



# FOCUS *on*

November/  
December 2015

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

Mission: To promote business, tourism and civic responsibility.



## **Chamber Celebrates 75 Years of Promoting Business, Tourism and Civic Responsibility**

Please join us for the 75th Chamber Anniversary and Holiday Business After Hours! The party, co-sponsored by the Cape Gazette and WRDE NBC Coast TV, will be held at Jake's Seafood House on Coastal Highway, Rehoboth Beach from 5:00-7:00 PM.

No Fee for Members with Key Tag.  
\$5.00 for Members with out.

Great Food, Music, Drinks & Fun!



## **Henlopen Conference Game of the Week**

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

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Fax · 302-227-8351

rehoboth@beach-fun.com

www.Beach-Fun.com

**Download the Chamber's FREE App!**

Chairman of the Board ..... Paul Kuhns  
First Chair ..... Jay Becker  
Second Chair..... Steve Montgomery  
Third Chair/Treasurer ..... Vicki Tull  
Immediate Past Chair ..... Keith Martin  
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Marvin Carney	Scott Swingle
Jerry Esposito*	Rachel Webster*
Chip Hearn	Chris Weeks
Bill Klemkowski	Kay Wheatley
Dale Lomas	Susan Townley-Wood
Rob Marshall	*At Large Directors
Michael Meoli	**Incoming

CEO/President.....Carol Everhart  
Legal Counsel ..... John M. Murray  
Legal Counsel ..... Jay Becker  
Legislative Consultant ..... Mark Lally

**Chamber Staff Contact Information**

Katie Bragg, Visitors Center Manager ..... Ext. 0  
Visitors Center Staff .....Ext. 0  
Sue Krick, Susan Maclary, Karen McMahon  
Kate Bell, Events ..... Ext. 11  
Carol Everhart, President/CEO ..... Ext. 13  
Joy Kidd, Administration ..... Ext. 14  
Patty Burkentine, Membership ..... Ext. 15  
Meghan McCalley, Finance/Marketing ..... Ext. 16  
Linda Mills, Administration.....Ext. 18  
Elsa Muñoz, Distribution.....Ext. 25

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# 2015 Upcoming Calendar

DATE.....	MEETING or EVENT .....	TIME/PLACE
Nov 12	.....Executive Board of Directors Mtg.....	10:30 am/Jake's Seafood
Nov 12	.....Full Board of Directors Mtg .....	11:30 am/Jake's Seafood
Nov 14	.....Town of Dewey Beach Mtg .....	9:00 am/Lifesaving Station
Nov 19	.....Business After Hours .....	5-7 pm/Greene Turtle, Boardwalk
Nov 20	.....City of Rehoboth Beach Mtg .....	7:00 pm/Commissioners Room
Nov 27	.....Rehoboth Beach Tree Lighting.....	6:30 pm/Bandstand
Nov 28	.....Dewey Beach Tree Lighting .....	6:00 pm/Fifer's Market
Dec 10	.....Joint Board of Directors Mtg.....	2:30 pm/Jake's Seafood, Rt. 1
Dec 10	.....Holiday Business After Hours.....	5-7 pm/Jake's Seafood, Rt. 1
Dec 12	.....Town of Dewey Beach Mtg .....	TBA/Lifesaving Station
Dec 18	.....City of Rehoboth Beach Mtg .....	7:00 pm/Commissioners Room

For more Resort Area Events, visit [www.Beach-Fun.com](http://www.Beach-Fun.com)

## Save The Dates



**Save the Date for the 2016**  
Awards Ceremony, Sponsor  
Recognition and Installation  
of Chamber Officers

### Thursday, February 11

The Chamber of Commerce invites you to join us for an evening recognizing volunteers, sponsors, special award winners and Chamber Board of Directors. This sell-out event will take place at the Atlantic Sands Hotel in downtown Rehoboth Beach. Cocktails begin at 5PM; dinner and program begin at 6PM.

To RSVP, contact Joy at 302-227-6446 or [joy@beach-fun.com](mailto:joy@beach-fun.com).



If you care about the environment, join  
EDEN Delmarva at the **Clean Water Forum**

**May 20, 2016**

Atlantic Sands Hotel · More Info At [EdenDelmarva.org](http://EdenDelmarva.org)

# NEW YEAR'S EVE SWEET '16 CELEBRATION

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# BRAG BOARD

## Members Celebrates 50 Years

The Better Business Bureau (BBB) is celebrating their 50th Anniversary! They have been serving businesses and consumers in Delaware from 1965-2015.

In addition, the Rehoboth Beach - Dewey Beach Chamber of Commerce has been a BBB Accredited Business for 10 years.

For more information, visit [www.bbb.org/delaware](http://www.bbb.org/delaware).

## WSFS Named A Top Workplace For Tenth Year In A Row

WSFS Financial Corporation, the parent company of WSFS Bank, has been ranked on The News Journal's 2015 Top Workplaces list for the tenth consecutive year. Sixty companies across the state of Delaware were recognized in the Top Workplace survey which analyzes Delaware's business community.

This year WSFS was ranked fourth in the Large Company category and, for the tenth year in a row, was ranked in the Top 5. The Top Workplaces survey evaluates companies in the following categories: direction, execution, connection, my work, my manager, and my pay & benefits based on employee participation.

For more info, visit [www.wsfsbank.com](http://www.wsfsbank.com).



## Members Recognized As Top Delaware Lawyers

Chamber Member Heidi Gilmore and four of her peers at Baird Mandalas Brockstedt, LLC, with offices in Dover and Lewes, were recently named Top Delaware Lawyers in their respective practice areas by Delaware Today.



BMB Attorneys recognized are: Arlene M. Benton – Real Estate Law; Chase T. Brockstedt – Torts-Insurance; Heidi J.A. Gilmore – Real Estate Law; Glenn C. Mandalas – Land Use & Zoning Law; John W. Paradee – Land Use & Zoning Law.

To learn more about the team, visit [www.BMBde.com](http://www.BMBde.com) and watch the firm's "Get to Know Us" video.

## Cultured Pearl #8

Downtown Rehoboth Beach restaurant, **The Cultured Pearl**, made #8 on TABÉLog's Top 11 Best Sushi Restaurants in America. TABÉLog is a lively online community for foodies, by foodies.

Congrats Sue, Rob and Cultured Pearl Staff



## Sea Witch Trick or Treat Thank You

As a parent of a five year old, a giant thank you for all the participating businesses and the town of Rehoboth! We had so much fun trick or treating. We can tell so much hard work and money goes into providing our children safe and happy fun. We are very grateful!



...We are locals so we will be back. I know it has to be a huge undertaking to transform the town. Many of us appreciate it all!

Submission on the Chamber's Facebook Page

## Sea Witch Entertainer Thank You

Thank you so much for another year at the Sea Witch Festival. We had a great time and loved playing for everyone! Judging from the looks of the crowd,



and the little bit of feedback we got from a few of the people we met afterwards, I think everyone had a great time. Once again I thank you for giving us the stage and the opportunity! We look forward to hopefully working with you again possibly next year for the event. Please keep us in mind when you start your planning for next year. Thank you so much!!

Jon, band member of British Invasion Experience  
More info at: [www.thebritishinvasionexperience.com](http://www.thebritishinvasionexperience.com)

# BRAG BOARD

## Great Experience at Sea Witch

DART's experience at the Sea Witch Parade was awesome. It was one of the best PR experiences of my career. It is definitely a memorable one. We were very proud of how the crowd applauded DART and cheered us on. We were all dressed as pirates on the bus with our parrot at the helm of the bus. Our driver wants to do the parade next year. Fantastic!



Thank you, Sharon L. Williams  
Marketing and Outreach Manager  
Delaware Transit Corporation- DART First State

## Ton of Fun at Sea Witch

Had a ton of fun (at Sea Witch)... great job by the Chamber as always and perfect weather!

Jessica Dubois  
AVP, Store Manager  
TD Bank Rehoboth



## Congrats on the Good Work at Sea Witch

Hi Kate, Congratulations on getting through another year! Thank you for working so diligently on this event and providing superb communication with city staff, public works and the police department. Your efforts do not go unnoticed!

Take Care, Sharon Lynn  
City Manager, Rehoboth Beach

## Great Time Performing at Sea Witch

I had a great time performing for Sea Witch, the final slot was good for me and I hope the audience. I hope you will please consider me again for next year, thanks!

Paul Zavinsky

## Thanks for the Sea Witch Invite

Hi Kate - just wanted to say thanks again for inviting us to perform at the Sea Witch Festival again this year. It's our favorite performance of the year. Even with the rain showers on Sunday morning, we had a small but enthusiastic audience. I hope we'll have the chance to do it again next year.

Regards, Wally, band member of the Pantones  
More info at: [www.cafeyouth.org](http://www.cafeyouth.org)

## Nickle Electrical Jumps 31 Places on ENR Magazine's Top 600 Specialty Contractor List

For the second year in a row, Engineering News-Record Magazine has named Nickle



Electrical Companies in its annual Top 600 Specialty Contractors list. Nickle snagged spot #426 on the famed list, a 31-place jump from last year.

The list, published at the end of October, ranks specialty contractors by 2014 revenue. Other specialties include mechanical, demolition, concrete, masonry, and more. To accompany the Top 600, ENR published an article about the steadily improving market for sub-contractors and specialty contractors. This year's Top 600 had a record total of \$93.20 billion in 2014, up 5.6% from last year. It beat out 2008's revenue of \$87.07 billion, before the recession began.

Visit [www.enr.construction.com](http://www.enr.construction.com) for the complete Top 600 list and [www.nickleelectrical.com](http://www.nickleelectrical.com) for more information about Nickle Electrical Companies.

## Another Award for the Sea Witch Festival

Congratulations...The readers of Coastal Style Magazine have voted the Sea Witch Halloween & Fiddlers' Festival a "Best Of" winner for 2015.





# 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.

## **APPI**

Dan Flaherty  
2013 Northwood Drive, Suite One  
Salisbury, Maryland 21801  
667-520-6685  
www.appienergy.com  
Service - Electrical/Energy Provider  
& Consultants

## **Betterliving of Delmarva**

Nancy Jackson  
32442 Royal Blvd., Suite 1  
Dagsboro, Delaware 19939  
302-251-0000  
www.delmarvasunrooms.com  
Service - Sunrooms  
M2M Discounts: up to \$2,000 off purchase of sunroom or porch enclosure.

## **Bramble & Brine**

Joseph Churchman  
315 Rehoboth Avenue  
Rehoboth Beach, Delaware 19971  
302-227-7702  
www.brambleandbrine.com  
Restaurant/Eatery

## **Coastal Style Magazine**

Paula Myers  
410-213-9491  
www.coastalstylemag.com  
Service - Publications

## **G. Fedale Roofing & Siding**

Glenn Fedale Sr.  
101 S. Mary Street  
Wilmington, Delaware 19804  
302-225-7663  
www.gfedaleroof.com  
Service - Builder/Contractor  
M2M Discount: 10% discount to Members on residential projects over \$10,000.00. Offer cannot be combined with other discounts or coupons.

## **Heritage Shores Club**

Greer Stangl  
One Heritage Shores Circle  
Bridgeville, Delaware 19933  
302-337-9910  
www.heritageshores.com  
Attractions - Golf

## **Insight Homes**

Rob Lisle  
16255 Sussex Highway  
Bridgeville, Delaware 19933  
302-337-0400  
www.itsjustabetterhouse.com  
Service - Builder/Contractor

## **International Student Outreach Program (ISOP)**

Maryanne Kauffman  
Rehoboth Beach, Delaware 19971  
703-400-6364  
www.j1rehoboth.com  
Service - Non-Profit/Organizations

## **Lady and Mane Barbershop**

Chae Sade  
18297 Coastal Highway  
Lewes, Delaware 19958  
302-727-9799  
Service - Beauty Services

## **Modern Mixture**

Leonardo Cabrera  
62A Rehoboth Avenue  
Rehoboth Beach, Delaware 19971  
302-227-0600  
Restaurant/Eatery

## **Nothing But Trouble Band**

Chris McAfee  
1335 Walters Mill Road  
Forest Hill, Maryland 21050  
443-497-0933  
Attraction - Theatrical/Entertainers

## **Plastic Safety Systems, Inc.**

Dave McKee  
2444 Baldwin Road  
Cleveland, Ohio 44104  
216-231-8590  
www.plasticsafety.com  
Service - Rentals

## **Premier Physical Therapy and Sports Performance**

Tom Windley  
20268 Plantations Road, Suite B  
Lewes, Delaware 19958  
302-727-0075  
www.premierptsp.com  
Service - Physical Therapists

## **Transformative Dynamics**

Eunice Carpitella  
39054 Beacon Drive  
Fenwick Island, Delaware 19944  
610-551-8451  
www.transformativedynamics.com  
Service - Business Services

## **Trinity Logistics, Inc.**

Denise Crockett  
50 Fallon Avenue  
Seaford, Delaware 19973  
302-262-0632  
www.trinitylogistics.com  
Service - Shipping Services

## **True Blue Jazz, Inc.**

Sherman Ward & Peggy Raley Ward  
31408 Heron Circle  
Lewes, Delaware 19958  
302-448-1766  
www.truebluejazz.org  
Attraction - Non-Profit

## **The Voice Radio Network**

Tracey Baker & Erin Wood  
302-858-5118  
www.thevoiceradionetwork.com  
Service - Radio Stations





## 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 August 22 - October 30, 2015. Thank you for your continued support!

A Day in a Life Designs Photography · A.G. Renovations · Ad-Art Sign Company · Allen Insurance Group  
Atlantic Boardwalk Grille · Avenue Inn · Awnings by Coastal Sunrooms · Back Bay Art Glass · Baked Coffee Bar  
Barrows and Associates · Beach Babies Child Care · Bear Trap Dunes · Bewitched & BEDazzled B&Bs  
Blood Bank of Delmarva · Brick Hotel Restaurant & Tavern · Cadbury at Lewes · Cancer Support Community DE  
Cilantro Cocina De Mexico · Clean Energy USA · Clear Space Theatre Company · Jeffrey, M. Cooper, DMD, PA  
Country Club Estates Property Owners · Crown Trophy · Dante Property Management · Davis, Bowen & Friedel  
Delaware Hospice · Delaware PC Services · Design Center of Rehoboth · Dolles Candyland  
Dover Rent All Tents & Events · Dreamweaver Interiors & Fabrics · Fins Fishhouse and Rawbar · Group J Design  
Grub Grocery · Holiday Inn Express · Holland Jewelers · Homestead Bed & Breakfast at Rehoboth · I.G. Burton  
In2Soles · The Insurance Market · Jiffy Lube Lewes/Jiffy Car Wash · K. Hovnanian Homes · KSI · La Red Health Center  
Lavender Fields at Warrington Manor · L.E.H. Soap · Melson Appraisal Services · Melvin J. Joseph Construction Co.  
Merestone Consultants · Meridian Home Watch · Mid-Shore Electrical Services · Mid South Audio  
Oasis Wellness Spa · Onix Group · Pat Campbell-White & Carla Scheder · Patio Systems · Peninsula Oil  
Perfect Wedding Guide · Phippin's Cabinetry & Renovations · Progar & Company, P. A., CPA · Races2Run  
Rehoboth Mall · Rehoboth Summer Childrens Theatre · Ronald M. Coffin General Contractors  
The Sand Crab Beach Bar · Save Our Lakes Alliance · Schell Brothers · Schillaci Architects · Seniors Helping Seniors  
Shore Bank · Sign\*A\*Rama · Tall Pines Resort Community & Campground · Tidewatch Accommodations  
Tull Realty Group/OASIR · Tupperware Home Parties · U.S. Small Business Administration/DE District  
Walgreens · Wells Fargo Advisors · WMDT-TV - Channel 47 · Yoder & Sons Construction.  
Renewals from August 22 - October 30, 2015.

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**HARBOR**  
HEALTHCARE &  
REHABILITATION

# Resort Area Holiday Happenings

## Santa's Stop on the Boards Rehoboth Avenue & the Boardwalk



Bring  
Your  
Camera!  
Donation  
Based!

Friday · November 27th · 11 AM-2 PM & 4-8 PM

Saturday · November 28th · 3-5 PM & Sunday · November 29th · 11 AM-1 PM

Saturday · December 5th · 3-5 PM & Sunday · December 6th · 11 AM-1 PM

Saturday · December 12th · 3-5 PM & Sunday · December 13th · 11 AM-1 PM

Friday · December 18th · 5:30-7:30 PM & Saturday · December 19th · 3-5 PM

Sunday · December 20th · 11 AM-1 PM & Pets Only Visit with Santa · 1 PM-3 PM

The Chamber of Commerce would like to thank the following for their **holiday help!**

City of Rehoboth Beach, Grand Rental Station, Matt's Auto Care, Murphy Electric, Windsor's Flowers & Plants, Yoder & Sons Construction and of course, Mr. Claus.

Rehoboth Beach Tree Lighting Friday, November 27th · Begins at 6:30 PM at the Bandstand

Holiday Rehoboth Beach Farmers' Market Saturday, November 28th · Noon-3PM at Grove Park

Dewey Beach Tree Lighting Saturday, November 28th · Begins at 6 PM at Fifer's Local Fresh Market

Rehoboth Beach Christmas Parade Tuesday, December 1st · 6:30 PM down Rehoboth Avenue

*More Holiday Events & Specials at [Beach-Fun.com](http://Beach-Fun.com)!*

## Merchants' Attic · New Location for 2016!

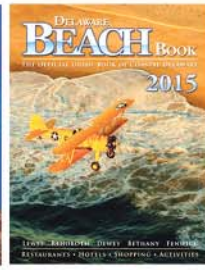
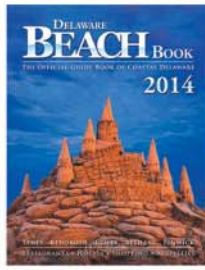
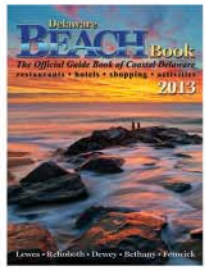
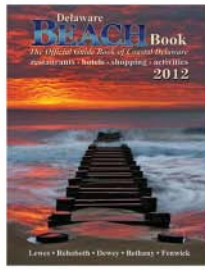
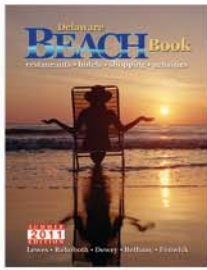
**This Just In...** Due to the construction at the Rehoboth Beach City Hall Complex, the popular Merchants' Attic & General Garage Sale will be held at a **new location**. There will also only be one event, not three events as in the past.

**Sunday, February 14, 2016**  
**11:30AM - 3:30PM**  
**Cape Henlopen High School**

This is a great opportunity for merchant's to clear out inventory. For information on renting a space, contact Kate Bell at 302-227-2233 ext. 11 or [kate@beach-fun.com](mailto:kate@beach-fun.com).







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# REPORTS and STATISTICS

## Accommodation Occupancy Chart | 2014 vs. 2015

Weekend	Room Count	Weather	Event	Wednesday	Room Count
August 1-3, 2014	3,346	70's Cloudy/Rain	Sandcastle Contest	July 30, 2014	2,938
July 31-August 2, 2015	3,452	80's Sunny	Sandcastle Contest	July 29, 2015	2,811
August 8-10, 2014	3,507	70's Sunny	Summer Vibes Fest	August 6, 2014	2,980
August 7-9, 2015	3,558	70's Mix	Summer Vibes Fest	August 5, 2015	3,041
August 15-17, 2014	3,499	70's Sunny	Art League Outdoor Show	August 13, 2014	2,954
August 14-16, 2015	3,559	80's Sunny	Art League Outdoor Show	August 12, 2015	3,039
August 22-24, 2014	3,347	70's Cloudy	None	August 20, 2014	2,747
August 21-23, 2015	3,671	80's Sunny	None	August 19, 2015	2,825
August 29-August 31, 2014	3,442	70's Sunny	Labor Day Weekend	August 27, 2014	2,402
August 28-August 30, 2015	3,404	70's Sunny	None	August 26, 2015	2,524
September 5-7, 2014	3,333	80's Sunny	Nanticoke Indian Pow Wow	September 3, 2014	2,153
September 4-6, 2015	3,584	80' Sunny	Labor Day Weekend	September 2, 2015	1,898
September 12-14, 2014	3,320	70's Sunny	DB Triathlon	September 10, 2014	2,153
September 11-13, 2015	3,562	80's Cloudy/Sunny	Nanticoke Indian Pow Wow	September 9, 2015	2,385
September 19-21, 2014	3,388	70's Sunny	DB Music Conference	September 17, 2014	1,994
September 18-20, 2015	3,595	70's Sunny	Polkamotion/DB Triathlon	September 16, 2015	2,481
September 26-28, 2014	3,428	70's Sunny	Nascar/Elvis Festival	September 24, 2014	1,783
September 25-27, 2015	3,342	70's Cloudy	DB Music Festival	September 23, 2015	2,004
October 3-5, 2014	2,883	60's Rainy	Sidewalk Sale	October 1, 2014	1,402
October 2-4, 2015	2,590	60's Nor'easter	Sidewalk Sale	September 30, 2015	1,334
October 10-12, 2014	3,043	60's Rainy	Columbus Day	October 8, 2014	1,422
October 9-11, 2015	3,377	70's Sunny	Columbus Day, Christmas Shop, Buddy Walk, Greyhounds	October 7, 2015	1,632
October 17-19, 2014	3,092	70's Sunny	Jazz Fest	October 15, 2014	1,383
October 16-18, 2015	3,339	60' Sunny	Jazz Fest	October 14, 2015	1,466
October 24-26, 2014	3,518	70's Sunny	Sea Witch Festival	October 22, 2014	1,287
October 23-25, 2015	3,578	60's Sunny/Light Rain	Sea Witch Festival	October 21, 2015	1,399

### Year to Date Occupancy TOTAL Comparison

#### WEEKEND

January - October 26, 2014 · 120,053

January - October 25, 2015 · 123,963

#### WEDNESDAY

January - October 22, 2014 · 77,417

January - October 21, 2015 · 71,668

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

	2015	2014	2013	2012	2011
AUG	2,619	2,404	2,908	2,472	2,831
SEPT	1,451	1,568	1,703	1,418	1,578
OCT	1,567	1,988	1,587	1,204	1,310



### DE Dept. Of Labor Statistics

(September 2015); Delaware's seasonally adjusted unemployment rate in September 2015 was 4.9%, up from a revised 4.8% in August 2015. There were 22,900 unemployed Delawareans in September 2015, compared to 25,200 in September 2014. The U.S. unemployment rate was 5.1% in September 2015, unchanged from 5.1% in August 2015. In September 2014, the U.S. unemployment rate was 5.9%, while Delaware's rate was 5.5%.

Source: DE Monthly Labor Review; October 16, 2015.  
[www.delawareworks.com/ooldmi](http://www.delawareworks.com/ooldmi)



# REPORTS and STATISTICS

## Website Results www.Beach-Fun.com

### August 2014 vs. 2015 Comparison

<b>2015</b>	138,070 pageviews/hits 34,583 users/visits 31,814 absolute unique visitors 46.28% bounce rate 2:22 average time on site
<b>2014</b>	109,782 pageviews/hits 28,436 users/visits 26,046 absolute unique visitors 47.11% bounce rate 2:23 average time on site

### September 2014 vs. 2015 Comparison

<b>2015</b>	82,665 pageviews/hits 24,171 users/visits 21,562 absolute unique visitors 52.79% bounce rate 2:04 average time on site
<b>2014</b>	64,735 pageviews/hits 19,136 users/visits 17,017 absolute unique visitors 51.24% bounce rate 2:06 average time on site

### October 2014 vs. 2015 Comparison

<b>2015</b>	118,884 pageviews/hits 39,483 users/visits 34,500 absolute unique visitors 60.26% bounce rate 1:34 average time on site
<b>2014</b>	117,159 pageviews/hits 36,465 users/visits 32,056 absolute unique visitors 53.48% bounce rate 1:46 average time on site

## Chamber Publication Distribution

Chamber Staff is happy to report that all of the Visitors Guides, Dining Guides and Coupon Books have been distributed for 2015!!!



## Top 5 States to Visit Site - October 2015

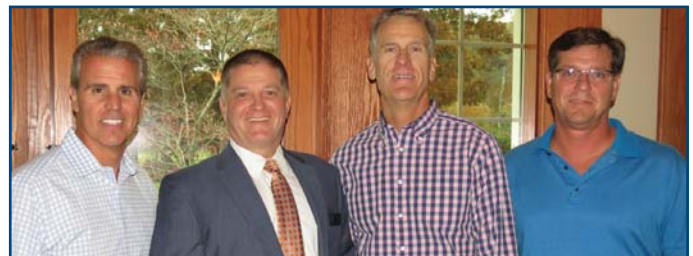
1	Delaware (partly Member driven)	16,321
2	Pennsylvania	12,033
3	Washington DC	6,985
4	Maryland	5,914
5	New Jersey	3,552

## Top Pages Viewed - October 2015

Page on Site	Page Views	
1	Sea Witch Festival	56,981
2	Events	13,350
3	Area Activities	7,437
4	Attractions	3,003
5	Dewey Beach Activities	1,395
6	Sidewalk Sale	1,347
7	Dining	1,175
8	Souvenir Shop, 2015 Sea Witch Gear	1,040
9	Shopping	868
10	Order A Free Visitors Guide	666

## GENERAL MEMBERSHIP MEETING

**Bernice Whaley**, Secretary for the Delaware Economic Development Office, spoke to the Membership on November 5, 2015 at Kings Creek Country Club.



"I just want to say thank you for helping me with my school project and my visit to the Rehoboth Beach and Dewey Chamber of Commerce meeting. It was very interesting and I learned a lot. I saw it's a great tool for businesses as it allows business owners to network with people and that is great! I just wanted to thank you and say I enjoyed my visit with the Chamber of Commerce. Plus, the food was good!" Garrett Casale, Del Tech Student



# No Scaredy Cats Here . . . Only Brave Sea Witch Supporters!



## Over 400+ Scaredy Cat Helpers Made Magic Happen!

7 Eleven, A&M Crafts, Ad Boat, Adams Radio Group, Affinity Energy Mgmt., AmericInn, Apple Electric, Marc Applebaum, Applebee's, Applied Bank, David Ara, Kathy Ara, Kelly Ara, Arena's, ASAP Printing, Atlantic Liquors, Atlantic Oceanside Motel, Atlantic Sands Hotel, Atlantic View Hotel, Avenue Inn, BAKED!, Jessica Baker, Wayne Baker, Baltimore Outkast Marching Band, Barrows & Associates, Carter Bates, Christina Bates, Rob Bates, Trent Bates, BB&T Cleaning Services, Beach Boutique, Beach Glass Store, Beach View Motel, Jay Becker, Kate Bell, Mary Bell, Bret Bennett, Kelly Bennett, Chris Berg, Emily Bergh, Berkshire Hathaway HomeServices, Bethany Blues, Big Fish Grill, Terry Blackney, Blue Rock Gourds, Boulevard Ford, Trey Bowden, Sky Brady, Katie Bragg, Brandywine Senior Living, Brighton Suites, British Invasion Experience, Ricky Brokaw, Buffalo Wild Wings, Ray Bunting, Patty Burkentine, Kelsey Butler, By the Bay Books, Pia Calhoun, Candy Kitchen, Cape Gazette, Cape Henlopen HS Band & Cheerleaders, Cape Henlopen State Park, Cape Honor Society, Cape Jr. ROTC, Cape Treasure, Marvin Carney, Wendy Carr, Jamie Cianfichi, Kayla Cianfichi, Michelle Cianfichi, City of Rehoboth Beach & Staff, Clean Delaware LLC, Clear Space Theatre, Coast 2 Coast Fun, Coastal Kids Pediatric Dentistry, Cold Stone Creamery, Miles Cole, William Colon, Comcast Spotlight, Steve Cook, Sam Cooper, Luis Correa, Country Club Estates Property Owners Association, Inc., County Bank, Country Life Homes, Eileen Courtney, Crabby Dick's, Create!, Crosswinds Motel, Crown Trophy, Cultured Pearl, Sarah Curtis, Custom Mechanical, DART, Mary Lou Davis, Dawson Transportation, Vallie Delair, DE Beach Book, DE Beaches, Yogi Bear's Jellystone Park Camp DE Seashore St Park, DE Coast Press, DE State Police-Troop 7, DE Today, DE Tourism, Del-Coast Design & Build, DelDOT, Delmarva Broadcasting Co., Delmarva Power, Delmarva Printing, Joan Devaney, Dewey Beach Police, Dewey Business Partnership, Mary Dickson, Dimensional Products, Discover Bank, Dogfish Head Brewings & Eats, Dolles Candyland, Dorway Designs, Dos Locos, Dough Roller, Morgan Drake, Dreamweaver Interiors, Jessica Dubois, Eagle 97.7, East Coast Garden Center, Cailynn Edwards, Richelle Edwards, Kimberly Engstrom, Envirotech, Epworth United Methodist Church, Ronald Erale, Etched in Time, Event Deco, Carol Everhart, F&M Sandart, Fairfield Inn & Suites, Rowan Farrell, Richard Faull, Fifer's Market, Dana Fiorio, First State Webfooters, Fisher's Popcorn, Fractured Prune, Frank Nanna and Friends, Fulton Bank-DE National Division, The Funsters, Get Out, Kara Gorbey, Grand Rental Station, Group J Design, Grotto Pizza, Grub Grocery, Katie Handy, Dinah Handy-Hall, Larry Handy-Hall, Diane Hanson, Harbor Healthcare & Rehabilitation, Chip Hearn, Saorla Hefferan, Tuathla Hefferan, Kathy Hickerson, Jamie Holland, Morgan Hurlock, Hyatt Place, Ice Cream Store, In Depth Fish Prints, Indian River Life-Saving Station, Insight Homes, Jack Noel Magic, Jack Lingo Realtor, Jake's Seafood House, Jiffy Lube of Lewes, Jimi Smooth & Hit Time, Johnson Orthodontics, Jolly Trolley, Ray Jones, Candace Jugler, Haley Jugler, just COMFORT shoes, Marian Kaminski, Karen and the Nut, Keenote Kids, James Kent, Sharlene Kent, Kimberly Kenworthy, Kick N Chicken, Sandra Webber King, Joy Kidd, Rick Kidd, Kilwin's Rehoboth, Kim Klabe-Face Painting, Kiwanis Club of Coastal DE, Billy Klemkowski, Sue Krick, Paul Kuhns, Joey

# No Scaredy Cats Here . . . Only Brave Sea Witch Supporters!



## Over 400+ Scaredy Cat Helpers Made Magic Happen!

Kung, Joe Kupchinski, Kutztown Area Marching Band, Lady & Mane Barbershop, Henley Lally, Mark Lally, Mary Beth Lally, Sean Lally, Larry Lanouette, Laurel Police, Law Offices of Susan Pitard Weidman, LC Homes, L.E.H. Soap, Lessard Builders, Daron Lewis, Eric Lewis, Jessica Lewis, Little House Candles, Logomotive, Dale Lomas, Bob Lore, Sue Lore, Sharon Lynn, M.L. Lichtenberg & Associates, LLC, M&T Bank, Susan Maclary, Made Ya Look! Salon & Spa, Chris Mal, Mann & Sons, Marcia Maldeis, Donna Maloney, Maplewood Dental Associates, Mariner Middle School's AVID Program, Rob Marshall, Keith Martin, Maryland Rough Riders, Meghan McCalley, Pam McCutcheon, McDonald's, Kathy McGuinness, Alex McHale, Karen McMahan, Natalie Melson, Mike Meoli, Stan Mills, MLC Productions, Akram Mohamed, Monograms Unlimited, Kyle Morgan, Elsa Muñoz, Lauran Murray, Bryan Nagy, Denise Nagy, Nature Scripts, Neon Swing X-Perience, Myloan Nguyen, Nicola Pizza, No Spare Time, Northern Wings, Nothing But Trouble, Oasis Wellness Spa, Ocean Atlantic Sotheby's, Oil Creations by Gail, Greg Oliver, On the Rebound Bulldog Rescue, Gwen Osborne, The PanTones, Papa Grande's, Linda Parkowski, Robert Passieu, Pasqualini's Bakery, Nikita Patel, Pepper's, Petco, Philly Soft Pretzel Factory, Pierpont's Creations, Plastic Safety Systems, PNC Bank, Portraits in the Sand, Pretty Pottery, Megan Preparo, Diane Pringle, Stephanie Przygocki, Zeke Przygocki, Dayna Quillen, R&B Ranch, Lisa Rabigi, Jim Rafter, Mary Rafter, RE/MAX Realty Group, Mike Rebarchik, Stephanie Redmond, Sabrina Regino, Cathy Reinart, Rita's-Rehoboth Beach, RB Animal Hospital, RB Fire Department, RB Little League, RB Museum, RB Police Dept., Rehoboth Ale House, Rehoboth Home Services, Rehoboth Toy & Kite, The Residences, Rowe House Tile, Lisa Santow, Rick Santow, Scales & Tales, Becky Schumacher, Audrey Scorggs, Seashore Striders, Shark Teeth & Bug Jewelry, Nora Sheehan, Vickie Shields, Sign\*A\*Rama, Small Wonder Pony Club, Christopher Smith, Jessica Smith, Smooth Sound Dance Band, Auston Snyder, Dan Snyder, Kaleb Snyder, Val Snyder, South Bethany Police, Southern DE Tourism, Sposato Landscape, Ellie Sprague, Hayley Sprague, Rob Sprague, St. Thomas More Prep Band, State of Delaware, Barbara Steele, Step by Stepping Stones, Stewart Family, STI Landscape Solutions, Bill Stranch, Summer House, Rachel Summers, Sussex County EMS, Sussex County Woman, Sussex Eye Center, Sussex Family YMCA, Sussex Outdoors, Sussex Tech HS Marching Band, Sweet Frog, Jamie Sweiger, Scott Swingle, Tail Bangers, Tanger Outlet Center, TD Bank, Michael Thomas, Scott Thomas, Cailey Thornburg, Tidewater Physical Therapy & Rehab., Tootie's Poop Patrol, Touch of Brass, Town of Dewey Beach, Ralph Tribuani, Trinity Logistics, Brian Trupo, Vicki Tull, Tulpehocken Marching Band, Twisted Glass, Unique Pewter, Adam VanVorst, Village by the Sea, Ward Museum, Janet Warrington, WBOC, Rachel Webster, Yvonne Weeks, Donna Welsh, Wes Holly Balloons, WGMD, Wicked Buy, Chris Wiggins, Jackie Wiggins, Williams Blacksmithing, Williams Insurance, Wilmington University Cheerleaders, Windsors Flowers, Winswept Stables, WMDT 47, Woodbridge MS Marching Band, Woodland String Band/Mummers, Woody's Dewey Beach Bar & Grill, WRDE NBC Coast TV, WSFS Bank, Paul Zavinsky, Lorraine Zellers... **WOW!!!**



# SEA WITCH MADE MAGIC!





# SEA WITCH MADE MAGIC!

The 26th Sea Witch Festival made magic due to assistance from the whole State of Delaware....WOW! THANK YOU! More pictures on page 22!



**Sea Witch Decorating Contest Winners!**  
 Atlantic View Hotel  
 Browseabout Books  
 Fifers Farm Market Cafe  
 Jane & Georgie  
 just COMFORT shoes  
 Rehoboth Beach Library  
 Rehoboth Guest House





# RIBBON CUTTING CEREMONIES



**Betterliving Delmarva**



**SweetFrog Ice Cream**



**Beach Babies Childcare - Lewes**



**Beauty and the Beach Hair Boutique**



**Beach Babies Childcare - Rehoboth**



**Salad Works**



**Country Life Homes, Woods Cove Model**



**Scénique Art Gallery**

# RIBBON CUTTING CEREMONIES



Dewey Beach Mural



Transformative Dynamics

## MEMBERS IN THE SPOTLIGHT

### Turnstone Custom Homes

Turnstone Builders, LLC has now changed its name to **Turnstone Custom Homes**.

Turnstone has a reputation in coastal Delaware for building a home of superior quality and energy-efficiency but they also wanted their name to convey their dedication to offering their clients the opportunity to build a home that reflects their personal taste and style in every way. All Turnstone clients are unique and their new home should be too!



For more info, visit [www.tchde.com](http://www.tchde.com) or call 302-227-8876. ♦

### Create! Studio for the Arts

Create! Studio for the Arts is a collaborative work space in the Shops at Paynter's Mill in Milton for art, music, yoga and creative workshops. Local artist Siobhan Duggan and local musician Nancy Curry, co-owners and primary instructors, opened the studio in September 2014. The studio has classes for all ages from toddlers to adults, with a primary focus of increasing the role of the arts in our community. In addition to art and music, classes include yoga for children, knitting, DIY and paint workshops for adults, and children's birthday parties.

For more info, visit [www.createdelaware.com](http://www.createdelaware.com) or call 302-703-6863. ♦



### Betterliving of Delmarva

Betterliving of Delmarva is a sunroom and awning dealer who was recently chosen as the 2015 recipient of two National Sunroom Association awards for outstanding designs. They have been installing beautiful sunrooms and awnings in Delmarva since 2009; and are owned by Mike Cummings, also the owner of Miken Builders in Millville, DE. Stop by the Betterliving showroom located on Rt. 113 at 32442 Royal Blvd. in Dagsboro to see sample sunrooms on display and talk to one of their design specialists. Take a look at their fine quality, American-made sunrooms, and learn how Betterliving of Delmarva can help you custom build the sunroom of your dreams.



For more info, visit [www.delmarvasunrooms.com](http://www.delmarvasunrooms.com) or call 302-251-0000. ♦

### Scénique Art Gallery

Scénique Art Gallery exhibits artwork from award winning Andrea Costa, local favorite Beth Carver, budding talent Marco Vazquez, and more. Whether you're in search of a serene landscape, realistic seascapes, or a depiction of a little fun in the sun, Scénique Art Gallery has the perfect painting for your home or office.



Shop in store or shop online at [www.scenique.net](http://www.scenique.net). With options to pick up your order in 60 minutes, shipping straight to your door, or free concierge service to residents living within 30 minutes of their location, Scénique Art Gallery strives to make purchasing fine art convenient for everyone.

For more info, email [info@scenique.net](mailto:info@scenique.net) or call 302-226-ARTS (2787). ♦



# BUSINESS *after* HOURS PICTURES

THANKS to our September host: Atlantic Boardwalk Grille

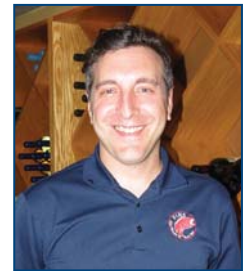


**QUOTE OF THE MONTH**  
.....  
"The only real mistake is the one from which we learn nothing".  
*John Powell*



# BUSINESS *after* HOURS PICTURES

THANKS to our October host: Fins Raw Bar & Alehouse



## NOVEMBER BUSINESS AFTER HOURS

**November 19th**

at the Greene Turtle on the Boardwalk  
Downtown Rehoboth Beach



# MEMBERS IN THE SPOTLIGHT

## SweetFrog Frozen Yogurt

The McKean family of Rehoboth Beach is excited to announce that they are the new owners of the Rehoboth Beach and Bear SweetFrog Premium Frozen Yogurt stores. Before the opportunity came along, the McKean family and their children were frequent customers of the SweetFrog store in Rehoboth. They have always thought that SweetFrog's yogurt was the best tasting around and loved the bright, clean atmosphere of the shop. "It's always fun to see how kids will 'SweetFrog'. They can come up with some pretty crazy concoctions with all of the different yogurt flavors and huge assortment of toppings."



The store is located in the Pelican Square shopping center on Coastal Highway, across from the Movies at Midway. It's a great place to stop after a movie, dinner out or after sports. SweetFrog is the perfect place for team, school or PTO fundraisers. It is also great for company meetings, birthday parties, paint parties or just to meet up with friends.

For hours and more information, call 302-703-6990. ♦

## Delmarva Printing

Delmarva Printing is a versatile, service-driven printing company that is more than equipment or technology. They have superior equipment, a state-of-the-art facility, and the best technology available. But what sets them apart is the team that makes it all work for you: highly skilled, professional printing craftspeople who have worked together on the Delmarva Peninsula for more than twenty-five years. They offer offset printing, digital reproduction, mailing and fulfillment, and graphic design services, all produced by craftspeople with years of experience. Delmarva Printing succeeds when they make their customers look good, and they have a track record of doing just that. Let them show you how!



For more info, contact Sheri Ewing at 410-912-0980. You can also send an email to [sheri@delmarvaprinting.com](mailto:sheri@delmarvaprinting.com) or visit [www.delmarvaprinting.com](http://www.delmarvaprinting.com). ♦

## Harry K Foundation

The Harry K Foundation was established in 2013 by Harry Keswani in an effort to raise money to alleviate food insecurity in the local Sussex County community. The Harry K Foundation committee is comprised of local leaders and knowledgeable experts who work tirelessly in hopes of reaching those in need within their home community. The foundation donates 100% of the proceeds raised through its annual fundraising efforts to help alleviate the problem of food insecurity in southern Delaware.

Through their efforts, ten new food pantries have opened in Sussex County to serve neighbors in need. The Harry K Foundation partners with the collaborative volunteers of the Lewes - Rehoboth Association of Churches Community Resource Center through the establishment and maintenance of their Harry K Baby Pantry, providing on-the-ground emergency nutrition for in-need infants throughout the area.

For more information or to volunteer, visit [www.harryk-foundation.org/contact-us.html](http://www.harryk-foundation.org/contact-us.html) or contact Karen Francis at [karenfrancis@harrykjewelry.com](mailto:karenfrancis@harrykjewelry.com) or call 302-226-0675. ♦

## Beach Babies Childcare

Beach Babies is proud to announce that they have been awarded a Five Star rating through the Delaware Stars program. Delaware Stars is a quality assurance rating that promotes high-quality early learning for young children and guides families seeking the best program for their child.

Beach Babies Childcare is also celebrating their 20th anniversary in 2015. They continue to offer a creative curriculum that makes learning exciting and relevant for every child and appropriate hands on activities that support active learning and promote children's progress in all developmental areas. They provide children with a nutritionally balanced breakfast, lunch and afternoon snack approved by the Child and Adult Food Program. Beach Babies classrooms include learning centers to explore, enhance their social, emotional, cognitive, and physical development. They include additional age appropriate activities children ages two and above. Their buildings are state of the art facilities, professionally cleaned with cameras located throughout the centers and playgrounds for observation. Beach Babies follows safety protocol including practicing fire and "lock-down" drills. They also utilize a One-Call Notification System that will alert parents to any center emergency or vital information through text or phone call.

For more info, visit [www.beachbabieschildcare.com](http://www.beachbabieschildcare.com) or call 302-644-1585 (Lewes) or 302-645-5010 (Rehoboth). ♦

# MEMBERS IN THE SPOTLIGHT

## Beauty and the Beach Hair Boutique

Bella Mia Boutique has been transformed to the newly designed Beauty and the Beach Hair Boutique. Located at the 37169 Rehoboth Ave Ext. in the Henlopen Square just before you enter downtown Rehoboth Beach, owners Travis Stoops and Tom Farina bring over 10 years of professional experience to their first location.

The renovated boutique features an inviting 1100 square-foot space that includes coastal living interior design elements that complement the location. New additions include pallet walls and a beverage bar for the clients to enjoy their favorite beverage. Beauty and The Beach offers standard services including haircuts, color, texturizing services, shampoos, blow dry's, formal styling, waxing services, conditioning treatments, manicures/pedicures, make up services, and a variety of specials and packages.

"We don't view our customers as a job," said Travis. "No two customers are alike when it comes to beauty products. We are able to customize each individual's characteristics to create the ultimate experience."

For more information or to schedule an appointment, call 302-260-9383. ♦

## Transformative Dynamics

Transformative Dynamics, LLC offers transformational programs that include professional training, skill building, motivational speaking and executive coaching for high-achieving, talented, professional individuals and small groups in the local Sussex County area.



Transformative Dynamics is excited to announce the launch of its core 12-month program, Leadership Impact 2016. Fifteen area leaders interested in advancing their leadership competency, personal discovery and coaching skills are encouraged to register now. The program begins January 11, 2016 at Fish On in Lewes, Delaware.

Through a dialogue that brings together professional experience, education, feedback, and practical coaching prowess, leaders will discover how to effectively merge timeless leadership principles and emerging best practices allowing for ultimate impact, growth and change.

For more information on Transformative Dynamics, contact Eunice S. Carpitella, MSOD, PCC, Leadership Consultant, Executive Coach at [eunice@transformativedynamics.com](mailto:eunice@transformativedynamics.com) or call 610-551-8451. ♦

## iKANDE Advertising

When Damien Golden was laid off from her position at a mid-sized advertising agency in 2006, along with thousands of other Americans, she embraced a new chapter in her career... although not at first. With a background in graphic design, marketing and management, and the support of her family, she was positioned to embark on entrepreneurship. She started with small design jobs and then provided more services as her reputation grew. By 2009, her husband, Ron, joined her and they built iKANDE Advertising into a multi-faceted and profitable woman-owned virtual advertising agency by 2012.



iKANDE Advertising moved to Bethany Beach in 2011, Damien and Ron quickly fell in love with the quiet beach resort area. "This is truly home and we've tried to give back to the community where ever possible. From involvement in two area chambers of commerce, to supporting local business, cultural and arts associations, iKANDE has afforded us much and we are thankful to be able to share it," states Damien.

Even though Damien has only operated iKANDE Advertising for a few years in Delaware, many local businesses have supported and hired her and her team to help with their advertising and marketing endeavors.

With continued growth and the expansion and addition of a full service printing company, there's no slowing down for this boutique advertising agency owner.

For additional info, visit [www.ikandeadvertising.com](http://www.ikandeadvertising.com). ♦



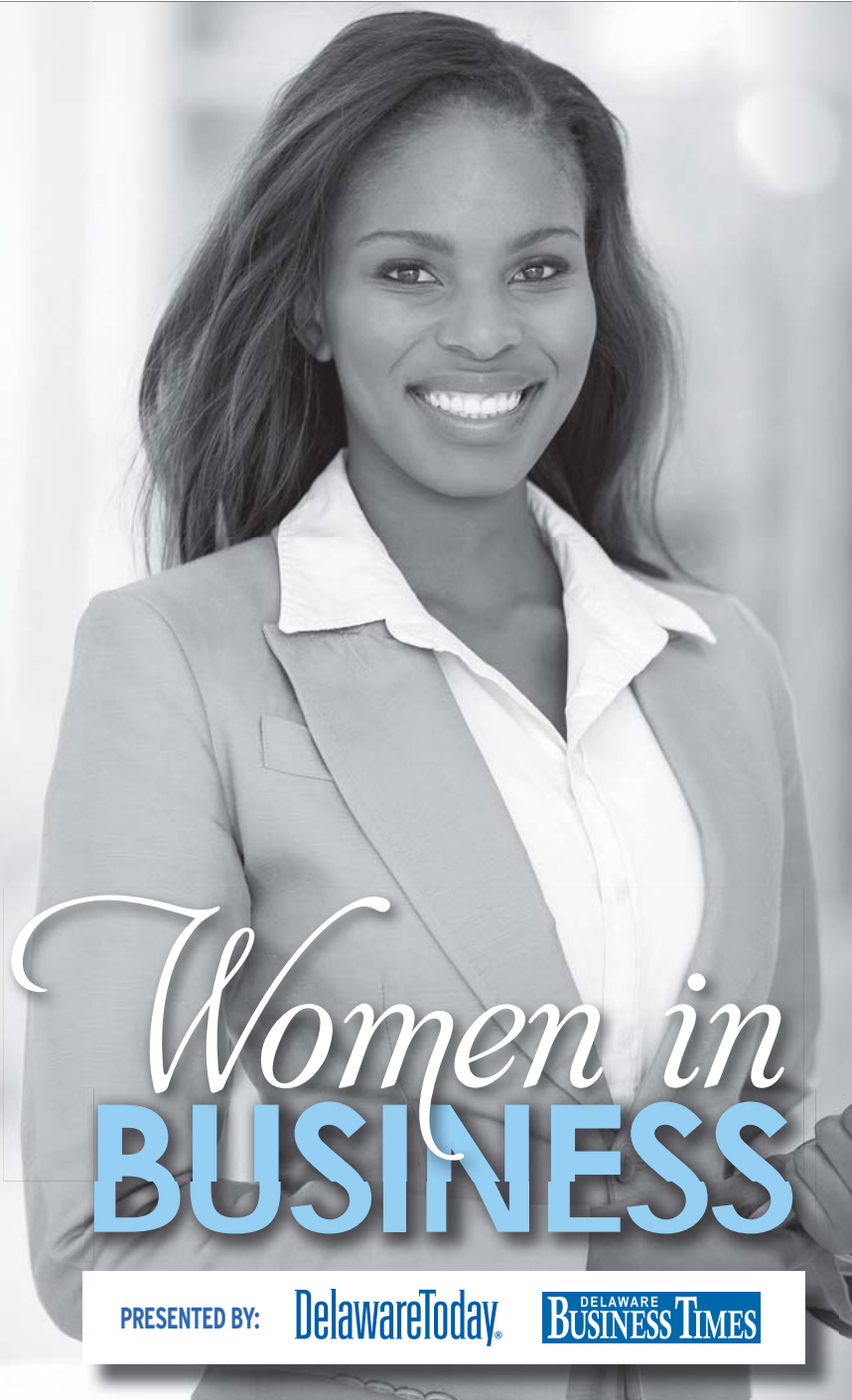


# SCAREDY CATS THAT MADE SEA WITCH HAPPEN!



Sea Witch Photos Provided By:  
**PortraitsInTheSand.com · MLC Productions · Chamber Staff**

Mark Your Calendars for the 2016 Sea Witch Festival on **October 28-30!**



# Women in BUSINESS

PRESENTED BY: **DelawareToday** **DELAWARE BUSINESS TIMES**

## LUNCHEONS

MEET THE 2015  
HONOREES!

### DOWNSTATE



**December 2**  
Atlantic Sands Hotel & Conference Center in Rehoboth Beach  
KEYNOTE SPEAKER:  
**DONNA COVINGTON**, DEAN OF THE COLLEGE OF BUSINESS, DELAWARE STATE UNIVERSITY

### UPSTATE



**December 10**  
The Chase Center on the Riverfront in Wilmington  
KEYNOTE SPEAKER:  
**ALISA MORKIDES**, FOUNDER AND OWNER, BREW HA HA!

Tickets & Info:  
**DelawareToday.com**  
302.504.1364  
Tickets@DelawareToday.com

Custom sponsorships available at a variety of price points. For more information: 302.504.1326 or sales@DelawareToday.com







## CHECK OUT OUR CHRISTMAS DISPLAY



Plus, help us reach our goal of collecting 1,000 toys for local kids! Drop off new, unwrapped toys to our office.

18854 John J. Williams Highway,  
Rehoboth Beach (Rt. 1 and Rt. 24)  
**302-645-5105**



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

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

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