



FOCUS_{on}

1st Quarter
Newsletter · 2019

Rehoboth Beach-Dewey Beach Chamber of Commerce
Mission: To promote business, tourism and civic responsibility.

Chamber Board Supports Parking Garage

Letter sent to the City of Rehoboth Beach Mayor, Commissioners & City Manager and Media on February 12, 2019

The Rehoboth Beach-Dewey Beach Chamber of Commerce was delighted to hear about the newly proposed plan to build a parking garage behind the fire station in the heart of Rehoboth Beach. Collectively, we would like to express our firm support for additional parking in the City, as it would alleviate several issues stemming from the current perception of a lack in parking. Furthermore, we applaud the manner in which this plan is being proposed, through a public-private partnership which would eliminate cost to the taxpayers and take pressure off the City to solve this problem independently.

From the perspective of the business owner in Rehoboth Beach, there is a palpable anxiety surrounding the optics of the parking situation. Proprietors and restaurateurs alike feel that they are missing out on a local populace of customers, especially in the summer months given that the perception of limited parking keeps year-round patrons away.

When it comes to staffing for businesses, parking remains a huge point of contention. Employers face obstacles recruiting employees because of the cost of parking through either purchasing a permit, paying a meter, parking considerable distances away from the proximity to their establishments, or using public transit, which is available, but not ideal for scheduling. The parking garage provides visible, easy access for potential employees, and would be a beneficial addition for both employees and business owners alike.

For year-round residents in neighboring towns, access to Rehoboth Beach is seasonally restricted, and their frustrations around this issue are evident. Residents complain that infrastructure has not been properly planned to keep up with demand, effectively shutting them out of the town they love to patronize.

It is the Chamber's function to assure that business interest is represented, but as business owners, we also feel a responsibility to the communities and therefore the people we serve. We want our towns and cities to be places where people can enjoy their vacations, but not to the detriment of the vibrant year-round culture we rely on and enjoy. For all of the above-mentioned reasons, we feel that building this garage is in line with our mission of promoting business, tourism, and civic responsibility, and therefore an absolute imperative and top priority for the City of Rehoboth Beach.

This letter has been unanimously approved by the Full Board of Directors of the Rehoboth Beach – Dewey Beach Chamber of Commerce: Chairman – Steve Montgomery, First Chair – Carrie Lingo, Second Chair – Vince DiFonzo, Third Chair/Treasurer – Susan Wood, Immediate Past Chair – Jay Becker, Directors: Marvin Carney, Jerry Esposito, Chip Hearn, Dale Lomas, Rob Marshall, Keith Martin, Mike Meoli, Bill Klemkowski, Mitch Resnick, Scott Swingle, Rachel Webster, Chris Weeks, Kay Wheatley, and Benjamin Gray.

Respectfully, Carol Everhart, President/CEO Rehoboth Beach – Dewey Beach Chamber of Commerce



2019
Board of
Directors

Rehoboth Beach-Dewey Beach
Chamber of Commerce & Visitors Center

“The Nation’s Summer Capital”

P.O. Box 216 (Mailing Address)
501 Rehoboth Avenue (Visitors Center)
306 Rehoboth Avenue (Administrative Offices)
Rehoboth Beach, DE 19971-0216
302-227-2233 · 800-441-1329
Member Hotline · 302-227-6446
Fax · 302-227-8351
rehoboth@beach-fun.com
www.Beach-Fun.com

Chairman of the Board Steve Montgomery
First Chair Carrie Lingo
Second Chair..... Vince DiFonzo
Third Chair/Treasurer ... Susan Townley-Wood
Immediate Past Chair Jay Becker

Board of Directors

Marvin Carney	Michael Meoli
Jerry Esposito**	Mitch Resnick
Ben Gray	Scott Swingle
Chip Hearn	Rachel Webster**
Bill Klemkowski	Chris Weeks
Dale Lomas	Kay Wheatley
Rob Marshall	
Keith Martin	**At Large Directors

CEO/President.....Carol Everhart
Legal Counsel Jay Becker
Legislative Representative..... Lincoln Willis

Chamber Staff Contact Information

Visitors Center StaffExt. 10
Liz Leshine, Susan Maclary, Karen McMahon,
Nancy Stewart, Mariella Trosko
Emily Grothey, Event Coordinator..... Ext. 11
Carol Everhart, President/CEO Ext. 13
Lisa Newnom, Administration..... Ext. 14
Sophia Sawicki, Membership Ext. 15
Meghan McCalley, Office Manager/Graphics.. Ext. 16
DistributionExt. 19
Zach Babbie, Nick Passannante

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2019 Upcoming Calendar

DATE..... MEETING or EVENT TIME/PLACE

Mar 9.....Town of Dewey Beach Mtg 9:00 am/Life Saving Station
Mar 15.....City of Rehoboth Beach Mtg 3:00 pm/Commissioners Room
Mar 21.....Executive Board of Directors Mtg..... 10:30 am/Jake's Seafood
Mar 21.....Full Board of Directors Mtg 11:00 am/Jake's Seafood
Mar 23.....Merchants' Attic Begins at 10:30AM/Cape HS

For Resort Area Events, visit www.Beach-Fun.com

Have an event you are looking to promote?



The Chamber's Calendar of Events page on www.Beach-Fun.com is one of the most popular pages on the Chamber's website. As part of your membership, you can post your event and logo for no charge! Submit your event at www.beach-fun.com/event-suggestion.html

2019 Business After Hours

Members are invited to attend monthly **Business After Hours!** These popular mixers are a great opportunity to meet and network with your fellow Members.

A \$1.00 donation is collected at the door which creates the funds for the 50/50 raffle. Business card drawings are also held and door prizes are given out to the lucky winners!



5:00
to
7:00
PM

- Thursday, March 14 · The Starboard
- Thursday, April 11 · CUVÉE Ray Wine Bar
- Thursday, May 16 · DiFebos', Rehoboth Beach
- Thursday, June 6 · Crooked Hammock Brewery
- Thursday, September 19 · Azzurro Italian Oven + Bar
- Thursday, October 10 · Hyatt/Lighthouse Cove Event Center
- Thursday, November 14 · The Pines Rehoboth Beach
- Thursday, December 19 · Chamber Holiday Party at Jake's Seafood

Meet the Chamber Staff!

The Chamber of Commerce & Visitors Center staff is busy all year long!

Need Help...Call Us! 302-227-6446

Chamber of Commerce Staff

Carol Everhart · President/CEO · x13
Emily Grothey · Event Coordinator · x11
Meghan McCalley · Creative/Office Mgr. · x16
Lisa Newnom · Administrative Assistant · x14
Sophia Sawicki · Membership/Distribution · x15

Visitors Center Staff

Liz Leshine, Susan Maclary, Karen McMahon,
Nancy Stewart & Mairella Trosko

Distribution Staff

Zach Babbie & Nick Passannante



Back Row/Standing: Nancy Stewart, Carol Everhart, Mariella Trosko and Meghan McCalley

Front Row/Sitting: Lisa Newnom, Sophia Sawicki, Liz Leshine, Susan Maclary and Emily Grothey

Service at the Beach

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MILTON - LEWES - REHOBOTH



BRAG BOARD

New Hire at Clear Space Theater

Clear Space Theater Company, located at 20 Baltimore Avenue in Rehoboth Beach, has a new Director of Development and Outreach. Stephanie Hudson Whitcomb joins the staff bringing her experience in marketing, advertising, and fundraising along with her passion for theatre to this position. Stephanie is responsible for developing relationships with current and new supporters, growing the donor support and communication with the public. "The board is so pleased and excited to have Stephanie join our Clear Space family as we continue to stage our future", says Carl M. Schloegel Chair of the Clear Space Board of Directors.

As Clear Space prepares for their 15th season in 2019, the addition of Stephanie Whitcomb as Director of Development will round out an already strong staff and board of directors. "Stephanie brings a wealth of experience to Clear Space as we plan for our 2019 season and look ahead to a capital campaign for a new performing arts center. I am grateful to have her join our dedicated and talented staff," says Wesley Paulson, Executive Director.

Clear Space Theatre offers live theatre and performing arts education in the coastal region of Sussex County, Delaware. For information about the Theatre and its programs please call 302-227-2270 or visit www.clearspacetheatre.org.



Business After Hours Fun

Swell time was had by all!!! Thank you Chamber folks :) Amylynn Karnbach with One Day at a Time Gifts, LLC



Check out the Business After Hours schedule on page 2!

Thanks for the Contribution

Dear Ms. Everhart:

Thank you for the contributions that you and many others from your organization made to our 21st Annual "Stuff the Bus" Thanksgiving Food Drive. This was another successful year thanks to everyone helping us achieve our goal of supporting the Food Bank of Delaware.



This year we collected 20,463 pounds, which is 10.2 tons of food and stuffed two 30-foot buses. To see photos from the event, visit DART's Flickr page at: www.flickr.com/photos/dartfirststate/albums/72157677118098918.

The Food Bank of Delaware distributes the donated food through its Hunger Relief Partners to the Delaware residents in need. We could not have done this without all the generosity from the public and you. Please celebrate knowing that together as a team we helped make a difference in feeding hungry Delawareans.

Sincerely, Patty Boyd, Marketing Specialist, DART

Cpl. Jeffrey Bixler Receives EMT certification

For many medical and trauma emergencies, law enforcement personnel are the true first responders, arriving on scene before EMS providers. Although the law enforcement skill set is highly specialized to safeguard lives and property and protect individuals in the communities they serve, many officers have not received extensive training in emergency medical care.



To provide more lifesaving care, **Cpl. Jeffrey Bixler of the City of Rehoboth Beach Police Department** has received his EMT certification through the Delaware State Fire School. While all police units have first-aid kits, Bixler now carries more advanced supplies. "This training will allow us to serve our community best because having trained police/EMT on the scene early means those in distress will receive medical attention before the ambulance arrives," said Chief Keith Banks. "Anytime we can improve our services we are going to try and do it," Banks said. The utilization of law enforcement officers as first responders during medical emergencies has the potential to decrease the time it takes for a patient to receive care. Patients who experience a sudden cardiac arrest, an opiate overdose, or significant trauma will benefit significantly from programs that equip and prepare law enforcement for immediate medical intervention.

BRAG BOARD

Thanks for the Snacks

Special thanks to Patrick and staff of Weis Markets for bringing the Chamber staff sweet and healthy snacks!!! Now, that's Weis :)



Crooked Hammock Brewery releases Gentle Giant, Japanese Lager, with James Bear Nominee

All-star chef, Hari Cameron, provides the inspiration for a Japanese Lager: the brewery's submission at this year's Extreme Beer Fest in Boston.

Roughly 120 breweries across the country were invited to create sessional, extreme beers "via unexpected or innovative ingredients, techniques and methods." Crooked Hammock Brewery, one of three Delaware breweries invited and in their second year attending the festival, prides themselves on producing sessional beers that embody their easy-going lifestyle brand.

While its brewers are always cooking up intriguing recipes by sourcing both local and foreign ingredients to deliver robust flavors, they decided to work with 2018 StarChef Rising Star, 3 time James Beard nominee and friend, Hari Cameron, to produce a Happoshu style Japanese Lager.

Gentle Giant, brewed with four different types of malted rice and aged on Genmaicha green tea and Koji rice, renders a light, crisp, crushable, yet extreme beer at 4.2% ABV. The brew was inspired by Cameron's interest in Japanese culture and his more frequent use of Koji rice in the past couple of years.

Gentle Giant is currently available at the brewery and restaurant located in Lewes, Delaware at 36707 Crooked Hammock Way. For more info, visit www.crookedhammockbrewery.com or call 302-644-7837.



Brewer, Jon Schorah (pictured left), and Chef Hari Cameron (right) brewing Gentle Giant.

Santa's Elves Hard at Work!

Every Christmas Season, the Chamber helps Santa open his house and places Christmas lights on the Rehoboth Beach Boardwalk. Over 800 children visit the House!

There are many elves who help make this possible! They help by storing, moving, painting, lighting and manning the house. **The Chamber would like to thank the following:** Bitsy Cochran, Karen McMahon, Short's Marine, Coastal Towing, Murphy Electric, Sam Cooper, Denny Huss, John & Darnise Frey and the City of Rehoboth Beach.

Sam Cooper, former City of Rehoboth Beach Mayor, started off the holiday season as Santa!



Bitsy Cochran, Rehoboth Beach native, lends her paint brush to help brighten up Santa's House!



WELCOME New Members!

The following businesses have been approved or are pending approval for Chamber Membership. Please keep these businesses, as well as other Chamber Members, in mind when purchasing goods or services.

American Responder Services, LLC

Ron Hagaon
19849 Hebron Road
Rehoboth Beach, Delaware 19971
302-567-2530
www.americanresponderservices.com
Retail - Firearms & Self Defense

Bay Breeze Chem-Dry

Rita & David Geer
627 Liberty Road
Federalsburg, Maryland 21632
302-629-2055
www.baybreezechemdry.com
Service - Carpet Cleaning

Beau Biden Foundation for the Protection of Children

Patricia Dailey Lewis, Esq.
4601 Concord Pike
Wilmington, Delaware 19803
302-477-2018
www.beaubidenfoundation.com
Service - Non-Profit

Charles Schwab Lewes - Independent Branch

Stephanie Brown
330 Rehoboth Avenue
Rehoboth Beach, Delaware 19971
302-260-8731
www.schwab.com/lewes
Service - Financial Services

Clean Conscience LLC

Hollee Repman
34167 High Knoll Road
Lewes, Delaware 19958
717-663-8145
Service - Cleaning Services

Coastal Real Estate Refresh

Nicole Bailey Ashton
37458 Oyster House Road
Rehoboth Beach, Delaware 19971
302-690-8993
www.coastalrealestaterefresh.com
Service - Interior Design

Conversation Peace Jewelers

Ingrid Handle
17252-6 N. Village Main Boulevard
Lewes, Delaware 19958
302-313-4664
www.conversationpeacejewelers.com
Retail - Jewelry

Cool Springs Storage Center

Ernie D'Angelis
27028 Lewes-Georgetown Highway
Milton, Delaware 19968
302-448-8164
www.coolspringsstorage.com
Service - Storage

Delaware Payroll Services

Jim Paoli
21003 Coastal Highway, Unit 100
Rehoboth Beach, Delaware 19971
302-727-5400
www.dpspayroll.com
Service - Business Services

Pickwick Oceanfront

Patricia Kohn
401 S. Boardwalk
Rehoboth Beach, Delaware 19971
302-227-7507
www.pickwickoceanfront.com
Accommodation - Retreat/Rental Houses

Provident State Bank

Brian Gottschalk
18467 Coastal Highway, Suite 102
Lewes, Delaware 19958
302-200-9193
www.providentstatebank.com
Service - Banks

R.C. Carpet Flooring Sales & Installations

Laura Riley & John Serviss
25609 John J. Williams Highway
Millsboro, Delaware 19968
302-947-1585
www.rccarpet.org
Retail - Carpet/Flooring

RJ Lock and Security of the Eastern Shore

Michael Belich
9927 Stephen Decatur Highway, Suite F8
Ocean City, Maryland 21842
302-227-3200
www.rjlocksmith.com
Service - Locksmith

Salty Paws LLC

Suzanne Tretowicz
149 Rehoboth Beach, Suite 6B
Rehoboth Beach, Delaware 19971
484-667-7122
www.saltypawsicecream.com
Retail - Pet Supplies

Scott and Shuman, P.A.

Kathleen Geiszler
33292 Coastal Highway, Suite 3
Bethany Beach, Delaware 19930
302-537-1147
www.scottshumanlaw.com
Service - Lawyer

Signature Property Management

Stuart Galkin
20375 John J. Williams Highway
Lewes, Delaware 19958
302-260-9595
www.spmde.com
Service - Property/Pool Management

TD Bank

Nisha Sharda
34980 Midway Outlet Drive
Rehoboth Beach, Delaware 19971
302-644-0952
www.td.com
Service - Banks

Tours, Entertainment, Amusement, Management

Robert A. Rothermel, Jr.
3 Dorchester Street
Ocean City, Maryland 21842
410-289-8230
www.team-productions.com
Service - Advertising/Marketing



Thank You Monthly Renewing Members

The Chamber wishes to thank the following Members who recently renewed their membership investment. The list below represents Members who renewed during the period of November 6, 2018 - February 7, 2019. Thank you for your continued support!

1776 Restaurant LLC · Adams Oceanfront Motel · Admiral on Baltimore · Adorn Period Fine Estate Jewelry & Treasures
Advantech Incorporated · After Hours Heating and Air · All Saints' Church & St. George's Chapel · American Lung Association
Anderson Carpet One · At the Beach Repairs and Maintenance · Atlantic Jewelry Expressions Corporation · Atlantic Liquors
Atlantic Sands Hotel & Conference Center · Baker Petroleum · Bank of Delmarva · Bath, Kitchen & Tile Center
Bayside Audiology & Hearing Aid Services · The Beacon Motel · Beauty and the Beach · Beebe Healthcare · Bella Terra Landscapes
Bellmoor Inn · Bennett Termite & Pest Solutions · Berkshire Hathaway HomeServices Gallo Realty · Better Business Bureau of DE
Big Oaks Family Campground · Boardwalk Builders · Boardwalk Plaza Hotel · Body Shop Fitness Center · Breakers Hotel & Suites
Brighton Suites · Browseabout Books · Bryce Lingo & Shaun Tull, Jack Lingo · BSD · Candy Kitchen Shoppes, Inc. · Cape Gazette
Cape May - Lewes Ferry · Cape Suites Associates · CHEF-Cape Henlopen Educational Foundation · Chimes Delaware · Christmas Tree Hill
Cilantro Cocina De Mexico · City of Rehoboth Beach · Clean Delaware LLC · Cloudscale 365 · Coastal Concrete Works, LLC
Coastal Rentals & Hydraulics/CRH Tented Events · Coastline Pool & Cleaning Services · Cochran's Apartments · The Comfort Inn
Country Life Homes · County Bank · Creative Concepts · Creative Courtyards · Crystal Restaurant · The Cultured Pearl
D.F. Quillen & Sons, Inc. · D3 Corp., Web Solutions · Deakne Law Office · Delaware Beach Life · Delaware Coast Press
Del-Coast Design & Build, LLC · Delmarva Power · Delmarva Temporary Staffing, Inc. · Derrickson Properties, LLC
Diamond State Financial Group · Edgewater House · Equity Cap Property Management · Eric Blondin Insurance Agency, Inc.-State Farm
Farr Engineering - Free Properties, LLC · Richard Faull/Patron Member · Ferri Business Consulting · Fine Line Websites & IT Consulting
First State Health & Wellness-Rehoboth · Fisher Architecture, LLC · Funland · Nancy Genet/Patron Member · George Sherman Corp.
Go Glass · Grand Rental Station · Great Memories Vacation Homes · Greyhounds Reach the Beach® · Grotto Pizza · Gunnip & Company LLP
H&R Block · Harbor Healthcare Center · Harvard Business Services, Inc. · Healthy Outcomes Weight Loss Center
The Henlopen Condominium Council, Inc. · The Henlopen Hotel · High Seas Motel · Homestead Campground · Hotel Dewey
Immanuel Shelter · Intrax Work Travel · Ivy · J. Conn Scott Showhouse · J. Ehrlich Realty Company · Jack Lingo, Inc., Realtor
Jeanine O'Donnell, State Farm Lewes · Jefferson, Urian, Doane & Sterner · Jimmy's Grille Rehoboth · Joe Maggio Realty
Jolly Trolley of Rehoboth Beach · Junior Achievement of Delaware · Keith Warren, Art Teacher · Key Advisors Group · L & W Insurance
Legum & Norman, Inc. · Lewes Meineke Car Care Center · Lewes-Rehoboth Rotary Club · Little League Senior/Big Softball World Series
Long & Foster Real Estate, Inc. · Luff & Associates, P.A., C.P.A.'s/EZ Payroll · Lularoe by Cindy Jo Ott · M Insurance Services, LLC
M&T Bank · MacIntosh Engineering · Mann & Sons, Inc. · Maplewood Dental Associates · Mason's Famous Lobster Rolls
The Max Challenge of Lewes · McCrone · McGee Fence · Nancy Meadows/Patron Member · Mercantile Processing Inc.
Michy's Relaxed Dining · Midway Fitness and Racquetball · Moorings at Lewes · Morris James · Morton Electric Motors
Neverland Kennel & Cattery, Inc. · Nicola Pizza · Nuttle Lumber Co. Inc. · Oak Construction Co., Inc.
Ocean Atlantic Sotheby's International Realty · Oceanus Motel · One Virginia Avenue Condominium · Papa John's Pizza · Parcel Plus
Pathways to Success, Inc. · Patrician Towers Condominium · Pella Doors & Windows/K.C. Company, Inc. · Penn-Del Lock Inc.
Philly Pretzel Factory · Pirates of Lewes Expeditions · PKS & Company, P.A. · Pool Table Service Delmarva · Possum Point Players
Raymond F. Book & Associates, CPA's & Wealth Management · RE/MAX Realty Group · Rehoboth Art League · Rehoboth Auto Repair
Rehoboth Bay Realty Co. · Rehoboth Bay Sailing Assoc. · Rehoboth Beach Boys & Girls Club · Rehoboth Beach Dental
Rehoboth Beach Public Library · The Residences at Lighthouse Cove · ResortQuest Realty · Restaurants Plus, Inc.
Richman Wealth Management, Inc. · Robin Hood Restaurant · Rodney Dunes Pier 12 Beach Apartments · Rogers Sign Co., Inc.
Rosenfeld's Jewish Deli · Royal Treat Breakfast & Ice Cream Parlor · S.K. Management, Inc. at Pier Point Marin · Salt Air · The Salted Rim
Sammy's Kitchen · SCORE - Experienced Business Counselors · Scott Dostal Mortgage Team of Rehoboth/Lewes · Sea Esta IV
Sea Shell Shop/Shell We Golf · SERVPRO of Sussex County · Sherri Martin Associates/Jack Lingo Realtor
Shore Group Joe Kirk @ Joe Maggio Realty · Shore Property Maintenance · Short's Marine, Inc. · Special Olympics Delaware
Sprout Creatives · Star of The Sea Condominium · Starboard Raw · State Farm Insurance · Steen, Waehler & Schrider-Fox, LLC
Stephan & Co. · StressLess Downsizing and Moving, LLC · Stuart Kingston Gallery · Summer House Restaurant & Saloon · Sunny Day Guides
Sunsations · The Surf Club · Sussex County Parkinson Education & Support · Tanger Outlet Center · TDS Brochure Distributors
Telewire Communications · Thrashers French Fries · Times Printing Co., Inc. · Tommy Hilfiger · Trinity Logistics, Inc. · Tunnell & Raysor
Unfinished Business, A Community Thrift Store · Vernon Powell Shoes · VFW Post 7447 · Victoria's Restaurant
Robert Waegle/Patron Member · WBOC TV 16 · West Rehoboth Children & Youth · WGMD-FM 92.7 · Wheeler, Wolfenden & Dwares, PA
Williams Insurance Agency · Windsor's Flowers/Plants · Woody's Dewey Beach

December AWARDS Luncheon WINNERS

The Chamber of Commerce held an Awards Luncheon on December 13, 2018 at the Cultured Pearl Restaurant. The following awards were presented!



**RDBCC Matt Haley Scholarship
Presented to Lauren Powers**



**DE Coast Press Educational Scholarship
Presented to Ptlm. Justin Brock**



20 Year Chamber & Community Supporters

Adams Radio Group · Baywood Greens
Brandywine Senior Living at Seaside Pointe
Country Life Homes · Jefferson School
Penny Lane Mall Partnership · Prime Lending
Progar & Company, P.A., CPA/Payroll Professionals
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Sammy's Kitchen · Security Instrument Corp.
Surf Side Limousine Services · Tunnell & Raysor



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Blackwall Hitch · Boulevard Ford-Lincoln · Buffalo Wild Wings
Cape May-Lewes Ferry · Carl M. Freeman Companies
Country Club Estates Property Owners Association
Creative Concepts · Crosswinds Motel · DiFebo's
Dogfish Head Brewings & Eats · Fins Fish House and Raw Bar
First Rate Movers · Fulton Bank, NA · Hyatt Place Dewey Beach
The Ice Cream Store · Jack Lingo, Inc., Realtor
Jeanine O'Donnell, State Farm Lewes · Joe Maggio Realty
Kilwin's Rehoboth Avenue · Meoli Companies
Mug & Spoon · Pet Wants Rehoboth Beach · Pieces of Time
Rehoboth Beach Animal Hospital
Sussex County Association of Realtors (SCAOR)
Sussex County Women's Journal
Sussex Eye Center, PA · Trinity Logistics, Inc.
Wilmington Savings Fund Society, FSB (WSFS)
Woody's Dewey Beach Bar & Grill



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SMILING FACES at the AWARDS Luncheon



REPORTS *and* STATISTICS



Accommodation Occupancy Chart | 2017 vs. 2018

Weekend	Room Count	Weather	Event	Wednesday	Room Count
November 3-5, 2017	2,648	70's Sunny	None	November 1, 2017	1,205
November 2-4, 2018	2,403	50's Sunny	Film Festival	October 31, 2018	1,112
November 10-12, 2017	2,548	40's Sunny	Film Festival	November 8, 2017	1,174
November 9-11, 2018	2,244	40's Sunny	WonderFest	November 7, 2018	1,191
November 17-19, 2017	1,909	50's Sunny	WonderFest	November 15, 2017	1,119
November 16-18, 2018	1,802	50's Sunny	WonderFest	November 14, 2018	1,186
November 24-26, 2017	2,325	60's Cloudy	Tree Lighting	November 22, 2017	1,241
November 23-25, 2018	2,049	50's Cloudy	Tree Lighting	November 21, 2018	1,299
December 1-3, 2017	2,565	50' Sunny	RB Marathon	November 29, 2017	1,091
November 30-December 2, 2018	1,616	50' Sunny/Rain	None	November 28, 2018	1,013
December 8-10, 2017	1,791	30's Snow	None	December 6, 2017	1,085
December 7-9, 2018	2,190	40's Cloudy	RB Marathon	December 5, 2018	1,077
December 15-17, 2017	1,706	30's Sunny	None	December 13, 2017	1,002
December 14-16, 2018	1,398	50's Rain	None	December 12, 2018	1,026
December 22-24, 2017	1,481	50's Sunny	Holiday	December 20, 2017	1,034
December 21-23, 2018	1,309	50's Sunny	Holiday	December 19, 2018	950
December 29-31, 2017	1,934	30's Cloudy	NYE	December 27, 2017	1,525
December 28-30, 2018	1,781	50's Sunny	NYE; Slam Dunk to the Beach	December 26, 2018	950

Year to Date Occupancy TOTAL Comparison

WEEKEND
 January - December 31, 2017 · 145,110 ↓
 January - December 30, 2018 · 134,725 ↓

WEDNESDAY
 January - December 27, 2017 · 85,271 ↑
 January - December 26, 2018 · 86,008 ↑

Accommodation Occupancy Chart | 2018 vs. 2019

Weekend	Room Count	Weather	Event	Wednesday	Room Count
January 5-7, 2018	1,356	10's Snowy	No Event	January 3, 2018	1,003
January 4-6, 2019	1,254	50's Rain	No Event	January 2, 2019	901
January 12-14, 2018	1,781	30's Cloudy	No Event	January 10, 2018	1,044
January 11-13, 2019	1,204	30's Cloudy	No Event	January 9, 2019	958
January 19-21, 2018	1,671	40's Sunny	No Event	January 17, 2018	1,095
January 18-20, 2019	1,396	40's Cloudy	No Event	January 16, 2019	960
January 26-28, 2018	1,786	40's Sunny	No Event	January 24, 2018	1,034
January 25-27, 2019	1,302	40's Sunny	No Event	January 23, 2019	994
February 2-4, 2018	2,051	40's Sunny	Polar Bear Plunge	January 31, 2018	1,001
February 1-3, 2019	1,738	40's Sunny	Polar Bear Plunge	January 30, 2019	954

Year to Date Occupancy TOTAL Comparison

WEEKEND
 January - February 4, 2018 · 8,645 ↓
 January - February 3, 2019 · 6,894 ↓

WEDNESDAY
 January - January 31, 2018 · 5,177 ↓
 January - January 30, 2019 · 4,767 ↓

Calls to accommodations are made each Wednesday for upcoming weekend availability and prior weekends occupancy count. Info based on 3,886 Room Referral Count (includes Hotels/Motels, Inns, Guest Houses, Bed & Breakfasts, etc.) and indicates the highest occupancy between Friday/Saturday/Sunday.

Visitor Center Visitation

	2018	.....	2017	.....	2016	.....	2015	.....	2014
NOV	205	.....	302	.....	402	.....	414	.....	461
DEC	116	.....	183	.....	295	.....	326	.....	321
	2019	.....	2018	.....	2017	.....	2016	.....	2015
JAN	100	.....	94	.....	246	.....	371	.....	337

Feel free to drop off business cards, brochures, coupons and menus to the Chamber's Visitors Center located at **501 Rehoboth Avenue**. For more details, call Sophia at 302-227-6446!



REPORTS and STATISTICS

Website Results for www.Beach-Fun.com | 2017 vs. 2018

Month	Pageviews		Users/Visits		Absolute Unique Visitors		Bounce Rate *		Avg. Time on Site *	
	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018
January	35,856	21,740	10,682	6,892	9,896	6,347	45.53%	53.38%	2:02	1:47
February	47,246	33,479	14,461	10,437	13,406	9,665	49.34%	49.54%	1:52	1:56
March	54,490	41,473	15,733	12,770	14,697	11,899	49.61%	52.02%	2:07	1:51
April	74,459	40,053	23,564	12,720	22,195	11,887	54.82%	53.51%	1:42	1:48
May	68,097	54,949	19,648	16,086	18,424	15,270	49.19%	50.67%	1:53	1:59
June	95,174	96,793	27,798	27,207	26,471	26,201	49.96%	50.54%	1:52	1:53
July	102,687	73,562	31,053	27,458	29,334	25,706	51.45%	66.39%	1:44	1:25
August	81,449	56,551	24,971	21,852	23,357	20,211	52.64%	65.97%	1:48	1:29
September	65,576	43,698	22,241	16,993	20,481	15,645	57.43%	65.82%	1:29	1:29
October	145,524	93,796	44,431	37,344	40,683	34,205	54.83%	67.06%	1:32	1:10
November	24,510	19,714	8,646	8,450	6,953	7,042	60.90%	71.05%	1:35	1:20
December	18,946	16,087	6,704	5,786	5,857	5,785	60.09%	67.04%	1:34	1:26
YTD Totals	814,014	591,895	249,932	203,995	231,754	189,863	52.98%	59.42%	1:45	1:37

* YTD Total Average

Website Results for www.Beach-Fun.com | 2018 vs. 2019

Month	Pageviews		Users/Visits		Absolute Unique Visitors		Bounce Rate *		Avg. Time on Site *	
	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019
January	21,740	22,354	6,892	7,390	6,347	6,733	53.38%	57.30%	1:47	1:55
YTD Totals	21,740	22,354	6,892	7,390	6,347	6,733	53.38%	57.30%	1:47	1:55

* YTD Total Average

Top Pages Viewed - January 2019

Page on Site	Page Views
1 Order a Visitors Guide	1,898
2 Events	1,754
3 Thank You Page (Visitors Guide)	803
4 Sea Witch® Festival Page	605
5 Area Activities	597
6 Dewey Beach Activities	521
7 Attractions	473
8 Photo/Video Tour	409
9 Merchants' Attic	349
10 Site Index	342

Top 10 States to Visit Website - January 2019

State	Visits
1 Delaware (partly Member driven)	1,635
2 Pennsylvania	1,560
3 Maryland	772
4 New Jersey	632
5 New York	592
6 District of Columbia	397
7 Virginia	384
8 Ohio	162
9 Florida	96
10 Connecticut	86

Delaware Labor Force Trends

(December 2018); Delaware's seasonally adjusted unemployment rate in December 2018 was 3.7%, down from 3.8% in November 2018. There were 18,200 unemployed Delawareans in December 2018 compared to 21,700 in December 2017. The US unemployment rate was 3.9% in December 2018, up from 3.7% in November 2018. In December 2017 the US unemployment rate was 4.1%, while Delaware's rate was 4.5%.

Source: Delaware Department of Labor - Monthly Labor Review; published January 18, 2019. <https://lmi.delawareworks.com>

2019 CHAMBER BOARD OF DIRECTORS



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Chamber Welcomes New Board Member

Benjamin Gray · General Manager of The Bellmoor Inn & Spa

Ben is a Sussex County native with deep roots in Southern Delaware. A graduate from Seaford High School, Ben has a heart for the growth and development of his home state.

He received his Bachelor's Degree from Methodist University in Fayetteville, NC and attended law school in Jacksonville, FL. After law school, Ben began his career in the hospitality industry with Hilton Hotels and started managing properties in Florida, Indiana, and New York.

He later returned to Delaware and began work on the award-winning Microtel Inn & Suites in Georgetown, which was announced as the 2016 Microtel of the Year and Wyndham Hotel of the Year, from a pool of over 4,500 hotels worldwide. Ben is now the General Manager of the Number One rated hotel in Rehoboth Beach, The Bellmoor Inn & Spa, which is notorious for its luxury accommodations and top level service.

He is also the Chairman of Southern Delaware Tourism's Board of Directors, on the Hospitality Advisory Board for Sussex Tech, and contributes regularly to tourism efforts in Sussex County. He is looking forward to integrating his tourism experience with the Rehoboth Beach - Dewey Beach Chamber of Commerce in an effort to cultivate business development in our community.

January AWARDS Evening WINNERS

The Chamber of Commerce held the Annual Installation of the Board of Directors and Award Recognition Banquet on January 17, 2019 at the Boardwalk Plaza.
The following awards were presented!



Mae Hall McCabe Award
Harry Caswell



Business of the Year Award
Browseabout Books



Monumental Continuous Business Recognition
Millman's Appliances



Volunteer of the Year
Larry Lanouette



Town of Dewey Beach Outstanding Employee
Joyce Pool



Town of Dewey Beach Lifeguard of the Year
Knut Brewer



Individual Service Awards

Courtney Riordan · Former Town of Dewey Beach Commissioner
Patrick Gossett · Former City of Rehoboth Beach Commissioner
Jay Lagree · Former City of Rehoboth Beach Commissioner
Kathy McGuiness · Former City of Rehoboth Beach Commissioner
Barbara Brewer · Former RDBBCC Board of Directors



Passing of the Gavel from outgoing Chairman of the Board Jay Becker to Incoming Chairman Steve "Monty" Montgomery



Don't Miss Out!



Looking for ways to promote your business?



Check out the opportunities below and contact your Membership Representative - **Sophia** - with questions!
302-227-6446 x15 or sophia@beach-fun.com

Reach Resort Area weekly renters through Memorial Day to Labor Day Weekend!!

For just 10 cents per single product piece, Chamber members can have their product placed in up to 11,000 **Realtor Bags**. The bags are delivered once a week from May through August to the majority of the local realtors. Product placement can be purchased either for the entire season or in four to five week consecutive periods (first-fourth quarters). The number of pieces per bag will be kept under 40. Product along with payment must be received at the Chamber Administrative Building (306 Rehoboth Avenue) no later than the dates indicated on the order form to be included in the scheduled deliveries.



Pilot Program . . . Community Bags

Reach new homebuyers with Community Bags!

Great opportunity for Chamber of Commerce Service Industry Members... plumbers, electricians, painters, landscapers, pest control, garage door repair, handyman & more!

For 10¢ per single product piece, Chamber members can have their product placed in up to 500 Community Bags. Bags are provided to newly developed or developing communities through the developer or builder and then given to prospective homeowners. Product placement can be purchased in segments of 500. The number of pieces per bag will be kept under 40 and will include a Chamber Area Visitors Guide, Dining Guide, Coupon Book, and Calender of Event card.

Realtor Bag and Community Bag Forms can be downloaded from the Chamber's website ... www.Beach-Fun.com! Click into the Site Index and scroll down to Forms then select the form you want to view.

Reserve your spot in the popular Resort Area Coupon Book and Dining Guide!!

Chamber Coupon Book

Members can purchase a coupon for \$125 that includes free design & placed in 50,000 Coupon Books.

Dining Guide

Restaurants can purchase a two page menu spread for \$800. Added value includes either a half page ad in the Visitors Guide or product in the Realtor Bags...at no additional charge. 25,000 Guides are printed.

Deadline for artwork & payment is April 12th. Both publications are distributed to the Visitors Center, Boardwalk Kiosk, realtors, and accommodations during the last week of May.



Chamber's new Meeting Room available for rent!



Need a place to hold your next meeting? The Chamber may be the answer!

The Chamber is furnishing the Conference Room located at 306 Rehoboth Avenue in Downtown Rehoboth Beach thanks to a donation from the Community Matters Foundation and Highway One Companies! The room will be soon be ready to use for your next meeting.

Details Include:

Seating for 10-12 people · Available Monday – Friday during 9:30 AM – 4:30 PM
 Chamber Member rate is \$50 (2 hour minimum) & \$25 for each additional hour
 Non-Member rate is \$100 (2 hour minimum) & \$50 each additional hour

Please call Chamber Staff at 302-227-6446 for room availability!

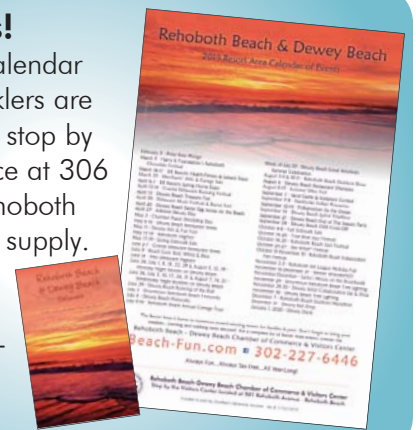


Meggin Holtzclaw of Highway One Companies presents Carol Everhart with a check!

Hot off the Press!

The Visitors Guide, Calendar of Event Posters & Ticklers are in house! Feel free to stop by the Administrative office at 306 Rehoboth Avenue, Rehoboth Beach to pick up your supply.

You may also call the Chamber at 302-227-6446 to arrange for delivery.



MEMBERS IN THE SPOTLIGHT

Crooked Hammock Brewery

Crooked Hammock Brewery is no stranger to man's best friend. With their year-round, dog friendly beer garden, it only makes sense that this year they give back to their furry companions.

In its fourth year, Crooked Hammock continues their three month community support program. This time bringing beer lovers and dog lovers together to raise money for Georgetown's Brandywine Valley SPCA (BVSPCA).



In just three years, the group has raised close to \$19,000 in their "Beers for" community outreach events to support local non profits. In years past these included: the Lewes Public Library, First Responders, and Clear Space Theatre.

This years' recipients, Brandywine Valley SPCA, helps care for over 13,000 animals each year. Providing placements and finding homes for at least 96% of the pets that go through their shelters. The BVSPCA works to provide these animals and their new owners with a variety of care such as medical attention, vet services, and even behavior teams to help with the transition from adoption to your home.

Throughout January, February, and March Crooked Hammock will donate 25 cents of every pint of beer sold to Georgetown's Brandywine Valley SPCA. The March event will be held on Sunday, March 3rd from 10AM -12PM. Calling all yogis! In this hour long Buti Yoga class led by Soulfish Movements, you will begin to change your body through movement and mindset. Following the class there will be brunch and adoptable dogs available. Tickets are \$35. 50% of all proceeds will go back to BVSPCA.

Open year round, the Crooked Hammock Brewery, Restaurant and Backyard Beer Garden is located at 36707 Crooked Hammock Way in Lewes, Delaware. For more information, visit www.crookedhammockbrewery.com or call 302-644-7837. ♦

Accent on Travel

Fellow Member, Accent on Travel, located in Rehoboth Beach has opened up its third location in Wilmington, Delaware.



With five travel advisors filling the Rehoboth Beach office, owners Annette & Rick Stellhorn, hired 38 year veteran Travel Advisor Lisa Whitmarsh and previous Leisure Manager from Philadelphia, Sarah Crimian, to open and manage their Wilmington location in Independence Mall on Concord Pike. Their Grand Opening will be March 6th.

For more information, contact the Delaware Office at 302-278-6100 or the Maryland Office at 410-296-8330 or stop by the office at 37156 Rehoboth Avenue, Rehoboth Beach. ♦

ABI Security Group

ABI Security Group was founded in 2006 by Gordon Bowers, a former Major Crimes Detective who cut his teeth with the Delaware State Police, Troop 3 in Camden.



Troop 3 prides itself on being a hard working troop and their criminal investigative unit was second to none in the crimes they solved. After leaving the troop, Gordon never lost his work ethic or passion to investigate and solve problems. He has lived and worked in all three counties of Delaware and has contacts in many career fields and continues to build that network.

ABI Security Group has two separate divisions: a full range of investigative services and security services. Their investigative division is authorized to work in the state of Delaware, however there are provisions if a case originates in Delaware but leads to other states. The security division will go anywhere the job requires such as Anne Arundel County PD and AA County Government who are prime examples of agencies outside Delaware who use ABI.

The investigative division handles anything from homicide to stolen dogs and all in between. Gordon's time at Troop 3 has made him a well rounded detective and he applies that to his business today. If he doesn't know how to do something, it's highly likely that he knows someone who does. They take pride in handling every type of case at a high investigative level. Due to their experiences over the years, they have become very skilled at difficult interviews and challenging surveillances. Try following someone for an entire year without being detected!

Some areas that ABI Security Group investigate are: Workman's Comp; Employee Hiring; Employee Theft; Insurance Fraud; Pre-marital; Infidelity; Custody; Co-habitation; Asset Detection; Bug Sweeps; Criminal, Civil, Business Integrity Checks; Elderly Abuse; Ethics Investigations, etc. Please have your HR Director set up an appointment to discuss how the team can partner with you!

The security division is all about window film: ballistic, hurricane and anti-burglary. The window films are affordable, retro fitted, easy to install on flat glass, and designed to mitigate against the above stated threats that windows are susceptible to. Contact Gordon for a video that shows how the window film works! Please have your Security Director contact ABI Security Group on how they can show you first hand how easily and effectively your home, vehicle or business can be secured.

For information, visit www.ABISecurityGroup.com or just call for a free consult, 281-906-1438. The team looks forward to serving you!

Congrats...The magazine House Beautiful named **The Bellmoor Inn** of Rehoboth Beach the best designed hotel in Delaware!

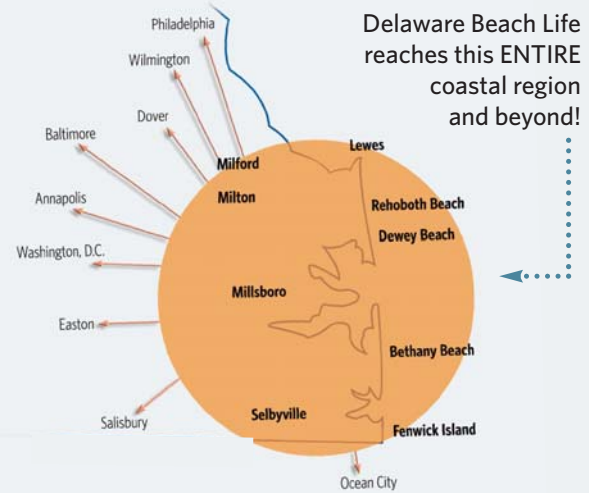




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Randy Burton, Burton Builders

Partnering with Delaware Beach Life has ensured that we are linked to a quality publication that appreciates the quality of Coastal Sussex and reaches readers who feel and appreciate the same."



Lisa DiFebo Osias, DiFebo's restaurants

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RIBBON CUTTING CEREMONIES



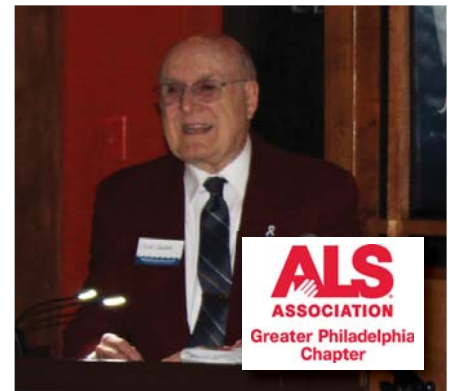
Stitch-Stash



The Pines Rehoboth Beach

GENERAL MEMBERSHIP MEETING

The Chamber of Commerce held a General Membership Meeting on February 12, 2019 at the Cultured Pearl Restaurant. DeIDOT Secretary, Jen Cohan, was the guest speaker and John Gauger with the ALS Association Greater Philly Chapter was the "2 Minutes of Fame" Speaker.



UPCOMING CHAMBER PRODUCED EVENTS

Merchants' Attic • Saturday, March 23



Join us for the State's Largest Indoor Garage Sale! The 2019 Merchants' Attic is Saturday, March 23rd from 10:30AM to 2:30PM at the Cape Henlopen High School in Lewes.

Up to 100 vendors will sell their wares including excess business inventory, handmade items, antiques, collectibles, and secondhand household items.

Still accepting vendor applications, but 75% sold as of 2/15/19! Vendor fee is \$90 for a 10 ft. x 10 ft. space which includes one 8 ft. table and one chair. For more info, contact Emily at 302-227-2233 ext. 11 or events@beach-fun.com.

Beach Goes Red, White & Blue • Saturday, June 8

The Rehoboth Beach-Dewey Beach Chamber of Commerce & Visitors Center, USO Delaware & Delaware's First Responders invite you to join us as we salute Police Officers, Firefighters, Paramedics, our Military and ALL those who serve!

Preview USO Troup Evening Performance on Friday, June 7th at the Starboard in Dewey
Free Musical Entertainment at the Rehoboth Bandstand
Demonstrations & Displays by Local, County and State First Responders
Retro & Historical Displays by Ft. Miles & Others • Family Fun Activities

New! The Rehoboth Beach Museum & Historical Society presents an Evening Sock Hop around the Bandstand!



Sea Witch Festival® • October 25-27

The Wicked Whale wants you to help us celebrate the
30th Anniversary of the Sea Witch Festival®

- 🐳 **Be a part of the FUN!** Check out the Sea Witch Festival® Pictures at Beach-Fun.com then click into Site Index and scroll to Photo/Video Tour.
- 🐳 **Be a Sponsor!** Sponsorship Opportunities have been mailed.
- 🐳 **Be a Vendor!** Applications will be available to download the end of March on Beach-Fun.com.



Don't Forget About . . .

Spring Sidewalk Sale • May 17-19 & Fall Sidewalk Sale • October 4-6
Dewey Beach Monday Movies & Wednesday Bonfires • June 24-August 21
Santa's House on the Boards & Boardwalk Light Display • Rehoboth Beach Tree Lighting & Nov/Dec Weekends

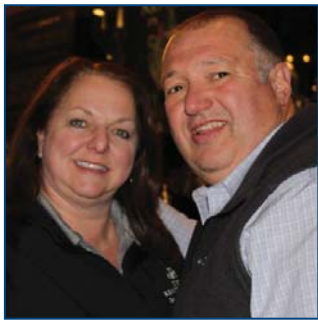
BUSINESS *after* HOURS PICTURES

THANKS to our November Host!

19815 Coastal Highway, Rehoboth Beach · 302-260-8000
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BUSINESS *after* HOURS PICTURES

THANKS to our December Hosts!

Jake's Seafood House · 19178 Coastal Hwy · Rehoboth · 302-644-7711 · jakesseafoodhouse.com
WRDE NBC Coast TV · 17585 Nassau Commons Blvd · Lewes · 302-227-9733 · www.wrdetv.com



BUSINESS *after* HOURS PICTURES

THANKS to our January Host!

18385 Coastal Highway · Lewes · 302-644-2500
www.bethanyblues.com



BUSINESS *after* HOURS PICTURES

THANKS to our February Host!

59 Lake Avenue · Rehoboth Beach · 302-227-6476
www.stingrayrestaurant.com



Remember **Spring Forward** • **March 10th**



645-5105

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**"You may have to fight a battle
more than once to win it".**

Margaret Thatcher

