



# FOCUS<sub>on</sub>

March/April 2021  
E-Newsletter

**Rehoboth Beach-Dewey Beach Chamber of Commerce**

Mission: To promote business, tourism and civic responsibility.

## JOB FAIR

Sponsored by the  
Rehoboth Beach - Dewey Beach  
Chamber of Commerce

**Friday · April 16, 2021 · 10:00 AM - 4:00 PM**

**Rehoboth Mall · 18908 Rehoboth Mall Blvd, Rehoboth Beach**

**Are you an employer interested in having a booth at the job fair?**

\$40 per space which includes a table and seating. Contact Abbie with questions and to reserve your spot! 302-227-6446 x11 · [abbie@beach-fun.com](mailto:abbie@beach-fun.com)



**See You  
There!**



Looking for employment? You are invited to network and interview with 70+ local area businesses ranging from restaurants, attractions, retail, services and more!

There is no pre-registration or charge to attend for potential employees, just remember to bring your resume and a smile!

As of 3/29/2021



**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 · Beach-Fun.com

Chairwoman of the Board..... Carrie Lingo  
First Chair ..... Vince DiFonzo  
Second Chair..... Susan Townley-Wood  
Third Chair/Treasurer ..... Ben Gray  
Immediate Past Chair ..... Steve Montgomery  
Board of Directors

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

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

**Staff Contact Information**

Visitors Center.....Ext. 10  
Abbie Kaiser, Event Coordinator/Membership... Ext. 11  
Carol Everhart, President/CEO ..... Ext. 13  
Emily Grothey, Administrative Assistant..... Ext. 14  
Meghan McCalley, Office Mgr/Publications .. Ext. 16  
Katie Bragg, Manager: Distribution & Vis Ctr .....Ext. 25  
Baxter Travers, Distribution Assist

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# Meeting Updates

**Due to Coronavirus restrictions . . . you have likely been "zooming" to online meetings or phone calls!**

The Chamber of Commerce Board of Directors has held weekly meetings virtually since the third week of March. Additionally, the City of Rehoboth Beach and Town of Dewey Beach have been meeting virtually as needed. Visit their websites for meetings dates, info and videos ([www.cityofrehoboth.com](http://www.cityofrehoboth.com) & [www.townofdeweybeach.com](http://www.townofdeweybeach.com)).



## Outdoor Street Market

**Saturday · May 22, 2021**  
(Rain Date · May 23)

10:00 AM - 2:00 PM · Jungle Jim's Parking Lot  
(36944 Country Club Road, Rehoboth Beach)

**Stroll our Street Market for old and new treasures!**  
Items sold will include excess business inventory, handmade items, antiques, collectibles, and second-hand household items.

**Food Trucks Onsite · Ample Free Parking for Shoppers**  
Admission Donation Based

**Vendor applications now being accepted!**  
**Application online at**  
**[www.beach-fun.com/street-market](http://www.beach-fun.com/street-market)**

Contact Abbie for questions!  
302-227-2233 x11 · [abbie@beach-fun.com](mailto:abbie@beach-fun.com)

# Fun Stuff . . . *just add water!*



## *2021 Rehoboth Beach & Dewey Beach Resort Area Events*

Spring Sidewalk Sale · May 14-16  
Outdoor Street Market · May 22  
Monday Night Movies · June 28 - August 16  
Wednesday Night Bonfires · June 30 - August 11  
Paper Shredding Day · September  
Beach Goes Red, White & Blue · September 4  
Scarecrow Trail & Show · September & October  
Fall Sidewalk Sale · October 1-3  
Sea Witch<sup>®</sup> Festival · October 29-31  
Santa's House & Christmas Activities · Nov/Dec

**Calendar/Events subject to change as restrictions apply;  
please verify with event for detailed information.**

As of March 2021



For more Resort Area events, contact the  
Rehoboth Beach - Dewey Beach Chamber of Commerce!

**Beach-Fun.com · 302-227-6446**



**BEACH**  
*Fun & Bargains*

# BRAG BOARD

## Delaware Transit Corporation Nationally Recognized as a “Best Workplace for Commuters” in 2021

Delaware Transit Corporation (DTC) has been named one of the 2021 Best Workplaces for Commuters for offering employees exceptional commuter benefits. 2021 List Breaks All-time Record – Best Workplaces for Commuters



DTC is among a select group of workplaces in the United States that have achieved the Best Workplaces for Commuters National Standard of Excellence by providing an array of commuter benefits, resulting in at least 14 percent of their employee base not driving alone to work within a 12-month period.

DTC offers employees several commuter benefits, including: Free rides on all DART bus services; Annual bus pass for an employee’s dependent; Telework Program; Alternative Work Schedule; Carpool Matching/Emergency Ride Home; Try Transit Days; Clean Commute Challenge.

“The DTC family is encouraged to ride our own DART public transit services to save time, money and reduce stress while helping to reduce traffic congestion, improve air quality and make Delaware a better place to live and work. Our internal “Ride Our Service” Challenge encourages employees to ride our service once a month to better understand the customer experience and offer suggestions to improve service,” said John Sisson, Chief Executive Officer, Delaware Transit Corporation. “We’re proud of the service we offer which is why we incentivize our employees to ride with free service.”

By participating in DART’s Delaware Commute Solutions free program, DTC employees can log their commutes to track the miles, money and pollution saved by their clean commute, and qualify for rewards, like monthly drawings. Sixteen percent of DTC employees participate in the program exceeding the minimum threshold of participation established by Best Workplaces for Commuters.

During the COVID -19 pandemic, many DTC employees are working from home, avoiding the commute altogether. For more information, please visit [www.DartFirstState.com](http://www.DartFirstState.com) or call 1-800-652-DART.

The advertisement is set against a light blue background with a white and yellow gradient at the bottom. On the left is a book cover for "Ocean City and the Delaware Beaches" by Sandmarks Marketing. The cover features a family of four (a man, a woman, and two children) sitting on a beach, looking at a map. The text on the cover includes "DESTINATION" in a dark box, the title "Ocean City and the Delaware Beaches", and the Sandmarks Marketing logo. At the bottom of the cover, it lists "Activities • Attractions • Destinations • Dining • Golf • Shopping • Spas • Surfing".

**Sandmarks**  
MARKETING

## GROW YOUR BUSINESS

by advertising in a Sandmarks Destination Guide.

**We're here to help you get people in the door!**

Sandmarks Marketing provides beautiful comprehensive destination books to the high-end hotels in three major cities on the East Coast. These hardbound resource guides give the hotel guests an overview of each city along with all that city has to offer.

**(410) 924-5286 • [sandmarksmarketing.com](http://sandmarksmarketing.com)**

# We can't make it happen without YOU!

Special thanks to the guys at **227 Rent** and **First Rate Movers** for helping the Chamber get the 2021 Visitors Guide off the truck and into the basement! You guys are AWESOME!!



302-227-RENT  
www.227Rent.com



302-703-9981  
www.firstratede.com



The Visitors Guide are going out the door! Baxter Travers is making sure they get to the Post Office!

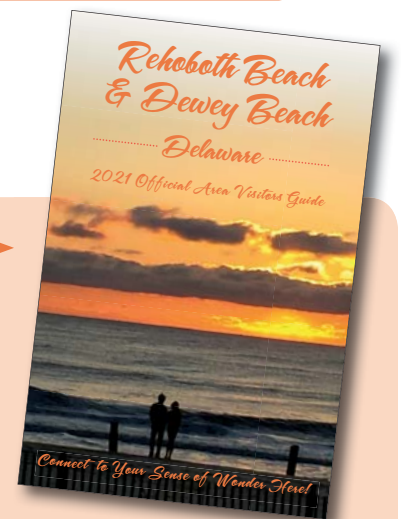


*Hot off the Press!* .....

**The 2021 Visitors Guides 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 Katie at 302-227-6446 x25 to arrange for delivery.

As of 3/25/21...**16,670 Guides** have been mailed in response to advertisement & requests.





# 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.

## **Aspira Health**

William Albanese  
18068 Coastal Highway  
Lewes, Delaware 19958  
302-567-1500  
www.aspirahealth.com  
Service - Health Services

## **Atlantic Psych Associates**

Mary Vaughn Moor  
1518 Savannah Road  
Lewes, Delaware 19958  
302-448-4266  
www.atlanticpsychassociates.com  
Service - Health Services

## **Bren Wilkins Kitchen Interiors**

Bren Wilkins  
Serving the East Coast  
www.brenwilkins.com  
Service - Builder/Designer/Renovator/Contractor

## **Mary Beth Brubeck, RN**

Mary Beth Brubeck  
19409 Plantation Road, 2nd Floor, #3  
Rehoboth Beach, Delaware 19971  
302-396-5363  
www.mynaturalaesthetics.com  
Service - Health Services

## **By Sharp Edge**

Roland Condon  
323 Brewington Drive  
Salisbury, Maryland 21801  
443-235-1849  
www.bysharpedge.com  
Service - Home Services

## **Delaware State News/Sussex Post**

Heather Cregar  
110 Galaxy Drive  
Dover, Delaware 19901  
302-674-3600  
www.baytobaynews.com  
Service - Publications

## **Federal Fritter**

Ellen Kassoff  
62A Rehoboth Avenue  
Rehoboth Beach, Delaware 19971  
302-727-5609  
www.federalfritter.com  
Restaurant/Eatery

## **First State Corn & More**

Kathryn Robinson  
19563 Coastal Highway  
Rehoboth Beach, Delaware 19971  
561-396-3583  
Restaurant/Eatery

## **Hazel Flooring LLC**

Rob Hazel  
19470 Coastal Highway  
Rehoboth Beach, Delaware 19971  
302-227-3771  
Retail - Carpet/Flooring

## **Incontrera Strength & Conditioning**

Tom Incontrera  
19627 Blue Bird Lane, Units 3/4  
Rehoboth Beach, Delaware 19971  
443-900-8968  
www.incontrerasc.com  
Service - Exercise/Fitness

## **JHF Capital, LLC**

John Forrey  
101 Blackpool Road  
Rehoboth Beach, Delaware 19971  
302-386-9994  
www.jhfcapital.net  
Service - Financial Services

## **Square One Grill**

Joseph Ciarlante-Zuber  
10 N 1st Street  
Rehoboth Beach, Delaware 19971  
302-226-MENU (6368)  
www.squareonegrill.com  
Restaurant/Eatery

## **Studio Reho**

Jared Bowers  
517 N Boardwalk  
Rehoboth Beach, Delaware 19971  
302-480-2282  
www.bowersgroup.net  
Service - Co-Working Spaces

## **SUN Behavioral Delaware**

Judy Schlott  
21655 Biden Avenue  
Georgetown, Delaware 19947  
302-604-5600  
www.sundelaware.com  
Service - Health Services

# THE SHOW MUST GO ON!

The Chamber of Commerce will hold a Luncheon to install the 2021 Board of Directors, present major awards for Mae Hall McCabe, Business of the Year, and Cheryl Blackman Volunteer of the Year, plus recognize Members, volunteers and special community supporters!

Thursday · May 6, 2021

Dogfish Head Brewings & Eats · Downtown Rehoboth Beach

\$35 per person. Seating is limited...RSVP required!

Contact Emily at 302-227-2233 x11 or emily@beach-fun.com.



# Chamber of Commerce announces appointment of **Chris Rausch and Wm. Jack Riddle** to Board of Directors

The Board of Directors of the Rehoboth Beach-Dewey Beach Chamber of Commerce (RBDBCC) are pleased to announce the appointment of Chris Rausch and Wm. Jack Riddle to the Chamber Board. Mr. Rausch and Mr. Riddle were selected from a panel of four candidates by members of the Chamber's Executive Committee.

Chris Rausch is the CoPublisher/General Manager at the Cape Gazette. Chris' over 22 years of work experience directly in the resort-area market allowed him to gain a unique understanding of the local economy. His capacity as an advertising representative covering the Rehoboth Beach and Dewey Beach area has allowed him the privilege to work directly with hundreds of local businesses on their marketing and business development needs. *(Pictured top right).*

Wm. Jack Riddle serves as the President & Chief Lending officer of Community Bank Delaware headquartered in Lewes, DE. Riddle joined Community Bank Delaware at the 2006 inception and had worked previously for 24 years in various management roles with Citizens Bank. He is a lifelong resident of Sussex County where he resides with his wife Susan. *(Pictured bottom right).*

Both Rausch and Riddle joined the RBDBCC Board of Directors effective January 1, 2021. The Chamber's formal Board Installation and Awards Banquet event will be held on May 6, 2021 at Dogfish Brewings & Eats (info on page 6).



**2021  
Board of  
Directors**



**Jay Becker**  
Hudson, Jones,  
Jaywork & Fisher



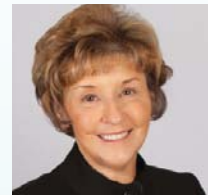
**Marvin Carney**  
MLC Productions



**Vince DiFonzo**  
TKo Hospitality  
Management



**Jerry Esposito**  
Tidewater Utilities



**Carol Everhart**  
RBDBCC  
President/CEO



**Ben Gray**  
The Bellmoor



**Chip Hearn**  
Ice Cream Store &  
Peppers



**Bill Klemkowski**  
Klem, LLC



**Carrie Lingo**  
Jack Lingo Realtor



**Dale Lomas**  
Atlantic Liquors &  
Crosswinds Motel



**Rob Marshall**  
Atlantic Oceanside  
Resort



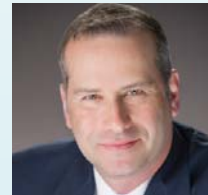
**Keith Martin**  
Hotel Rehoboth



**Michael Meoli**  
McDonald's



**Steve Montgomery**  
Bethany Blues &  
The Starboard



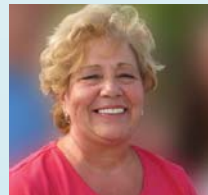
**Mitch Resnick**  
Right Balance  
Pilates



**Rachel Webster**  
Rehoboth Toy & Kite



**Chris Weeks**  
Becker Morgan  
Group



**Kay Wheatley**  
Rehoboth  
Products Co.



**Susan Wood**  
The Cultured Pearl



## 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 14, 2020 - February 28, 2021. Thank you for your continued support!

---

1776 Restaurant LLC · 227 Rent · Adams Oceanfront Motel · Admiral on Baltimore · Advanced Materials Technology  
Alarm & Communication Systems Group · All Saints' Church & St. George's Chapel · Aloysius, Butler & Clark  
American Heart Association in DE · Anderson Carpet One · Apple Electric · Artisans' Bank · Atlantic Oceanside Resort  
Atlantic Sands Hotel & Conference Center · Atlantis Inn · Baker Petroleum · Bath, Kitchen & Tile Center  
Bay Breeze Chem-Dry · Bay Coast Realty · Bay Resort Motel · Bayside Audiology & Hearing Aid Services  
Bayside Resort Golf Club · Beach House Logos · Beach Retreat LLC · The Beacon Motel  
Beau Biden Foundation for the Protection of Children · Beebe Healthcare · Bella Terra Landscapes & Nursery  
Bellmoor Inn · Berkshire Hathaway HomeServices Gallo Realty · Bethany Blues · Better Business Bureau of DE  
Big Fish Grill & Seafood Market · Big Oaks Family Campground · Blue Hen Disposal  
Bluecoast Seafood Grill & Raw Bar Rehoboth · Boardwalk Builders · Boardwalk Plaza Hotel  
Breakers Hotel & Suites · Breakfast Guru Restaurant & Bar · Brighton Suites · Browseabout Books  
Bryce Lingo & Shaun Tull, Jack Lingo · Builders Supply of Delmarva (BSD) · Candy Kitchen Shoppes, Inc.  
Cape Flooring by Justin Fehrenbach · Cape Gazette · Cape Suites Associates  
Casa DiLeo Italian Restaurant & Caterer · Christmas Tree Hill · Cilantro Cocina De Mexico  
City of Rehoboth Beach · Clean Delaware LLC · Clear Space Theatre Company  
Clendaniels Plumbing, Heating & Cooling · Coastal Concrete Works, LLC · Coastal Kids Pediatric Dentistry  
Coastal Rentals & Hydraulics/CRH Tented Events · Coastline Furnishings · Cochran's Apartments · The Comfort Inn  
Conversation Peace Jewelers · Country Life Homes · County Bank · Creative Concepts · Creative Courtyards  
Creative Resource Group, Inc. · Crowley Associates Realty · Crystal Restaurant · The Cultured Pearl  
D.F. Quillen & Sons, Inc. · Deb Griffin, Local Buzz, Realtor · Debbie Reed Team of Re/Max Realty Group  
DE Beach Life · DE Payroll Services · Del-Coast Design & Build, LLC · Delmarva Board Sports & Discovery Tours  
Delmarva Document Solutions · Delmarva Power · Delmarva Temporary Staffing, Inc. · Diehl Foraker CPA's LLC  
DiFebo's · Duck Donuts · Edgewater House · Electric Fish · Envirotech Environmental Consulting, Inc.  
Epworth United Methodist Church · Eric Blondin Insurance Agency, Inc., State Farm · The Evergreene Companies  
Fairway Village Rental Homes · Fairweather by the Sea · Farr Engineering - Free Properties, LLC  
Fine Line Websites & IT Consulting · First Class Heating & Air Inc. · First State Health & Wellness-Rehoboth  
Fisher Architecture, LLC · Focus Multisports · Funland · Furniture & More · George Sherman Corp. · Go Glass  
Gold Leaf Hotel of Dewey-Rehoboth Beach · Greyhounds Reach the Beach<sup>®</sup> · Grotto Pizza · Gunnip & Company LLP  
Harbor Healthcare Center · Harvard Business Services, Inc. · Heartwish Healing Center · Henlopen City Oyster House  
The Henlopen Hotel · Holiday Inn Express & Suites RB · Hotel Dewey · Hyett Refrigeration, Inc. · Immanuel Shelter  
Irish Eyes Pub & Restaurant · J. Conn Scott Showhouse · J. Ehrlich Realty Company · Jack Lingo, Inc., Realtor  
Jeanine O'Donnell, State Farm Lewes · Jefferson, Urian, Doane & Sterner · Joe Maggio Realty  
Jolly Trolley of Rehoboth Beach · The Jones Group of Delaware, LLC · Junior Achievement of DE · Kaisy's Delights





## 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 14, 2020 - February 28, 2021. Thank you for your continued support!

---

Key Advisors Group · Kings Creek Country Club · L & W Insurance · Lavender Fields at Warrington Manor  
Legum & Norman, Inc. · Lewes Meineke Car Care Center · Lewes-Rehoboth Rotary Club  
Long & Foster Real Estate, Inc. · M Insurance Services, LLC · M&T Bank · Mann & Sons, Inc.  
Maplewood Dental Associates · Mariachi Restaurant · Mark Showell Interiors · Marshall, Wagner & Associates, P.A.  
Mason's Famous Lobster Rolls · McCrone Engineering · McDonald's · McGee Fence  
Nancy Meadows (Patron Member) · Meals On Wheels DE · Meals on Wheels of Lewes & Rehoboth, Inc.  
Mercantile Processing Inc. · Michy's Relaxed Dining · Mid South Audio, LLC · Morton Electric Motors  
National Kidney Foundation of MD · Nemours Children's Health System · Neverland Kennel & Cattery, Inc.  
Nickle Electrical Companies · Nick's Mini Golf · Nicola Pizza · Northbeach Restaurant & Bayside Bar  
Nuttle Lumber Co. Inc. · Ocean Tower Construction LLC · Oceanus Motel  
One Virginia Avenue Condominium · Outlet Liquors · Papa John's Pizza · Parcel Plus  
Past Reflections Old Time Photography & The Rehoboth Beach Portrait Company · Pathways to Success, Inc.  
Patrician Towers Condominium · Pella Doors & Windows/ K.C. Company, Inc. · Peninsula Pave & Seal  
Penn-Del Lock Inc. · Pet Wants Rehoboth Beach · Pete's Steak Shop LLC · Philly Pretzel Factory · Piccard Homes  
Pickwick Oceanfront · Raymond F. Book & Associates, CPA's & Wealth Management · RE/MAX Realty Group  
Rehoboth Art League · Rehoboth Auto Repair · Rehoboth Bay Realty Co. · Rehoboth Beach Country Club  
Rehoboth Beach Dental · Rehoboth Beach Public Library · Rehoboth Beach Running Company  
Rehoboth Toy & Kite Co. · Residence Inn Rehoboth Beach · The Residences at Lighthouse Cove  
RJ Lock & Security of the Eastern Shore · Robin Hood Restaurant · Rogers Sign Co., Inc.  
Royal Treat Breakfast & Ice Cream Parlor · S.K. Management, Inc. at Pier Point Marina · Salt Air · The Salted Rim  
Sammy's Kitchen · Schagrin Gas Co. · SCORE - Experienced Business Counselors · Scott & Shuman, P.A.  
Sea Shell Shop/Shell We Golf · Semra's Mediterranean Grill · SERVPRO of Sussex County  
Shore Property Maintenance · Short's Marine, Inc. · Special Olympics DE · Sprout Creatives  
Star of The Sea Condominium · Starboard Raw · State Farm Insurance · Steen, Waehler & Schrider-Fox, LLC  
Stewart E. Renard CPA · STI Landscape Solutions · Stuart Kingston Gallery · Suburban Propane  
Summer House Restaurant & Saloon · Summit Orthopaedic Home Care · Sun Behavioral Delaware · Sunations  
The Surf Club · Sussex County Parkinson Education & Support · Tanger Outlet Center  
Mary Jo Tarallo (Patron Member) · TDS Brochure Distributors · Telewire Communications · Thrashers French Fries  
Times Printing Co., Inc. · Total Care Physicians · Tunnell & Raysor · The UPS Store · VFW Post 7447  
Victoria's Restaurant · Vineyard Vines · WBOC TV 16 · Wells Fargo Home Mortgage  
West Rehoboth Children & Youth · WGMD-FM 92.7 · Wheeler, Wolfenden & Dwares, PA  
Whiteford, Taylor & Preston LLC · Williams Insurance Agency · Winding Beam Collection · Windsor's Flowers/Plants

# REPORTS *and* STATISTICS



## Accommodation Occupancy Chart | 2020 vs. 2021

Weekend	Room Count	Weather	Event
January 3-5, 2020	1,297	50's Rain	No Event
January 1-3, 2021	1,249	50's Cloudy	Phase Two
January 10-12, 2019	1,487	60's	No Event
January 8-10, 2021	1,332	40' Sunny	Phase Two
January 17-19, 2020	1,582	30's Flurries	No Event
January 15-17, 2021	1,522	40's Cloudy	Phase Two
January 24-26, 2020	1,360	60's Rainy	No Event
January 22-24, 2021	1,427	30's Cloudy	Phase Two
January 31-February 2, 2020	1,805	40's Cloudy	Polar Bear Plunge
January 29-31, 2021	1,436	30's Snow	Phase Two
February 7-9, 2020	1,554	50's Rainy	No Event
February 5-7, 2021	1,424	40's Snow/Mix	Phase Two
February 14-16, 2020	2,283	30's Cloudy	Valentine's Day; Presidents Day Wknd
February 12-14, 2021	1,865	30's Cloudy	Phase Two; Valentine's Day; Presidents Day Wknd
February 21-23, 2020	1,859	40's Sunny	Dewey Winter Gala; Gumbo Crawl
February 19-21, 2021	1,601	30's Sunny	Phase Two
February 28-March 1, 2020	1,839	50's Sunny	None
February 26-28, 2021	1,480	40's Rainy	Phase Two
March 6-8, 2020	2,017	40's Cloudy	Health/Fitness Expo
March 5-7, 2021	1,679	40's Sunny	Phase Two
March 13-15, 2020	1,112	60's Sunny	St. Patrick's Day; Start of Coronavirus Restrictions
March 12-14, 2021	2,105	50's Sunny	Phase Two
March 20-22, 2020	954	70's Sunny	Coronavirus Restrictions
March 19-21, 2021	2,189	50's Sunny	Phase Two

Wednesday	Room Count
January 1, 2020	993
December 30, 2021	1,074
January 8, 2020	997
January 6, 2021	928
January 15, 2020	1,036
January 13, 2021	1,056
January 22, 2020	1,056
January 20, 2021	1,070
January 29, 2020	1,143
January 27, 2021	1,133
February 5, 2020	1,081
February 3, 2021	1,051
February 12, 2020	1,075
February 10, 2021	1,048
February 19, 2020	1,089
February 17, 2021	1,104
February 26, 2020	1,249
February 24, 2021	1,268
March 4, 2020	1,142
March 3, 2021	1,262
March 11, 2020	945
March 10, 2021	1,432
March 18, 2020	648
March 17, 2021	1,341

### Year to Date Occupancy TOTAL Comparison

#### WEEKEND

January - March 22, 2020 · 19,149  
 January - March 21, 2021 · 19,309



#### WEDNESDAY

January 1 - March 18, 2020 · 12,454  
 January 1 - March 17, 2021 · 13,767



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.

# REPORTS and STATISTICS

## Website Results for www.Beach-Fun.com | 2019 vs. 2020 & 2020 vs. 2021

Month	Pageviews		Users/Visits		Absolute Unique Visitors		Bounce Rate *		Avg. Time on Site *	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
January	22,354	24,051	7,390	9,786	6,733	9,154	57.30%	66.78%	1:55	1:34
February	22,442	24,703	9,253	10,458	8,427	9,714	61.00%	69.88%	1:41	1:24
March	30,960	22,403	10,955	10,773	10,111	10,176	60.78%	73.64%	1:44	1:08
April	41,736	20,023	14,378	11,235	14,315	10,750	63.17%	78.24%	1:32	0:43
May	49,959	26,819	18,388	12,874	17,442	12,379	62.93%	72.44%	1:37	1:06
June	50,408	54,006	18,919	24,528	18,094	23,946	63.75%	69.77%	1:34	1:11
July	60,792	47,149	23,350	21,266	22,393	20,409	65.97%	71.05%	1:31	1:12
August	57,464	43,983	21,722	17,880	20,707	17,234	64.25%	66.26%	1:31	1:24
September	66,174	50,520	27,569	20,026	26,193	19,445	67.32%	68.40%	1:18	1:17
October	120,446	46,211	45,970	19,065	43,182	17,738	57.92%	69.06%	1:16	1:11
November	18,355	24,531	8,393	8,874	7,456	8,470	70.90%	65.32%	1:18	1:29
December	16,662	17,941	7,442	8,173	6,878	7,744	70.75%	70.74%	1:20	1:11
<b>YTD Totals</b>	<b>557,752</b>	<b>402,340</b>	<b>213,729</b>	<b>174,938</b>	<b>201,931</b>	<b>167,159</b>	<b>63.84%</b>	<b>70.13%</b>	<b>1:31</b>	<b>1:14</b>

\* YTD Total Average

Month	Pageviews		Users/Visits		Absolute Unique Visitors		Bounce Rate *		Avg. Time on Site *	
	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021
January	24,051	15,623	9,786	6,127	9,154	5,956	66.78%	67.41%	1:34	1:23
February	24,703	20,716	10,458	8,158	9,714	7,929	69.88%	55.52%	1:24	1:39
<b>YTD Totals</b>	<b>48,754</b>	<b>36,339</b>	<b>20,244</b>	<b>14,285</b>	<b>18,868</b>	<b>13,885</b>	<b>68.33%</b>	<b>61.47%</b>	<b>1:29</b>	<b>1:31</b>

\* YTD Total Average

### Top Pages Viewed - February 2021

Page on Site	Page Views
1 Order a Visitors Guide	2,405
2 Beach Fun & Bargains	1,161
3 Thank You Page	1,137
4 Area Activities	409
5 Sea Witch® Festival	367
6 Accommodations/Camping & RV	362
7 Events/Fire & Ice Festival	346
8 Rehoboth Live Camera	325
9 Attractions	323
10 Photo & Video Tour	322

### Top 10 States to Visit Website - February 2021

State	Visits
1 Delaware (partly Member driven)	1,760
2 Pennsylvania	1,625
3 Maryland	917
4 New Jersey	625
5 New York	609
6 Virginia	417
7 Ohio	375
8 District of Columbia	198
9 Florida	132
10 California	93

### Delaware Labor Force Trends

(January 2021); Delaware's seasonally adjusted unemployment rate in January 2021 was 6.0%, up from 5.9% in December 2020. There were 29,500 unemployed Delawareans in January 2021 compared to 21,000 in January 2020. The US unemployment rate was 6.3% in January 2021, down from 6.7% in December 2020. In January 2020, the US unemployment rate was 3.5%, while Delaware's rate was 4.3%. Source: Delaware Department of Labor - Monthly Labor Review; published March 12, 2021. <https://lmi.delawareworks.com>

**16,670 Visitors Guides** have been mailed in response to advertisement & requests! (as of 3/25/21)

# Reach Resort Area VISITORS and RESIDENTS!

## Realtor & Accommodation Bags

From Memorial Day to Labor Day, the Chamber assembles and distributes an average of 9,000-11,000 bags filled with the Visitors Guide and Member product. The bags are delivered to area realtors who give to their week-long renters.

Members can have their product included for 10¢ per piece (25¢ per multi-page; i.e. magazine). Product examples are flyers, postcards, coupons, or tri-fold brochures and it is recommended to include a discount or coupon on your piece in order to track its success. 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 is limited to 40.

**2021 Realtor & Accommodation Bags Order Form**

Rehoboth Beach - Dewey Beach Chamber of Commerce & Visitors Center  
306 Rehoboth Avenue Administration Office | Rehoboth Beach, Delaware 19971  
302-227-6446 302-227-8351 Fax: www.Beach-Fun.com  
Please contact Katie for assistance at [katie@beach-fun.com](mailto:katie@beach-fun.com)

**Realtor Bag Member Product Opportunity - Single Piece**

For just 10 cents per single product piece, Chamber members can have their product placed in up to 11,000 Realtor & Accommodation Bags. The bags are delivered once a week from May through August to the majority of the local market (302-227-8351). 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 below to be included in the scheduled deliveries. While the Chamber is not responsible for product received after the deadline date your product can be stored at the Chamber for an additional cost. Please note that, lack of product not delivered or scheduled, can result in non-inclusion in realtor bags and delivery of the same, is non-refundable. Special Note: Out of courtesy to our Realtor members, no competitive Real Estate or Accommodation product is accepted for placement in the bags. Any excess (unused product) for any purchased time frame will be placed in the following scheduled delivery. Any excess product at the end of the season will either be available for pick-up placed in the Visitor Center, or discarded.

**Please make your selection(s) and complete the information below (print clearly):**

Date: \_\_\_\_\_ Business Contact Name: \_\_\_\_\_  
Business Name: \_\_\_\_\_  
Phone Number: \_\_\_\_\_ Email: \_\_\_\_\_

**I would like to participate in the entire 2021 Season!**  
Total Pieces: 11,000 Product Due: April 14, 2021 Cost: \$1,100  
18 week time frame with distribution dates of: 5/5, 5/12, 5/19, 5/26, 6/2, 6/9, 6/16, 6/23, 6/30, 7/7, 7/14, 7/21, 7/28, 8/4, 8/11, 8/18, 8/25, 9/1

OR, select one or more quarters!

**I would like to participate in the First Quarter.**  
Total Pieces: 2,000 Product Due: April 14, 2021 Cost: \$200  
5 week time frame with distribution dates of: 5/5, 5/12, 5/19, 5/26, 6/2

**I would like to participate in the Second Quarter.**  
Total Pieces: 2,500 Product Due: May 19, 2021 Cost: \$250  
4 week time frame with distribution dates of: 6/9, 6/16, 6/23, 6/30

**I would like to participate in the Third Quarter.**  
Total Pieces: 3,500 Product Due: June 16, 2021 Cost: \$350  
4 week time frame with distribution dates of: 7/7, 7/14, 7/21, 7/28

**I would like to participate in the Fourth Quarter.**  
Total Pieces: 3,000 Product Due: July 12, 2021 Cost: \$300  
5 week time frame with distribution dates of: 8/4, 8/11, 8/18, 8/25, 9/1

Chamber Use Only: \$ Amount: \_\_\_\_\_ Payment: CK# \_\_\_\_\_ CC \_\_\_\_\_ Cash \_\_\_\_\_ Inv. \_\_\_\_\_  
Staff Initials: \_\_\_\_\_ Member File Updated By: \_\_\_\_\_ Date: \_\_\_\_\_ As of 2/18/2021

## Community Bags

Great opportunity for Chamber of Commerce Service Industry Members...plumbers, electricians, painters, landscapers, pest control, garage door repair, handyman, banks, nail & beauty salons, etc.

For 10¢ per single product piece, Chamber members can have their product placed in up to 3,500 Community Bags. Bags are provided to newly developed or developing communities and then given to prospective homeowners between the months of April - October. Product placement can be purchased in segments of 1,000. The number of pieces per bag is limited to 40 and includes a Chamber Area Visitors Guide and Dining Guide.

**2021 Community Bag Order Form**

Rehoboth Beach - Dewey Beach Chamber of Commerce & Visitors Center  
306 Rehoboth Avenue Administration Office | Rehoboth Beach, Delaware 19971  
302-227-6446 302-227-8351 Fax: www.Beach-Fun.com  
Please contact Katie for assistance at [katie@beach-fun.com](mailto:katie@beach-fun.com) or 302-227-6446

**Community Bag Member Product Opportunity**

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

For 10¢ per single product piece, Chamber members can have their product placed in up to 3,500 Community Bags. Bags are provided to newly developed or developing communities through the developer or builder and then given to prospective homeowners from April - October. Product placement can be purchased in segments of 1,000. The number of pieces per bag will be kept under 40 and include a Chamber Area Visitors Guide and Dining Guide. Product along with payment can be delivered to the Chamber Administrative Building located at 306 Rehoboth Avenue in Rehoboth Beach. Please note that only proper product is accepted and out of courtesy, product from competitive community developers/builders will not be included in the bags.

**YES, I would like to participate in the Community Bags!** Check box below.

Total Pieces: 1,000 Cost: \$100 (10¢ per piece x 1,000 pieces)  
 Total Pieces: 2,000 Cost: \$200 (10¢ per piece x 2,000 pieces)  
 Total Pieces: 3,000 Cost: \$300 (10¢ per piece x 3,000 pieces)  
 Total Pieces: 3,500 Cost: \$300 (10¢ per piece x 3,000 pieces plus 500 pieces FREE!)

**Please complete the information below (print clearly):**

Date: \_\_\_\_\_ Business Contact Name: \_\_\_\_\_  
Business Name: \_\_\_\_\_  
Phone Number: \_\_\_\_\_ Email: \_\_\_\_\_

Chamber Use Only: \$ Amount: \_\_\_\_\_ Payment: CK# \_\_\_\_\_ CC \_\_\_\_\_ Cash \_\_\_\_\_ Inv. \_\_\_\_\_  
Staff Initials: \_\_\_\_\_ Member File Updated By: \_\_\_\_\_ Date: \_\_\_\_\_ As of 2/18/2021

**For more information, contact Katie at  
302-227-6446 x25 or [katie@beach-fun.com](mailto:katie@beach-fun.com)**

# Reserve your spot in the popular Dining Guide!!

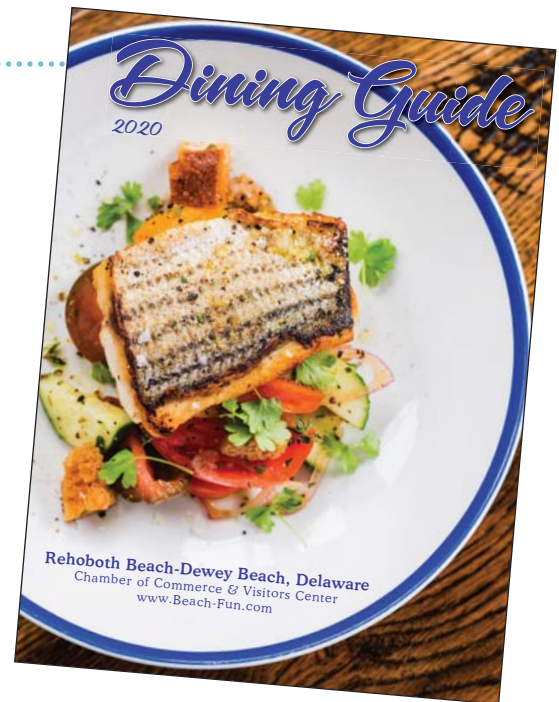
## Dining Guide

A minimum of 25,000 guides will be printed & distributed locally by the Chamber during the last week of June through the Chamber's Administration Building & Visitors Center, Accommodations, and Realtors. Restaurant menus will be included in the printed Dining Guide & at Beach-Fun.com.

**Deadline for ad & payment is May 21, 2021.**

The cost remains at **\$800** which is offset by advertisers receiving an added value choice of either a half page color ad in the 2022 Visitors Guide (a \$1,250 value) or insertion of 11,000 pieces of your product in the 2021 Realtor Bag Season (a \$1,100 value).

**Have outdoor dining space?** New this year, for those who advertise in the Dining Guide, there will be two center pages set aside to promote their outdoor dining. Eight, color ads are available at a cost of \$200 each.



**For more information, contact Meghan at 302-227-6446 x16 or [meghan@beach-fun.com](mailto:meghan@beach-fun.com)**

As of March 25, 2021, the Chamber has 74,493 Facebook Likes & 2,043 Instagram Followers!  
Follow the Chamber at: [www.facebook.com/RehobothDeweyChamber](http://www.facebook.com/RehobothDeweyChamber) & [www.instagram.com/rbdbcc](http://www.instagram.com/rbdbcc)

The **Beach Fun & Bargains** calendar lists Resort Area Businesses that are offering fun activities, special offers, discounts, and entertainment. Locals and visitors will be able to select the day they are interested and see list of what's happening that day.

### **Businesses are invited to participate at no cost!**

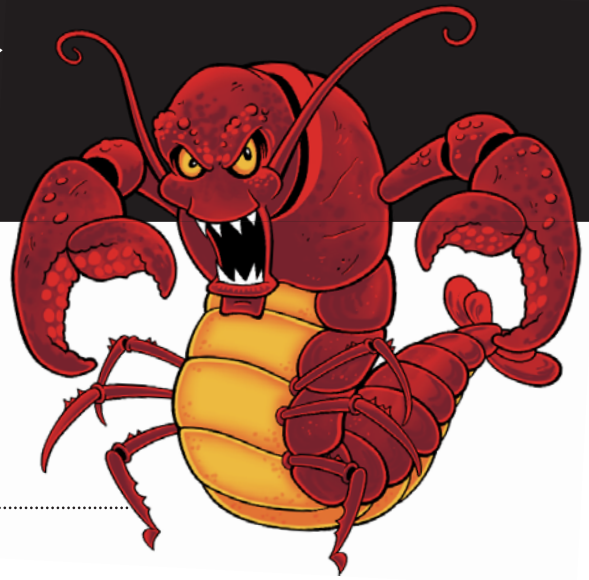
The calendar can be viewed at [www.Beach-Fun.com](http://www.Beach-Fun.com). To make a submission(s)...businesses can either use the form located at the top of the webpage or contact Abbie at [abbie@beach-fun.com](mailto:abbie@beach-fun.com).

**Listings are updated daily** and are promoted on the Chamber's website, media outlets, the Chamber's Facebook, Instagram, and additional social media.

**BEACH**  
*Fun & Bargains*

# Be a part of the fun!

The Chamber of Commerce produces several events throughout the year and Members have an opportunity to be apart of those events through sponsorship or volunteering!



## 2021 Events

Spring Sidewalk Sale · May 14-16  
 Outdoor Street Market · May 22  
 Monday Night Movies · June 28-August 16  
 Wednesday Night Bonfires · June 30-August 11

Scarecrow Trail & Show · Sept & Oct  
 Fall Sidewalk Sale · October 1-3  
 Sea Witch® Festival · October 29-31  
 Santa's House · November/December

## Bundle Sponsorships

(see page to right) are available!

OR

individual event sponsor! →

Information was mailed to all members in March. The information can also be downloaded at Beach-Fun.com (click on site index then scroll and click on Event Sponsorship Opportunities).



## Have questions?

Contact event coordinator **Abbie** at 302-227-6446 x11 or [abbie@beach-fun.com](mailto:abbie@beach-fun.com)



# 2021 Bundle Sponsorships

Your business can be a part of all the Chamber of Commerce events.  
Pick your sponsorship below! **Contact Abbie for questions or to sign up!**  
302-227-2233 x11 · [abbie@beach-fun.com](mailto:abbie@beach-fun.com)



**Merchants' Attic/  
Street Market**  
Spring



**Spring & Fall  
Sidewalk Sales**  
May 14-16  
October 1-3



**Mon. Movies**  
June 28-August 16  
**Wed. Bonfires**  
June 30-August 11



**Beach Goes Red,  
White & Blue**  
September 4



**Scarecrow Trail  
& Show**  
September & October



**Sea Witch®  
Festival**  
October 29-31

## Official Sponsor of Major Event · \$10,000

(Sea Witch® Festival, Movies & Bonfires, Beach Goes Red, White & Blue\*). Includes everything listed in the **Tidal Wave Sponsorship, PLUS:**

- Marketing & Promotion as Official Sponsor of that event!
- Sea Witch® Festival Activity Sponsor
- Full Page Color Ad in the Sea Witch® Program
- Sea Witch® Festival Sponsor will carry the BRAND-NEW Sea Witch® Balloon for her Inaugural Flight in the festival parade!
- Full Page Color Ad in the Visitor's Guide

\* Only one Official Sponsor Per Event

## Official Sponsor of All Other Events · \$8,000

Includes everything listed in the **Tidal Wave Sponsorship, PLUS** marketing and promotion as Official Sponsor of that event!

\* Only one Official Sponsor Per Event

### Everything in the Rip Wave Sponsorship PLUS:

- 1/4 Page Color Ad in Sea Witch® Program...\$350
- (2) Beach Goes Red, White & Blue Radio Spot Tag On...\$100
- (1) Beach Goes Blue TV Commercial Tag On...\$100
- (1) Website Banner for 1 Year...\$350
- (1) Product Placement at a Business After Hours or a General Membership Meeting...\$100
- (2) 1/4 Page "Focus On" Newsletter Ad...\$200
- Event Trophy Sponsorship...\$250
- (1) Chamber Beach Blast...\$100
- UPGRADE TO (2) Dewey Beach Movie Slides...\$200
- UPGRADE to (2) Chamber Member Blasts...\$198
- UPGRADE to Logo on Scarecrow Map...\$125
- UPGRADE TO (2) Sea Witch® T-shirts...\$50

### Swell Wave Sponsor · \$2,500

(Actual Value \$3,808)

### Everything in the Swell Wave Sponsorship PLUS:

- Logo/Listing on Event TV Commercial...\$2,000
- 1/2 Page Color Ad in Visitor's Guide...\$1,250
- (1) Ticket to an Awards Recognition Event...\$55
- UPGRADE to (2) Website Banners for 1 Year...\$700
- UPGRADE to Prominent Logo on Event T-Shirts...\$450
- UPGRADE to 1/2 Page Color Ad in Sea Witch® Program...\$450
- UPGRADE to (2) Product Placement at Business After Hours or General Membership Meetings...\$200
- UPGRADE to Full Page "Focus On" Newsletter Ad...\$175
- UPGRADE to (3) Dewey Beach Movie Slides...\$300
- UPGRADE to (3) Sea Witch® T-shirts...\$90

### Tidal Wave Sponsor · \$5,000

(Actual Value \$7,610)

As of 2/25/21

- General Press Release for Each Event...\$750
  - Press Release with Check Presentation Photo...\$100
  - Logo on Event T-Shirt...\$125
  - Banner Production & Placement at Designated Events...\$600
  - (1) Dewey Beach Movie Slide...\$100
  - Logo on Merchants' Attic/Street Market Map...\$100
  - (1) Chamber Member Blast...\$99
  - (1) Sea Witch® T-Shirt...\$25
- Rip Wave Sponsor · \$1,000**  
(Actual Value \$1,904)

# Vendor Applications are available!

Sea Witch® Festival Vendor applications for the 2-Day Outdoor Show and 3-Day Indoor Show are available and can be downloaded at [www.beach-fun.com/sea-witch-halloween-fiddlers-festival.html](http://www.beach-fun.com/sea-witch-halloween-fiddlers-festival.html)



## MEMBER SPOTLIGHTS

### Letter from Mary Beth Brubeck, R.N.

Dear Members,

Hello to my fellow professionals and entrepreneurs.

Unfortunately, due to the safety restrictions of the pandemic, the in-person meetings, luncheons, and opportunities to present myself to the community are unable to be held. Allow me to introduce myself and acquaint you with my Cosmetic Services practice.

I have been a R.N. for 40 years (ouch!) working in Women's Health primarily in the Washington D.C. and Maryland's Montgomery County areas. For 19 of those years I worked for the Chairman of Plastic and Reconstructive Surgery at Medstar Georgetown University Hospital (MGUH) and for the past 3 years have had a solo practice in Cosmetic Injectables and Skin Care in Rockville, MD. I was fortunate enough to learn from expert physicians, attend trainings, obtain several certifications, and was the primary provider of these services to patients seeking treatment at MGUH. Most importantly, I bring 20+ years of injecting and rejuvenation experience to my practice.

While I still maintain my practice in Rockville, MD, I relocated to this area last year and have opened an additional local location in Rehoboth Beach. I provide services such as Botox and Dysport injections, filler to replace volume or augment areas of the face, hands, and earlobes, chemical peels for cell turnover and rejuvenation, and skin care products for daily home use. For a more detailed explanation of my practice please visit my website at [www.mynaturalaesthetics.com](http://www.mynaturalaesthetics.com). There you will also find many Testimonials and a Photo Gallery of results. I enjoy meeting new patients, discussing their goals, and providing that "WOW!" moment.

I would be happy to give a 10% new patient discount for services or a free consultation to any Member who would like to come and see me for treatment. You are my partners in providing services of all kinds to the residents and visitors of this community. I look forward to sharing my skills with you and the local area.

My office is located at 19409 Plantation Road, 2nd floor, in Rehoboth Beach. I am affiliated with Dr. Lisa Attebery of the Comprehensive Breast Center at that address.

Thank you for your support, Mary Beth Brubeck, R.N. ✦

### JHF Capital

JHF Capital helps provide businesses big and small, startup and established, with capital through a broad portfolio of financial products.



Areas of Specialty include funding for Small Business Loans, Commercial and Investment Real Estate, Unsecured Business Lines of Credit and expense reduction in cost centers such as merchant services fees. JHF Capital's goal is to help educate and provide the funding your business deserves.

JHF Capital is located at 101 Blackpool Road in Rehoboth Beach.

For more info, call 302-386-9994 or visit [www.jhfcapital.net](http://www.jhfcapital.net). ✦

### Mason's Famous Lobster Rolls

Mason's Famous Lobster Rolls recently celebrated a re-opening for its fifth season! This beach town staple is ready to open its doors to 2021, serving up its famous sustainable Maine lobster, crab, and shrimp rolls, chowders, and bisques. You can find the purest seafood at Mason's on the beach block of Downtown Rehoboth.



Mason's Famous Lobster Rolls is happy to welcome General Manager Ania Chorna as a new co-owner of the Rehoboth Beach location. This will be Ania's fourth season with this enormously popular fast casual seafood restaurant.

"I am so pleased to have our entire amazing crew back from last year! We are all more than ready to bring back our authentic lobster rolls to our loyal fans in Rehoboth Beach for the 2021 season" says Ms. Chorna.

Mason's is located at 67 Rehoboth Avenue, Rehoboth Beach, Delaware. For more information visit, [www.masonslobster.com](http://www.masonslobster.com) or call 302-727-0411. ✦

### By Sharp Edge

By Sharp Edge is a mobile sharpening company for all needs from kitchen knives to landscaping tools.

Owner Roland Condon is an expert in all things sharp. On-site, he can perfect all kinds of knives including chef's, filet, paring, and pocket knives. Other items such as scissors, grooming equipment, and lawn mower blades will also be expertly taken care of and returned to the customer. Why throw away your old kitchen knives when they can be returned to their safe, sharp, like-new state? By Sharp Edge offers same-day services, free pickup & drop off, both commercial and residential.

By Sharp Edge services Delaware & Maryland. For more info and to schedule an appointment, visit [www.bysharpedge.com](http://www.bysharpedge.com) or call 443-235-1849. ✦

### Duck Donuts

Owners Charles and Julia Vaughan opened Delaware's second franchise of the popular donut chain in-town Rehoboth and are excited to bring their expertise to the resort area. The couple has recently moved to Delaware from Alexandria, Virginia and could not pass up the opportunity to start a new, sweet chapter. Warm, fresh, made-to-order donuts are paired with delicious coffee for the perfect decadent treat.



Duck Donuts, Rehoboth Beach is located 33 Wilmington Avenue in Downtown Rehoboth Beach. For more information, call 302-727-5315 or go to [duckdonuts.com](http://duckdonuts.com). ✦



## MEMBER SPOTLIGHTS

### Aliia's Seashore Cleaning

Aliia's Seashore Cleaning is known for quality residential and commercial cleaning services in Sussex County. Whether you need weekly, bi-weekly, monthly, or one-time service, Aliia's Seashore Cleaning's trained professionals will impress you.

With over 8 years of cleaning experience, Aliia Stockman opened her own cleaning business in January 2020. The journey to beginning Aliia's Seashore Cleaning used the knowledge and foundation she had from previous experience to expand in the cleaning service industry.

Aliia's well-trained professionals have outstanding skills and tools to remove any dirt or unsanitary condition from an office, business, or home at an affordable price.

Aliia's Seashore Cleaning serves southeast Sussex County. For more info and to schedule service, call 443-521-4149, visit [www.aseashorecleaning.us](http://www.aseashorecleaning.us), or email [info@aseashorecleaning.us](mailto:info@aseashorecleaning.us). ✦

### Delaware State News

Since 1953, the Delaware State News has served as the daily newspaper for Delaware's Capital offering news, advertising and information.



Community service is the driving force behind our newspaper and web site.

We are owned by a nonprofit trust. There are no shareholders, no dividends are paid, and all after-tax profits are reinvested in our journalistic mission. We rely on a combination of business advertising and subscription revenue to underwrite our print and digital publications and our journalism.

Readers rely on us for unbiased coverage of local news, but they also use our products to connect and engage with their fellow citizens. Robust opinions platforms, comprehensive community calendars and an assortment of neighborhood news all combine to celebrate the rich fabric of our communities.

In addition, the Delaware State News and her sister publications offer a variety of options to assist local and national businesses with their marketing. This includes print advertising, event marketing and digital advertising offered through our digital agency Galaxy110.

We employ local people with a passion for what they do, and who know our communities better than anyone else.

You can get to know us better by visiting our website: <https://BaytoBayNews.com>. Press releases and calendar items accepted at: [newsroom@newszap.com](mailto:newsroom@newszap.com). To learn more about our marketing options: [adsupport@newszap.com](mailto:adsupport@newszap.com). To place a classified ad: [classads@newszap.com](mailto:classads@newszap.com). ✦

### Square One Grill

After 20 years, Darryl & Joe return back to their original spot with long-time friends Eddie & Laura. SQ1 is a modern martini bar and dinner spot located at 10 N 1st Street in Downtown Rehoboth Beach.

The restaurant offers over 30 types of martinis, 35 vodkas, 25 whiskeys and a large selection of wines. Menu includes customized Cheese and Charcuterie boards, Protein Salads, Lobster Cakes, Filet, Kobe Burger, Stuffed Chicken, Vegetarian and Fish dinners along with past favorites of Joe & Darryl.

Square One Grill is open Tuesday-Sunday from 5PM year round and offers Brunch from 11AM - 3PM on Sunday. Reservations are suggested.

For more info, call 302.226.MENU or visit [squareonegrill.com](http://squareonegrill.com). ✦



### Aspira Health

Aspira Health is locally known as being the premiere medical clinic to receive care but has also become the preferred provider for the State of Delaware for COVID vaccines.



Aspira Health offers leading care in by some of the best physicians: Pediatrics (Dr. Maria Childers & Dr. Katherine Lewis); Primary Care (Dr. Catherine Deluca); Emergency Medicine at the Walk-in (Dr. Lindsay Albanese); Postpartum Wellness Program (Dr. Alexandra Cox, DHSc, PA-C).

Innovative design and cutting-edge quality care are part of what makes Aspira Health so special: Appointment scheduling via the Online Scheduler; Texting (302-517-1385) to book a Walk-in appointment; 500 reviews and still rated as a 5-star experience!

Aspira is working to vaccinate over 3,000 patients per week and will have plenty of vaccine for anyone who wants one. Just click on "COVID Vaccine" on the website for information that is updated daily.

Aspira Health is located at 18068 Coastal Highway in Lewes, Delaware. For more information & to schedule an appointment, visit their website [www.aspirahealth.net](http://www.aspirahealth.net) or call 302-567-1500. ✦

## RIBBON CUTTINGS



**Aliia's Seashore Cleaning**



**Aspira Health**



**By Sharp Edge**



**Duck Donuts**



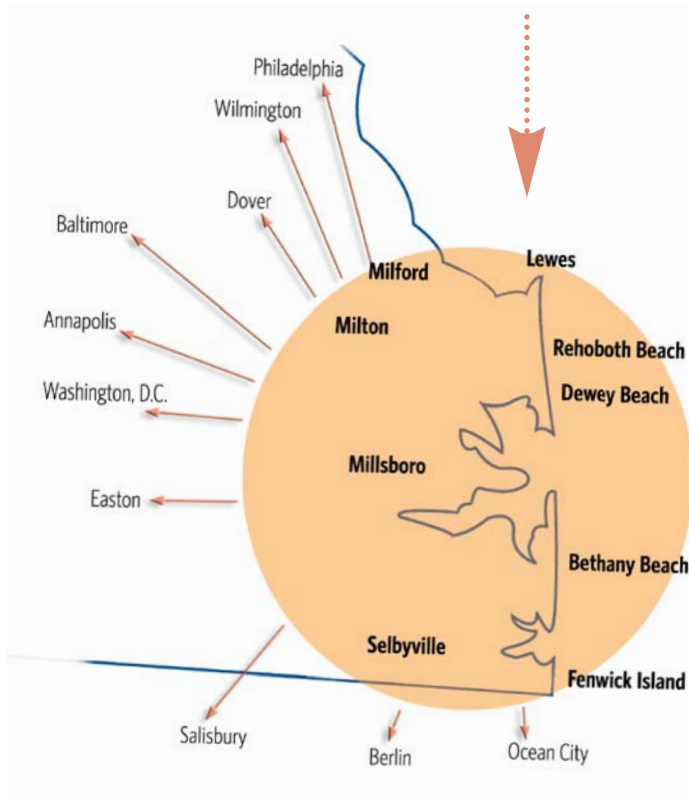
**JHF Capital**



**Mason's Famous Lobster Rolls**



## Your solution to reaching locals AND visitors this summer!



Your message in Delaware Beach Life is seen in high-income and local households, hotel rooms, stores, and waiting rooms **throughout all of coastal Delaware** and online in the digital edition.



**Sign up now to save 15%!**

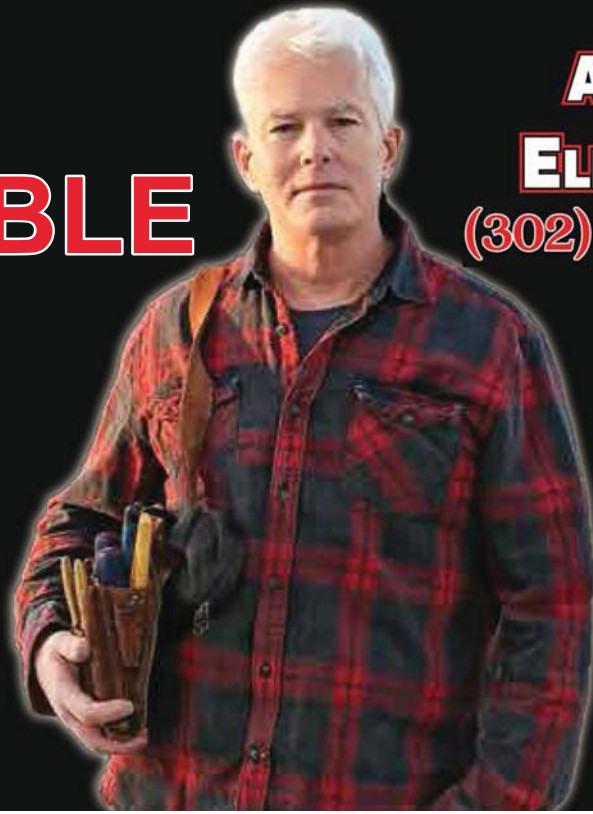
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*"The right decision is not always  
the most popular one."*

*Anonymous*

