with mushrooms and black truffle duck ragout meat sauce. Who could turn down a dish with precious truffle (currently at \$60 per ounce) in the game? Plus, one could choose between housemade pappardelle pasta or gnocchi. The very hearty dish delivered; mouthwatering fragrance and a first bite revealed just the right truffle earthiness and plentiful duck. In fact, the sauce was meatier than most simple pasta dishes, a superb surprise. The pasta was splendid with its sweet freshness complementing the sauce beautifully. We agreed that the dish may have benefited from a bit of parsley or other colorful garnish to balance the "look," but when there's a glorious option to indulge in a truffle-related dish, there are no complaints.



True Italian food lovers will delight in the authentic desserts of Zabaglione, Tiramisu, Tartufo, gelato, and Panna Cotta. The standout Tiramisu was sampled on my last visit, so tonight we decided on the light but rich Panna Cotta, literally meaning "cooked cream"—a dish from the Piedmont region. The gently molded Panna Cotta had a silky, creamy texture with a milky, sweet taste from the cream in the dish. It was accompanied with fresh raspberries, strawberries, and two very large blackberries, all dusted with confectioners' sugar. For a finale, we sipped the beautiful cappuccino, served dry with a bountiful foam. Dimitri left us with the quote, "Don't be sad you have to leave, just be glad you came!"



Savor the Chesapeake

A culinary compendium of restaurant, food, and beverage news and trends from the Chesapeake region

By Kelsey Casselbury

What's on Tap

Severna Park has a new neighborhood spot for casual drinks and elevated food. **The Social** opened in mid-January on Ritchie Highway, welcoming in patrons for bar service at 4 p.m. and dinner service at 5 p.m. Get this—they have two house cocktails on tap. Don't mind if we do! **139 Ritchie Highway, Suite A | thesocialsp.com**

The owners of downtown Annapolis' Preserve, Jeremy and Michelle Hoffmann, have another restaurant in the works: **Garten**, a new take on a German beer garden. They plan to serve wine and beer, along with elevated German cuisine in the former space of Cafe Bretton. **849 Baltimore Annapolis Boulevard, Severna Park | facebook.com/garteneats**

Speaking of what's coming, there's something in the works for the space that used to house Union Jacks, near the Annapolis Towne Center. **Vibe** will be a 10,000-square-foot multi-use concert and venue space that will also feature two large

cocktail bars and a full catering kitchen. As of press time, there wasn't any word yet on an opening date. **2072 Somerville Road, Annapolis | facebook.com/vibe-102458378884901**

Feeling hangry? Stop by **Hangry Joe's Hot Chicken**, a fast-casual restaurant over in the Festival at Riva where Cheeburger Cheeburger used to be. They serve up Nashville hot chicken sandwiches at five different spice levels, along with chicken fingers and bites, chicken and waffles, Korean chicken nuggets, loaded fries and salad (if you're into that sort of thing). **2329 Forest Drive, Annapolis | hangryjoes.com**

Over on the other side of the Bay, plans are in the works for **Dock House Restaurant** in Chester in a brand-new 6,000-square-foot building being built adjacent to the water. Jody Schulz, owner of Boatels and operator of Fisherman's Inn and Fisherman's Crab Deck, is one of three operators, along with Justin Kiernan and Ron Kirstien from the Jetty Restaurant and Dock Bar. They hope for a May opening.



A World of **Flavors**

Over here, we're all about enjoying food and drinks for all their worth. It's worth acknowledging, however, that we should consider the nutritional value of food every once in a while. March happens to be National Nutrition Month, a holiday from the Academy of Nutrition and Dietetics, and this year's theme is one we can get behind: *Celebrate a World of Flavors*.

Over the years, various global cuisines have been touted as "the next big thing," but that's not giving them enough credit. These cuisines are full-blown cultures, full of traditions, history, and incredible flavors. With that in mind, here are three global cuisines full of flavors that you should try out:

Indian-Chinese. You've had Indian. You've had Chinese. But there's a whole different cuisine, Indo-Chinese, that you may not have encountered. It combines the warm, spicy flavors with traditional Chinese ingredients, such as soy sauce, to create something entirely different and unexpected. **Try These Dishes:** Chicken (or Vegetable) Manchurian, Hakka Noodles

Peruvian. Cuisine from this South American country is a collision of indigenous populations, such as the Inca, and ingredients brought from colonists and immigrants coming from Europe, Asia, and Africa. It's often marked by local foods, particularly potatoes—which were first cultivated in the soaring Andes mountain range—and native aji chiles. **Try These Dishes:** Lomo Saltado, Papa a la Huancaína

Portuguese. Perhaps overshadowed by its larger, culinary dominant neighbors like Spain and France, Portuguese food has a rich history, yet it's woefully underrepresented outside the borders. Portugal was an influential part of the spice trade, and its food still makes great use of those spices, including the small, fiery piri chili peppers. **Try These Dishes:** Cozido à Portuguesa, Feijoada

It Ain't Easy Being **Green**

St. Patrick's Day is just around the corner, so let's talk about the elephant in the room: green beer. While it might seem like the domain of fraternities and dive bars, you might be surprised that green beer actually has some longevity in the U.S. It was first mentioned in a 1914 article about a St. Patrick's Day party in *The Evening Independent* out of St. Petersburg, Florida: "Everything possible was green or decorated with that color, and all through the banquet, Irish songs were sung and green beer was served. No, it wasn't a green glass, but real beer in a regular colorless glass, but the amber hue was gone from the brew and a deep green was there instead."

The article goes on to explain that green beer was the "discovery" of coroner's physician Dr. Thomas Curtin. "All the doctor would tell inquisitive people was that the effect is brought about by one drop of wash blue in a certain quantity of beer." How mysterious, how vague!

These days, all you need for a green brewski is a light beer and some blue food coloring (yes, blue, not green—it mixed with the light yellowish hue of beer to create a nice shamrock color). But, really, when you live in the vicinity of North America's only Guinness brewery (**Guinness Open Gate | 5001 Washington Blvd, Halethorpe | guinnessbrewerybaltimore.com**), there's no real reason to be celebrating St. Pat's with anything other than traditional Irish beer.



Have culinary news to share? Send an email to Kelsey Casselbury at kcasselbury@whatsupmag.com.

Miss Shirley's Café

1 Park Place, Annapolis; 410-268-5171; MissShirleys.com; Southern American; breakfast, brunch, lunch \$ 🍷 🍴 🐾 🐾

Rams Head Tavern

33 West Street, Annapolis; 410-268-4545; ramsheadtavern.com; American, brewery; lunch, dinner, late-night, Sunday brunch \$\$ 🍷 🍴 🍷 🍴 🐾 🐾

Sailor Oyster Bar

196 West Street, Annapolis; 410-571-5449; Sailoroysterbar.com; American grill, seafood, cocktails; weekend lunch, dinner \$\$ 🍷 🍴

Stan & Joe's Saloon

37 West Street, Annapolis; 410-263-1993; Stanandjoessaloon.com; American; lunch, dinner, late-night, Sunday brunch \$ 🍷 🍴 🍷 🍴 🐾

Tsunami

51 West Street, Annapolis; 410-990-9868; Tsunamiannapolis.com; Fusion, sushi; lunch, dinner, late-night \$\$ 🍷 🍴 🍷 🍴

Greater Annapolis

Basmati

2444 Solomons Island Road, Annapolis; 410-266-6355; Basmatiofannapolis.com; Indian; lunch, dinner \$\$ 🍷 🍴 🍷 🍴 🐾 🐾

Bean Rush Café

1015 Generals Highway, Crownsville; 410-923-1546; Beanrushcafe.com; Coffee, baked goods, sandwiches; breakfast, lunch \$

Blue Rooster Café

1372 Cape St. Claire Road, Annapolis; 410-757-5232; GoToRoosters.com; Modern American; breakfast, lunch, dinner \$\$ 🍷 🍴

The Brass Tap

2002 Annapolis Mall Road, Annapolis; 833-901-2337; Brasstap-beerbar.com; American; lunch, dinner \$ 🍷 🍴 🍷 🍴

Broadneck Grill & Cantina

1364 Cape St Claire Road, Annapolis; 410-757-0002; Broadneckgrill.com; Contemporary American and Mexican Cuisine; serve breakfast Saturday and Sunday; lunch, dinner \$\$ 🍷 🍴 🍷 🍴 🐾

Bruster's Real Ice Cream

1409 Forest Drive, Annapolis; 410-295-0025; Brustersannapolis.com; Dessert \$ 🍷 🍴 🐾

Buffalo Wild Wings

2337-A Forest Drive, Annapolis; 410-573-0331; Buffalowildwings.com; American; lunch, dinner \$ 🍷 🍴

Cantler's Riverside Inn

458 Forest Beach Road, Annapolis; 410-757-1311; Cantlers.com; Crabs, seafood; lunch, dinner \$\$ 🍷 🍴 🍷 🍴 🍷 🍴 🍷 🍴

The Canton Restaurant

11 Ridgely Avenue, Annapolis; 410-280-8658; thecantononline.com; Chinese; lunch, Dinner \$ 🍷 🍴

Cooper's Hawk

1906 Towne Centre Blvd, Annapolis; 443-837-9989; Chwinery.com; American; lunch, dinner \$\$ 🍷 🍴

Chevys Fresh Mex

2436 Solomons Island Rd, Annapolis; 410-573-4932; chevysmd.com; Mexican; lunch, dinner, brunch \$\$ 🍷 🍴 🍷 🍴 *

Double T Diner

12 Defense Street, Annapolis; 410-571-9070; DoubleTdiner.com; American diner; breakfast, lunch, dinner, late-night \$\$ 🍷 🍴 🍷 🍴 🐾

Eggcellence

2625 Housley Road, Annapolis; 410-573-9503; Eggcellence-brunchery.com; American; breakfast, lunch \$ 🍷 🍴

Evelyn's

26 Annapolis St, Annapolis; 410-263-4794; Evelynsannapolis.com; American; breakfast, brunch, lunch, happy hour \$\$ 🍷 🍴 *

Giolitti Delicatessen

2068 Somerville Road, Annapolis; 410-266-8600; Giolittideli.com; Delicatessen; lunch, dinner \$ 🍷 🍴 🍷 🍴 🐾

Gordon Biersch

1906 Towne Centre Boulevard, Ste. 155, Annapolis; 410-266-5965; gordonbierschrestaurants.com; American; lunch, dinner \$\$ 🍷 🍴 🍷 🍴 🍷 🍴

Grapes Wine Bar

1410 Forest Drive, Suite 6, Annapolis; 410-571-5378; Grapeswinebarannapolis.com; Mediterranean; lunch (Sat. only), dinner \$\$ 🍷 🍴 *

Herald Harbor Hideaway

400 Herald Harbor Road, Crownsville; 410-923-4433; Heraldharborhideaway.com; American; lunch, dinner \$ 🍷 🍴 🍷 🍴

Heroes Pub

1 Riverview Avenue, Annapolis; 410-573-1996; Heroespub.com; American, sports bar; lunch, dinner \$\$ 🍷 🍴 🍷 🍴 🐾

InGrano Bakery

302 Harry S Truman Parkway Suite H, Annapolis; 410-919-0776; ingranobakery.com; bistro-bakery; breakfast, lunch

Italian Market & Restaurant

126 Defense Highway, Annapolis; 410-224-1330; Theitalianmarket.com; Italian; lunch, dinner \$ 🍷 🍴

Jalapeños

85 Forest Plaza, Annapolis; 410-266-7580; Jalapeñosonline.com; Spanish, Mexican; lunch, dinner \$\$ 🍷 🍴 🍷 🍴 🐾

Julep Southern Kitchen & Bar

2207 Forest Drive; Unit #2 Annapolis, Md; Julepannapolis.com; 410-571-3923; American; Lunch, dinner \$\$ 🍷 🍴 🍷 🍴 🐾

La Sierra

2625 Riva Road, Annapolis; 410-573-2961; Lasierrestaurantinc.com; Mexican; lunch, dinner \$\$ 🍷 🍴 🍷 🍴

LebTav

2335 Forest Drive Ste. 46A, Annapolis; 410-897-1111; Lebtav.com; Middle Eastern; lunch, dinner \$ 🍷 🍴 🍷 🍴 🐾

Lemongrass Too

2625-A Housley Road, Annapolis; 410-224-8424; lemongrass-too.com; Thai; lunch, dinner \$\$ 🍷 🍴 🍷 🍴 🐾

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DINING GUIDE

VIDA TACO BAR

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Lures

1397 Generals Highway, Crownsville; 410-923-1606; Luresbarandgrille.com; American grill, seafood; lunch, dinner, Sunday brunch \$ \$ ☎ 🍷 🍹 🍺 🍻 🍽️

Ledo Pizza

505 S. Cherry Grove Avenue, Annapolis; 410-295-3030; Ledopizza.com; Pizza, pasta, sandwiches; lunch, dinner \$ \$ 🍷 🍽️

Maggiano's Little Italy

2100 Annapolis Mall Road, Ste. 1200, Annapolis; 410-266-3584; Italian; lunch, dinner, Saturday and Sunday brunch \$ \$ ☎ 🍷 🍽️

The Melting Pot

2348 Solomons Island Road, Annapolis; 410-266-8004; Meltingpot.com; Fondue; dinner \$ \$ ☎ 🍷 🍽️

Mi Lindo Cancún Grill

2134 Forest Drive, Annapolis; 410-571-0500; Lindocancungrill.com; Mexican; breakfast, lunch, dinner \$ 🍷 🍹 🍺 🍻 🍽️

Mission BBQ

2101 Somerville Road, Annapolis; 443-569-4700; Mission-bbq.com; Barbecue; lunch, dinner \$ \$ 🍷 🍽️

Nothing Bundt Cakes

1901 Town Centre Blvd, Suite 130, Annapolis; 443-775-7979; nothingbundtcakes.com; Bakery

Paul's Homewood Café

919 West Street, Annapolis; 410-267-7891; Paulshomewoodcafe.com; Mediterranean; lunch, dinner, brunch \$ \$ ☎ 🍷 🍹 🍺 🍻 🍽️

Pasticcio Fresh Italian Kitchen

150-F Jennifer Road, Annapolis; 443-949-0608; Pasticcioannapolis.com; Italian; lunch, dinner \$ \$ 🍷 🍽️

Ports of Call

210 Holiday Court, Annapolis; 410-573-1350; portsofcallannapolis.com; Modern American; breakfast, lunch, dinner \$ \$ 🍷 🍽️

Rams Head Roadhouse

1773 Generals Highway, Annapolis; 410-849-8058; ramsheadroadhouse.com; American, brewery; lunch, dinner, late-night, Sunday brunch \$ \$ 🍷 🍹 🍺 🍻 🍽️

Red, Hot & Blue

200 Old Mill Bottom Road, Annapolis; 410-626-7427; Redhotandblue.com; Barbecue; lunch, dinner \$ 🍷 🍽️

Riverbay Roadhouse

1374 Cape St Claire Road, Annapolis; 410-757-2919; Riverbay-roadhouse.com; Steak, seafood; breakfast, lunch, dinner \$ \$ ☎ 🍷 🍹 🍺 🍻 🍽️

Royal Karma

302 Harry S. Truman Pkwy, Suite K, Annapolis; 410-266-5006; royalkarmaannapolis.com; Indian; Lunch buffet, dinner \$ \$ ☎ 🍷 🍹 🍺 🍻 🍽️

Sakura Japanese Steak & Seafood House

2625 Housley Road, Annapolis; 410-573-0006; Sakurasteakhouse.com; Japanese; lunch, dinner \$ \$ ☎ 🍷 🍹 🍺 🍻 🍽️

Sandy Pony Donuts

1901 Towne Center Blvd., Ste 130, Annapolis; 301-873-3272; Sandyponydonut.com; Breakfast \$ 🍷 🍽️

Seafood Palace Buffet
81 Forest Plaza A, Annapolis; 410-216-2186; Seafoodpalacebuffet.com; American, Japanese, Seafood; lunch, dinner \$ 🍷

Severn Inn
1993 Baltimore Annapolis Boulevard, Annapolis; 410-349-4000; Severninn.com; Seafood; lunch, dinner, Sunday brunch \$ \$ ☎ 🍷 🍹 🍺 🍻

Sin Fronteras
2129 Forest Drive, Annapolis, 410-266-0013, Sinfronterascafe.com, Mexican; lunch, dinner, Saturday and Sunday breakfast \$ \$ 🍷 🍹 🍺

Smashing Grapes Kitchen and Wine Bar
177 Jennifer Road, Annapolis, 410-266-7474 Smashinggrapes.com; Mediterranean and California Coastal cuisines, lunch and dinner \$ \$, 🍷 🍹 🍺 🍻 🍽️

Soul
509 S. Cherry Grove Avenue, Annapolis; 410-267-6191; Soulannapolis.com; Southern-inspired small plates; lunch, dinner, Saturday & Sunday brunch \$ \$ ☎ 🍷 🍽️

Stoney River Legendary Steaks
2190 Annapolis Mall, Annapolis; 410-224-8312; Stoneyriver.com; Steakhouse; lunch, dinner \$ \$ ☎ 🍷 🍽️

True Food Kitchen
1906 Towne Centre Blvd, Suite 110, Annapolis; 443-775-5179; truefoodkitchen.com; American; Lunch and dinner

Ziki Japanese Steakhouse
1906 Towne Center Boulevard, Ste. 4250, Annapolis; 410-224-6598; Zikisteakhouse.com; Japanese, sushi; lunch, dinner \$ \$ ☎ 🍷 🍹 🍺 🍻 🍽️

Eastport / Bay Ridge

Adam's Taphouse and Grille

921C Chesapeake Avenue, Annapolis; 410-267-0064; adamsgrilleannapolis.com; Barbecue; lunch, dinner \$ \$ Y T #

Annapolis Smokehouse & Tavern

107 Hillsmere Drive, Annapolis; 410-571-5073; annapolis-smokehouse.com; American BBQ; lunch, dinner, catering, Weekend brunch \$ \$ # Y T # * ♪ #

Bakers & Co.

618 Chesapeake Avenue, Annapolis; 410-280-1119; bakersandco.com; Bakery, café; Breakfast \$ #

Blackwall Hitch

400 6th Street, Annapolis; 410-263-3454; blackwallhitchannapolis.com; Upscale-casual New American restaurant; brunch, lunch, dinner, late-night \$ \$ Y T # # * ♪ #

Boatyard Bar & Grill

400 Fourth Street, Annapolis; 410-216-6206; boatyardbarandgrill.com; American, seafood; breakfast, lunch, dinner. \$ \$ Y T # # * ♪ #

Bread and Butter Kitchen

303 Second Street, Ste. A, Annapolis; 410-202-8680; breadandbutterkitchen.com; American; breakfast, lunch \$ # #

Caliente Grill

907 Bay Ridge Road, Annapolis; 410-626-1444; calientergrillannapolis.com; Latin; lunch, dinner \$ \$ Y T *

Carroll's Creek

410 Severn Avenue, Annapolis; 410-263-8102; carrollscreek.com; Seafood; lunch, dinner, Sunday brunch \$ \$ # # Y T # #

Chart House

300 Second Street, Annapolis; 410-268-7166; chart-house.com; Seafood; dinner, Sunday brunch \$ \$ # # Y T # #

Davis' Pub

400 Chester Avenue, Annapolis; 410-268-7432; davispub.com; American; lunch, dinner, late night \$ Y T # # * ♪

Eastport Kitchen

923 Chesapeake Avenue, Annapolis; 410-990-0000; eastportkitchen.com; American; breakfast, lunch, dinner \$ \$ #

Grump's Café

117 Hillsmere Drive, Annapolis; 410-267-0229; grumpscafe.com; American; breakfast, lunch, dinner \$ Y T #

Jack's Fortune

960 Bay Ridge Road, Annapolis; 410-267-7731; jackfortune1.com; Chinese; lunch, dinner \$ Y T # #

Lewnes' Steakhouse

401 Fourth Street, Annapolis; 410-263-1617; lewnessteakhouse.com; Steakhouse, seafood; dinner \$ \$ \$ # # Y T #

Main & Market

914 Bay Ridge Road, Annapolis; 410-626-0388; mainandmarket.com; Farm-to-table; breakfast, lunch, dinner \$ \$ Y T # #

O'Leary's Seafood Restaurant

310 Third Street, Annapolis; 410-263-0884; olearysseafood.com; Seafood; dinner, Sunday brunch \$ \$ \$ # # Y T # #

Rocco's Pizzeria

954 Bay Ridge Road, Annapolis; 410-263-9444; roccospizzashop.com; Pizza; lunch, dinner \$ Y T # #

Ruth's Chris

301 Severn Avenue, Annapolis; 410-990-0033; ruthschris.com; Steakhouse; dinner \$ \$ \$ # # Y T # #

Sammy's Pizza Kitchen

1007 Bay Ridge Ave, Annapolis; 410-990-9800; sammypizzakitchen.com; Italian; lunch, dinner \$-\$ \$ #

Vin 909 WineCafe

909 Bay Ridge Avenue, Annapolis; 410-990-1846; vin909.com; Farm-to-table; lunch, dinner \$ \$ Y T # #

Edgewater / South County

Adam's Taphouse and Grille

169 Mayo Road, Edgewater; 410-956-2995; adamsgrilleannapolis.com; Barbecue; lunch, dinner \$ \$ Y T #

All American Steakhouse

139 Mitchells Chance Road, Edgewater; 410-956-4494; theallamericansteakhouse.com; American; lunch, dinner \$ \$ Y

Bayside Inn

1246 Central Avenue, Edgewater; 410-956-2722; American, Seafood; breakfast, lunch, dinner \$ \$ Y T # *

Broadneck Grill & Cantina

74 Central Avenue West, Edgewater; 410-956-3366; broadneckgrill.com; American and Mexican Cuisine; lunch, dinner \$ # # Y T # #

Chad's BBQ

158 W Central Ave, Edgewater; 410-956-7774; chadsbbq.com; Authentic smoked barbecue; lunch, dinner \$ Y T # # * ♪

The Crab Shack

3111 Solomons Islands Road; Edgewater 21037; 443 837 6279; thecrabshackmd.com

Deale Umai Sushi House

657 Deale Rd, Deale; 410-867-4433; Sushi, lunch, dinner \$ \$ *

Dockside Restaurant & Sports Bar

421 Deale Rd, Tracy's Landing; 410-867-1138; www.docksidereaurantmd.com; American, Seafood; breakfast, lunch, dinner \$ \$ *

Edgewater Restaurant

148 Mayo Road, Edgewater; 410-956-3202; Edgewaterrestaurant.com; American, seafood; lunch, dinner, Sunday brunch \$ \$ Y T #

Fuji Steakhouse

169 Mitchells Chance Road, Edgewater; 410-956-8898; fujisteamhousemd.com; Japanese; lunch, dinner \$ \$ # Y T #

Glory Days Grill

3 Lee Airpark Drive, Edgewater; 443-808-8880; glorydaysgrill.com; American, sports bar; lunch, dinner \$ Y T # #

The Greene Turtle

3213 Solomons Island Road, Ste. A, Edgewater; 410-956-1144; thegreenturtle.com; American Lunch, dinner, late-night \$ Y T # # ♪

Happy Harbor

533 Deale Road, Deale; 410-867-0949; happyharbordeale.com; American; lunch, dinner \$ Y T # # ♪

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1251 West Central Ave, Davidsonville; 443-203-6846; Harvestthymetavern.com; American; lunch, happy hour, dinner \$ Y

Hispa Restaurant

183 Mayo Road, Edgewater; 410-956-7205; Latin American; breakfast, lunch, dinner \$

JesseJay's Latin Inspired Kitchen

5471 Muddy Creek Rd, Churchton, 240-903-8100, jessejays.com, Latin, Lunch, dinner \$\$ ☎ Y 🍷

Killarney House

584 West Central Avenue, Davidsonville; 410-798-8700; Killarneyhousepub.com; Irish; lunch, dinner, late-night \$\$ ☎ Y 🍷 * 🎵 🍷

Ledo Pizza

3072 Solomons Island Road, Edgewater; 410-956-6700; Ledopizza.com; Pizza, pasta, sandwiches; lunch, dinner \$\$ 🍷 🍷

Mike's Bar & Crab House

3030 Riva Road, Riva; 410-956-2784; Mikescrabhouse.com; Seafood; lunch, dinner, late-night \$\$ ☎ Y 🍷 🍷 * 🎵 🍷

Nova Sushi Bar and Asian Fusion

3257 Solomons Island Road, Edgewater; 410-956-5326; Novasushi.com; Sushi, lunch, dinner \$-\$\$

Old Stein Inn

1143 Central Avenue, Edgewater; 410-798-6807; Oldstein-inn.com; German; dinner \$\$ Y 🍷 * 🎵 🍷

Petie Greens Bar and Grill

6103 Drum Point Road, Deale; 410-867-1488; Petiegreens.com \$\$ ☎ Y 🍷 🍷 * 🎵

Pirate's Cove

4817 Riverside Drive, Galesville; 410-867-2300; Piratescovemd.com; Seafood; breakfast, lunch, dinner, Sunday brunch \$\$ ☎ Y 🍷 🍷 * 🎵

Pier Oyster Bar

48 South River Road, Edgewater; 443-837-6057; thepierwaterfrontboardandgrill.com; Caribbean; lunch, dinner, late-night \$\$ Y 🍷 🍷 *

Rod N Reel Restaurant

4160 Mears Avenue, Chesapeake Beach; 860-312-5596; rnrresortmd.com; Seafood; breakfast, lunch, dinner \$\$ ☎ Y 🍷 🍷 *

Saigon Palace

10 Mayo Road, Edgewater; 410-956-0505; Vietnamese; lunch, dinner \$ Y 🍷

Señor's Chiles

105 Mayo Rd, Edgewater, 410-216-2687, senorschile.com, Mexican, lunch, dinner, \$\$, ☎ Y 🍷

Skipper's Pier Restaurant & Dock Bar

6158 Drum Point Road, Deale; 410-867-7110; Skipperspier.com; Seafood; dinner \$\$ 🍷 * 🎵

South County Café

5690 Deale Churchton Road, Deale; 410-867-6450; American; breakfast, lunch, dinner \$\$ 🍷

Stan & Joe's Saloon South

173 Mitchells Chance Road, Edgewater; 443-837-6126; Stanandjoes-saloon.com; American; lunch, dinner, late-night \$ Y 🍷 * 🎵 🍷 🍷

S & J Riverside

4851 Riverside Drive, Galesville; 410-867-7200; Seafood; lunch, dinner \$\$ Y 🍷 🍷 *

Yellowfin Steak & Fish House

2840 Solomons Island Road, Edgewater; 410-573-1333; yellowfinedgewater.com; Steak, seafood; lunch, dinner, Sunday brunch \$\$ ☎ Y 🍷 *

Arnold / Severna Park / Pasadena & Beyond

Adam's Ribs

589 Baltimore Annapolis Boulevard, Severna Park; 410-647-5757; adamsgrilleseverna-park.com; Barbecue; lunch, dinner \$\$ Y 🍷

Ashling Kitchen & Bar

1286 Route 3 South Ste. 3, Crofton; 443-332-6100; Ashlingco.com; American; dinner \$\$ ☎ Y 🍷 🎵

Bella Italia

1460 Ritchie Highway, Arnold; 410-757-3373; Bellaitaliaarnold.com; Italian; lunch, dinner \$ Y 🍷

The Big Bean

558 Baltimore Annapolis Blvd, Severna Park; 410-384-7744; thebigbean.com; Coffee Shop 🍷

Blackwall Barn & Lodge

329 Gambrills Road, Gambrills; 410-317-2276; Barnandlodge.com; American; lunch, dinner, weekend brunch \$\$ ☎ Y 🍷

Brian Boru Restaurant & Pub

489 Ritchie Highway, Severna Park; 410-975-2678; Brianborupub.com; Irish; lunch, dinner, Sunday brunch \$\$ ☎ Y 🍷 * 🍷

Café Mezzanotte

760 Ritchie Highway, Severna Park; 410-647-1100; cafemezzanotte.com; Italian; lunch, dinner \$\$ ☎ Y 🍷 * 🎵

The Crab Shack

1260 Crain Hwy Crofton 21114; 443 302 2680

Daily Scoop

3201 Mountain Road, Pasadena; 410-437-2667; dailyscoopicecream.biz; Ice cream and ice cream cakes \$ 🍷

Donnelly's Dockside

1050 Deep Creek Avenue, Arnold; 410-757-4045; Donnellys-dockside.com.com; Seafood; lunch, dinner \$\$ Y 🍷 🍷 🍷 🍷

Founders Tavern & Grille

8125 Ritchie Highway, Pasadena; 410-544-0076; Founders-tavernandgrille.com; American; lunch, dinner \$ ☎ Y

Gina's Cantina

8779 Veterans Highway, Millersville; 410-923-8226; Ginascantinamd.com; Tex-Mex; lunch, dinner \$\$ Y

Ledo Pizza

552 Ritchie Highway, Severna Park; 410-544-3344; Ledopizza.com; Pizza, pasta, sandwiches; lunch, dinner \$\$ 🍷 🍷

Lemongrass Arnold

959 Ritchie Highway, Arnold; 410-518-6990; Lemongrassannapolis.com; Thai; lunch, happy hour, dinner \$ Y

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DINING GUIDE

Mi Pueblo II

554-A Ritchie Highway, Severna Park; 410-544-4101; Mipueblo2.com; Mexican; lunch, dinner \$ Y 🍴

Mother's Peninsula Grill

969 Ritchie Highway, Arnold; 410-975-5950; Mothersgrille.com; American, seafood; lunch, dinner \$\$ Y 🍴 🎵

Nonna Angela's

2225-A Defense Highway, Crofton; 443-584-4038; Mammaas.com; Italian; lunch, dinner \$-\$\$ 🎵

O'Loughlin's Restaurant

1258 Bay Dale Drive, Arnold; 410-349-0200 O'loughlinspub.com; American; lunch, dinner, late-night \$\$ Y 🍴 🎵 🏆

Pherm Brewing Company

1041 MD Route 3; Gambrills; 443-302-2535; phermbrewing.com; Food trucks on Weekends

The Point Crab House & Grill

700 Mill Creek Road, Arnold; 410-544-5448; Thepointcrabhouse.com; Casual contemporary American Seafood restaurant; brunch, lunch, dinner \$\$ Y 🍴 🎵 🏆

com; Casual contemporary American Seafood restaurant; brunch, lunch, dinner \$\$ Y 🍴 🎵 🏆

Rips Country Inn

3809 N. Crain Highway, Bowie; 301-805-5900; Ripscountryinn.com; Rustic country cooking and Chesapeake eats; breakfast, lunch, dinner \$\$ Y 🍴

Romilo's Restaurant

478-A Ritchie Highway, Severna Park; 410-544-6188; Romilosrestaurant.com; Greek; lunch, dinner \$\$ Y 🍴

Severna Park Tap House

58 W. Earleigh Heights Road, Severna Park; 410-793-5759; Severnaparktaphouse.com; American, sports bar; dinner \$ Y

Sin Fronteras

7700 Ritchie Highway, Glen Burnie, 410-424-2022, Sinfronterascafe.com, Mexican; lunch, dinner, Saturday & Sunday breakfast \$\$ Y *

Twains Tavern

8359 Baltimore Annapolis; Boulevard, Pasadena; 410-647-5200; Twainstavern.com; American, sports bar; dinner \$ Y 🎵

Vida Taco Bar

541 Baltimore Annapolis Blvd, Severna Park; 410-544-2300; Vidatacobar.com; Tex-Mex; lunch, dinner \$\$ Y 🍴 🏆

Regional

Bistro St. Michaels

403 Talbot Street, St. Michaels; 410-745-9111; Bistrostmichaels.com; Euro-American; brunch, dinner \$\$ 🍴 Y

Hemingway's Restaurant

357 Pier 1 Road, Stevensville; 410-604-0999; Hemingwaysbaybridge.com; Seafood; lunch, dinner \$\$ 🍴 Y 🎵 🏆 🎵

The Island Hideaway

14556 Solomons Island Road S, Solomons; 410-449-6382; Thislandhideawaysolomons.com; American; lunch, dinner 🍴 Y 🍴 🎵 *

Knoxie's Table

180 Pier 1 Road, Stevensville; 410-604-5900; Baybeachclub.com; American; dinner, weekend brunch 🍴 Y 🍴

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Three inset images show: 1) A chef grilling food on a live-fire grill. 2) A platter of fresh seafood including lobster and scallops. 3) A large piece of meat roasting on a spit over a fire.

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The image shows an outdoor dining area with several tables and chairs under a large white canopy. People are seated at the tables, and there are heaters visible. The background shows trees and a building.

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Where's Wilma?

FIND WILMA AND WIN!

Though it may be blustery up high in the sky this month, our fearless flying mascot Wilma is still soaring throughout the Chesapeake Bay region. Wilma is landing at towns that dot the landscape, from waterfront downtowns to rural escapes, searching for the best deals, dining, and services. Where will she land next?

Here's how the contest works: Wilma appears next to three different ads in this magazine. When you spot her, write the names of the ads and their page numbers on the entry form online or mail in the form below and you'll be eligible to win. Only one entry per family. Good luck and don't forget to submit your restaurant review online at whatsupmag.com/promotions for another opportunity to win a prize.

Congratulations to Rhonda Al-hadidi of Severna Park, who won a \$50 gift certificate to a local business.

Mail entries to: Where's Wilma? Annapolis, 201 Defense Hwy., Ste. 203, Annapolis, MD 21401 or fill out the form at whatsupmag.com/promotions



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Entries must be received by March 31, 2022. Winner will receive a gift certificate to a local establishment and their name will appear in an upcoming issue of What's Up? Annapolis.

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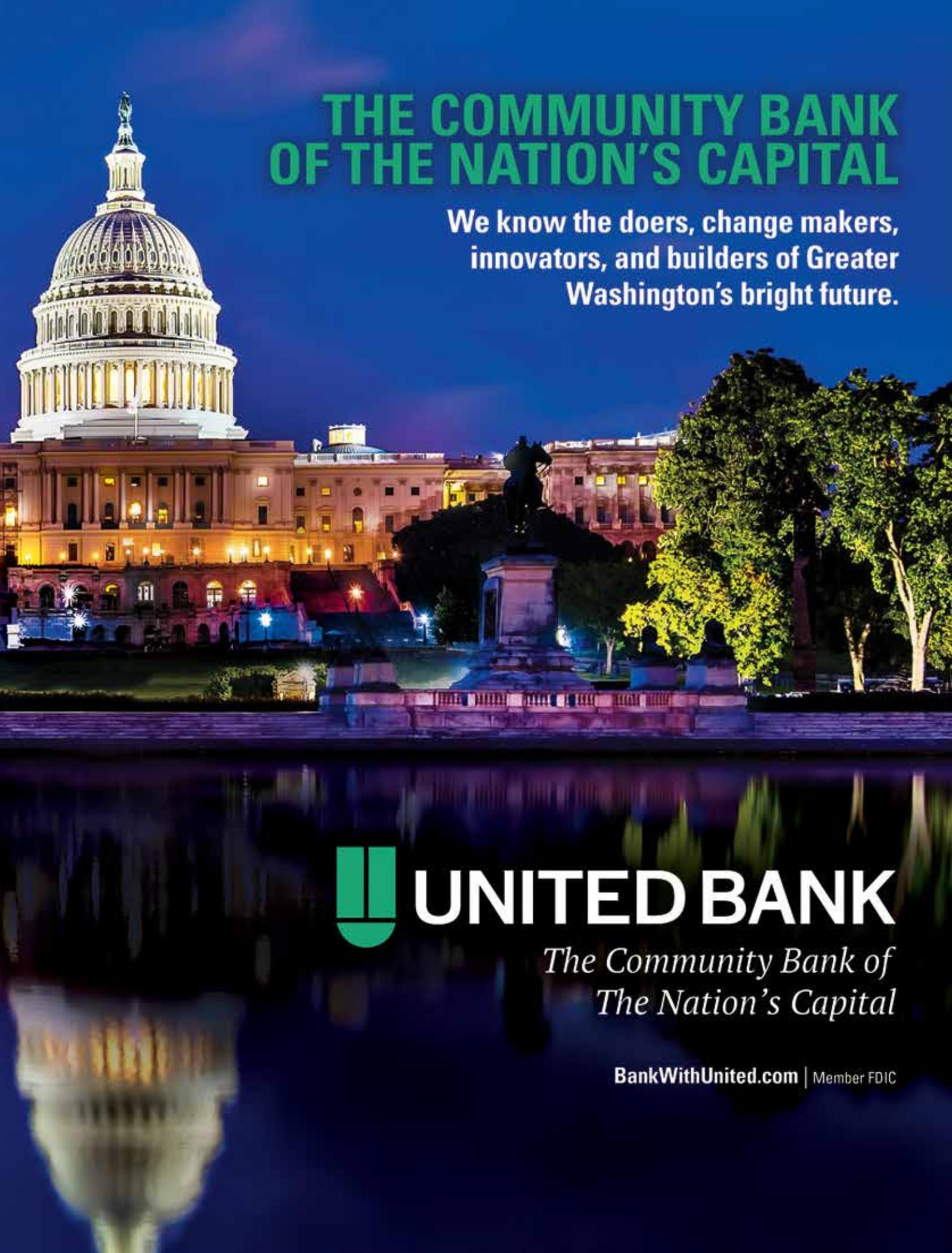
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