



FOCUS_{on}

Third Quarter
Newsletter 2019

Rehoboth Beach-Dewey Beach Chamber of Commerce

Mission: To promote business, tourism and civic responsibility.

The Wicked Whale

wants to see you at the Sea Witch® Festival

October
25 - 27



Celebrating 30 Years of Fun!

Costume Parade · Dog Parade
Live Bandstand Music · Beach Games · Hayrides
5K Race · Horse Shows on the Beach
Haunted Bonfire · Trick or Treating
Indoor and Outdoor Artisan & Vendor Area
and Much More!

More festival info on pages 14-16!



Schedule of Activities at Beach-Fun.com



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

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

Mariella Trosko, Visitors Center Supervisor.....Ext. 10
Visitors Center StaffExt. 10
Linda Knotwell, Liz Leshine, Susan Maclary,
Karen McMahon, Nancy Stewart
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 Mgr/Publications .. Ext. 16
Distribution & Hourly Staff
Justin Babbie, Zach Babbie, Katie Bragg,
Alec Stanton, and Liz Vitella



© 2019 Rehoboth Beach-Dewey Beach Chamber of Commerce & Visitors Center. The information printed in this newsletter is true to the best of our knowledge at the time of print.



2019 Upcoming Calendar

DATE.....	MEETING or EVENT	TIME/PLACE
Sept 12	.....Joint Board of Directors Mtg.....	11:00 am/Fort Miles
Sept 13	.....Town of Dewey Beach Mtg	6:00 pm/Life Saving Station
Sept 20	.....City of Rehoboth Beach Mtg	3:00 pm/Commissioners Room
Sept 25	.....General Membership Mtg.....	Noon/Cultured Pearl Speaker TBA; Luncheon Fee; RSVP to 302-227-2233 x14
Oct 12	.....Town of Dewey Beach Mtg	9:00 am/Life Saving Station
Oct 17	.....Executive Board of Directors Mtg.....	10:30 am/Jake's Seafood
Oct 17	.....Full Board of Directors Mtg	11:00 am/Jake's Seafood
Oct 18	.....City of Rehoboth Beach Mtg	3:00 pm/Commissioners Room

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

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!



Thursday, September 19 · Azzurro Italian Oven + Bar

Thursday, October 10 · Hyatt Place/Lighthouse Cove Event Center

Thursday, November 14 · The Pines Rehoboth Beach

Thursday, December 19 · Chamber Holiday Party at Jake's Seafood

Save the Dates



The Chamber of Commerce will recognize numerous Members, volunteers and special community supporters during two separate events.

Wednesday, November 20th
Luncheon at the Cultured Pearl

Wednesday, December 4th
Evening Banquet at the Hyatt Place, Dewey Beach

RSVP required...Stay tuned for details!

MARK YOUR CALENDARS
for the

Delaware Business Leaders

HALL OF FAME
RECEPTION AND INDUCTION

Join us as we induct laureates

Sam & Mariah Calagione
Calvert A Morgan, Jr.
Thomas H. Draper

October 2nd, 2019 5:30pm
Wilmington Country Club

Proceeds benefit Junior Achievement of Delaware
www.jadelaware-events for registration information



Jeanine O'Donnell, Agent
16583 Coastal Hwy
Lewes, DE 19958
Bus: 302-644-3276
www.lewesinsurance.com

**I don't
just see a
customer.
I see you.**

While other insurance companies just see a customer, I see a neighbor in my community. I'm here to get to know who you really are so I can help life go right.
LET'S TALK TODAY.



1706838

State Farm
Bloomington, IL

Service at the Beach

CLENDANIEL'S PLUMBING & HEATING

Residential and Commercial, Registered Master Plumber

"Over 70 Years Of Service"

HYDRONIC HEATING • ALL CREDIT CARDS ACCEPTED

- Water Heaters
- Winterizing
- Sewer & Drain Cleaning
- TV - Pipe Inspections
- Heating
- New Construction
- Remodeling
- Repairs
- Water Pumps
- High Pressure Jetting



CUSTOMER EMERGENCY SERVICE
PROMPT, RELIABLE SERVICE, BONDED & INSURED, LIC #283

227-1944, 644-1952, 684-3152

www.clendanielpumbingheating.com

MILTON - LEWES - REHOBOTH



BRAG BOARD

Thanks For Your Hospitality

Dear Leo, Thank you so much for treating us to your amazing cuisine and delicious beverages on Wednesday! We are very happy to have Leo's Modern Mixture as a member and please let us know if we could assist you any further.

Sincerely, The Chamber Crew



Visitor Survey about Dewey Beach

Visitors to the Chamber's website often complete the Visitor Survey Form. Below is one regarding the Town of Dewey Beach . . .

"The beach is clean, well maintained and nice atmosphere. Lovely to see families with their pets, hope you continue this tradition, it is wonderful the 'entire' family is welcomed on Dewey Beach. The food is great, quality excellent".

Thank You Letters



Thank you, thank you, thank you!!

Last spring, I wrote to you concerning the need for a cover for the walkway at Rodney Street and you replied that you would pass the information along to the maintenance department. And you did and they placed a very great plastic cover!

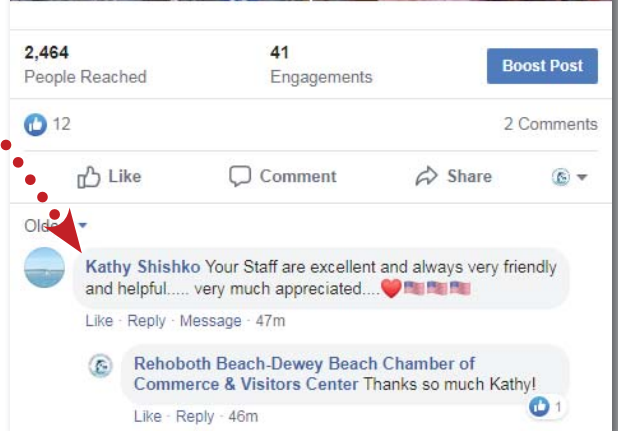
As I said in my previous letter, my family has enjoyed Rehoboth Beach for over fifty years. We love this town and your attention to my concerns prove you really care about your visitors.

We look forward to many more summer vacations there.

Please convey my thanks to the appropriate people who placed this cover on the walkway.

Barbara from Pittsburgh, PA

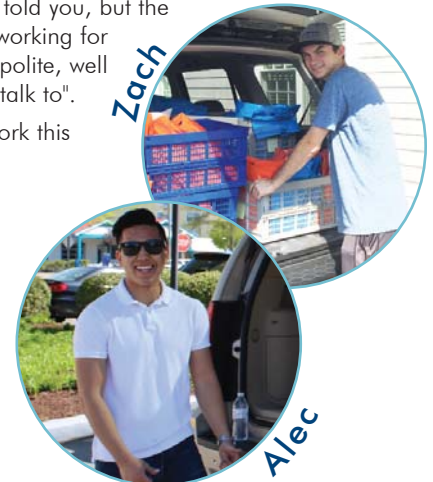
Facebook Comment about Visitors Center



Deliveries with a Smile

"I'm not sure if anyone has told you, but the young men that you have working for you are exceptional. Very polite, well dressed and a pleasure to talk to". Thank you for your hard work this summer!!!!

Email note from Betsey at Crowley Associates regarding the Chamber's Delivery Staff...recent Cape HS graduates, Alec Stanton and Zach Babbie. They are A+!



SUMMER PARTNERSHIPS

For four years, the Chamber has partnered with the **Sussex County Family YMCA** and their teen leadership program. Advisors and children pass out Visitors Guides, Dining Guides and Coupon Books over the summer months!



New this summer, the Chamber hired four students that attend the **Sussex Consortium**.

Julia, David, Chris and Tyler (pictured in circle) were a tremendous help in assembling the summer Realtor Bags that are given to week long renters from Memorial Day to Labor Day. The students were very professional and reliable in getting the job done! The supervisors - Pamela and Stacey - were great to work with as well!



On the last day of work, everyone got together for a pizza party and picture!

4th of July Decorating Contest Winner

The Rehoboth Beach – Dewey Beach Chamber of Commerce would like to congratulate Statera Homes/Sunrise Real Estate on winning the Independence Day Decorating Contest and \$500 prize provided by RE/MAX Realty Group.



Fall Job Fair

REHOBOTH BEACH PUBLIC LIBRARY HOSTING FALL JOB FAIR

The **Rehoboth Beach Public Library** is seeking businesses to participate in their first job fair on **Saturday, October 5th**. Located on the second floor, the fair will take place in the large meeting room from 11:00 AM - 2:00 PM. There are twelve spaces available. There is no fee attached and the library will supply the tables and folding chairs for each business. The Library will also have printing services available for people who wish to print out their résumés.

If your business is interested in participating and/or has questions, please call 302-227-8044 and ask to speak to Tyler Antoine or Lauren McCauley, or email lauren.mccauley@lib.de.us. The deadline to register is Friday, September 27th.



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.

Babbington Inc.

Brendan Babbington
25 West Irving Street
Chevy Chase, Maryland 20815
202-498-8693
www.compass.com/agents/de
Real Estate - Developers

Bay Resort

Kim Wootton
126 Bellevue Street
Dewey Beach, Delaware 19971
302-227-6400
www.bayresort.com
Accommodation - Hotel/Motel

Delaware Celebration of Jazz Inc.

Dennis Santangini
30732 Sassafra Drive
Lewes, DE 19958
302-249-0809
www.rehobothjazz.com
Attraction - Theatrical/Entertainers

Eastern Shore Wood Designs LLC

Kevin Finney
940 Kimberly Way
Stevensville, Maryland 21666
410-227-7773
www.easternshorewooddesigns.com
Retail - Gifts & Specialty Shops

Edward Jones

Christopher Cooper
19323 Lighthouse Plaza, Unit 5
Rehoboth Beach, Delaware 19971
302-227-2771
Service - Financial Services

English as a Second Language Program

Barbara Greenway
20276 Bay Vista Road
Rehoboth Beach, Delaware 19971
302-515-4385
www.lcosrehoboth.org/welcome/esl-program
Service - Organization/Assoc./Agencies

First State Ballet Theatre

Kristina Kambalov
818 N. Market Street, #3R
Wilmington, Delaware 19801
302-658-7897 ext.3851
www.firststateballet.org
Attraction - Amusements

Guaranteed Rate Mortgage

James Chongling
301 Louviers Drive
Newark, Delaware 19711
302-250-1981
www.rate.com/offices/DENewark
Real Estate - Mortgage

Icon Strength & Conditioning

Tom Incontrera
19621 Blue Bird Lane, Suites 3 & 4
Rehoboth Beach, Delaware 19971
443-900-8968
www.iconstrengthandconditioning.com
Service - Exercise & Fitness

Nemours

Stephanie Adams
49 Fallon Avenue
Seaford, DE 19973
302-298-7309
www.nemours.org
Service - Organization/Association

Planet Smoothie

Renee Resetar
19269 Coastal Highway, Unit #1
Rehoboth Beach, Delaware 19971
302-567-5858
www.planetsmoothie.com
Restaurant/Eatery

Playa Bowls

Dustin Mushinski
220 Rehoboth Avenue
Rehoboth Beach, Delaware 19971
302-567-2311
www.playabowls.com
Restaurant/Eatery

Print Coast 2 Coast

Jay Diaz
1636 Savannah Road, Suite D
Lewes, Delaware 19958
302-644-9570
www.printcoast2coast.com
Service - Printer

Production Store Events, LLC

Steve Jingo
PO Box 67
Viola, Delaware 19979
267-228-8158
www.productionstore.com
Service - Rental Equipment

Rehoboth House of Jerky

John McMillan
149 Rehoboth Avenue, Unit 8B
Rehoboth Beach, Delaware 19971
215-272-4217
Service - Gifts & Specialty Shops

Remove Med Spa

Brie Kormanik
416 Rehoboth Avenue
Rehoboth Beach, Delaware 19971
302-227-1079
www.removemedspa.org
Service - Beauty Services

The Whayland Company

Sonya Hicks
100 W. Tenth Street
Laurel, Delaware 19956
302-875-5445
www.whayland.com
Service - Builder/Contractor

VisitRehoboth.com

Ashley Houdbert
Rehoboth Beach, Delaware 19971
302-242-1756
www.visitrehoboth.com
Service - Publications

Congrats to the 2019 Southern Kidney Walk for raising \$48,796.93!

Their goal is to raise \$50,000 and the donations help people affected with kidney disease in Sussex County. The next walk is **April 26, 2020**. Visit www.kidneywalk.org for more info!

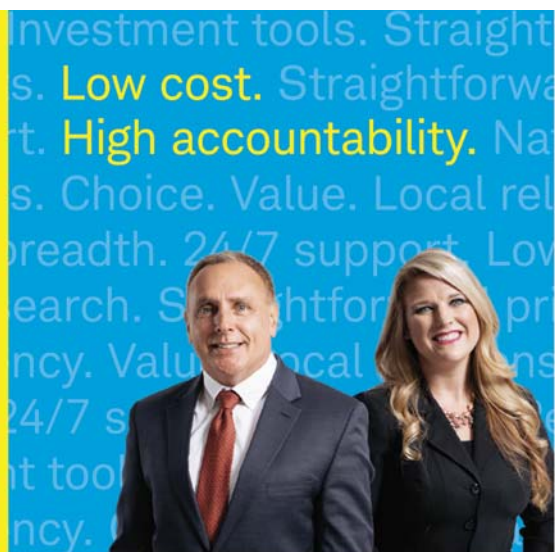




Thank You Monthly Renewing Members

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 June 11 - August 19, 2019. Thank you for your continued support!

Accent on Travel · Affinity Energy Management, LLC · Alarm Engineering · Alesi Builder · Aloysius, Butler & Clark
Ashton Group at the Beach · Atlantic/Smith, Cropper & Deeley · Avenue Apothecary and Spa · Bayside Community
Bayside Resort Golf Club · Bear Industries, Inc. · Beebe Medical Center Auxiliary, Inc. · Betterliving of Delmarva
Big Oyster Brewery · Canalside Inn · Cape Water Tours and Taxi · Carl M. Freeman Companies · CHEER, Inc.
Chesapeake and Maine · CIEE Work & Travel USA · Claws Seafood House · Coastal Kids Pediatric Dentistry
Coastal Sunrooms and Porch Enclosures dba Awnings By Coastal Sunrooms · Colonial East, L.P.
Community Association Services, Inc. · Crosswinds Motel · Dawn Patrol Cafe
Delaware Humane Association - Rehoboth Adoption Center · Delaware KIDS Fund
Delaware State Chamber of Commerce · Dewey Beer Co. · Henry DeWitt (Patron Member) · Discover Bank
Dogfish Head Brewings & Eats · Driftwood Motel & Efficiency Apartments · Dunkin' Donuts/Baskin Robbins
Econo Lodge · Eden Restaurant · EDiS Company · El Jefe Gordo · Embrace Home Loans · Extreme Heat Pest Control
Fairfield Inn and Suites Rehoboth Beach · Farmer Girl Exotic Gardens · Faw, Casson & Co., LLP
Fisherman's Wharf Cruises & Fishing Center · Fork + Flask · Fulton Bank, NA · Garrison Homes
Giant Food · go fish! - a british fish + chip shop and seafood restaurant · Great STEMporium · The Greene Turtle
Hammerheads · Harbor Linen LLC · Harry K Foundation · Hazzard Auto Parts, Inc. · Henlopen City Oyster House
Heritage Antique Market · Hickman's Meat Market · Hilyard's Inc. · i Heart Media · IFS Benefits, LLC
The Inn at Rehoboth Beach Apartments · Johnson Orthodontics · Karen and The Nut · Kids Cottage, LLC · LC Homes
Lefty's Alley & Eats · Leo's Modern Mixture · Lessard Builders, Inc. · The Lewes Historical Society
Little League Senior/Big Softball World Series · Logo Motive Screenprinting · Luxury Motors of Rehoboth Beach
Lyons Companies · Mariachi Restaurant · McGregor Custom Homes, LLC · Megee Plumbing & Heating Co., Inc.
Merrill Lynch · Mudslingers of Rehoboth · NAI Emory Hill · Nassau Valley Vineyard · NaturaLawn of America
Nordlinger Consulting Group · Odyssea · Oil Creations by Gail LLC · Old World Breads · On Q Financial
Party Decor & More · Pasqualini's Bakery · Pat Campbell-White, Ocean Atlantic Sotheby's International Realty
Patterson-Schwartz Real Estate Rehoboth Office · Penny Lane Mall Partnership · Peppers · Pete's Steak Shop LLC
PNC Bank · The Pond Bar & Grill · Rehoboth Bay Marina · Response Computer Group, Inc.
Revelation Craft Brewing Co. · Richman Wealth Management, Inc. · Right Balance Pilates · Rita's Rehoboth Avenue
Rodeway Inn · Roofer Dude · Ryan's · The Salvation Army, Developmental Disabilities Program
The Sand Crab Beach Bar · Scott Dostal Mortgage Team of Rehoboth/Lewes with NewRez Financial, LLC
Sea Finds Home & Gifts · Seashore Striders · Security Instrument Corp. · Shademakers Eyeware
Shell We Bounce Trampoline Park · Sleep Inn & Suites · The Spice & Tea Exchange of Rehoboth
Sposato Landscape, Inc. · Stingray Sushi Bar + Asian Grill · Chris Strong (Patron Member) · Sunrise Real Estate
Surf Side Limousine Services · Sussex County Association of Realtors · Sweet Frog Frozen Yogurt
T.H. White General Contractor Inc. · Tangier Island Cruises · Taylor Termite & Pest Control
The ALS Association Greater Philadelphia Chapter · Think SecureNet · Tidewater Landing · Tidewater Utilities, Inc.
Totes of the Town · Touch of Italy Salumeria, Trattoria & Pasticceria · The UPS Store
Viriden Conference & Retreat Center · Wilmington Insurance Co. · Winding Beam Collection
WSFS, Wilmington Savings Fund Society



Schwab is now in the neighborhood.

Mark E. Engberg, CFP®
Independent Branch Leader
Stephanie P. Brown, MBA
Independent Financial Consultant

**Rehoboth Beach
Independent Branch**
19266 Coastal Highway, Unit 5
Safeway Shopping Center
(302) 260-8731
schwab.com/rehobothbeach



schwab.com/pricing

©2019 Charles Schwab & Co., Inc. ("Schwab")
Member SIPC. All rights reserved.
MWD106188-20 (1018-8X9S) (2/19)

Own your tomorrow.

MEETING ROOM AVAILABLE AT CHAMBER

The Chamber can now offer the meeting room for rent thanks to the sponsorship by Alex Pires, Highway One Companies & the Community Matters Foundation!

The meeting room is located at the Administration Offices at 306 Rehoboth Avenue in downtown Rehoboth Beach. There is seating for 10-12 people and the room is available Monday-Friday between 9:30AM - 4:30PM. Use of HDMI connection to smart tv and dry erase board included.



Room Rental Fee:

Member \$10 per hour
Non-Member \$20 per hour

For more info & to check availability, contact Lisa at 302-227-2233 x14 or lisa@beach-fun.com.





DelawareToday® DELAWARE BUSINESS TIMES

WOMEN *in* BUSINESS

Downstate Luncheon

Wednesday, December 4, 2019 | 11 a.m. - 2 p.m.
Lighthouse Cove Event Center, Dewey Beach, DE



KEYNOTE SPEAKER

Judy Aliquo
President & CEO
Beebe Medical Foundation

TICKETS: VISIT DELAWARETODAY.COM/WIB



Custom Sponsorships available at a variety of price points. Contact Advertise@DelawareToday.com or 302.504.1326

REPORTS *and* STATISTICS



Accommodation Occupancy Chart | 2018 vs. 2019

Weekend	Room Count	Weather	Event
May 25-27, 2018	3,381	80's Rain	Memorial Day Weekend
May 24-26, 2019	3,265	70's Sunny	Memorial Day Weekend
June 1-3, 2018	2,677	70's Cloudy	None
May 31-June 2, 2019	2,825	80's Sunny	None
June 8-10, 2018	3,154	70's Rainy	Beach Goes Red, White & Blue!; VegFest
June 7-9, 2019	3,008	70's Cloudy	Beach Goes Red, White & Blue
June 15-17, 2018	3,516	70' Sunny	Miss Delaware
June 14-16, 2019	3,116	70's Sunny	Father's Day; Miss Delaware
June 22-24, 2018	3,413	70's Cloudy	Running of the Bull, Dewey
June 21-23, 2019	3,190	70's Cloudy	None
June 29-July 1, 2018	3,421	80's Sunny	4th of July Fireworks
June 28-30, 2019	3,199	90's Sunny	Running of the Bull, Dewey
July 6-8, 2018	3,305	70's Sunny	None
July 5-7, 2019	3,274	80's Sunny	4th of July Fireworks
July 13-15, 2018	3,494	80's Sunny	None
July 12-14, 2019	3,146	80's Sunny	None
July 20-22, 2018	3,396	80's Rainy	None
July 19-21, 2019	3,256	90's Sunny	None
July 27-29, 2018	3,511	80's Rainy	None
July 26-28, 2019	3,283	80's Sunny	None
August 3-5, 2018	3,557	80's Cloudy	Art League Show
August 2-4, 2019	3,307	80's Cloudy	Art League Show
August 10-12, 2018	3,561	80's Sunny	Art League Show
August 9-11, 2019	3,307	80's Sunny	Art League Show; Summer Vibes Fest
August 17-19, 2018	3,565	80's Sunny	Summer Vibes Fest
August 16-18, 2019	3,308	80's Sunny	None

Wednesday	Room Count
May 23, 2018	1,911
May 22, 2019	1,977
May 30, 2018	1,737
May 29, 2019	1,639
June 6, 2018	1,923
June 5, 2019	1,790
June 13, 2018	2,394
June 12, 2019	2,174
June 20, 2018	2,677
June 19, 2019	2,589
June 27, 2018	2,808
June 26, 2019	2,625
July 4, 2018	3,003
July 3, 2019	2,783
July 11, 2018	2,633
July 10, 2019	2,572
July 18, 2018	2,812
July 17, 2019	2,699
July 25, 2018	2,534
July 24, 2019	2,797
August 1, 2018	2,660
July 31, 2019	2,603
August 8, 2018	2,870
August 7, 2019	2,926
August 15, 2018	3,029
August 14, 2019	2,857

Year to Date Occupancy TOTAL Comparison

WEEKEND

January - August 19, 2018 · 87,954 ↓
 January - August 18, 2019 · 82,921 ↓

WEDNESDAY

January - August 15, 2018 · 56,687 ↓
 January - August 14, 2019 · 55,300 ↓

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 | 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
February	33,479	22,442	10,437	9,253	9,665	8,427	49.54%	61.00%	1:56	1:41
March	41,473	30,960	12,770	10,955	11,899	10,111	52.02%	60.78%	1:51	1:44
April	40,053	41,736	12,720	14,378	11,887	14,315	53.51%	63.17%	1:48	1:32
May	54,949	49,959	16,086	18,388	15,270	17,442	50.67%	62.93%	1:59	1:37
June	96,793	50,408	27,207	18,919	26,201	18,094	50.54%	63.75%	1:53	1:34
July	73,562	60,792	27,458	23,350	25,706	22,393	66.39%	65.97%	1:25	1:31
YTD Totals	362,049	278,651	113,570	102,633	106,975	97,515	53.72%	62.13%	1:48	1:39

* YTD Total Average

Top Pages Viewed - July 2019

Page on Site	Page Views
1 Sea Witch Festival®	4,238
2 Dewey Beach Activities	4,050
3 Events	3,275
4 Area Activities	2,587
5 Summer Celebration in Dewey	1,749
6 Attractions	1,552
7 Photo/Video Tour	1,265
8 Order a Visitors Guide	1,166
9 Accommodations	1,049
10 Parking/Beach Rules	1,036

Top 10 States to Visit Website - July 2019

State	Visits
1 Delaware (partly Member driven)	4,961
2 Pennsylvania	4,850
3 New Jersey	2,864
4 District of Columbia	2,658
5 Maryland	2,511
6 New York	1,806
7 Virginia	1,627
8 Ohio	299
9 Connecticut	225
10 Massachusetts	158

As of August 21, 2019, the Chamber has 70,691 Facebook Followers & 706 Instagram Followers!

Follow the Chamber at: www.facebook.com/RehobothDeweyChamber/ · www.instagram.com/rbdbcc

Delaware Labor Force Trends

(July 2019); Delaware's seasonally adjusted unemployment rate in July 2019 was 3.3%, up from 3.2% in June 2019. There were 16,000 unemployed Delawareans in July 2019 compared to 18,000 in July 2018. The US unemployment rate was 3.7% in July 2019, unchanged from June 2019. In July 2018 the US unemployment rate was 3.9%, while Delaware's rate was 3.7%.

Source: Delaware Department of Labor - Monthly Labor Review; published August 16, 2019. <https://lmi.delawareworks.com>



"Swallowing your pride
seldom leads to indigestion".

Unknown

MEMBERS IN THE SPOTLIGHT

Developing Artist Collaboration's Dirty Hands DIY Station

The Developing Artist Collaboration's recently celebrated the grand opening of the new Dirty Hands "Do - It - Yourself" Station on June 14th. The Dirty Hands DIY Station is a space to get creative, regardless of your artistic abilities. You can choose from one of their many DIY Projects and an "Artender" will help you along the way. Kid specific projects are also available. The DIY menu is always evolving so you can create something different every time. DIY projects take anywhere from 30 minutes to an hour and all projects come with a complimentary beer, glass of wine or a non-alcoholic beverage. Dirty Hands is currently open Thursday – Sunday and all proceeds go to the Developing Artist Collaboration. It is located at 37401 Malloy Street in Rehoboth Beach, close to Revelation Brewery. For more info and to book your reservation, visit, developingarts.org/dirty-hands or call 302-567-2839. ♦



Icon Strength and Conditioning

Icon Strength and Conditioning is a fitness studio specializing in athlete development and youth training, but has classes for all ages. Private and semi-private training is also available. The business is located at 19621 Blue Bird Lane, Rehoboth Beach. For more information, call 443-900-8968 or visit www.iconstrenghtandconditioning.com. ♦

Jolly Trolley

The Jolly Trolley has new vehicle additions! The Classic Trolley vehicles seat up to 28 passengers and are available to reserve for weddings and special events, as well as being a part of the Original Jolly Trolley Fixed Route Shuttle between Rehoboth Beach and Dewey Beach. For more information, visit www.jollytrolley.com or call 302-644-0200. ♦



Leo's Modern Mixture

Leo's Modern Mixture celebrated their seventh year in business in Rehoboth Beach, Delaware with a ribbon cutting on June 19th. This globally inspired Mexican Restaurant is open daily at 11 AM with Happy Hour from 11 AM – 5 PM. Leo's Modern Mixture is located at 62A Rehoboth Avenue. For more info, call 302-278-7493 or visit modernmixture.com. ♦



Grotto Pizza

Grotto Pizza celebrated their new upstairs, open – air bar on Rehoboth Avenue in July. With ocean views and breezes, Brother Dominick's is a great spot to view and enjoy entertainment at the Rehoboth Beach Bandstand or soak in the sights and sounds of the Boardwalk and Atlantic Ocean. The second floor bar is located at 36 Rehoboth Avenue and opens every day with happy hour specials from noon to 6PM. For more info and list of specials, visit www.grotopizza.com/locations/rehoboth-ave-de/ or call 302-227-3278. ♦



Loves Liquors, LLC

Loves Liquors is conveniently located in the heart of downtown Rehoboth Beach, and is the only liquor store with FREE 15-minute parking. They feature an extensive selection of fine wines from across the globe and a broad collection of beers and spirits, including unique choices by local breweries and distilleries.



Stop by and visit them today to discover the many choices they have to offer. Their friendly staff will help you find what you're looking for, discover something new, or assist with finding the right gift or special order.

Loves Liquors is located at 305C Rehoboth Avenue in Rehoboth Beach, adjacent to Grub Kitchen, Starbucks and The Cultured Pearl Restaurant. For more info, visit www.lovesliquors.com or call 302-227-6966. ♦

Atlantic Chiropractic

Atlantic Chiropractic is staffed with leading chiropractic physicians who provide gentle effective care for all ages. The doctors at Atlantic Chiropractic treat a wide variety of musculo-skeletal and pain related conditions including neck and back pain, headaches, motor vehicle, work injuries and maintenance care. For more info, call 302-422-3100 or visit www.aca-de.com. ♦



On Q Financial

On Q Financial has the goal of simplifying the mortgage process to make the dream of owning a home a reality. On Q Financial is located at 405 Rehoboth Avenue, Rehoboth Beach, Delaware. For more information, call 302-569-9520 or visit www.onqfinancial.com. ♦

Book Your **HOLIDAY PARTY** Today!



AWARD WINNING FOOD & FUN!

**Save 10% On Your VIP Holiday Party
By Booking Before October 1, 2019!**

iloveleftys.com • 302.864.6026... Ask for Anita!



Sea Witch® Festival · October 25-27



Festival Info and New Stuff

NEW to the Festival!

Rehoboth Beach Convention Center Vendor Area and Kid's Corner sponsored by Garrison Homes



- Garrison Homes Kid's Cornder will feature: Magic Shows by Jack Noel, Monster Art, Free Trick or Treat Bag Decorating and fall-themed activities by the Great STEMporium
- Expanded Indoor Vendor Area...approximately 30 juried vendors selling handmade items Friday, Saturday and Sunday

"The Dewey Elvis" Frank Raines will be emceeing Saturday's Costume Parade



Parade Grand Marshalls: 2017 Business of the Year Fins Hospitality Group and 2018 Business of the Year Browseabout Books

Back by popular demand!

-  DART and Jolly Trolley Transportation into Downtown Rehoboth Beach on Saturday, October 26th.
-  Costume Parade safety fencing on the sidewalk and median side of Rehoboth Avenue.

SMILE

...You could be on TV! WRDE NBC Coast TV, Official Mega Monster Sponsor, will be airing the Costume Parade live on Saturday, October 26th!!



Sea Witch® Festival · October 25-27



*Parade, Parking and Business Deliveries
Prepare and Arrive Early*

Business Deliveries

- Rehoboth Avenue will be closed for Costume Parade fencing beginning at 2AM on Saturday, October 26th.
- Rehoboth Avenue closures during the Costume Parade are under review.
- The cross streets (First & Second, etc.) will be blocked for safety reasons after 9AM on October 26th.
- Business Deliveries should be scheduled for Friday, October 25th.

Parking & Drop Off

- Crowd control fencing on both sides of Rehoboth Avenue is scheduled to be in place beginning on Saturday, October 26th at 2AM.
- Posted signage will indicate prohibited parking areas. Abiding by signage is a must. Police have the authority to ticket or tow vehicles parked in non-authorized areas.
- Adjacent side streets to Rehoboth Avenue can be utilized for visitor drop off...map will be provided in program and advertised.

Parade Costume Walking Registration and Line-Up

- Costumed public is welcome to enter the walking section of the Parade and Costume Contest. The parade is donation based.
- Registration for the costume parade will take place on Saturday, October 26th beginning at 9AM.
- Registration will be held on the Grub Kitchen parking lot at 305 Rehoboth Avenue. (People Only: No pets, livestock, wild animals or reptiles).
- Costumed parade walkers will register and line up on 4th Street (adjacent to Grub Grocery). The costume parade will begin at 4th Street.
- The parade steps off at 11AM on Saturday, October 26th.

Please be advised of factors that can lead to costume parade cancellation including: high winds, lightning dangerous rain and flooding. Due to the placement of parade safety fencing along Rehoboth Avenue, a cancellation must be determined no later than noon on Friday, October 25th prior to the placement of the fencing.

Sea Witch® Festival · October 25-27

Free Rehoboth Beach Bandstand Entertainment Sponsored By

DISCOVER
BANK

Friday, October 25th

7-9PM · Blue Cat Blues Band

Saturday, October 26th

1:30-3:30PM · The British Invasion Experience

3:45-5:15PM · Nothin' But Trouble

5:30-7:30PM · The Jimmies, 80's Flashback Band

Sunday, October 27th

10:30AM-11:45PM · Paul Zavinsky

12:00-2:00PM · Trailer Grass Orchestra

3:00-5:00PM · Glass Onion Band



The Sea Witch® Wicked Whale event t-shirt & pin are available on the Chamber's website for purchase at www.beach-fun.com/souvenir-shop/. Additional festival gear will be available during the 3-day weekend in multiple locations!

For additional Sea Witch Festival® information, visit . . .

www.beach-fun.com/sea-witch-halloween-fiddlers-festival.html

Creatively Furnishing The Beach *Since 1973*

Furniture • Design Services
Accessories • Window Fashions



BEST OF

coastal
STYLE 2019

WINDOW TREATMENT SPECIALIST

BEST OF

coastal
STYLE 2019

FAMILY BUSINESS

OCEAN VIEW

31874 Roxana Rd
302.539.6989



LEWES

97 Tulip Drive
302.645.6200



creativeconceptsurniture.com

CHAMBER MEMBERS & EVENTS IN THE SPOTLIGHT

The Chamber recently coordinated a TV shoot with 302 TV. Several members were featured covering history and food. The Chamber spoke to upcoming events in the fall that included the Sea Witch® Festival! Stand by for viewing details!



Carol is interviewed by 302 TV host, Jaccii Farris while the history of the boardwalk was discussed by Rehoboth Beach Museum representative Paul Lovett.



Jaccii also spoke with members . . . the Ice Cream Store, Dolles, Sazio & Nicola Pizza.



Popular at the Sea Witch® Festival . . . the Maryland Rough Riders (Horse Show on the Beach) and the family behind the popular Sea Witch® Clipper Ship were highlighted.

DELAWARE BEACH BOOK

The Official Guide Book of Coastal Delaware

“Tourism Partner of the Year”



featuring photography by local photographers

*Distributed to and enjoyed by
locals, newcomers, businesses and visitors*

RESERVE YOUR SPACE NOW FOR 2020

**CONTACT BECKY 302. 228. 1672
becky@delawarebeachbook.com**

Get the 2019 edition on line www.delawarebeachbook.com



RIBBON CUTTINGS



DAC's - Dirty Hands DIY Station



Leo's Modern Mixture



Grace Boutique



Loves Liquors LLC



Icon Strength and Conditioning



Atlantic Chiropractic Associates

RIBBON CUTTINGS



Jolly Trolley



Breakfast Guru Restaurant & Bar



On Q Financial



Grotto Pizza



Tidemark Federal Credit Union

Tidemark Federal Credit Union recently opened a new location in Millsboro (Long Neck) at 24940 John J. Williams Highway. "We are all extremely excited about our expansion into the Long Neck area. This branch strengthens our presence in Sussex County and provides additional convenience to our existing members as well as new ones in the Millsboro community," said Pam Fleurette, CEO of Tidemark FCU.

The Long Neck branch opened with a very experienced team that will meet members' needs and exceed their expectations. The Long Neck Member Service Manager, Navi Taylor, has been with Tidemark FCU for three and half years and has overseen the daily operations at our other branches. "I am looking forward to working with the business owners and residents of Long Neck/Millsboro and the surrounding communities," remarked Navi.

"We encourage the public to stop by and say hello to our awesome team and check out our more modern branch, that focuses on service and technology," added Fleurette.

Tidemark Federal Credit Union will continue the tradition of helping neighbors build brighter futures with banking that keeps pace; bringing stability to our members' lives and saving them money along the way; providing the strong, reliable banking they need and expect.

Tidemark Federal Credit Union has existed as a not-for-profit, member-owned, cooperative financial institution for 60 years; serving those who live, work, worship, attend school and/or volunteer in Sussex County, DE and Wicomico, Somerset, and Worcester Counties in MD. Call 302-629-0100 or visit www.tidemarkfcu.org to learn more.

40th Annual
Sandcastle Contest
 September 7
 at Rehoboth
 Beach in front
 of Funland!
 More Info @
 Beach-Fun.com



MAJOR SPONSORS to date:

Perfect Wave Sponsors: Delaware Today, Weis Markets, WRDE NBC Coast TV

Tidal Wave Sponsor: Grotto Pizza

Barrel Wave Sponsors: Custom Mechanical, DART First State, Seaboard Hotels

Swell Wave Sponsors: The Bellmoor Inn, The Blue Moon, County Bank, Jack Lingo, M&T Bank, Tidemark FCU, WSFS Bank

Rip Wave Sponsors: Affinity Energy, Arena's Deli & Bar, Bayhealth, Buffalo Wild Wings, Cape May – Lewes Ferry, Charles Schwab, First Rate Movers, Fulton Bank, Hyatt Place Dewey Beach, Kilwin's, Portraits in the Sand, Preston Automotive Group, Trinity Logistics, Sussex County Women's Journal

Additional Sponsors: Creative Concepts, Geico Local Office, Peninsula Pave & Seal, Star of the Sea Condo, Servpro of Sussex Co.





Featured MEMBERS AROUND TOWN



#1



#2



#3



#4



#5



#6



#7



#8

- #1 - SIRVIDA
- #2 - Sea Bags
- #3 - Iron Hill Brewery
- #4 - Jake's Seafood House
- #5 - Odysea
- #6 - Woody's Dewey Beach
- #7 - Winding Beam Collection
- #8 - Juice Box

Grotto Pizza®

the legendary taste®



Brother Dominick's

BAR & RESTAURANT



Rehoboth Ave.

Second Floor

Enjoy a cocktail and pizza while overlooking the ocean at Brother Dominick's!

Happy Hour Every Day; 12-6 PM*

\$7 Daily Drink Specials

Mon: Frozen Drinks; Tue: Crushes
Wed: Margaritas; Thu: Bloody Marys
Fri: Long Island Iced Teas

\$3 Coors Light/Miller Lite Pints

\$5 House Wines/Svedka Talls

*Specials valid at Brother Dominick's Bar only. Located on the second floor of our Rehoboth Avenue location: 36 Rehoboth Avenue.

Rehoboth Avenue © Rehoboth Boardwalk © Dewey Beach

GrottoPizza.com |   

CHAMBER UPDATE ON LODGING TAX & BUSINESS

- 1 **NEW** 3% Sussex County Tax on Hotels/Motels County-Wide in unincorporated areas (Hotels/Motels will now pay 8% to State and the 3% to County for a total of 11%)
- 2 **NEW** 3% City of Rehoboth Beach (in municipal limits) additional tax on Hotels/Motels (Hotels/Motels will now pay 8% to State and the 3% to City of Rehoboth Beach for a total of 11%)
- 3 The Chamber's opposition letter to the City of Rehoboth tax can be read at www.beach-fun.com/images/Opposition_Letter_to_City_Rehoboth_Beach_Lodging_Tax_3.13.19_V2.pdf
- 4 The Delaware Hotel Association, Delaware Realtors Association, Association of Chambers (represents all Chambers in the State) and Southern Delaware Tourism are reviewing the taxation of short term rentals.
- 5 The Chamber's Letter to the Editor "Is Resort Business and Tourism More Of A Plus or A Minus?" can be read at www.beach-fun.com/images/stories/Letter_to_the_Editor_August_2019.pdf

Special Thanks to **Major Event Sponsor**
for the Dewey Beach Movies & Bonfires...



Thanks
for the
Summer
Snacks!



TIDEMARK
FEDERAL CREDIT UNION
tidemarkfcu.org | 302-629-0100

FREE CHECKING
that rewards you in cash

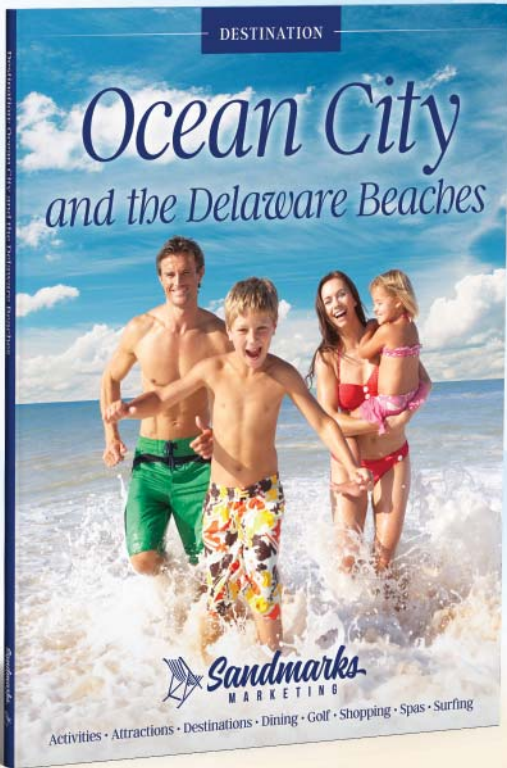
Let Tidemark FCU do the work this Labor Day and give you a checking account you deserve.

- > Get up to 2% cash back
- > Free Bill Pay
- > Nationwide ATM Fee Refunds
- > No Monthly Maintenance Fee

Qualifications: Must have online banking or mobile banking, estatements and a minimum of 12 debit card purchases per month.



Federally Insured by NCUA



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

DART Everywhere ... All Year Round!

Work ● Shopping ● Dining

201 - Rehoboth Beach/Lewes Park & Ride

Monday - Saturday; every 30 minutes, 6 AM - 10:30 PM

204 - Lewes Ferry Terminal/Lewes Park & Ride

Monday - Saturday; every 30 minutes, 6 AM - 10:30 PM

215 - Rehoboth/Long Neck/Millsboro

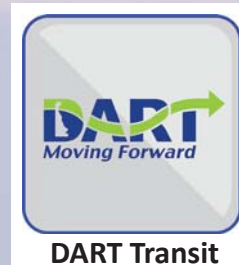
Monday - Saturday, 5:25 AM - 11:20 PM

307 - Lewes/Milford/Dover

Five weekday trips

See individual route schedules for details

Download the DART Transit app for Real-Time Bus Info & Mobile Fare Payment.



DartFirstState.com / 1-800-652-DART



Sea Witch® Festival Sponsors



Sea Witch® Festival Sponsors



MAJOR SPONSORS to date:

Perfect Wave Sponsors: Delaware Today, Weis Markets, WRDE NBC Coast TV

Tidal Wave Sponsor: Grotto Pizza

Barrel Wave Sponsors: Custom Mechanical, DART First State, Seaboard Hotels

Swell Wave Sponsors: The Bellmoor Inn, The Blue Moon, County Bank, Jack Lingo, M&T Bank, Tidemark FCU, WSFS Bank

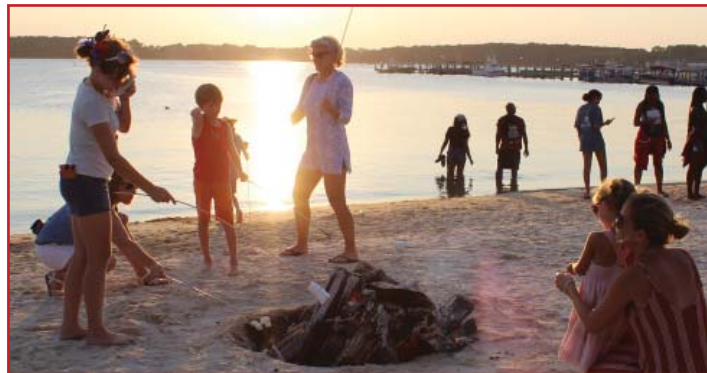
Rip Wave Sponsors: Affinity Energy, Arena's Deli & Bar, Bayhealth, Buffalo Wild Wings, Cape May – Lewes Ferry, Charles Schwab, First Rate Movers, Fulton Bank, Hyatt Place Dewey Beach, Kilwin's, Portraits in the Sand, Preston Automotive Group, Trinity Logistics, Sussex County Women's Journal

Dewey Beach

Holds All American Celebration in July!



The Dewey Business Partnership coordinated the parade which featured local businesses and the world famous Budweiser Clydesdales. The parade ended with a Beach Party that included the Chamber's weekly summer bonfire.

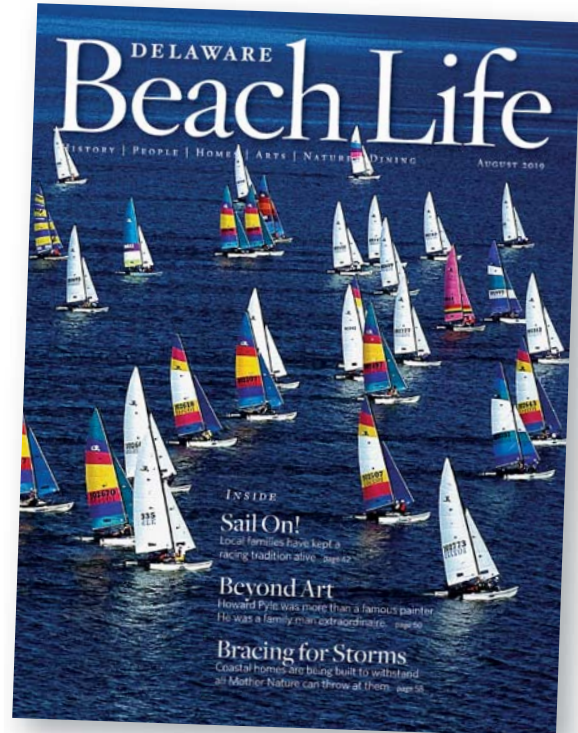
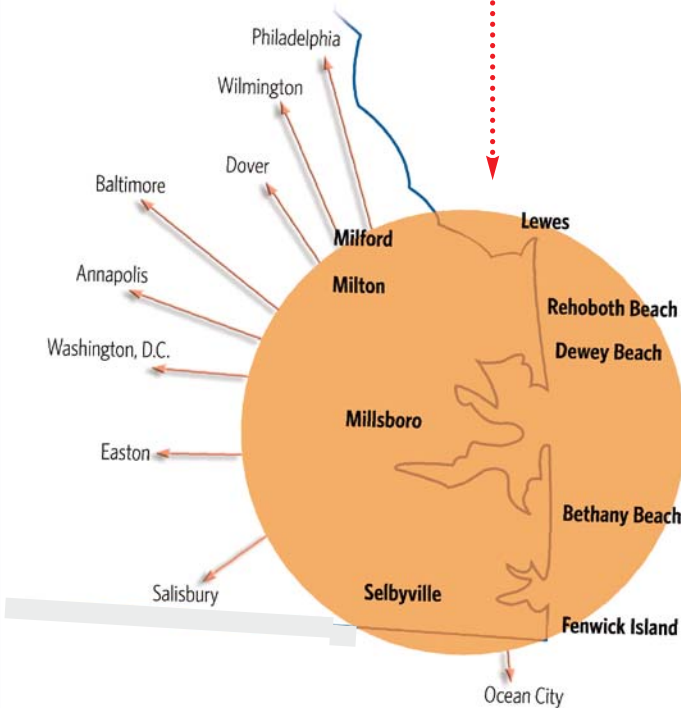


★ Chamber's Summer Interns
★ Kristina & Anders

START GETTING RESULTS!

Don't miss your chance to reach Delaware Beach Life's avid, affluent readers!

Delaware Beach Life reaches this **ENTIRE** coastal region & beyond!



We can deliver your message to thousands of avid, affluent readers throughout ALL of coastal Delaware

Ask about our special deals and discount rates! No payment due until after publication!

Call or email to reserve your space in the next issue. We'll make it easy to get results with the premier lifestyle magazine of coastal Delaware!

(302) 227-9499 • info@delawarebeachlife.com • delawarebeachlife.com

APPLE ELECTRIC

645-5105

Authorized **GENERAC** Dealer



Rehoboth Beach-Dewey Beach
Chamber of Commerce & Visitors Center

P.O. Box 216 · Rehoboth Beach, DE 19971

PRESORT STANDARD
U.S. POSTAGE PAID
REHOBOTH BEACH DE
PERMIT NO. 24

October 4-6,
2019

Fall Sidewalk
Sale