



# FOCUS<sub>on</sub>

1st Quarter  
Newsletter · 2020

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

## Meet the Membership Team!

The Chamber of Commerce is happy to introduce the Membership Duo of **Abbie Kaiser and Mariella Trosko!**

Abbie and Mariella's goal for 2020 is to make contact with all Members...whether by phone, email, Business After Hours or by stopping by your business!



If you have questions about your membership, need to update your profile, add your email to the blast list or want information on complimentary as well as fee based services such as the Member Blast, website links and more....just reach out!

**Abbie Kaiser** · [abbie@beach-fun.com](mailto:abbie@beach-fun.com) · 302-227-6446 x15

**Mariella Trosko** · [mariella@beach-fun.com](mailto:mariella@beach-fun.com) · 302-227-6446 x18

## Merchants' Attic · Saturday, April 18



Join us for the State's Largest Indoor Garage Sale!  
The 2020 Merchants' Attic is Saturday, April 18th from 10:30AM to 2:30PM at the Cape Henlopen High School in Lewes. Up to 100 vendors will sell their wares including excess business inventory, handmade items, antiques, collectibles, and secondhand household items.

Still accepting vendor applications, nearly 75% sold as of 2/21/20! Vendor fee is \$80 for a 10 ft. x 10 ft. space. (Vendors are responsible for their own table/ chair). For more info, contact Emily at 302-227-6446 ext. 11 or [events@beach-fun.com](mailto:events@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**

Visitors Center Staff .....Ext. 10  
Linda Knotwell, Liz Leshine, Susan Maclary,  
Karen McMahon, Nancy Stewart  
Emily Grothey, Event Coordinator..... Ext. 11  
Carol Everhart, President/CEO ..... Ext. 13  
Joe Todaro, Administration..... Ext. 14  
Abbie Kaiser, Membership .....Ext. 15  
Meghan McCalley, Office Mgr/Publications .. Ext. 16  
Mariella Trosko, Membership/Visitors Center ...Ext. 18  
Katie Bragg, Distribution/Administration .....Ext. 19  
Sophia Sawicki, Distribution/Finances ..... Ext. 25  
Zach Babbie & Alec Stanton, Distribution

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# 2020 Upcoming Calendar

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

- Mar 14.....Town of Dewey Beach Mtg ..... 9:00 am/Life Saving Station
- Mar 18.....Board Retreat at Legislative Hall ..... 10:00 am/Dover
- Mar 20.....City of Rehoboth Beach Mtg .....3:00 pm/Commissioners Room
- Apr 11.....Town of Dewey Beach Mtg ..... 9:00 am/Life Saving Station
- Apr 16.....Executive Board of Directors Mtg..... 10:30 am/Jake's Seafood
- Apr 16.....Full Board of Directors Mtg ..... 11:00 am/Jake's Seafood
- Apr 17.....City of Rehoboth Beach Mtg .....3:00 pm/Commissioners Room

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

# 2020 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!

- March 12** · The Starboard
- April 23** · Cooter Browns
- May 14** · Thompson Island Brewing Company
- September** (Date TBA) · Hyatt Place/Lighthouse Cove Event Center
- October 8** · Lefty's Alley & Eats
- November 12** · Mariachi Restaurant
- December 17** · Holiday Party at Jake's Seafood  
(June date to be announced)

# General Membership Meeting

The next General Membership Meeting is scheduled for Noon on Friday, March 20th at the Cultured Pearl. The restaurant is located at 301 Rehoboth Avenue in Downtown Rehoboth Beach. Luncheon is \$22 per person. Guest speakers will be John Sisson and Julie Theyerl with DART along with several 2-Minutes of Fame speakers.

RSVP to [joe@beach-fun.com](mailto:joe@beach-fun.com) or 302-227-6446 x14.

# We can't make it happen without YOU!

Special thanks to the guys at **227 Rent** and **First Rate Movers** for helping the Chamber get the 2020 Visitors Guide off the truck and into the basement! You guys are AWESOME!!



302-227-RENT  
www.227Rent.com



302-703-9981  
www.firstratede.com

## Service at the Beach

### CLENDANIEL'S PLUMBING & HEATING

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# BRAG BOARD

## Congrats to Local Pool Designers!

Ashton Group at the Beach has recently joined Master Pools Guild. The Guild is based primarily in the USA and Canada and specializes in luxury residential and commercial pool design. It is a selective, invitation-only group with more than 100 elite members worldwide placed carefully to avoid competition.

Joe and Nicole Ashton, owners of Ashton group are truly honored to be part of this elite organization. With this membership, Ashton Group will be able to provide their clients with even more cutting edge information and the most up to date trends and safety practices.

For additional information, visit [ashtongroupatthebeach.com](http://ashtongroupatthebeach.com) and [masterpoolguild.com](http://masterpoolguild.com).



## Rehoboth Officer Receives Award from American Red Cross

On August 29, 2019, City of Rehoboth Beach Seasonal Officer Cole Revel called on his training to save the life of a man who was choking. For this heroic and lifesaving action, Revel received the Red Cross Lifesaving Award for Extraordinary Personal Action in a ceremony at City Hall on January 23, 2020. The award was presented by Theresa Young, Greater Chesapeake Region Red Cross Executive Director. "We're extremely proud of Cole for displaying the highest degree of concern of one human being for another who was in distress," said Young. "His actions exemplify our mission to help people prevent, prepare for and respond to emergencies."

Last August 29, Revel and fellow officer Brian Reynolds responded to the area of Wilmington Avenue and the boardwalk for a subject choking. Upon arrival, they verified that a subject was choking. Revel performed two abdominal thrusts that successfully cleared the airway of an 18-year-old choking victim who refused additional care. "His quick response, recognition of the severity of the medical emergency, immediate actions and effective care resulted directly in saving the life of this individual," said Cpl. Brian Reynolds who nominated Revel for the accolade.

For further information, please contact the City of Rehoboth Beach Communications Department at 302-227-6181 ext. 522.

PS...Cole was also the 2019 Delaware Coast Press Scholarship Award Winner! See page 12 for picture.



## Rehoboth Beach & Dewey Beach Recognized at the American Bus Association

Thank you, again, for co-sponsoring the Delaware Booth at the American Bus Association Convention held in Omaha, Nebraska. Your contribution enabled Delaware to have an enhanced presence as a group-friendly destination, and your sites and services received higher visibility via your printed materials and digital flyers. Also, a special thanks to the attendee co-sponsors who helped with booth set-up, coverage or breakdown.



Once again, the Delaware Booth was a popular draw at Marketplace! The crowd enjoyed the theme, "Get on Board with Delaware Adventures." The picnic fare was a huge hit, which included delicious beef and barbeque pork sliders and goodie bags of s'more and energy trail mix. The operators loved the Therm-O Grocery Totes and booth visitors also had fun playing the Plinko game, winning prizes and trying their luck at grand prize drawings. The next ABA Marketplace will be held in Baltimore, Maryland.

Tina Madanat, Sales Director and Group Tour Leader with the Delaware Tourism Office

## Thank You Letter from the Delaware Humane Association




November 29, 2019

Rehoboth Beach - Dewey Beach Chamber of Commerce  
306 Rehoboth Avenue  
Rehoboth, DE 19971

Dear Friends,

We are grateful for friends like you, who have a tremendous heart and take time to help our furry friends. Thank you so much for your kind and generous gift of Tailbangers for our dogs at Delaware Humane Association's Rehoboth Adoption Center!

Because of you, we are able to make friends for life for more than 1,900 cats and dogs, and ensure that they get daily love, attention, food, shelter, and any necessary medical treatment while awaiting their forever homes. Please help spread the word about DHA so we can continue the mission you love.

If you have questions about the impact of your gift, please do not hesitate to reach me at [deandolaci-smith@delawarehumane.org](mailto:deandolaci-smith@delawarehumane.org) or 302-571-8171 ext. 312.

On behalf of our Board of Directors, staff, volunteers, and most importantly, the kittens, cats, puppies, and dogs in our care, thank you again for your help and support.

With gratitude,

*Daniel*  
Daniel P. Condolaci-Smith  
Director of Philanthropy

*This was so nice Thank you!*

**GIFT SUMMARY**  
Your gift was received on 11/21/2019. Delaware Humane Association is a nonprofit organization under Federal regulation 501 (c) 3 and donations are tax deductible to the fullest extent allowed by law. This letter serves as a receipt for tax filing purposes and confirms that no goods or services were provided in consideration for your gift. We like to recognize our donors from 1936 to 1996 in our print and electronic communications. If you do not wish to be recognized, please send a letter to Delaware Humane Association stating your request to the attention of Inactive Files. Thank you.

Animal Care Center: 701 A Street, Wilmington, DE 19801 • 302.571.8171 • [delawarehumane.org](http://delawarehumane.org)  
Rehoboth Adoption Center: 18675 Coastal Highway, Suite 8, Rehoboth Beach, DE 19971 • 302.203.7159

## BRAG BOARD

### Thanks to Anderson Carpet One

Special thanks to the team at Anderson Carpet One for re-carpeting Santa's House located on the Rehoboth Beach Boardwalk during the holiday season. The carpet looks great!!

Be sure to stop by their new showroom located at 19269 Coastal Highway in Rehoboth Beach (the old Linen Store location). For more information, call 302-227-3244.



### Congrats to Downtown Restaurant

Congratulations to the Cultured Pearl for being named as the Best Sushi Restaurant in Delaware by the Daily Meal. For more information, visit [www.thedailymeal.com/eat/best-sushi-restaurant-every-state](http://www.thedailymeal.com/eat/best-sushi-restaurant-every-state). The Cultured Pearl is located at 301 Rehoboth Avenue in Downtown Rehoboth Beach.



## Quote of the Month

"Perseverance is the hard work you do after you get tired of doing the hard work you already did." *Newt Gingrich*

DESTINATION

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and the Delaware Beaches

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# 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.

## **Advanced Materials Technology**

Daniel Casey  
3521 Silverside Road  
Quillen Building, Suite 1-K  
Wilmington, Delaware 199810  
302-660-2542  
Service - Product Development & Manufacturing

## **Bethany Beach Ocean Suites Residence Inn by Marriott**

Lorna Petchey  
99 Hollywood Street  
Bethany Beach, Delaware 19930  
302-539-3200  
[www.marriott.com/hotels/travel/rehri-bethany-beach-ocean-suites-residence-inn](http://www.marriott.com/hotels/travel/rehri-bethany-beach-ocean-suites-residence-inn)  
Accommodation - Hotel/Motel

## **Coastline Furnishings**

Michael Denofrio  
18467 Coastal Highway  
Lewes, Delaware 19958  
302-539-4000  
[www.bethanyresortfurnishings.com](http://www.bethanyresortfurnishings.com)  
Retail - Furniture

## **Del-Mar-Va Council, Boy Scouts of America**

Chris Chapdelaine  
1910 Baden Powell Way  
Dover, Delaware 19904  
302-622-3300  
[www.delmarvacouncil.org](http://www.delmarvacouncil.org)  
Service - Organization/Association/Agencies

## **Coho's Market & Grill**

Dave Lyons & Rick Hardy  
305 Rehoboth Avenue, Unit B  
Rehoboth Beach, Delaware 19971  
302-226-4782  
[www.cohosmarket.com](http://www.cohosmarket.com)  
Restaurant/Eatery

## **Eliza Beth Dee LLC**

Len Digrasso  
Serving Delmarva  
610-306-2042  
Attraction - Theatrical/Entertainers

## **Gordmans**

Amanda Burkett  
18910 Rehoboth Mall Blvd.  
Rehoboth Beach, Delaware 19971  
302-645-7773  
[www.gordmans.com](http://www.gordmans.com)  
Retail - Apparel & Accessories

## **Holiday Inn Express & Suites**

Diana Huebler  
18438 Kates Lane  
Rehoboth Beach, Delaware 19971  
302-500-2415  
[www.holidayinnexpress.com/rehobothbeach](http://www.holidayinnexpress.com/rehobothbeach)  
Accommodation - Hotel/Motel

## **Lamb's Custom Painting**

Michele Robertson  
P. O. Box 764  
Rehoboth Beach, Delaware 19971  
302-260-9869  
[www.lambscustompainting.com](http://www.lambscustompainting.com)  
Service - Painting Contractor

## **Linda Hallbrook with eXp Realty**

Linda Hallbrook  
PO Box 1072  
Seaford, Delaware 19973  
302-381-4242  
[www.lindahallbrook.exp Realty.com](http://www.lindahallbrook.exp Realty.com)  
Real Estate - Sales

## **Mark Perry Productions, LLC**

Mark Perry  
33114 Ambling Way  
Millsboro, Delaware 19966  
443-521-4382  
[www.markperryproductions.com](http://www.markperryproductions.com)  
Service - Event Planning & Production

## **Marshalls**

Mary Fioca-Smith  
18578 Coastal Highway  
Rehoboth Beach, Delaware 19971  
302-645-8729  
[www.marshalls.com](http://www.marshalls.com)  
Retail - Apparel & Accessories

## **Meals on Wheels Delaware**

Susan Dubb  
100 W. Tenth Street, Suite 207  
Wilmington, Delaware 19801  
302-656-3257  
[www.mealsonwheelde.org](http://www.mealsonwheelde.org)  
Service - Organization/Association/Agencies

## **Nick's Mini Golf**

Nick Geracimos  
2200 Coastal Highway  
Dewey Beach, Delaware 19971  
410-524-8804  
[www.nicksminigolf.com](http://www.nicksminigolf.com)  
Attraction - Amusements

## **Stewart E. Renard CPA**

Steward Renard  
17527 Nassau Commons Blvd, Suite 207  
Lewes, Delaware 19958  
302-291-2718  
[www.srenardcpa.com](http://www.srenardcpa.com)  
Service - Accounting Services

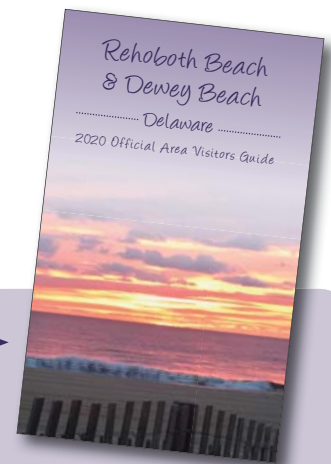
## **Mary Jo Tarallo**

Rehoboth Beach, Delaware 19971  
Patron Member

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

The Visitors Guide, Calendar of Event Posters & Ticklers are in house!

Feel free to stop by the Administrative office at 306 Rehoboth Avenue, Rehoboth Beach to pick up your supply. You may also call the Chamber at 302-227-6446 to arrange for delivery.





## 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 4, 2019 - February 7, 2020. Thank you for your continued support!

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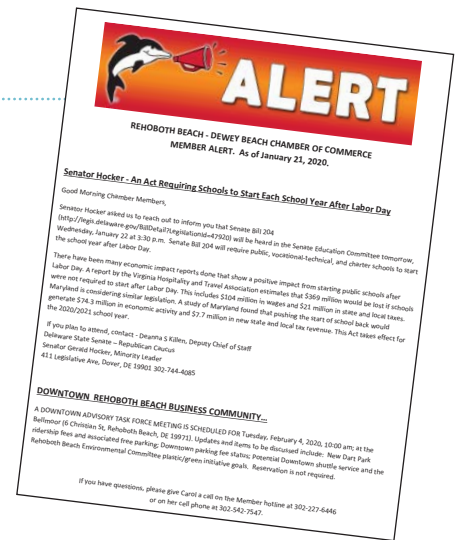
1776 Restaurant LLC · 227 Rent · Adams Oceanfront Motel · Advantech Incorporated · All Saints' Church & St. George's Chapel · Anderson Carpet One  
Applied Bank · Artisans' Bank · At the Beach Repairs and Maintenance · Atlantic Jewelry Expressions Corporation · Atlantic Liquors  
Atlantic Sands Hotel & Conference Center · Atlantis Inn · Bad Hair Day? · Baker Petroleum · Bank of Delmarva · Bathfitter · Bay Breeze Chem-Dry  
Bayside Audiology & Hearing Aid Services · Beach Retreat LLC · The Beacon Motel · Beebe Healthcare · Bella Terra Landscapes & Nursery · Bellmoor Inn  
Bennett Termite & Pest Solutions · Berkshire Hathaway HomeServices Gallo Realty · Better Business Bureau of DE · Big Oaks Family Campground  
The Blue Hen Restaurant · Boardwalk Builders · Boardwalk Plaza Hotel · Breakers Hotel & Suites · Brighton Suites · Browseabout Books  
Brushin with Keith, Art Teacher · Bryce Lingo & Shaun Tull, Jack Lingo · Builders Supply of Delmarva (BSD) · Candy Kitchen Shoppes, Inc. · Cape Gazette  
Cape May - Lewes Ferry · Cape Suites Associates · Chaps Pit Beef of Rehoboth Beach · CHEF-Cape Henlopen Educational Foundation · Christmas Tree Hill  
City of Rehoboth Beach · Clean Delaware LLC · Clendaniels Plumbing, Heating & Cooling · Coastal Rentals & Hydraulics/CRH Tented Events  
Coastline Pool & Cleaning Services · Cochran's Apartments · The Comfort Inn · Conversation Peace Jewelers · Cool Springs Storage Center  
Country Life Homes · County Bank · Creative Concepts · Creative Courtyards · Creative Resource Group, Inc. · Crowley Associates Realty · Crystal Restaurant  
The Cultured Pearl · D.F. Quillen & Sons, Inc. · D3, Digital Marketing Agency · Debbie Reed Team of Re/Max Realty Group · DE Breast Cancer Coalition Inc.  
Delaware Coast Press · Delaware Payroll Services · Delmarva Board Sports & Discovery Tours · Delmarva Document Solutions  
Delmarva Temporary Staffing, Inc. · Developing Artist Collaboration · Diehl Foraker CPA's LLC · The Dunes Rehoboth Beach · Edgewater House  
Edible Delmarva · Fairweather by the Sea · Farr Engineering · Free Properties, LLC · Richard T. Faull (Patron Member) · Fine Line Websites & IT Consulting  
Fins Fish House and Rawbar · First State Health & Wellness-Rehoboth · Fisher Architecture, LLC · Funland · George Sherman Corp. · Go Glass  
Gold Leaf Hotel of Dewey-Rehoboth Beach · Great Memories Vacation Homes · Greyhounds Reach the Beach · Grotto Pizza · Gunnip & Company LLP  
Harbor Healthcare Center · Harvard Business Services, Inc. · The Henlopen Hotel · Heritage Shores Club · High Seas Motel · Homestead Campground  
IHOP (Silver Five, LLC) · Immanuel Shelter · Irish Eyes Pub & Restaurant · Iron Hill Brewery & Restaurant · J. Conn Scott Showhouse · J. Ehrlich Realty Company  
Jack Lingo, Inc., Realtor · Jeanine O'Donnell, State Farm Lewes · Jefferson, Urian, Doane & Sterner · Joe Maggio Realty · Jonathan L. Parker & Associates LLC  
Junior Achievement of DE · Key Advisors Group · Kings Creek Country Club · L & W Insurance · L.E.H. Soap Company · Lavender Fields at Warrington Manor  
Legum & Norman, Inc. · Lewes-Rehoboth Rotary Club · Long & Foster Real Estate, Inc. · Luff & Associates, P.A., C.P.A.'s/EZ Payroll  
M Insurance Services, LLC · Mann & Sons, Inc. · Maplewood Dental Associates · Mariachi Restaurant · Mason's Famous Lobster Rolls  
The Max Challenge of Lewes · McCrone Engineering · McDonald's · McGee Fence · Nancy Meadows (Patron Member) · Mercantile Processing Inc.  
Michy's Relaxed Dining · Mid South Audio, LLC · Moes Southwest Grill · Morris James · National Kidney Foundation of Maryland  
Neverland Kennel & Cattery, Inc. · Nicola Pizza · Nuttle Lumber Co. Inc. · Oak Construction Co., Inc. · Ocean Atlantic Sotheby's International Realty  
Oceanus Motel · The Olive Orchard · One Day At A Time Gifts, LLC · One Virginia Avenue Condominium · Onix Group · Outback Steakhouse  
Papa John's Pizza · Parcel Plus · Past Reflections Old Time Photography & The Rehoboth Beach Portrait Co. · Pathways to Success, Inc.  
Patrician Towers Condominium · Pella Doors & Windows/ K.C. Company, Inc. · Philly Pretzel Factory · Phippin's Cabinetry + Renovations · Piccard Homes  
Pickwick Oceanfront · Pirates of Lewes Expeditions · R.C. Carpet Flooring Sales & Installation · Races 2 Run, Inc.  
Raymond F. Book & Associates, CPA's & Wealth Management · RE/MAX Realty Group · Real HVAC Services · Rehoboth Art League · Rehoboth Auto Repair  
Rehoboth Bay Sailing Assoc. · Rehoboth Beach Dental · Rehoboth Beach Public Library · Rehoboth Guest House · Rehoboth Mall · Rehoboth Toy & Kite Co.  
ResortQuest Delaware · RJ Lock & Security of the Eastern Shore · Robin Hood Restaurant · Rogers Sign Co., Inc. · Royal Treat Breakfast & Ice Cream Parlor  
Salt Air · The Salted Rim · Sammy's Kitchen · Schell Brothers · Scott & Shuman, P.A. · SeaCure Solutions · Sea Shell Shop/Shell We Golf  
SERVPRO of Sussex County · Shore Group Joe Kirk @ Joe Maggio Realty · Shore Property Maintenance · Shore View Personalized Medical Care  
ShoreEasy.com · Short's Marine, Inc. · Signature Property Management · Special Olympics Delaware · Sprout Creatives · Star of The Sea Condominium  
Starboard Raw · State Farm Insurance · Statera Homes · Stephan & Co. · Stoneworks Lapidary · Stuart Kingston Gallery · Summer House Restaurant & Saloon  
Sunny Day Guides · Sensations · The Surf Club · Sussex County Parkinson Education & Support · T.E.A.M. Productions LLC · Tanger Outlet Center  
TDS Brochure Distributors · Telewire Communications · Ten Bears Environmental Associates Co. · Thrashers French Fries · Times Printing Co., Inc. · Top It Off  
True Blue Jazz, Inc. · Tunnell & Raysor · U.S. Small Business Administration/Delaware · Unfinished Business, A Community Thrift Store · Unimac Graphics  
VegRehoboth · VFW Post 7447 · Victoria's Restaurant · Vineyard Vines · W.D.M.S. Entertainment & Promotion · Robert Waegele (Patron Member) · Walmart  
WBOC TV 16 · Wealth Management Group, LLC · Weis Markets · West Rehoboth Children & Youth · WGMD-FM 92.7 · Wheeler, Wolfenden & Dwares, PA  
Williams Insurance Agency · Windsor's Flowers/Plants · Woody's Dewey Beach

# Important Updates

## LEGISLATIVE TOPICS

Legislative topics continue to arise such as Minimum Wage and legalizing Marijuana. Stand by for Chamber Legislative Alerts from our legislative representative Lincoln Willis.

All legislative issues are posted on the Chamber's website. Visit [Beach-Fun.com](http://Beach-Fun.com), click on Site Index then scroll and click on Legislative Information (Local, State & Federal).



## DOWNTOWN REHOBOTH BEACH PARKING

The City of Rehoboth Beach Parking Committee unanimously recommended extending the 2019 three hour meter limit to four hours. The Chamber stated during the January Commissioners' Meeting that based on the complaints received during the Downtown Advisory Task Meeting (see below for link to meeting notes), as well as the survey results and visitors complaints that **"extending the parking limit by an additional 60 minutes was unlikely to solve the issues"** (in particular having to move your car every four hours vs. every three hours). The Chamber supported no limit up to the twelve hours. The Rehoboth Beach Commissioners' have not yet voted on the 2020 parking.



A Downtown Task Force Advisory Meeting was held on February 4, 2020 at the Bellmoor Inn. See below for weblink to view more information.

**For meeting minutes, visit [Beach-Fun.com](http://Beach-Fun.com), click on Site Index then scroll and click on Downtown Rehoboth Beach Advisory Task Force.**

The next General Membership Meeting is scheduled for March 20th at the Cultured Pearl. John Sisson and Julie Theyerl from DART will be reporting on DART. More info on page 2.





## 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](http://schwab.com/rehobothbeach)



[schwab.com/pricing](http://schwab.com/pricing)

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MWD106188-20 (1018-8X9S) (2/19)

*Own your tomorrow.*

## General Membership Meeting

The Chamber of Commerce held the first General Membership Meeting of 2020 on January 30th at the Cultured Pearl.

David Mueller of Alarm Engineering was the 2 Minutes of Fame Speaker and 2019 Volunteer of the Year, Zach Babbie received his plaque. The Guest Speaker was Nick Caggiano Sr. of Nicola Pizza. Nick shared his life story, how Nicola Pizza got started, and his vision for Downtown Rehoboth Beach.



# REPORTS *and* STATISTICS

## Accommodation Occupancy Chart | 2018 vs. 2019

Weekend	Room Count	Weather	Event	Wednesday	Room Count
November 2-4, 2018	2,403	50's Sunny	Film Festival	October 31, 2018	1,112
November 1-3, 2019	3,041	50' Sunny	None	October 30, 2019	1,123
November 9-11, 2018	2,244	40's Sunny	WonderFest	November 7, 2018	1,191
November 8-10, 2019	2,269	40's Sunny	Film Festival	November 6, 2019	1,277
November 16-18, 2018	1,802	50's Sunny	WonderFest	November 14, 2018	1,186
November 15-17, 2019	1,637	50's Cloudy	WonderFest	November 13, 2019	1,195
November 23-25, 2018	2,049	50's Cloudy	Tree Lighting	November 21, 2018	1,299
November 22-24, 2019	1,605	50's Cloudy	WonderFest	November 20, 2019	1,116
November 30-December 2, 2018	1,616	50' Sunny/Rain	None	November 28, 2018	1,013
November 29-December 1, 2019	2,057	40's Sunny	Thanksgiving Weekend	November 27, 2019	1,386
December 7-9, 2018	2,190	40's Cloudy	RB Marathon	December 5, 2018	1,077
December 6-8, 2019	2,123	40's Sunny	WonderFest	December 4, 2019	1,108
December 14-16, 2018	1,398	50's Rain	None	December 12, 2018	1,026
December 13-15, 2019	1,407	50's Rain	WonderFest	December 11, 2019	1,062
December 21-23, 2018	1,309	50's Sunny	Holiday	December 19, 2018	950
December 20-22, 2019	1,247	40's Cloudy	WonderFest	December 18, 2019	993
December 28-30, 2018	1,781	50's Sunny	NYE; Slam Dunk to the Beach	December 26, 2018	950
December 27-29, 2019	1,800	50's Sunny	WonderFest	December 25, 2019	1,259

### Year to Date Occupancy TOTAL Comparison

#### WEEKEND

January 1 - December 30, 2018 · 134,725

January 1 - December 29, 2019 · 131,096



#### WEDNESDAY

January 1 - December 26, 2018 · 86,008

January 1 - December 25, 2019 · 85,653



## Accommodation Occupancy Chart | 2019 vs. 2020

Weekend	Room Count	Weather	Event	Wednesday	Room Count
January 4-6, 2019	1,254	50's Rain	No Event	January 2, 2019	901
January 3-5, 2020	1,297	50's Rain	No Event	January 1, 2020	993
January 11-13, 2019	1,204	30's Cloudy	No Event	January 9, 2019	958
January 10-12, 2019	1,487	60's	No Event	January 8, 2020	997
January 18-20, 2019	1,396	40's Cloudy	No Event	January 16, 2019	960
January 17-19, 2020	1,582	30's Flurries	No Event	January 15, 2020	1,036
January 25-27, 2019	1,302	40's Sunny	No Event	January 23, 2019	994
January 24-26, 2020	1,360	60's Rainy	No Event	January 22, 2020	1,056
February 1-3, 2019	1,738	40's Sunny	Polar Bear Plunge	January 30, 2019	954
January 31-February 2, 2020	1,805	40's Cloudy	Polar Bear Plunge	January 29, 2020	1,143

### Year to Date Occupancy TOTAL Comparison

#### WEEKEND

January - February 3, 2019 · 6,894

January - February 2, 2020 · 7,531



#### WEDNESDAY

January 1 - January 30, 2019 · 4,767

January 1 - January 29, 2020 · 5,225



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
August	56,551	57,464	21,852	21,722	20,211	20,707	65.97%	64.25%	1:29	1:31
September	43,698	66,174	16,993	27,569	15,645	26,193	65.82%	67.32%	1:29	1:18
October	93,796	120,446	37,344	45,970	34,205	43,182	67.06%	57.92%	1:10	1:16
November	19,714	18,355	8,450	8,393	7,042	7,456	70.05%	70.90%	1:20	1:18
December	16,087	16,662	5,786	7,442	5,785	6,878	67.04%	70.75%	1:26	1:20
<b>YTD Totals</b>	<b>591,895</b>	<b>557,752</b>	<b>203,995</b>	<b>213,729</b>	<b>189,863</b>	<b>201,931</b>	<b>59.33%</b>	<b>63.84%</b>	<b>1:37</b>	<b>1:31</b>

\* YTD Total Average

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

Month	Pageviews		Users/Visits		Absolute Unique Visitors		Bounce Rate *		Avg. Time on Site *	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
January	22,354	24,051	7,390	9,786	6,733	9,154	57.30%	66.78%	1:55	1:34
<b>YTD Totals</b>	<b>22,354</b>	<b>24,051</b>	<b>7,390</b>	<b>9,786</b>	<b>6,733</b>	<b>9,154</b>	<b>57.30%</b>	<b>66.78%</b>	<b>1:55</b>	<b>1:34</b>

\* YTD Total Average

### Top Pages Viewed - January 2020

Page on Site	Page Views
1 Polar Bear Plunge Event Page	2,787
2 Order a Visitors Guide Page	1,386
3 Events	1,139
4 Thank You Page	665
5 Area Activities	544
6 Sea Witch® Festival	521
7 Merchants' Attic	493
8 Chamber Events	380
9 Site Index	377
10 Dewey Beach Activities Page	366

### Top 10 States to Visit Website - January 2020

State	Visits
1 Delaware (partly Member driven)	2,998
2 Pennsylvania	1,926
3 New Jersey	947
4 Maryland	911
5 District of Columbia	579
6 New York	550
7 Virginia	445
8 Ohio	122
9 Massachusetts	119
10 California	103

### Delaware Labor Force Trends

(December 2019); Delaware's seasonally adjusted unemployment rate in December 2019 was 3.9%, up from 3.8% in November 2019. There were 19,100 unemployed Delawareans in December 2019 compared to 17,200 in December 2018. The US unemployment rate was 3.5% in December 2019, unchanged from 3.5% in November 2019. In December 2018 the US unemployment rate was 3.9%, while Delaware's rate was 3.6%. Source: Delaware Department of Labor - Monthly Labor Review; published January 24, 2020. <https://lmi.delawareworks.com>

See page 15 for Facebook & Instagram Stats!



# December AWARDS Luncheon WINNERS

The Chamber of Commerce held an Awards Luncheon on November 20, 2019 at the Cultured Pearl Restaurant. The following awards were presented!



**True Blue Jazz & RDBBCC Scholarship  
Presented to Isaac Weathersby**



**Sponsorship Recognitions**



**DE Coast Press Educational Scholarship  
Presented to Cole Revel**



**20 Year Chamber & Community Supporters**

Adams Oceanfront Resort · Bike To Go, LLC  
Discovery Map · Giant Food · Lyons Companies  
Mark Showell Interiors · McGregor Custom Homes, LLC  
Pasqualini's Bakery · Pot-Nets Homes  
Rehoboth Beach Main Street, Inc. · Ryan's · Sea Air Village  
Starboard Restaurant · Tangier Island Cruises  
The Inn at Rehoboth Beach Apartments  
Village Improvement Association · Williams Insurance Agency  
Wilmington Insurance Co.

**Official Event Sponsors:**

WRDE NBC Coast TV (Sea Witch® Festival)  
& Weis Markets (Dewey Movies & Bonfires)

**Perfect Wave:** Delaware Today

**Tidal Wave:** Grotto Pizza

**Barrel Wave:** Custom Mechanical · DART · Seaboard Hotels

**Swell Wave:** The Bellmoo · Blue Moon · County Bank  
Jack Lingo · M&T Bank · Tidemark Federal Credit Union

**Rip Wave:** Affinity Energy Management · Arena's Deli  
Bayhealth · Buffalo Wild Wings · Cape May-Lewes Ferry  
Charles Schwab · Crosswinds Motel/Atlantic Liquors

First Rate Movers · Fulton Bank · Hyatt Place  
Kilwins Rehoboth Avenue · Portraits in the Sand  
Preston Automotive Group · Sussex County Women's Journal  
Trinity Logistics

**\$1,000+:** Carl M. Freeman Companies · Creative Concepts  
Discover Bank · Garrison Homes  
Rehoboth Beach Animal Hospital

# December AWARDS Evening WINNERS

The Chamber of Commerce held the Annual Installation of the Board of Directors and Award Recognition Banquet on December 4, 2019 at the Lighthouse Cove Center. The following awards were presented!



**Mae Hall McCabe Award**  
Stan Mills



**Business of the Year Award**  
Rehoboth Toy & Kite Co.



**Monumental Continuous Business Recognition**  
Short's Marine



**Volunteer of the Year**  
Zach Babbie



**Town of Dewey Beach Volunteer of the Year**  
Julie Johnson



**Town of Dewey Beach Lifeguard of the Year**  
Lt. Zack Stevenson



**Individual Service Awards**

Stan Mills & Toni Sharp  
Former City of Rehoboth Beach Commissioners



**2020 Rehoboth Beach - Dewey Beach Chamber of Commerce Board of Directors**

Pictured from left to right: Ben Gray, Jay Becker, Mike Meoli, Marvin Carney, Rachel Webster, Vince DiFonzo, Chris Weeks, Carrie Lingo, Mitch Resnick, Keith Martin, Susan Townley-Wood, Kay Wheatley and Scott Swingle. Not pictured: Jerry Esposito, Chip Hearn, Billy Klemkowski, Dale Lomas, Rob Marshall, and Steve Montgomery.



## RIBBON CUTTINGS

### Jonathan L. Parker & Associates

Jonathan L. Parker & Associates (JLPA) enables organizations to achieve greatness through their people—providing leaders and employees with the skills, tools and mechanisms to truly excel. We live our motto: The Journey Counts!



Jonathan L. Parker & Associates, LLC

With deep expertise in dozens of team and leadership topics, JLPA efficiently customizes our engagements to meet client specific needs and achieve measurable outcomes. JLPA's solutions and services are delivered by a team of over thirty real-world corporate experience, advanced-degreed and certified consultants, facilitators and coaches through three primary venues: Executive Coaching/Performance Coaching; Team and Leadership Development; and Career Management.

Over the past 20 years, through innovative and knowledgeable consulting, training, and coaching, JLPA has gained a reputation for excellence in helping clients develop top-notch talent. We serve a broad range of small to family owned businesses to mid-level to Fortune 500 companies with strong emphasis in the pharmaceutical, insurance and financial services, consumer products, security, healthcare and high technology industries.

And at JLPA, it's not just business that counts—together with our consultants and clients we consistently "give back" to our local communities. We do it because we care. Through volunteerism and active engagement, we enrich the welfare, prosperity and quality of life of our community.

For more information, visit [www.journeycounts.com](http://www.journeycounts.com) or call 973-714-0342. ♦

### Delaware Humane Association

Delaware Humane Association (DHA), located in both Wilmington and Rehoboth Beach, is a nonprofit, no-kill animal care and adoption center. DHA's mission is to make "friends for life" by connecting people with animals, and by building strong relationships to better serve the community. DHA is committed to providing for the needs of homeless and owned dogs and cats by providing temporary shelter, affordable spay and neuter services, low cost vaccination clinics, a pet food pantry, adoption and placement resources, and more. For more information, visit [delawarehumane.org](http://delawarehumane.org) and connect on Facebook, Instagram, and Twitter at @delawarehumane. ♦



### Marshalls

At Marshalls, we think life's better with surprises. That's why we deliver surprise in our stores, everyday. As an off-price retailer, we provide great value on ever-changing selections of brand-named, designer, and high-quality fashions at prices generally 20%-60% below full-price retailers. What makes us so exciting to shop is we don't know what's coming until we open the delivery truck doors. We have a variety of merchandise arriving daily, with each delivery containing thousands of items. Our rapidly changing assortment creates a surprising shopping experience that our customers love. So stop by often to see our designer finds, at spectacular savings! Marshalls is located at 18578 Coastal Highway in Lewes. For more info, call 645-8729. ♦



### Nations Lending

Nations Lending recently opened a new branch located at 19621 Blue Bird Lane, Suite 3 in Rehoboth Beach, Delaware. Matthew Trone, the Personal Mortgage Advisor for the Branch, is excited and ready to help with all your mortgage needs and questions.



For more information, visit [www.nationslending.com/rehoboth-beach-de](http://www.nationslending.com/rehoboth-beach-de) or call 302-643-2670. ♦

### Karen M. Wearden, Financial Advisor

Karen M. Wearden, Financial Advisor of Edward Jones celebrated her new office on January 9, 2020 with a ribbon cutting ceremony. Wearden has been a financial advisor with Edward Jones since 2015. She serves clients with wide-ranging goals, from growing wealth to saving for education expenses, to planning and living a successful retirement. Wearden's new office is located at 17723 Coastal Highway, Unit 4 in Lewes. For more information, call 302-200-9821 or visit [www.edwardjones.com/karen-wearden](http://www.edwardjones.com/karen-wearden). ♦





# 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.

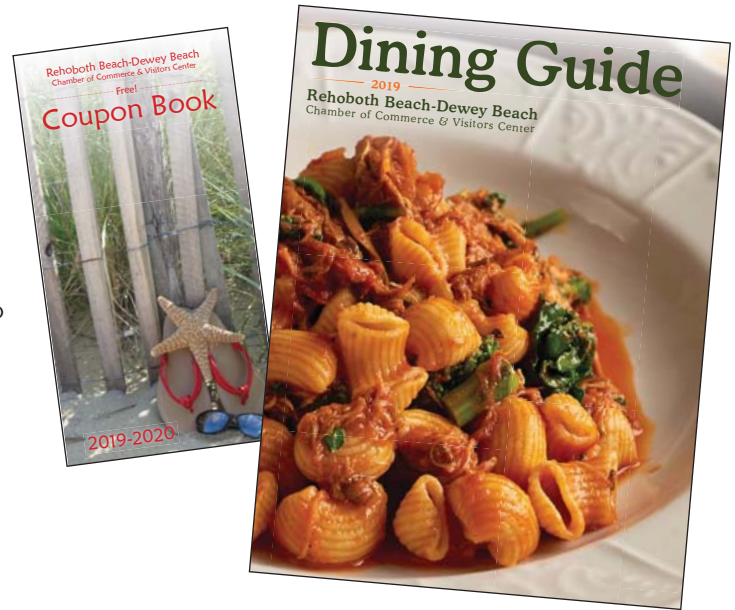
## Dining Guide

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 9th. Both publications are distributed to the Visitors Center, Boardwalk Kiosk, realtors, and accommodations during the last week of May.*

## Contact Abbie or Mariella to sign up!

abbie@beach-fun.com · 302-227-6446 x15  
mariella@beach-fun.com · 302-227-6446 x18



# Chamber's new Meeting Room available for rent!



Thanks to a donation from the **Community Matters Foundation and Highway One Companies . . .**

The Chamber's Administration Office at 306 Rehoboth Avenue, Rehoboth Beach has a meeting room available for rent.

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.

Rental Fee: Member \$10/hour & Non-Member \$20/hour

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

## Did you know . . .

As of February 12, 2020, the Chamber has 71,095 Facebook Followers & 1,226 Instagram Followers!  
Follow the Chamber at: [www.facebook.com/RehobothDeweyChamber](http://www.facebook.com/RehobothDeweyChamber) & [www.instagram.com/rbdbcc](http://www.instagram.com/rbdbcc)

# Be a part of the fun!

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



## 2020 Events

Merchants' Attic · April 18  
 Spring Sidewalk Sale · May 15-17  
 Monday Night Movies · June 29-August 17  
 Wednesday Night Bonfires · July 1-August 19

Sandcastle Contest · September 12  
 Fall Sidewalk Sale · October 2-4  
 Sea Witch® Festival · October 23-25  
 Santa's House · November/December

## Bundle Sponsorships

(see page to right) are available!

OR

individual event sponsor!

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



## Have questions?

Contact event coordinator Emily at 302-227-6446 x11 or emily@beach-fun.com



# 2020 Bundle Sponsorships

Your business can be a part of all the Rehoboth Beach - Dewey Beach Chamber of Commerce & Visitors Center events. Pick your sponsorship below!



**Merchants' Attic**  
April 18



**Spring & Fall Sidewalk Sales**  
May 15-17  
October 2-4



**Beach Goes Red, White & Blue**  
May 30



**Mon. Movies**  
June 29-August 17  
**Wed. Bonfires**  
July 1-August 19



**Sandcastle & Sculpture Contest**  
September 12



**Sea Witch® Festival**  
October 23-25

## Official Sponsor of Any One Major Event\* • \$10,000

Includes everything listed in the Perfect Wave Sponsorship, PLUS marketing and promotion as Official Sponsor of that event!  
\*Only one Official Sponsor per event.

## Perfect Wave Sponsor • \$8,000 (Actual Value \$10,177)

- General Press Release for Each Event...\$750
- Press Release w/ Check Presentation Photo...\$100
- Logo/Listing on Event TV Commercial...\$2,000
- Banner Production & Placement at Designated Events...\$600
- Prominent Logo on Event T-Shirt...\$450
- Balloon for Sea Witch® Parade...\$600
- (2) Event Trophy Sponsorships...\$500
- (1) Sea Witch® Festival Activity Sponsor...\$300
- Full Page Color Ad in Sea Witch® Program...\$750
- (3) Beach Goes Blue Radio Spot Tag Ons...\$150
- (2) Beach Goes Blue TV Commercial Tag Ons...\$200
- (3) Dewey Beach Movie Preview Slides...\$300
- Full Page Color Ad in Visitor's Guide...\$1,650
- Full Page "Focus On" Newsletter Ad...\$175
- (2) Website Banners for 1 Year...\$700
- (3) Chamber Member Blasts...\$297
- (2) Chamber Beach Blasts...\$200
- (2) Product Placement at Business After Hours or General Membership Meetings...\$200
- (4) Sea Witch® T-shirts...\$100
- Logo on Merchants' Attic Map...\$100
- (1) Ticket to a Awards Recognition Event...\$55

## Tidal Wave Sponsor • \$6,000 (Actual Value \$7,503)

- General Press Release for Each Event...\$750
- Press Release w/ Check Presentation Photo...\$100
- Logo/Listing on Event TV Commercial...\$2,000
- Banner Production & Placement at Designated Events...\$600
- Prominent Logo on Event T-Shirts...\$450
- (1) Event Trophy Sponsorship...\$250
- 1/2 Page Color Ad in Sea Witch® Program...\$450
- (2) Beach Goes Blue Radio Spot Tag Ons...\$100
- (1) Beach Goes Blue TV Commercial Tag Ons...\$100
- (2) Dewey Beach Movie Preview Slides...\$200
- 1/2 Page Color Ad in Visitor's Guide...\$1,250
- Full Page "Focus On" Newsletter Ad...\$175
- (1) Website Banner for 1 Year...\$350
- (2) Chamber Member Blasts...\$198
- (2) Product Placement at Business After Hours or General Membership Meetings...\$200
- (1) Chamber Beach Blast...\$100
- Logo on Merchants' Attic Map...\$100
- (3) Sea Witch® T-shirts...\$75
- (1) Ticket to a Awards Recognition Event...\$55

## Barrel Wave Sponsor • \$4,000 (Actual Value \$5,153)

- General Press Release for Each Event...\$750
- Press Release w/ Check Presentation Photo...\$100
- Logo/Listing on Event TV Commercial...\$2,000
- Banner Production & Placement at Designated Events...\$600
- Logo on Event T-Shirt...\$125
- (1) Event Trophy Sponsorship...\$250
- (1) Beach Goes Blue Radio Spot Tag On...\$50
- (1) Beach Goes Blue TV Commercial Tag On...\$100
- (2) Dewey Beach Movie Preview Slides...\$200
- 1/4 Page Color Ad in Sea Witch® Program...\$350
- 1/2 Page "Focus On" Newsletter Ad...\$125
- (2) Chamber Member Blasts...\$198
- (1) Product Placement at a Business After Hours or a General Membership Meeting...\$100
- Logo on Merchants' Attic Map...\$100
- (2) Sea Witch® T-shirts...\$50
- (1) Ticket to a Awards Recognition Event...\$55

## Swell Wave Sponsor • \$2,000 (Actual Value \$2,823)

- General Press Release for Each Event...\$750
- Press Release w/ Check Presentation Photo...\$100
- Banner Production & Placement at Designated Events...\$600
- Logo on Event T-Shirt...\$125
- 1/4 Page Color Ad in Sea Witch® Program...\$350
- (1) Beach Goes Blue Radio Spot Tag On...\$50
- (2) Dewey Beach Movie Preview Slides...\$200
- (2) 1/4 Page "Focus On" Newsletter Ad...\$200
- (2) Chamber Member Blast...\$198
- (1) Product Placement at a Business After Hours or a General Membership Meeting...\$100
- Logo on Merchants' Attic Map...\$100
- (2) Sea Witch® T-shirts...\$50

## Rip Wave Sponsor • \$950 (Actual Value \$1,800)

- General Press Release for Each Event...\$750
- Press Release w/ Check Presentation Photo...\$100
- Logo on Event T-Shirt...\$125
- Banner Production & Placement at Designated Events...\$600
- (1) Dewey Beach Movie Preview Slide...\$100
- Logo on Merchants' Attic Map...\$100
- (1) Sea Witch® T-shirt...\$25

Create the perfect sponsorship package for your business...contact Emily to get started!



# Reach Resort Area VISITORS and RESIDENTS!

## Realtor & Accommodation Bags

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

Members can have their product included for 10¢ per piece (25¢ per multi-page; i.e. magazine). Product examples are flyers, postcards, coupons, or tri-fold brochures and it is recommended to include a discount or coupon on your piece in order to track its success. Product placement can be purchased either for the entire season or in four to five week consecutive periods (first-fourth quarters). The number of pieces per bag will be kept under 40.

**2020 Realtor & Accommodation Bags Order Form**

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

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

For just 10 cents per single product piece, Chamber members can have their product placed in up to 11,000 Realtor & Accommodation Bags. The bags are delivered once a week from May through August to the majority of the local realtors (400+ total). Product placement can be purchased either for the entire season or in four to five week consecutive periods (first-fourth quarters). The number of pieces per bag will be kept under 40. Product along with payment must be received at the Chamber Administrative Building (306 Rehoboth Avenue) no later than the dates indicated below to be included in the scheduled deliveries. While the Chamber is not responsible for product removal after the deadline date your product can be stored at the Chamber for an additional cost. Please note that, lack of product not delivered is scheduled, can result in non-inclusion in realtor bags and delivery of the same, a 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 (beyond product) for any purchased time frame will be placed in the following scheduled delivery. Any excess product at the end of the season will either be: available for pick-up placed in the Visitor Center, or discarded.

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

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

**I would like to participate in the entire 2020 Season!**  
Total Pieces: 11,000 Product Due: April 15, 2020 Cost: \$1,100  
18 week time frame with distribution dates of: 5/6, 5/13, 5/20, 5/27, 6/3, 6/10, 6/17, 6/24, 7/1, 7/8, 7/15, 7/22, 7/29, 8/5, 8/12, 8/19, 8/26, 9/2

OR, select one or more quarters!

**I would like to participate in the First Quarter.**  
Total Pieces: 2,000 Product Due: April 15, 2020 Cost: \$200  
5 week time frame with distribution dates of: 5/6, 5/13, 5/20, 5/27, 6/3

**I would like to participate in the Second Quarter.**  
Total Pieces: 2,500 Product Due: May 20, 2020 Cost: \$250  
4 week time frame with distribution dates of: 6/10, 6/17, 6/24, 7/1

**I would like to participate in the Third Quarter.**  
Total Pieces: 3,500 Product Due: June 17, 2020 Cost: \$350  
4 week time frame with distribution dates of: 7/8, 7/15, 7/22, 7/29

**I would like to participate in the Fourth Quarter.**  
Total Pieces: 3,000 Product Due: July 15, 2020 Cost: \$300  
5 week time frame with distribution dates of: 8/5, 8/12, 8/19, 8/26, 9/2

Chamber Use Only: \$ Amount: \_\_\_\_\_ Payment: CK# \_\_\_\_\_ CC \_\_\_\_\_ Cash \_\_\_\_\_ Inv. \_\_\_\_\_  
Staff Initials: \_\_\_\_\_ Member File Updated By: \_\_\_\_\_ Date: \_\_\_\_\_ As of 1/24/2020

## Community Bags

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

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

**2020 Community Bag Order Form**

Rehoboth Beach - Dewey Beach Chamber of Commerce & Visitors Center  
306 Rehoboth Avenue (Administration Office) - Rehoboth Beach, Delaware 19971  
302-227-6446 - 302-227-8351 Fax - www.Beach-Fun.com  
Please contact Sophia for assistance at [distribution@beach-fun.com](mailto:distribution@beach-fun.com) or 302-227-6446 ext. 25

**Community Bag Member Product Opportunity**

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

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

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

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

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

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

Chamber Use Only: \$ Amount: \_\_\_\_\_ Payment: CK# \_\_\_\_\_ CC \_\_\_\_\_ Cash \_\_\_\_\_ Inv. \_\_\_\_\_  
Staff Initials: \_\_\_\_\_ Member File Updated By: \_\_\_\_\_ Date: \_\_\_\_\_ As of 1/24/2020

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

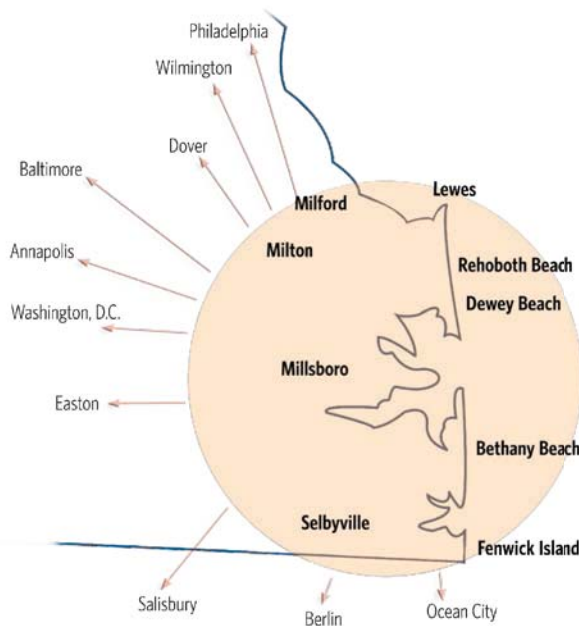


## WHY?

You attract highly engaged and desirable consumers.



This magazine is your solution to reaching locals and visitors throughout all of coastal Delaware.



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



We want to share with you our strategically-planned, new opportunities for 2020! Contact us to successfully market your business and services. And no payment is due until after publication!

(302) 227-9499 • [info@delawarebeachlife.com](mailto:info@delawarebeachlife.com) • [delawarebeachlife.com](http://delawarebeachlife.com)

# BUSINESS *after* HOURS PICTURES

## THANKS to our November Host!

56 Baltimore Avenue, Rehoboth Beach · 302-567-2726

[www.thepinesrb.com](http://www.thepinesrb.com)

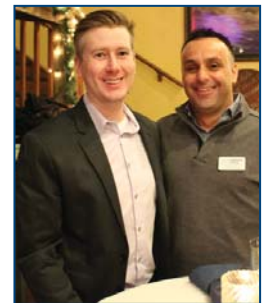




# BUSINESS *after* HOURS PICTURES

## THANKS to our December Host!

19178 Coastal Highway, Rehoboth Beach · 302-644-7711  
www.jakesseafoodhouse.com



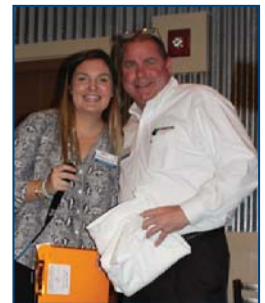


# BUSINESS *after* HOURS PICTURES

## THANKS to our January Host!

18385 Coastal Highway, Lewes · 302-644-2500

[www.bethanyblues.com](http://www.bethanyblues.com)



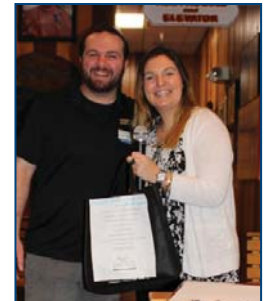


# BUSINESS *after* HOURS PICTURES

## THANKS to our February Host!

71 Rehoboth Avenue, Rehoboth Beach · 302-227-6211

[www.nicolapizza.com](http://www.nicolapizza.com)





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