



FOCUS_{on}

1st Quarter
2018

Rehoboth Beach-Dewey Beach Chamber of Commerce

Mission: To promote business, tourism and civic responsibility.

2018 Brings New Faces & Places!!

New Digs! The Chamber Administrative Offices have relocated from the City rented facility at 509 Rehoboth Avenue to the new City rented building located at 306 Rehoboth Avenue. A open house and ribbon cutting is planned to be held in March. The Chamber continues to operate the Railroad Station Visitors Center located at 501 Rehoboth Avenue.



New Board Member! Mitch Resnick was officially installed as the newest member of the RDBDCC Board of Directors on February 8, 2018. Mitch is Chief Financial & Technology Officer at Right Balance Pilates of Lewes. Additional experience Mitch brings to the Board includes: positions at Walker & Dunlop in Bethesda, MD (Managing Director, Proprietary Capital), Freddie Mac of McLean, VA (Vice President, Multifamily Division), and Goldman, Sachs & Co. of New York, NY (Vice President, Real Estate Finance Group). Mitch holds a Bachelor of Science in Economics from the University of Pennsylvania Wharton School. Introduce yourself & welcome him at the next Chamber mixer or event!



New Sea Witch Logo! The 2018 logo for the Sea Witch Festival ® is the Sea Witch Squeezer! The Chamber worked with member ASAP Screenprinting in January to design the logo...creating a new image each year is a fun challenge!



Rehoboth Beach-Dewey Beach
Chamber of Commerce & Visitors Center

"The Nation's Summer Capital"

P.O. Box 216
306 Rehoboth Avenue (Admin Offices)
501 Rehoboth Avenue (Visitors Center)
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 Jay Becker

First Chair Barbara Brewer

Second Chair Carrie Lingo

Third Chair/Treasurer Vince DiFonzo

Immediate Past Chair Bill Klemkowski

Board of Directors

Marvin Carney	Mitch Resnick
Jerry Esposito**	Scott Swingle
Chip Hearn	Rachel Webster**
Dale Lomas	Chris Weeks
Rob Marshall	Kay Wheatley
Keith Martin	Susan Townley-Wood
Michael Meoli	** At-Large Directors
Steve Montgomery	

CEO/President Carol Everhart

Legal Counsel Jay Becker

Chamber Staff Contact Information

Sophia Sawicki, Visitors Center Manager Ext. 0

Visitors Center Staff Ext. 0

Sue Krick, Susan Maclary, Karen McMahon

Nancy Stewart, & Meredith Thomas

Emily Grothey, Event Coordinator Ext. 11

Carol Everhart, President/CEO Ext. 13

Joy Kidd, Administration Ext. 14

Membership Ext. 15

Meghan McCalley, Graphic Design/Office Mgr Ext. 16

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2018 Upcoming Calendar

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

Mar 10.....Town of Dewey Beach Mtg9:00 am/Lifesaving Station

Mar 15.....Executive Board of Directors Mtg..... 10:30 am/Jake's Seafood

Mar 15.....Full Board of Directors Mtg 11:30 am/Jake's Seafood

Mar 16.....City of Rehoboth Beach Mtg7:00 pm/City Hall, 2nd Floor

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

2018 Business After Hours

Members are invited to attend monthly Business After Hours! These mixers are a great opportunity to meet and network with your fellow Members. Each event runs from 5-7 PM. **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, March 15 · The Starboard

Thursday, April 5 · Cilantro

May · 1st week of May; Nassau Valley Vineyards

Wednesday, June 6 · Chesapeake & Maine

Thursday, September 13 · Hyatt Place Dewey beach

Thursday, October 11 · Bluecoast Seafood Bar + Grill

November · TBA

December · TBA

Special Recognition

Former City of Rehoboth Beach Mayor, Sam Cooper was presented with the Outstanding Public Service Award on February 8th at the Chamber Annual Awards Banquet.

The Chamber presented Sam with a plaque mounted on a piece of the Rehoboth Beach Boardwalk and engraved with dates of service.

During the presentation, Carol noted that "When you work with someone for decades with never a cross word, it speaks to respect, integrity and quality of character. While we all share a love for Rehoboth, we can all agree that no one loves Rehoboth more than Sam".



Help Save A Life!

A donation to the Rehoboth Beach Volunteer Fire Co. will allow the purchase of an automatic Chest Compression System that can be used to save the life of those having a heart attack.

The Lucas 3 Device provides high quality chest compressions and does the job of multiple providers without lessening the quality of chest compressions being administered.

For more information on the Lucas 3 Device, visit <https://www.physio-control.com/WCProductDetails.aspx?id=2147484788&langtype=2057>

Please contact the EMS Administrator for the Rehoboth Beach Volunteer Fire Co., Michael Scheerer, for more information at 302-227-8400.



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

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

227-1944, 644-1952, 684-3152

www.clendanielpumbingheating.com

MILTON - LEWES - REHOBOTH



BRAG BOARD

Thank You

Rehoboth Dewey Chamber Family,

Thank you so much for all of your support and help with the Sip and Shop!

Cheers, DAC Family

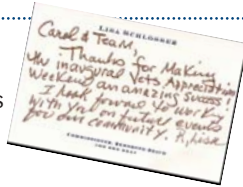


Thanks for the Assist

Carol & Team,

Thanks for making the inaugural Vets Appreciation Weekend an amazing success! I look forward to working with you on future events for our community.

Lisa Schlosser, City of Rehoboth Beach Commissioner



Congrats to Local Winners

Congratulations to the following members who received awards at the 2017 Southern Delaware Tourism Luncheon. The winners and categories are:

- Best Attraction: Lefty's Alley & Eats
- Best Event: Dogfish Dash
- Best New Event: Winter WonderFEST
- Tourism Partner of the Year: Delaware Beach Book

Check it Out

Tanger Outlet Center in Rehoboth Beach recently opened their new Shopper Services location at 36470 Seaside Outlet Drive, Suite 1600. For more information, call 302-226-9223.



Can't Do It Without YOU!

The Rehoboth Beach – Dewey Beach Chamber of Commerce was fortunate to work with several non-profit organizations during the 28th Annual Sea Witch® Festival. As one of the non-profits that assisted the Chamber during the Festival, Southern Delaware Therapeutic Riding, SDTR, received a check for \$300.00 – a percentage of the donations collected at the Sea Witch® Bus Transportation Area. The Chamber looks forward to working with SDTR and other non-profits in the future.

SDTR's mission is to provide equine-assisted therapy promoting the physical, emotional and educational growth of children and adults with disabilities in their community. Their PATH-certified therapeutic riding instructors and trained volunteers have provided planned sessions in equine-assisted therapy to children and adults with disabilities since 1988. For more information about SDTR visit their website at www.sdtrhr.com. ♦



Pictured left to right: Carol Everhart, RBDBCC; Barbara Lloyd, SDTR; Jennifer Swingle, SDTR; Emily Grothey, RBDBCC.

If interested in receiving funding or volunteer hours for your non-profit organization . . . the Chamber has projects that can make it happen! Call Carol at 302-227-6446.

Hero in Action

Thanks to SUPER Zeke Przygocki for flying in to help the Chamber Chicks in our time of need.

Zeke assisted with organizing the basement of the Chamber's new administrative office. Thanks!!



2018 CHAMBER BOARD OF DIRECTORS



The Rehoboth Beach-Dewey Beach Chamber of Commerce installed the 2018 Board of Directors at the Installation & Awards Banquet held on February 8th at the Atlantic Sands Hotel. Pictured above are those who were in attendance. The complete 2018 Board of Directors are featured below.



Jay Becker
Hudson, Jones,
Jaywork & Fisher



Barbara Brewer
Rehoboth Beach
Film Society



Marvin Carney
MLC Productions



Vince DiFonzo
TKo Hospitality Mgmt.



Jerry Esposito
Tidewater Utilities



Carol Everhart
RDBBCC
President/CEO



Chip Hearn
Ice Cream Store &
Peppers



Bill Klemkowski
Jake's Seafood
House



Carrie Lingo
Jack Lingo Realtor



Dale Lomas
Atlantic Liquors &
Crosswinds Motel



Michael Meoli
McDonald's



Steve Montgomery
Bethany Blues &
The Starboard



Mitch Resnick
Right Balance
Pilates



Rob Marshall
Atlantic Oceanside
Resort



Keith Martin
Hotel Rehoboth



Scott Swingle
Wilmington Savings
Fund Society (WSFS)



Rachel Webster
Rehoboth Toy &
Kite



Chris Weeks
Becker Morgan
Group



Susan Wood
The Cultured Pearl



Kay Wheatley
Rehoboth
Products Co.



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 Lung Association

Stephanie Feyler
630 Churchmans Road
Newark, Delaware 19702
302-737-6414 · www.lung.org
Service - Non-Profit

andThat!

Daniel Myers
19563 Coastal Highway, Unit 3
Rehoboth Beach, Delaware 19971
302-260-7185 · www.andthat.com
Retail - Gifts & Specialty Shops

Carpet Daddy's Expert Carpet & Upholstery Cleaning

Joe Gaito
Serving Sussex County & the Greater Salisbury Area
302-228-4597 · www.carpetdaddys.com
Service - Cleaning Services

Coastal Concrete Works, LLC

Jeremy C. Pentoney
27184 Buckskin Trail
Harbeson, Delaware 19951
302-684-2872
www.coastalconcreteworks.net
Service - Building Material

Garden Shack Farm

Laura Kucharik
19884 Beaver Dam Road
Lewes, Delaware 19958
302-249-8830 · www.gardenshackfarm.com
Service - Garden Services

Greyhounds Reach the Beach®

Sarah Dougherty
824 Market Street, Suite 1000
Wilmington, Delaware 19801
302-397-4476 · www.grtb.org
Service - Organization/Association/Agencies

Happy Hour Events LLC

Dana Serreri
Serving Delmarva
484-432-5538
www.happyhoureventsde.com
Service - Event Planner

Iron Hill Brewery & Restaurant

Chris Berghaus
19791 Coastal Highway
Rehoboth Beach, Delaware 19971
302-888-2739 · www.ironhillbrewery.com
Restaurant/Eatery

Josephine Keir LTD At Home

Gordon Pedersen
33506 Crossing Avenue
Lewes, Delaware 19958
302-645-9047 · www.jkltd.com
Retail - Carpet/Flooring; Furniture

Fisher Architecture, LLC

Haley Echard
542 Riverside Drive
Salisbury, Maryland 21801
410-742-0238 · www.fisherarchitecture.com
Service - Architect

Immanuel Shelter Inc.

Darlene Ford
17601 Coastal Highway, Unit 11 #431
Nassau, Delaware 19969
1-888-634-9992 · www.immanuelshelter.org
Service - Organization/Association/Agencies

J & S Concepts

James Cole
Serving Delmarva
302-542-9562
Service - Painting Contractor

LeafFilter Gutter Protection

Danielle Sofish
1595 Georgetown Road
Hudson, Ohio 44236
800-290-69106 · www.leafilter.com
Service - Roofing/Gutters

LuLaRoe by Cindy Jo Ott

Jeffrey Ott
210 Long Neck Circle
Millsboro, Delaware 19966
610-223-8349
Retail - Apparel & Accessories

LuLaRoe with Jolyn

Joanne Resendiz
28356 Chief Road
Millsboro, Delaware 19966
610-574-9153
Retail - Apparel & Accessories

Make-A-Wish Delaware

Michelle Wall
100 W 10th Street, Suite 106
Wilmington, Delaware 19801
302-518-2103 · www.wish.org
Service - Non-Profit

McCrone

Robert Kane
119 Naylor Mill Road, Suite 6
Salisbury, Maryland 21801
410-548-1492 · www.mccrone-engineering.com
Service - Engineering

Meghan's Collection, LLC

Meghan McCalley
Delaware Beaches & Inland
757-871-2996
Retail - Gifts & Specialty Shops

Mid Atlantic Cleaning

Kevin & Cari Adams
Serving Delmarva
302-448-0657
Service - Cleaning Service

Midway Fitness and Racquetball

Rich Garrett
34823 Derrickson Drive
Rehoboth Beach, Delaware 19971
302-645-0407 · www.midwayfitness.com
Service - Exercise/Fitness

Piccard Homes

Michael Accardi
21068 Laguna Drive
Rehoboth Beach, Delaware 19971
www.piccardhomes.com
Service - Builder/Contractor

Pool Table Service Delmarva

David Quillen
Serving Delmarva
443-235-4460
www.pooltableservice-delmarva.com
Service - Pool Tables/Shuffleboard

Rosenfeld's Jewish Deli

Warren Rosenfeld
18949 Coastal Highway, Unit 1
Rehoboth Beach, Delaware 19971
302-645-1700
www.rosenfeldsjewishdeli.com
Restaurant/Eatery

The Salted Rim

Karen Fritz
27 Atlantic Avenue
Ocean View, Delaware 19970
302-537-7373 · www.saltedrimde.com
Restaurant/Eatery

Sprout Creatives

Vincent Gisriel
29 Broad Street, Unit 101A
Berlin, Maryland 21811
410-973-2128 · www.sproutcreatives.com
Service - Internet Services

Sports at the Beach

Michelle DePalma
22518 Lewes-Georgetown Highway
Georgetown, Delaware 19947
302-856-7400 · www.sportsatthebeach.com
Attraction/Recreation



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 3, 2017 - February 9, 2018. Thank you for your continued support!

1776 Restaurant LLC · ABI Security Group, Inc. · Adams Oceanfront Motel · Admiral on Baltimore
Adorn Period Fine Estate Jewelry & Treasures · Advantech Incorporated · Affinity Energy Management, LLC · All Saints' & St. George's Chapel
Alley Oop Skim Inc. · Aloysius, Butler & Clark · American Legion Henlopen Post 5 · American Lung Association
Anderson Carpet One · Applied Bank · Architectural Marketing, Inc. · ART CLOSEOUTS - OCEAN GALLERY
At the Beach Repairs and Maintenance · AT&T Wireless · Atlantic Jewelry Expressions Corporation · Atlantic Liquors
Atlantic Sands Hotel & Conference Center · Atlantis Inn · Baker Petroleum · Bank of Delmarva
Barrows and Associates/Ocean Atlantic Sotheby's · Bath, Kitchen & Tile Center · Bay Resort Motel · Bay Road Cottages, Inc.
Bayside Audiology & Hearing Aid Services · Beach House Rentals · The Beacon Motel · Beebe Healthcare · Bella Terra Landscapes
Bellmoor Inn · Bennett Termite & Pest Solutions · Berkshire Hathaway HomeServices Gallo Realty · Better Business Bureau of DE
Bewitched & BEDazzled B&Bs · Big Oaks Family Campground · Biggs Museum of American Art · Blooming Boutique · Boardwalk Builders
Boardwalk Plaza Hotel · Breakers Hotel & Suites · Brighton Suites · Browseabout Books · Bryce Lingo & Shaun Tull, Jack Lingo · BSD
Candy Kitchen Shoppes, Inc. · Cape Business Network · Cape Gazette · Cape May - Lewes Ferry · Cape Suites Associates
CHEF-Cape Henlopen Educational Foundation · Chimes Delaware · Christmas Tree Hill · City of Rehoboth Beach
Clean Delaware LLC · The Closet Works · Coastal Concrete Works, LLC · Coastal Rentals & Hydraulics/CRH Tented Events
Coastline Pool & Cleaning Services · Coca Cola Refreshments, Inc. · Cochran's Apartments · The Comfort Inn · Country Life Homes
County Bank · Creative Concepts · Creative Courtyards · Creative Resource Group, Inc. · Crystal Restaurant · The Cultured Pearl
D.F. Quillen & Sons, Inc. · D3 Corp., Web Solutions · Deakyn Law Office · Delaware Beach Life · Delaware Coast Press
Delaweb Designs · Delmarva Document Solutions · Delmarva Power · Delmarva Temporary Staffing, Inc. · Dewey Beach Parasail Dewey
BeachFit · EDEN Project · Edgemoor Vinyl and Roll-A-Way of Delmarva · Edgewater House · Eric Blondin Insurance Agency, Inc.
The Evergreene Companies · Fairweather by the Sea · Farr Engineering - Free Properties, LLC · Richard Faull (Patron Member)
Fine Line Websites & IT Consulting · First State Health & Wellness-Rehoboth · Fulton Bank, NA · Funland · Garden Shack Farm
George Sherman Corp. · Gold Leaf Hotel of Dewey-Rehoboth Beach · Grand Rental Station · Great Memories Vacation Homes
Grotto Pizza · Gunnip & Company LLP · H&R Block · Harbor Healthcare Center · Harvard Business Services, Inc.
The Henlopen Condominium Council, Inc. · The Henlopen Hotel · Homestead Bed & Breakfast at Rehoboth Beach
Homestead Campground · i.g. Burton/Family Dealerships-BMW, Mercedes · Ivy · J. Conn Scott Showhouse · Jack Lingo, Inc., Realtor
Jeanine O'Donnell, State Farm Lewes · Jefferson, Urian, Doane & Sterner · Jimmy's Grille Rehoboth · Joe Maggio Realty · Key Advisors Group
Kings Creek Country Club · L & W Insurance · L.E.H. Soap Company · Lavender Fields at Warrington Manor
Law Office of Susan Pittard Weidman, PA · Legum & Norman, Inc. · Lewes Meineke Car Care Center · Lewes-Rehoboth Rotary Club
Long & Foster Real Estate, Inc. · M&T Insurance Agency, Inc. · Mann & Sons, Inc. · Maplewood Dental Associates · McDonald's
McGee Fence · Nancy Meadows (Patron Member) · Mercantile Processing Inc. · Merestone Consultants Inc. · Michy's Relaxed Dining
Midway Fitness and Racquetball · Midway Speedway · Millman's Appliances · Millville Town Peddler · Money Mailer of East Central Delmarva
Morris James · Morton Electric Motors · National Kidney Foundation of Maryland · Neverland Kennel & Cattery, Inc. · Nicola Pizza
Nuttle Lumber Co. Inc. · Oak Construction Co., Inc. · Ocean Aerial Ads, Inc. · Oceanus Motel · Odysea · The Olive Orchard
One Virginia Avenue Condominium · Overfalls Foundation · Papa John's Pizza · Parcel Plus · Party Decor & More
Pat Campbell-White -Ocean Atlantic Sotheby's · Pathways to Success, Inc. · Patrician Towers Condominium
Patterson-Schwartz Real Estate Rehoboth Office · Peninsula Dry Cleaners a Bizzy Bee Division · Penn-Del Lock Inc. · Philly Pretzel Factory
Pirates of Lewes Expeditions · Possum Point Players · Races 2 Run, Inc. · Raymond F. Book & Associates, CPA's & Wealth Mgmt.
RE/MAX Realty Group · Rehoboth Art League · Rehoboth Auto Repair · Rehoboth Bay Realty Co. · Rehoboth Bay Sailing Assoc.
Rehoboth Beach Animal Hospital · Rehoboth Beach Boys & Girls Club · Rehoboth Beach Dental · Rehoboth Beach Public Library
Rehoboth Car Wash, Inc. · Rehoboth Toy & Kite Co. · The Residences at Lighthouse Cove · ResortQuest Realty · Restaurants Plus, Inc.
Robin Hood Restaurant · Rodney Dunes Pier 12 Beach Apartments · Rogers Sign Co., Inc. · Royal Treat Breakfast & Ice Cream Parlor
S.K. Management, Inc. at Pier Point Marina · Salt Air · SCORE - Experienced Business Counselors · Sea Finds Home & Gifts
Sea Shell Shop/Shell We Golf · Seashore Striders · SERVPRO of Sussex County · Sheets at the Beach, LLC
Sherri Martin Associates/Jack Lingo Realty · Shore Property Maintenance · Shore View Personalized Medical Care · Short's Marine, Inc.
The Sleep Emporium · Special Olympics Delaware · Sports at the Beach · Star of The Sea Condominium · Starboard Raw
State Farm Insurance · Statera Homes · Steen, Waehler & Schrider-Fox, LLC · Step by Stepping Stones · Stephan & Co.
STI Landscape Solutions · Stuart Kingston Gallery · Summer House Restaurant & Saloon · Sunny Day Guides · Sunsatons · Super G
The Surf Club · Sussex County Parkinson Education & Support · Tanger Outlet Center · TCC - Verizon Wireless Premium Retailer
TDS Brochure Distributors · Telewire Communications · The ALS Association Greater Philadelphia Chapter
The Jones Group of Delaware, LLC · The Local Buzz Group@ Joe Maggio Realty · Thrashers French Fries · Times Printing Co., Inc.
Tommy Hilfiger · Trinity Logistics, Inc. · Tunnell & Raysor · U.S. Small Business Administration/Delaware · VegRehoboth
Vernon Powell Shoes · VFW Post 7447 · Victoria's Restaurant · Virden Conference & Retreat Center · Robert Waegele (Patron Member)
WBOC TV 16 · Wealth Management Group, LLC · West Rehoboth Children & Youth · WGMD-FM 92.7 · Wheeler, Wolfenden & Dwares, PA
Williams Insurance Agency · Windsor's Flowers/Plants · Woody's Dewey Beach

Installation **AWARD** Winners & Sponsors

2018 Mae Hall McCabe Award • SoDel Cares, Scott Kammerer & Lindsey Barry

2017 Business of the Year • Fins Hospitality Group, Jeff Hamer

Monumental Continuous Business Recognition • Robin Hood Restaurant,
Kosta & Karen Tsoukalas



Chamber Volunteer of the Year • Gary Ceman

Dewey Beach Volunteer of the Year • Kelly Ranieri

Dewey Beach Lifeguard of the Year • Kurt Yngve

Scholarship Award Winners • Tori Rice - Matt Haley;
Travis Gilmore - DE Coast Press; Dru Simmons - True Blue Jazz

Outstanding Public Service • Former City of Rehoboth Beach Mayor, Sam Cooper

Individual Service Awards • Diane Hanson - Former Town of Dewey Beach Commissioner;
Mike Dunmyer - Former Town of Dewey Beach Commissioner; Paul Kuhns - Former RBDBCC Board
of Director; Kyle Morgan - Former RBDBCC Board of Director; Lorraine Zellers - Former City of
Rehoboth Beach Commissioner

20+ Years of Chamber & Community Support • Bad Hair Day?; Beach House Rentals;
Beebe Healthcare; Big Fish Grill & Seafood Market; CHEER, Inc.; Coca Cola Refreshments, Inc.;
Colonial East, L.P.; Crosswinds Motel; Delaware Seashore Preservation Foundation;
Farmer Girl Exotic Gardens; Hazzard Auto Parts, Inc.; Holiday Inn Express; Kiwanis of Coastal
Delaware; Morning Star Publications, Inc.; RE/MAX Realty Group; Rehoboth Beach Historical
Society; The Rehoboth Inn; Rehoboth Toy & Kite Co.

Top Sponsorship Recognitions • \$3,000 & Up: DART; Delaware Today; Discover Bank;
Grotto Pizza; Insight Homes; M & T Bank; The Resort at Massey's Landing; WBOC TV 16;
Weis Markets; WMDT-TV-Channel 47; WRDE NBC Coast TV. \$500 or More: Affinity Energy
Management, LLC; Applebees Neighborhood Grill & Bar; Applied Bank; Arena's Deli; Atlantic
Liquors/Crosswinds Motel; Atlantic Sands Hotel & Conference Center; Atlantic Transportation
Services; Berkshire Hathaway HomeServices Gallo Realtors; Bewitched & BEDazzled B&Bs; Big
Fish Grill & Seafood Market; Blackwall Hitch; Boulevard Ford; Buffalo Wild Wings; Cape Gazette;
Cape May - Lewes Ferry; Clear Space Theatre Company; Coastal Kids Pediatric Dentistry; County
Bank; Creative Concepts; Crooked Hammock; Custom Mechanical, Inc.; Delaware Beaches,
Yogi Bear's Jellystone Park Camp & Resorts; Dogfish Head Brewings & Eats; Dolles Candyland;
Fractured Prune - The Donut Shoppe; Fulton Bank, Delaware National Division; Hyatt Place Dewey
Beach; I.G. Burton; Jack Lingo REALTOR; Jake's Seafood House; Jeanine O'Donnell - State
Farm Insurance Lewes; Johnson Orthodontics; Kilwin's; Lefty's Alley & Eats; Makin' Whoopie Pies;
Maplewood Dental Associates; Meoli Companies; Mobile Cloud Video Gaming; Monograms
Unlimited; Mug & Spoon; Nassau Valley Vineyards; Pieces of Time; Rehoboth Ale House; Rehoboth
Beach Animal Hospital; Schell Brothers; Seaboard Hotels; Sussex County Association of Realtors;
Sussex County Women's Journal; Sweet Frog Frozen Yogurt; The Ice Cream Store;
The Residences at Lighthouse Cove; The Starboard; Trinity Logistics;
Woody's Dewey Beach Bar & Grill; WSFS.

Installation AWARD Winners & Sponsors



SoDel Cares



Fins Hospitality Group



Robin Hood Restaurant



Gary Ceman



Kelly Ranieri



Kurt Yngve



Tori Rice



Dru Simmons



Travis Gilmore



Sam Cooper



Individual Service Awards



20 Years of Membership & \$3,000+ Sponsors

REPORTS *and* STATISTICS

Accommodation Occupancy Chart | 2016 vs. 2017

Weekend	Room Count	Weather	Event
November 4-6, 2016	2,635	60's Sunny	None
November 3-5, 2017	2,648	70's Sunny	None
November 11-13, 2016	2,508	60's Sunny	Film Festival
November 10-12, 2017	2,548	40's Sunny	Film Festival
November 18-20, 2016	2,077	60's Sunny	None
November 17-19, 2017	1,909	50's Sunny	WonderFest
November 25-27, 2016	2,385	50's Cloudy	Tree Lighting
November 24-26, 2017	2,325	60's Cloudy	Tree Lighting
December 2-4, 2016	2,465	50's Sunny	RB Marathon
December 1-3, 2017	2,565	50' Sunny	RB Marathon
December 9-11, 2016	1,816	30's Sunny	None
December 8-10, 2017	1,791	30's Snow	None
December 16-18, 2016	1,559	30's Rain	None
December 15-17, 2017	1,706	30's Sunny	None
December 23-25, 2016	1,446	50's Rain	Holiday
December 22-24, 2017	1,481	50's Sunny	Holiday

Wednesday	Room Count
November 2, 2016	1,192
November 1, 2017	1,205
November 9, 2016	1,422
November 8, 2017	1,174
November 16, 2016	1,170
November 15, 2017	1,119
November 23, 2016	972
November 22, 2017	1,241
November 30, 2016	970
November 29, 2017	1,091
December 7, 2016	1,023
December 6, 2017	1,085
December 14, 2016	979
December 13, 2017	1,002
December 21, 2016	867
December 20, 2017	1,034

Year to Date Occupancy TOTAL Comparison

WEEKEND

January - December 25, 2016 · 143,475
January - December 24, 2017 · 145,730

WEDNESDAY

January - December 21, 2016 · 85,863
January - December 20, 2017 · 85,051

Accommodation Occupancy Chart | 2017 vs. 2018

Weekend	Room Count	Weather	Event
January 6-8, 2017	1,406	30's Snow	No Event
January 5-7, 2018	1,356	10's Snowy	No Event
January 13-15, 2017	1,795	30's Sunny	No Event
January 12-14, 2018	1,781	30's Cloudy	No Event
January 20-22, 2017	1,777	40's Rainy	No Event
January 19-21, 2018	1,671	40's Sunny	No Event
January 27-28, 2017	1,783	40's Sunny	No Event
January 26-28, 2018	1,786	40's Sunny	No Event

Wednesday	Room Count
January 4, 2017	968
January 3, 2018	1,003
January 11, 2017	972
January 10, 2018	1,044
January 18, 2017	1,028
January 17, 2018	1,095
January 25, 2017	1,012
January 24, 2018	1,034

Year to Date Occupancy TOTAL Comparison

WEEKEND

January 1 - 29, 2017 · 6,761
January - 28, 2018 · 6,594

WEDNESDAY

January 1 - 25, 2017 · 3,980
January 1- 24, 2017 · 4,176

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

	2017	2016	2015	2014	2013
NOV	302	402	414	461	375
DEC	183	295	326	321	369



Delaware Labor Force Trends

(December 2017); Delaware's seasonally adjusted unemployment rate in December 2017 was 4.6%, down from 4.7% in November 2017. There were 21,800 unemployed Delawareans in December 2017 compared to 20,400 in December 2016. The U.S. unemployment rate was 4.1% in December 2017, unchanged from November 2017. In December 2016, the U.S. unemployment rate was 4.7%, while Delaware's rate was 4.3%.

Source: Delaware Department of Labor - Monthly Labor Review; published January 19, 2018. <http://lmi.delawareworks.com>

REPORTS and STATISTICS

Website Results for www.Beach-Fun.com | 2016 vs. 2017 & 2017 vs. 2018

Month	Pageviews		Users/Visits		Absolute Unique Visitors		Bounce Rate *		Avg. Time on Site *	
	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017
January	36,863	35,856	10,299	10,682	9,415	9,896	49.39%	45.53%	2:22	2:02
February	45,436	47,246	13,358	14,461	12,031	13,406	49.42%	49.34%	2:07	1:52
March	54,147	54,490	15,909	15,733	14,530	14,697	50.88%	49.61%	2:08	2:07
April	66,091	74,459	18,447	23,564	17,036	22,195	50.39%	54.82%	2:12	1:42
May	81,709	68,097	22,044	19,648	20,808	18,424	47.92%	49.19%	2:12	1:53
June	128,917	95,174	36,583	27,798	34,960	26,471	50.63%	49.96%	1:59	1:52
July	146,498	102,687	39,388	31,053	37,295	29,334	47.55%	51.45%	2:04	1:44
August	113,298	81,449	31,499	24,971	29,548	23,357	50.03%	52.64%	2:03	1:48
September	76,917	65,576	25,850	22,241	23,683	20,481	58.50%	57.43%	1:41	1:29
October	137,574	145,524	46,127	44,431	42,304	40,683	58.37%	54.83%	1:25	1:32
November	30,103	24,510	11,398	8,646	9,282	6,953	63.23%	60.90%	1:18	1:35
December	23,476	18,946	8,086	6,704	7,109	5,857	56.98%	60.09%	1:39	1:34
YTD Totals	941,029	814,014	278,988	249,932	258,001	231,754	52.77%	52.98%	1:55	1:45

* YTD Total Average

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
YTD Totals	35,856	21,740	10,682	6,892	9,896	6,347	45.53%	53.38%	2:02	1:47

* YTD Total Average

Top Pages Viewed - January 2018

Page on Site	Page Views
1 Calendar of Events	1,978
2 Area Activities	1,096
3 Accommodations	911
4 Sea Witch® Festival	768
5 Attractions	717
6 Merchants' Attic	622
7 Dewey Beach Activities	564
8 Order a Visitors Guide	539
9 Dining	406
10 Photo/Video Tour	319

Top 10 States to Visit Website - January 2018

State	Visits
1 Delaware (partly Member driven)	1,496
2 Pennsylvania	1,259
3 Maryland	756
4 New Jersey	557
5 New York	514
6 Virginia	436
7 District of Columbia	400
8 Ohio	158
9 Florida	82
10 California	73

The Rehoboth Beach-Dewey Beach Chamber of Commerce was represented by Carol Everhart at the DC Travel and Adventure Show held January 20 & 21. Carol talked to & collected information for nearly 500 potential visitors to the Resort Area. Information was gathered via the fun and popular shell game! The winning shell was #133 which was won by Corby of Maryland.



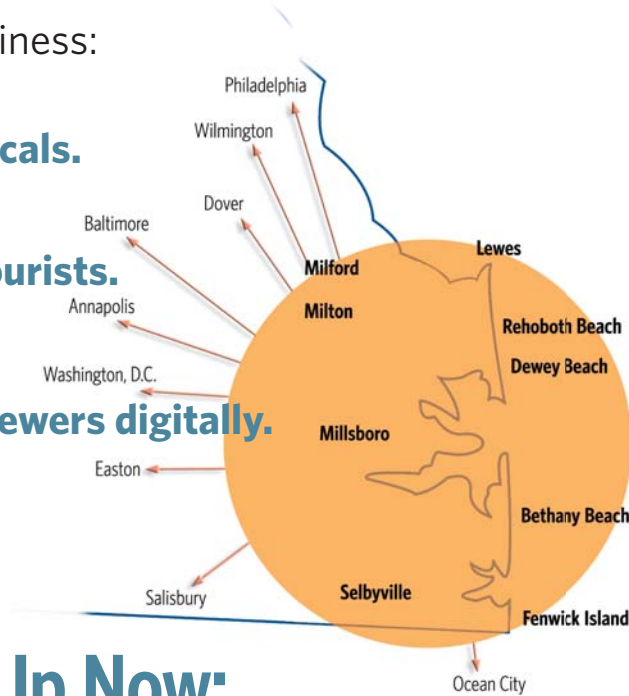
Reach More Customers!

By advertising in Delaware Beach Life magazine, your **ad is seen everywhere** throughout coastal Delaware — covering every path to promote your business:

Reach locals.

Reach tourists.

Reach viewers digitally.



Sign Up Now:



- **save 15%!**
- **get a free web ad!**
- **double the size of one of your print ads at no extra charge!**
- **get free ad design!**

Why Delaware Beach Life?



Scott Kammerer,
SoDel Concepts

“As a partner, Delaware Beach Life can help elevate any brand, reaching an audience that appreciates all that this area has to offer.”



Carrie Lingo,
Jack Lingo Realtor

“With three generations native to coastal Delaware, we know the real estate market and where to advertise.”



Drexel Davison,
Bad Hair Day

“Delaware Beach Life brings community and business together with a local flavor that’s a cut above the rest.”

Reserve your space NOW for the next issue!

No payment due until after publication!

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

MEMBERS IN THE SPOTLIGHT



Beach Barre Body Fitness Studio



Healthy Outcomes



First-Rate Movers



Henlopen Overhead Door



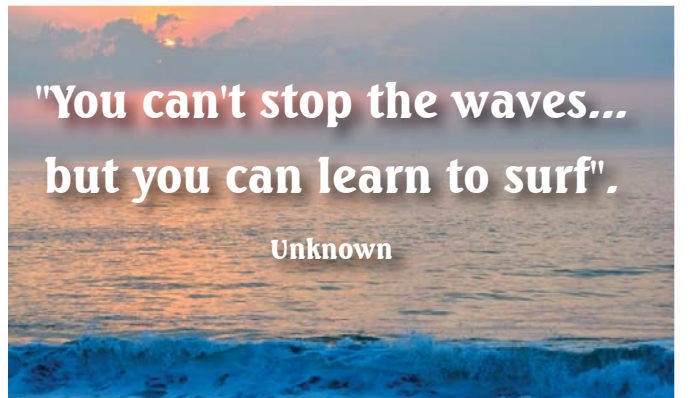
Leukemia and Lymphoma Society – Delaware Chapter



Josephine Keir LTD



Casapulla's Sub's Food Truck "The Big Salami"



**"You can't stop the waves...
but you can learn to surf".**

Unknown

MEMBERS IN THE SPOTLIGHT

Beach Barre Body Fitness

Beach Barre Body Fitness has now opened its second studio in Rehoboth Beach, Delaware centrally located on Coastal Highway near Giant Food (Lighthouse Plaza). Morning and evening classes for all fitness and experience levels and ages are available, welcoming both men and women.

Three to five classes weekly are recommended to get fit quick and stay that way. Barre can be done daily.

Beach Barre Body's website, beachbarrebody.com, provides the full schedule for easy booking of classes and to purchase class packages.

The co-owners of Beach Barre Body ~ Rehoboth, Sue Sheain, owner of Beach Barre Body ~ Bethany Beach, and Aimee Fulchino, managing partner of Barre, Baltimore's first exclusive Barre studio. Beach Barre Body is located at 19323 Lighthouse Blvd, Rehoboth Beach. Contact them at 302-539-5515. ♦

Sports at the Beach

Sports at the Beach hosts the nation's top baseball tournaments for thousands of travel teams from March through November. SATB continues to support Sussex County by contributing over \$40M to the local economy every year! In addition to baseball, their 100-acre complex offers a public swimming pool, playgrounds, archery range, walking trails, open space and the Indoor Sports Academy. The Indoor provides year-round Pickleball for players of all skill levels. Offering Beginner Lessons, Open Social Play, Instructed Classes, Tournaments, Indoor/Outdoor Court Rentals and other Special Events! SATB is located at 22518 Lewes-Georgetown Highway/Route 9 (5 minutes east of the Georgetown Circle). For more information, call 302-856-7400 or visit www.sportsatthebeach.com! ♦



Meghan's Collection, LLC

Handmade items inspired by the ocean! Home decor, beach signs, fun magnets and more. Items are made of wood and often include names of local beach towns and coastal sayings. Shop the collection at local art and craft shows or place a special order. Visit www.facebook.com/MeghansCollectionLLC for upcoming show dates and pictures. Email Meghan at meggosathebeach@comcast.net for more information. ♦



Casapulla's Subs

The Casapulla's staff would like to introduce you to the newest member of the Casapulla's Rehoboth Beach family, their food truck, The Big Salami. The 18' state-of-the-art truck has all the gadgets to make your Casapulla favorites on the road! Follow them on Facebook, Instagram and Twitter @TheBigSalamiDE to see if The Big Salami will be in your area. Additionally, The Big Salami is available for private catering events, call 302-227-7827, email sarah@casapullassubs.com or info@casapullassubs.com for more details. Be sure to honk if you see them on the road. ♦



Leukemia & Lymphoma Society

The Leukemia & Lymphoma Society's Man/Woman of the Year campaign will launch in Sussex County this year. The fundraising campaign encourages candidates to raise as much money as possible over the course of ten weeks from March 8th to May 11th. The man and woman who raise the most money on behalf of the organization will be announced at the campaign grand finale gala on May 11th at Rehoboth Beach Country Club and be recognized as the 2018 Man/Woman of the Year. Candidate nominations are now being accepted.

Funds raised through the Man/Woman of the Year campaign support the organization's mission to find cures and ensure access to treatment for all blood cancer patients.

The Leukemia & Lymphoma Society is the world's largest voluntary health agency dedicated to blood cancer. The LLS mission: Cure leukemia, lymphoma, Hodgkin's disease and myeloma, and improve the quality of life of patients and their families. LLS funds lifesaving blood cancer research around the world and provides free information and support services.

For more information, contact Stacey Battles at 302-661-7300 or Stacey.Battles@lls.org. ♦

MEMBERS IN THE SPOTLIGHT

Healthy Outcomes

Healthy Outcomes is a (non-surgical) Medical Weight Loss Center and was created 8 1/2 years ago in Georgetown, DE. The Healthy Outcomes Weight Loss Team provides patients with a comprehensive weight management intervention that includes; a customized diet and nutrition plan, complete metabolic and hormonal analysis, behavioral evaluation and modification therapy and exercise programs. Additional services are: fat burning injections, stimulants or medications, laser liposuction and genetic testing for weight loss. All this is provided under close medical monitoring to ensure a safe and scientific approach to weight management. The environment is very comfortable as each patient meets in a one-on-one setting with a Board Certified Weight Loss Physician as well as a Weight Loss Educator. The Center has all the necessary tools to provide patients with a complete and successful weight loss intervention. Their goal is to provide a truly healthy outcome.



On December 11, 2017 Healthy Outcomes opened its doors to a second location, now serving the Lewes area. Healthy Outcomes joined Atlantic Family Physicians and Atlantic Chiropractic under one roof. Together they hope to bring lots of healing to the Lewes Community. They are located at 12001 Old Vine Blvd, Suite 102 - Lewes, DE 19958. Contact them at 302-856-4022 or www.healthy-outcomes.com. ♦

First-Rate Movers

First-Rate Movers is a full service moving company headquartered in Lewes. They provide their residential and commercial clients with packing and moving services. Moving can be a very stressful time in a person's life and First-Rate



Movers' goal is to minimize the stress and give the homeowner a very personable moving experience. First-Rate distinguishes themselves from the competition through this unwavering dedication to customer service. Whether the relocation is local in Delaware, or long distance to Florida, they will deliver your belongings professionally with a smile. For more information, contact them at 302-703-9981. ♦

Josephine Keir LTD At Home

Josephine Keir LTD AT Home is a complete home furnishing store with two locations (Lewes and Milford). A family run business, Josephine Keir has been serving Delmarva for 30 years, specializing in selling unique hand knotted rugs and American made furniture. Contemporary and tribal rugs can be found as well as traditional oriental carpets. All of the rugs and a vast array of floor covering from vinyl floor cloths to sisal are located at the Lewes location, which also features some of most popular upholstered furniture. The Milford location offers mainly furniture and accessories. Both locations feature fine art for the home, collector or office. Josephine Keir LTD At Home offers free design service and fast delivery for customers in the surrounding area. Exceptional customer service has been the hallmark of the business.

Come see them at their two locations: 33506 Crossing Avenue, Unit 5, Lewes (302-645-9047) & 27 S. Walnut Street, Milford (302-422-0270). Find them on the web at www.josephinekeir.com. ♦

Henlopen Overhead Door

Have you ever had trouble with your garage door? Squeaking, grinding, flashing lights, won't go up, won't stay down, drifting, slamming, hanging crooked. If you have one, chances are it has happened to you.



"Your safety is our top priority," says owner-operator, Jim Bachman. "When something in your home breaks, you want the peace of mind that comes when you call a family friend or trusted neighbor. We feel the same way, and that's how we run our business."

Henlopen Overhead Door is your local resource for residential garage door sales, installation, and service. Located in Lewes, they serve the Cape Region and surrounding areas in Sussex County with top quality Haas doors and a dependable line of garage door openers for single-family homes.

Owners, Jim and Trish Bachman, are a local family. Raising their kids in the place where they grew up, they work every day to make the community a great place to live. "Whether it's troubleshooting a problem or helping you pick out your next new door, our commitment is that we'll treat you like our neighbor and treat your home like our own."

For more information, call/text 302-228-0561 or visit www.HenlopenOverheadDoor.com. ♦

CHAMBER CHICKS ON THE MOVE

In the beginning of January, the Chamber Chicks ... amidst the snow ... made their way from 509 Rehoboth Avenue to 306 Rehoboth Avenue. Numerous Chamber Members helped along the way and the Chamber Chicks can't thank them enough!! Check out the list and photo recap.



Emily boxing up the Events Office.



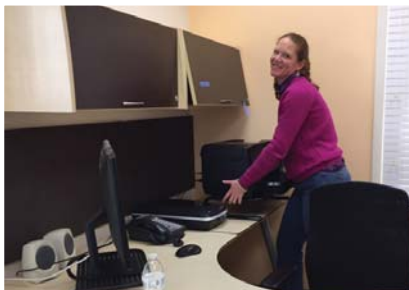
Tom with Architectural Marketing arranging the office furniture.



Donnie of Link Layers...keeping us connected!



Meghan moving the final pieces from 509 Rehoboth Avenue.



- **Carpet Cleaning**
Carpet Daddy's
- **Cleaning**
Mid Atlantic Cleaning & Services
- **Computer/Network**
The Link Layers
- **Electrical Services**
Murphy Electric
- **Flooring**
Fehrenbach's Flooring
- **HVAC Service**
Custom Mechanical
- **Insurance**
Williams Insurance Agency
- **Internet Services**
Comcast Business
- **Lobby Design**
Creative Concepts
- **Locksmith**
Penn-Del Lock
- **Miscellaneous Muscle**
Chris Mal, Stan Mills, Larry Lanoutte & Zeke Przygocki
- **Moving**
First-Rate Movers
- **Moving Coordination & Assistance from the Lessor**
City of Rehoboth Beach
City of Rehoboth Beach Staff
- **Office Furniture**
Architectural Marketing
- **Organizational Units**
Closet Works
- **Painting**
J&S Concepts
- **Phone System**
Delmarva VoIP
- **Window Blinds**
Budget Blinds

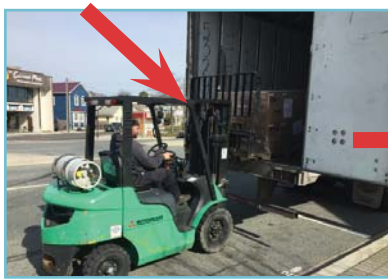
MUSCLE AROUND TOWN, LOL!

The 2018 Official Area Visitors Guide - printed by Times Printing - was delivered to the Chamber's new administration office at 306 Rehoboth Avenue on the first day of February. Mike and Brett of Grand Rental Station assisted with the removal of the 20 pallets from the delivery truck. Brett and the First-Rate Movers crew moved all the guides into the office... upstairs and downstairs!! The delivery went smooth because of YOU!



From Here

To There



The Visitors Guide, posters, and event ticklers are currently being scheduled for delivery to members.

Call Sophia for a supply...302-227-6446.

SPECIAL HOLIDAY THANKS TO . . .

Matt's Auto Care for placing Santa's House on the Boardwalk
Coastal Towing for taking Santa's House to its winter location
Short's Marine for storing and shrink wrapping Santa's House



Lots of Smiling Faces at Installation



Pictures also posted on the Chamber's Facebook Page!

Lots of Smiling Faces at Installation



The Chamber Chicks would like to thank all of the Event Sponsors, Photo Booth and Members who donated items for the Balloon Pop, Volunteer and Sponsor Gift Bags! We couldn't do it without **YOU!**



BUSINESS *after* HOURS PICTURES

THANKS to our November Hosts!

316 Rehoboth Avenue · Rehoboth Beach · 302-226-BREW
www.dogfish.com



BUSINESS *after* HOURS PICTURES

THANKS to our December Hosts!

Jake's Seafood House · 19178 Coastal Hwy · Rehoboth · 302-644-7711 · jakesseafoodhouse.com
Cape Gazette · 17585 Nassau Commons Blvd · Lewes · 302-645-7700 · www.capegazette.com
WRDE NBC Coast TV · 17585 Nassau Commons Blvd · Lewes · 302-227-9733 · www.wrdetv.com



Cape Gazette



BUSINESS *after* HOURS PICTURES

THANKS to our January Host!

18385 Coastal Highway · Lewes · 302-644-2500

www.bethanyblues.com



OPPORTUNITIES TO PROMOTE YOUR BUSINESS

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

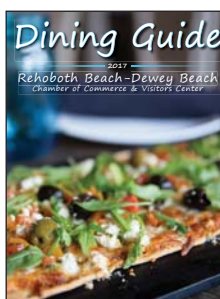
Chamber Coupon Book

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 13th. Both publications are distributed to the Visitors Center, Boardwalk Kiosk, realtors, and accommodations during the last week of May.

Reach your fellow Members by advertising in the Focus On Newsletter!

Four printed issues with a minimum of 16 pages. A total of 4,400 copies are printed for each issue and are mailed to the Membership, elected officials, and inserted into the Cape Gazette newspaper. There will be three electronic newsletters emailed to 1,100+ Members & contacts. All ads are full color and include ad design.



Ad Size.....Price Per Ad.....Ad Dimensions

Business Card Ad	\$50.00	3.5625" wide x 2.25" high
Front Page Footer	\$100.00	7.25" wide x 1.5" high
Quarter Page Ad	\$100.00	3.5625" wide x 4.625" high
Half Page Ad	\$125.00	7.25" wide x 4.625" high
Full Page Ad	\$175.00	7.25" wide x 9.375" high

Contact Carol for more info! carol@beach-fun.com · 302-227-6446

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 and Guest Bags. The bags are delivered once a week from May through August to the majority of the local realtors AND selected sites. 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. While the Chamber is not responsible for product received after the deadline date your product can be stored at the Chamber for no additional cost. Please note that, lack of product not delivered as scheduled, can result in non-inclusion in realtor bags and delivery of the same, is non-refundable.



Special Notes: Out of courtesy to our Realtor members, no competitive Real Estate or Accommodation product is accepted for placement in the bags. Any excess (leftover product) for any purchased time-frame will be placed in the following scheduled delivery. Any excess product at the end of the season will be placed in the Visitor Center.

Contact Sophia for more info! distribution@beach-fun.com · 302-227-6446

Remember **Spring Forward** • **March 11th**



645-5105

**\$99 Spring
Safety Special**

Apple Electric will change the **BATTERIES** in every smoke detector in your home and ensure they are in proper working order!



**Rehoboth Beach-Dewey Beach
Chamber of Commerce & Visitors Center**

501 Rehoboth Avenue (Visitors Center)
306 Rehoboth Avenue (Administration Offices)
P.O. Box 216
Rehoboth Beach, DE 19971

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