



# FOCUS<sub>on</sub>

2nd Quarter  
Newsletter 2019

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

Mission: To promote business, tourism and civic responsibility.

## Beach Goes Red, White & Blue



The Rehoboth Beach-Dewey Beach Chamber of Commerce & Visitors Center invites you to join us as we salute the USO Delaware, First Responders, Police Officers, Firefighters, Paramedics, Lifeguards, our Military and ALL those who serve!

### June 8, 2019 Planned Activities · Some Activities Weather Dependent

- 11AM-2PM..... **Demonstrations and Displays** from Local, County and State First Responders. Rehoboth Beach Bandstand Area.
- 11AM-2PM..... **Balloon Twisting by Snippy Doodles.** Sponsored by Servpro. Rehoboth Beach Bandstand Area.
- 11AM-3:30PM ... **Military Village & Demonstrations** by USO Delaware. Rehoboth Beach Bandstand Area.
- 11AM-3:30PM ... **Veterans Mobile Unit** by Veterans United Outreach of Delaware. Rehoboth Beach Bandstand Area.
- 11AM-3:30PM ... **Military Vehicle Display** including P-34 RIV Firetruck, EOD HMMWV, and SR Deicer. Rehoboth Beach Bandstand Area.
- 11AM-3:30PM ... **Rehoboth Beach VFW Activity.** Rehoboth Beach Bandstand Area.
- 11AM-3:30PM ... **Fort Miles Antique Military Display & 261st Coast Artillery Reenactor Group.** Rehoboth Beach Bandstand Area.
- 11AM-3:30PM ... **Fort Miles WWII 90MM Restored Artillery Gun Display and Deuce & a Half Cargo Truck.** Rehoboth Beach Bandstand Area.
- 11AM-Evening.... **Fort Miles WWII Search Light.** Rehoboth Beach Bandstand Area.
- 12 Noon ..... **USO Show Troupe Performance.** Rehoboth Beach Bandstand.
- 12 Noon ..... **Vintage Plane Flyover.** Visible from Rehoboth Beach Bandstand Area.
- 3PM..... **Kid's Oath of Office.** Kids can take an "Oath of Office" to become honorary City of Rehoboth Beach Junior Police Officers. Police Station at 229 Rehoboth Avenue.
- 4PM..... **US Army Band Downrange Performance.** Rehoboth Beach Bandstand.
- 7:30-9:00PM ..... **Evening Boardwalk Dance.** Led by the Rehoboth Beach Museum & Historical Society.

As of 5/16/2019.  
Subject to Change.

**More info on page 8 and [Beach-Fun.com](http://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

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First Chair ..... Carrie Lingo  
Second Chair..... Vince DiFonzo  
Third Chair/Treasurer... Susan Townley-Wood  
Immediate Past Chair ..... Jay Becker  
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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**

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Visitors Center Staff .....Ext. 10  
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Karen McMahon, Nancy Stewart  
Emily Grothey, Event Coordinator..... Ext. 11  
Carol Everhart, President/CEO ..... Ext. 13  
Lisa Newnom, Administration..... Ext. 14  
Sophia Sawicki, Membership ..... Ext. 15  
Meghan McCalley, Office Mgr/Graphics .... Ext. 16  
Distribution, Hourly Staff & Summer Interns  
Justin Babbie, Zach Babbie, Katie Bragg,  
Anders Martin, Alec Stanton, Liz Vitella,  
& Kristina Zalesak

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# 2019 Upcoming Calendar

DATE.....	MEETING or EVENT .....	TIME/PLACE
May 22 .....	General Membership Mtg.....	1:30PM/Cultured Pearl with Governor John Carney
June 6 .....	Executive Board of Directors Mtg.....	10:30 am/Jake's Seafood
June 6 .....	Full Board of Directors Mtg .....	11:00 am/Jake's Seafood
June 8 .....	Beach Goes Red, White & Blue .....	Begins at 11:00 am/Bandstand
June 14.....	Town of Dewey Beach Mtg .....	6:00 pm/Life Saving Station
June 21 .....	City of Rehoboth Beach Mtg .....	3:00 pm/Commissioners Room
July 12 .....	Town of Dewey Beach Mtg .....	6:00 pm/Life Saving Station
July 19 .....	City of Rehoboth Beach Mtg .....	3:00 pm/Commissioners Room

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

## Have an event you are looking to promote?



The Chamber's Calendar of Events page on [www.Beach-Fun.com](http://www.Beach-Fun.com) is one of the most popular pages on the Chamber's website. As part of your membership, you can post your event and logo for no charge! Submit your event at [www.beach-fun.com/event-suggestion.html](http://www.beach-fun.com/event-suggestion.html)

# 2019 Business After Hours

**Members are invited to attend monthly Business After Hours! These popular mixers are a great opportunity to meet and network with your fellow Members.**

A \$1.00 donation is collected at the door which creates the funds for the 50/50 raffle. Business card drawings are also held and door prizes are given out to the lucky winners!



- Thursday, June 6 · Crooked Hammock Brewery
- Thursday, September 19 · Azzurro Italian Oven + Bar
- Thursday, October 10 · Hyatt Place/Lighthouse Cove Event Center
- Thursday, November 14 · The Pines Rehoboth Beach
- Thursday, December 19 · Chamber Holiday Party at Jake's Seafood

# SHREDDING DAY SUCCESS!

OVER 22,500 POUNDS OF PAPER RECYCLED AT THE 10TH ANNUAL SHREDDING DAY



The Rehoboth Beach – Dewey Beach Chamber of Commerce in partnership with Wilmington Savings Fund Society (WSFS) hosted a "Shredding Event" on Friday, May 3, 2019.

On-site shredding took place in the WSFS Bank parking lot on Coastal Highway in Rehoboth Beach. In total, **22,514 pounds of paper were shred in four hours** which surpassed last year's record of 17,000 pounds!



## *Service at the Beach*

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MILTON - LEWES - REHOBOTH



# BRAG BOARD

## Local Brewery Expanding to Middletown

The wait is over, Crooked Hammock Brewery is on its way to Middletown! The popular Lewes Beach born restaurant and brewery broke ground on Monday, April 1st in Middletown's Autopark, adjacent to the new Holiday Inn Express and Grotto's Pizza. The ceremony encompassed their "Hammock" state of mind with cornhole boards, canned beers loaded in coolers, and burgers on the grill. Congrats!



## Capital Ringers Raise Funds

Capital Ringers and Conley's United Methodist Church, in partnership, hosted their first Spring Ring Handbell Festival on March 30th, raising \$1,200 for Love INC, a charity dedicated to helping people in need. There are 134 Love INC locations in 29 states that partner with 7,812 Christian Churches that serve hundreds of thousand of people around the USA and Africa. Every Love INC depends on church volunteers to do their ministry. For more info, visit [www.loveinc.org](http://www.loveinc.org).



Eight handbell choirs from churches around Delaware and Maryland participated in an all day event, culminating in a performance for the general public that featured massed choirs ringing together, along with individual choirs performing their own solo pieces.

Capital Ringers is pleased to partner with Conley's United Methodist Church in building community through music. This partnership will allow Capital Ringers to continue to educate and entertain through the unique and innovative performance and instruction of English handbells and handchimes.

For more information about Capital Ringers, visit [www.capitalringers.org](http://www.capitalringers.org) or call 302-632-3106.

## Arbor Day Activities

As a long-serving Tree City U.S.A. in Delaware, the City of Rehoboth Beach, Mayor's Advisory Committee on Trees (MACT), and community members joined students to celebrate Arbor Day by planting an oak tree Monday outside the Rehoboth Elementary School.

Mayor Paul Kuhns was on hand to recognize the day and read a proclamation to the students. "Don't underestimate the power of what you're doing today," Kuhns told the students. "What you're doing makes a difference for the many children who will follow you, so on behalf of the City of Rehoboth Beach, thank you very much." Delaware Forest Service Education Specialist Ashley Melvin explained to the students how the Arbor Day celebration ties in with earth science studies and helps our community. MACT Chair Toni Sharp commented, "When learning and service go together, we not only are exposing our students to meaningful work in the natural sciences but showing them how to be good citizens. Someday, the trees they plant will give to this community in significant ways."

Students continued the celebration on Tuesday at City Hall with an Arbor Day Art Reception with support from MACT and Rehoboth Art League's Exhibitions Director Nick Serratore. This year's theme, sponsored by the Delaware Forest Service, was Trees are Terrific in Cities and Towns – chosen to highlight the numerous benefits of trees in community settings. The student's artwork will be displayed in City Hall through May. For more information on Arbor Day, visit [arborday.gov](http://arborday.gov).



The 5th grade class enjoys the Arbor Day Art Reception at City Hall.

## Successful Guest Bartender Night

Clear Space Theatre staff, board members and volunteers took over the bar at Crooked Hammock in Lewes on April 17th and raised \$2386 for the Arts Institute scholarship fund. Clear Space "bartenders" started behind the bar at 5 PM and changed shifts every half-hour until 8 PM to gather donations in their tip buckets. Each half hour had a different team competing for the most tips.



For more information or show tickets, call 302-227-2270 or visit [www.ClearSpaceTheatre.org](http://www.ClearSpaceTheatre.org).

# BRAG BOARD

## Congrats on Award

For its work on the Bayhealth Sussex Campus, Becker Morgan Group recently received the 2019 Engineering Excellence Grand Conceptor Award, the highest honor from the American Council of Engineering Companies of Delaware.

The new 169-acre health campus in Milford includes a \$330 million, 440,000-gross-square-foot hospital and outpatient acute care center. This facility is the first new hospital built in Delaware in decades and the largest construction project undertaken in lower Delaware in recent years. Due to its scale and building type, both unprecedented in lower Delaware, owners, designers, constructors and regulatory agencies were faced with unique circumstances.

Becker Morgan Group guided stakeholders through the process of feasibility, infrastructure planning, site design and permitting. The result is a healthcare campus providing regional impact to community wellness for generations to come.

Becker Morgan Group provides comprehensive architecture and engineering services with offices in Delaware, Maryland, and North Carolina. For more information, go to [www.beckermorgan.com](http://www.beckermorgan.com). (Information via *CapeGazette.com*)

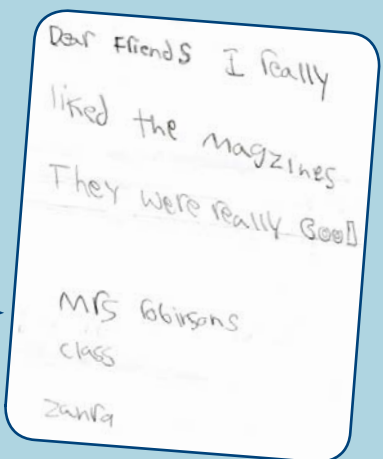
## Turnstone Custom Homes

Turnstone Custom Homes is celebrating 15 years! Since opening their doors in 2004, Turnstone has grown tremendously from installing trim to building one of a kind homes along Coastal Delaware. The company says that they couldn't have grown the way they did without the support of their clients, trade partners, Realtors, and incredible community. Turnstone thanks everybody who helped build them into the incredible company they are today!



Throughout the year, the Chamber receives numerous requests from school age students looking for Delaware info such as postcards, maps or brochures for their school projects... which we mail out!

In return, the Chamber receives thank you notes from the students...like the one to the right!



## Congrats to Big Oyster Brewery

Big Oyster Brewery in Lewes was named one of the fastest growing small and independent craft breweries of 2018 by the Brewers Association (BA)—the not-for-profit trade group representing small and independent craft brewers. The second annual list offers insight into the depth and diversity of growth within the craft brewing industry.



"It's really nice to be included on a list like this. We've made this dream a reality through a lot of long hours, and a dedicated team of people who are passionate about great beer. All of us have worked really hard to get to this point, from our brewing team that starts their day before the sun comes up, to the sales team, who work tirelessly to get our beer into the hands of customers at local hot spots and to all our restaurant staff try their best to provide a memorable beer drinking experience. We're excited to see what the rest of 2019 has in store for us," said Andrew Harton, Head Brewer, Big Oyster Brewery.

Big Oyster Brewery was ranked second fastest growing craft brewery in the US according to the Brewer's Associations annual production survey. Big Oyster Brewery, the likes of which was named after owner Jeff Hamer and a nickname that developed during construction, began inside FINS ALE HOUSE located on Coastal Highway in Rehoboth. Hamer fell into a bit of luck after construction of the FINS location began when the store directly next to it became available as well. The result was the dream of an in house craft brewery component becoming a reality sooner than expected, and by June of 2015 beers from the brew team of Andrew Harton and assistant brewer Red Killpack began to flow. The team dialed in on classic styles as well as trendy flavors to set the foundation of what Big Oyster would become. "I could never have imagined we would be where we are now when this all started" says Hamer, "our brewery team is partially made up of folks who've worked for me since their high school days and I couldn't be more thrilled we've all taken this journey together."

Located at 1007 Kings Highway in Lewes, Big Oyster is open 7 days a week for lunch and dinner, and is a great place to enjoy happy hour, host a party, gathering, or celebration. Call 302-644-2621 today! Cheers! Find our beer near you by visiting our beer finder on [BigOysterBrewery.com](http://BigOysterBrewery.com)



# 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.

## **Aging at Home with Village Volunteers**

Jackie Sullivan  
16686 Kings Highway, Suite B  
Lewes, Delaware 19971  
302-703-2568  
[www.greaterlewescommunityvillage.org](http://www.greaterlewescommunityvillage.org)  
Service - Non-Profit

## **Bear Trap Dunes**

Erika Cook  
7 Clubhouse Drive  
Ocean View, Delaware 19970  
302-537-5600  
[www.beartrapdunes.com](http://www.beartrapdunes.com)  
Attraction - Golf

## **Edward Jones Investment**

Karen M. Wearden  
17723 Coastal Highway  
Lewes, Delaware 19971  
410-829-8628  
[www.edwardjones.com/karen-wearden](http://www.edwardjones.com/karen-wearden)  
Service - Financial Services

## **Freedom Boat Club Delaware**

Kelly Thomas  
909 Pilottown Road  
Lewes, Delaware 19958  
833-BOAT-DEL  
[www.freedomboatclub.com](http://www.freedomboatclub.com)  
Attraction/Recreation

## **Good News Natural Foods**

Sam Mansoor  
37 Wilmington Avenue  
Rehoboth Beach, Delaware 19971  
302-227-3177  
[www.goodnewsnaturalfoods.com](http://www.goodnewsnaturalfoods.com)  
Retail - Grocery/Convenience Store

## **Grace Boutique**

Mary Shapiro  
36 Baltimore Avenue  
Rehoboth Beach, Delaware 19971  
302-212-5092  
[www.graciesthreads.com](http://www.graciesthreads.com)  
Retail - Apparel & Accessories

## **Ish Boutique**

Christina Lawson  
403 Rehoboth Avenue  
Rehoboth Beach, Delaware 19971  
302-212-2577  
[www.ishshop.com](http://www.ishshop.com)  
Retail - Apparel & Accessories

## **Mosquito Joe of Southern DE, Salisbury, MD**

Mark Wallisch  
32359 W Haven Wood Drive  
Frankford, Delaware 19945  
302-425-9295  
[www.sdelaware-salisbury.mosquitojoe.com](http://www.sdelaware-salisbury.mosquitojoe.com)  
Service - Pest Services

## **Ocean Glass Inn**

Jadine Pilotti  
37299 Rehoboth Avenue  
Rehoboth Beach, Delaware 19971  
302-227-2844  
[www.oceanglassinn.com](http://www.oceanglassinn.com)  
Accommodation - Hotel/Motel

## **Past Reflections Old Time Photography & The Rehoboth Beach Portrait Co.**

Jennifer Parsons  
58 Rehoboth Avenue  
Rehoboth Beach, Delaware 19971  
302-227-1816  
[www.pastreflectionsphoto.com](http://www.pastreflectionsphoto.com)  
[www.rehobothportraits.com](http://www.rehobothportraits.com)  
Services - Photography & Supplies

## **Rise Up Rehoboth Beach**

Timothy Cureton  
502 Rehoboth Avenue  
Rehoboth Beach, Delaware 19971  
877-474-7387  
[www.riseupcoffee.com](http://www.riseupcoffee.com)  
Restaurant/Eatery

## **Sazio**

Suzanne Harkins  
32 Lake Avenue  
Rehoboth Beach, Delaware 19971  
302-226-1160  
Restaurant/Eatery

## **Sea Bags**

Amy Gaynor  
40 Baltimore Avenue  
Rehoboth Beach, Delaware 19971  
302-567-2732  
[www.seabags.com](http://www.seabags.com)  
Retail - Gifts & Specialty Shops

## **Steven W. Falcone CPA**

Steven Falcone  
34561 Michelle Drive  
Rehoboth Beach, Delaware 19971  
302-644-8634  
[www.stevenfalconecpa.com](http://www.stevenfalconecpa.com)  
Service - Accounting Services

## **Tangerine Goods**

Alison Schuch  
5 N. First Street  
Rehoboth Beach, Delaware 19971  
[www.tangerinegoods.com](http://www.tangerinegoods.com)  
Service - Apparel & Accessories

## **Total Business Solutions, LLC**

Robert Litzner  
37504 Washington Street  
Rehoboth Beach, Delaware 19971  
[www.tbsacctg.com](http://www.tbsacctg.com)  
Service - Accounting Services

## **Urban Float**

Carlos Casas  
18979 Coastal Highway, Unit 101  
Rehoboth Beach, Delaware 19971  
[www.urbanfloat.com](http://www.urbanfloat.com)  
Service - Health Services



## 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 March 14 - May 13, 2019. Thank you for your continued support!

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a (MUSE.) Restaurant · Activ Pest Solutions · Active Adults Realty · Alzheimer's Association Delaware Valley  
American Classic Golf Club · American Inn Lodge and Suites · Ameriprise Financial · Antique Alley of Bridgeville  
Apple Electric · Applebees Neighborhood Grill & Bar · ART CLOSEOUTS - OCEAN GALLERY  
ASAP SCREENPRINTING · Atlantic Horizons, LLC · Atlantic Refrigeration & Air Conditioning  
Atlantic Transportation Services · Bare Minerals · Bartlett Tree Experts · Bayhealth Medical Center · Baywood Greens  
Beach Boutique Hotel · Beach House Dewey Hotel · Beach Vacuums · Big Chill Beach Club · Bike To Go, LLC  
The Blackwall Hitch · Boardwalk Buddy Walk · Bottle & Cork · Budget Blinds · Buffalo Wild Wings  
Cape Henlopen Senior Center · Carltons · Chesapeake Home Services · Chick-fil-A Rehoboth Beach · Cloud Dancer  
Coastal Kayak · Coastal Point · Coldwell Banker Resort Realty · Community Pride Financial Advisors  
Crab House of Rehoboth · Crabby Dick's Marketplace + Grill · Creative Resource Group, Inc.  
Crooked Hammock Brewery · Crowley Associates Realty · Custom Mechanical, Inc. · Cuvée Ray  
Delaware Beacon Network, LLC · Delaware Seashore Preservation Foundation · Delaware Tech. Com. College  
Delaware Today Magazine · Delmarva Printing, Inc. · Dewey Beach Lions Club · Dewey Beach Parasail  
Dewey Beach Watersports · Dewey Beach Yoga · Patrick Diamond (Patron Member) · DiFebo's · Diversified Insurance  
East Coast Garden Center · East of Maui Surf Shop · Edward Jones Investments · Fairweather by the Sea · Fish On!  
Fisher's Popcorn · FMS Rehoboth Beach · Fractured Prune - The Donut Shoppe · The Fresh Market · Furniture & More  
Geico - Local of Delaware · Hampton Inn · Harrington Insurance Agency · Holland Jewelers, Inc.  
Homewatch Concierge · Hotel Rehoboth · Hyatt Place Dewey Beach · HydroShield of Delmarva  
The Ice Cream Store · Indigo · The Inn at Canal Square · Jake's Seafood House · Jersey Mike's Subs  
Joan and Michael Devaney - Glass Artists · Joshua M. Freeman Foundation · Kaisy's Delights  
Kelly J. Fritchman Swimming Scholarship 5K · Kilwin's Rehoboth Avenue · Paul Kuhns (Patron Member)  
Anna Legates (Patron Member) · L.E.H. Soap Company · Lewes Printing, Inc. · Light Action Productions  
Local 360 Media & Local Book · Lupo Italian Kitchen · Make-A-Wish Delaware · Maryland House & Cottages  
Midway Par 3 Golf Course · The Milton Theatre · Morgan Stanley - David A. Humes · Nickle Electrical Companies  
northbeach Restaurant & Bayside Bar · NV Homes · O'Reilly Electric · Outback Steakhouse · Outlet Liquors  
Peninsula Dental, LLC · Peninsula Pave & Seal · Pepsi Bottling Ventures  
Pieces of Time Memory Quilts & Specialty Items · Pierpont's Creations · Platinum Roofs · Polkamotion by the Ocean  
Pro Rehab. Chiropractic · Progar & Company, P. A., CPA/Payroll Professionals · Provident State Bank  
Quality Inn & Suites · Quest Adventures · Radio Rehoboth · Rehoboth Art and Framing  
Rehoboth Beach Farmers' Market · Rehoboth Beach Film Society · Rehoboth Beach Sunrise Rotary Club  
The Rehoboth Inn · Rehoboth Products Co., Inc. · Rigby's Bar & Grill  
Rogers Graphics, a division of Delmarva Printing · Rookery Golf Club · Ron Krajewski State Farm Insurance  
Ronald McDonald House of Delaware · Rusty Rudder Restaurant · The Sand Dollar · Sea Air Village  
Seagreen Bicycle · SilverTone Med Plans · Starboard Restaurant · Sundew Painting, Inc. · Sussex Family YMCA  
Taco Reho · Turnstone Custom Homes · Twist Juice Bar · U.S. Small Business Administration/Delaware  
University of Delaware Professional and Continuing Studies · VistaGraphics, Inc. · The Voice Radio Network  
Whiteford, Taylor & Preston LLC · Wings To Go Dewey · Yesteryears Old Time Photos

# BEACH GOES RED, WHITE & BLUE

## Join the Fun!

USO Show Troupe Evening Performance on **Friday, June 7th**  
at the Starboard Restaurant in Dewey Beach

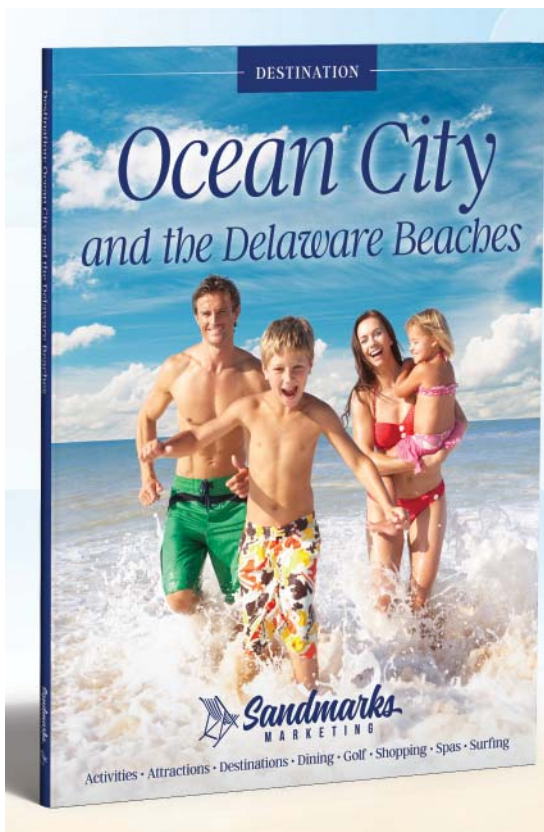
Join us **Saturday, June 8th** at the Rehoboth Bandstand for  
Free Musical Entertainment and the following:  
Demonstrations & Displays by USO Delaware and Local, County & State First  
Responders; Retro & Historical Displays by Ft. Miles & Other Groups;  
Evening Boardwalk Dance; Family Fun Activities & Balloon Twisting

## Check out the pictures from 2018 . . .



More info at 302-227-6446 · [Beach-Fun.com](http://Beach-Fun.com)





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## CHAMBER PROMOTES RESORT AREA TO MOTORCOACH GROUPS

Thank you, again, for co-sponsoring the Delaware Booth at the **American Bus Association Convention** held in Louisville, KY. 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 Geneva DiPalma for providing delicious, signature macaroon cookies courtesy of the Hotel du Pont.

Once again, the Delaware Booth was a popular draw at Marketplace! The crowd loved the theme, "Visit Delaware and Receive the Royal Treatment." The Queen Elizabeth impersonator was a huge hit along with the afternoon tea, macaroons, scones and English biscuits!

Delaware Booth visitors also enjoyed getting their photo taken with The Queen, sitting in the Royal Throne, receiving giveaway items (i.e., miniature tea tins, flower seed packets, coin pouches, etc.) and trying their luck at winning grand prize drawings.



Thank you for joining us to promote Delaware's wonderful group tour offerings at the **Maryland Motorcoach Association (MMA) Group Travel Leader Showcase** held at the Dover Downs Hotel and Casino on March 27-28, 2019.

It was a great show and your contributions were very much appreciated. From the fabulous displays to the delightful food and beverage samplings, the Group Travel Leaders were thrilled with Delaware's welcoming fanfare and the host site's kind hospitality! We also received great feedback regarding the generous Familiarization Tours provided by the host attractions and the motorcoach step-on guides who enhanced the tour experience.

A special thanks also goes to Gordon Basht and the Dover Downs Team, who were very accommodating with Delaware partners. Thank you also for including us at the Fire and Ice vendor reception, which was a lot of fun, as well as providing water and those delicious cupcakes at the Showcase. We certainly gave the travel planners a lot to think about when planning their next exciting Delaware group adventure!



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

# REPORTS *and* STATISTICS



## Accommodation Occupancy Chart | 2018 vs. 2019

Weekend	Room Count	Weather	Event	Wednesday	Room Count
March 2-4, 2018	2,049	40's Sunny	None	February 28, 2018	1,173
March 1-3, 2019	1,837	40's Rainy	Gumbo Crawl	February 27, 2019	1,086
March 9-11, 2018	1,998	50's Sunny	None	March 7, 2018	1,095
March 8-10, 2019	1,672	40's Rainy	None	March 6, 2019	1,025
March 16-18, 2018	2,712	40's Cloudy	St. Patrick's Day	March 14, 2018	1,117
March 15-17, 2019	2,404	60' Sunny	St. Patrick's Day	March 13, 2019	1,127
March 23-25, 2018	2,144	40's Sunny	None	March 21, 2018	1,132
March 22-24, 2019	2,166	50's Sun/Wind	Merchant's Attic	March 20, 2019	1,122
March 30 - April 1, 2018	2,377	60's Sunny	Easter Weekend	March 28, 2018	1,340
March 29-31, 2019	2,161	60's Sunny	None	March 27, 2019	1,176
April 6-8, 2018	2,289	50's Cloudy	None	April 4, 2018	1,317
April 5-7, 2019	2,100	40's Cloudy	Spring Home Expo	April 3, 2019	1,201
April 13-15, 2018	3,072	60's Sunny	Dewey Pop Fest	April 11, 2018	1,254
April 12-14, 2019	2,792	40's Cloudy	Coastal DE Running Fest	April 10, 2019	1,189
April 20-22, 2018	2,992	50's Sunny	Coastal DE Running Fest/Bacon Fest	April 18, 2018	1,327
April 19-April 21, 2019	2,462	40's Rainy	Easter	April 17, 2019	1,697
April 27-29, 2018	3,193	60's Sunny	Dewey Treasure Fest	April 25, 2018	1,256
April 26-28, 2019	2,971	60's Cloudy	Admiral Dewey Day/Bacon Fests	April 24, 2019	1,475
May 4-6, 2018	1,012	80's Sunny	Dewey Country Music Fest	May 2, 2018	663
May 3-5, 2019	2,913	70's Cloudy	Dover Races	May 1, 2019	1,487

### Year to Date Occupancy TOTAL Comparison

#### WEEKEND

January - March 6, 2018 · 38,560  
 January - March 5, 2019 · 35,748



#### WEDNESDAY

January - May 2, 2018 · 20,169  
 January - May 1, 2019 · 20,372



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](http://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
<b>YTD Totals</b>	<b>136,745</b>	<b>117,492</b>	<b>42,819</b>	<b>41,976</b>	<b>39,798</b>	<b>39,586</b>	<b>52.11%</b>	<b>60.56%</b>	<b>1:50</b>	<b>1:43</b>

\* YTD Total Average

### Top Pages Viewed - April 2019

Page on Site	Page Views
1 Events	2,469
2 Order a Visitors Guide	1,729
3 Area Activities	1,539
4 Attractions	1,289
5 Sea Witch Festival®	1,011
6 Dewey Beach Activities	996
7 Accommodations	879
8 Events: DB/RB Bacon Fest	837
9 Photo/Video Tour	729
10 Dining	689

### Top 10 States to Visit Website - April 2019

State	Visits
1 Pennsylvania	2,998
2 Delaware (partly Member driven)	2,724
3 New Jersey	1,583
4 New York	1,579
5 Maryland	1,500
6 District of Columbia	1,249
7 Virginia	1,102
8 Ohio	277
9 Florida	184
10 Massachusetts	152

### Delaware Labor Force Trends

(March 2019); Delaware's seasonally adjusted unemployment rate in March 2019 was 3.3%, down from 3.4% in February 2019. There were 16,100 unemployed Delawareans in March 2019 compared to 19,000 in March 2018. The US unemployment rate was 3.8% in March 2019, unchanged from February 2019. In March 2018 the US unemployment rate was 4.0%, while Delaware's rate was 4.0%.

Source: Delaware Department of Labor - Monthly Labor Review; published April 22, 2019. <https://lmi.delawareworks.com>

## Smiles with Smiley

**Smiley**, the Chamber's Mascot, participated in the Dewey Beach Lion's Club Community Day on May 11th. Smiley took pictures with those in attendance and passed out pinwheels!



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 rt. **High accountability.** Na  
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 breadth. 24/7 support. Lov  
 earch. S. rhtfor. pr  
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 MWD106188-20 (1018-8X9S) (2/19)

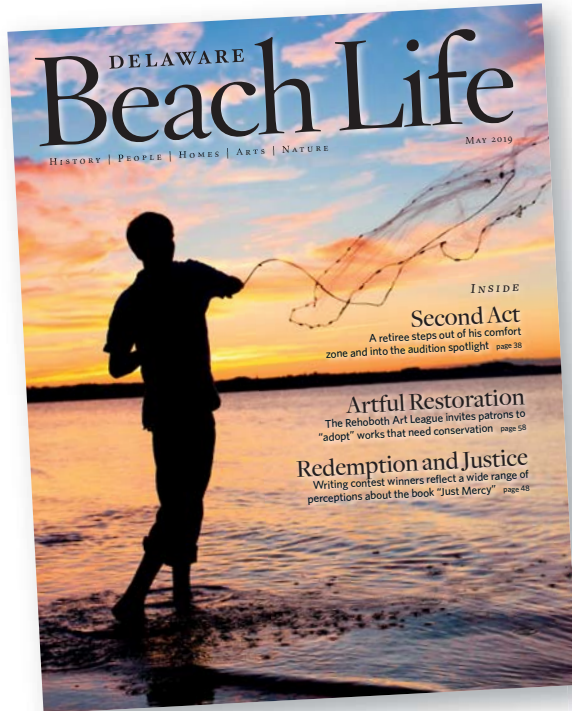
*Own your tomorrow.*

# MERCHANTS' ATTIC...SUCCESS BEYOND EXPECTATIONS

The Chamber produced the 23rd Annual Merchants' Attic on March 23, 2019. With all 100 vendor spaces filled, the "indoor garage sale" saw over 1,200 shoppers enter during the first half hour and welcomed over 3,000 during the four-hour event. The event has grown to draw not only locals, but visitors from Pennsylvania, Maryland, Virginia and New Jersey too. Merchants' Attic was held at Cape Henlopen High School which provided both ample space for vendors and parking for visitors. **Special thanks to everyone who made the day a great success!!!**



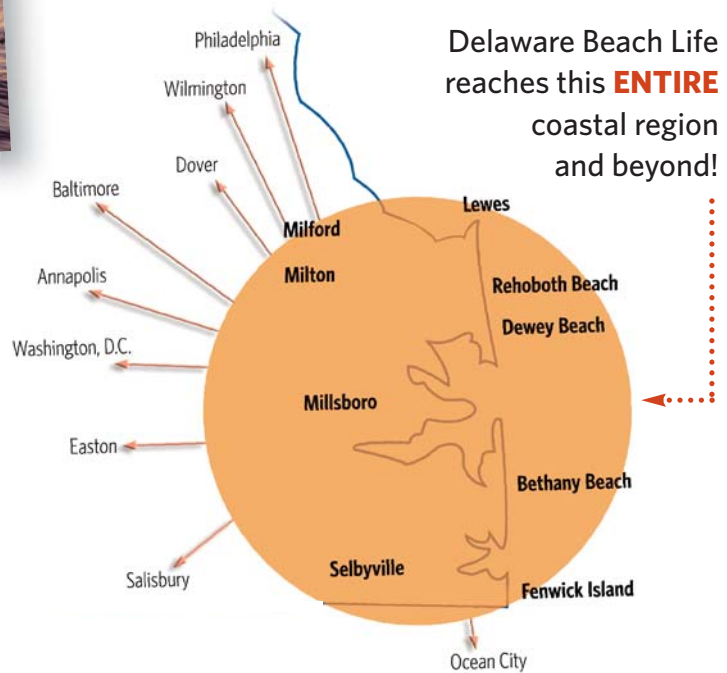
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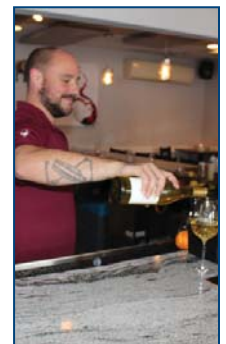
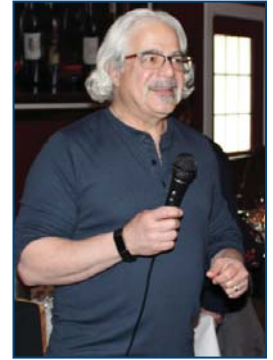
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# BUSINESS *after* HOURS PICTURES

## THANKS to our April Host...CUVÉE Ray!

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# DEWEY BEACH MOVIES & BONFIRES

## Rehoboth Beach-Dewey Beach Chamber of Commerce

### FREE MONDAY NIGHT MOVIES

Bring your family & beach chair for a family friendly movie shown on a giant screen on Dewey Beach at Dagsworthy Avenue. Movies begin at 8:30 PM (dusk) and are shown on Mondays.

#### 2019 MOVIE SCHEDULE (AS OF MARCH 2019)

- June 24 · Lego Movie 2
- July 1 · Trolls
- July 8 · Beauty & The Beast (2017)
- July 15 · Finding Nemo
- July 22 · Ralph Breaks the Internet
- July 29 · Peter Rabbit
- August 5 · Mary Poppins Returns
- August 12 · Incredibles 2
- August 19 · Hotel Transylvania 3



**FREE PARKING**  
between 5-11PM  
on Mon, Tues &  
Wed evenings!



**Sponsor a Movie Slide!**  
Contact Emily at  
302-227-6446

### FREE WEDNESDAY NIGHT BONFIRES

Bring your family & beach chair to a bonfire & marshmallow roasting on Dewey Beach at Dagsworthy Avenue. Bonfires are held from 7:00 PM to 9:00 PM on Wednesdays. The 2019 Schedule is June 26, July 3, 10, 17, 24, 31 and August 7, 14, 21.

Movies and Bonfires are donation based activities; contributions sustain these activities and are appreciated! Activities are subject to weather cancellations: lightning or unsafe conditions. Updates will be posted on the Chamber's Facebook Page.



**Fireworks**  
Downtown Rehoboth Beach  
Wednesday · July 3, 2019  
Dewey Beach  
Thursday · July 4, 2019

CarolynWatson.com

# MEMBERS IN THE SPOTLIGHT

## Jetset Travel American Express



Jetset Travel has been serving the Dover community for 15 years. They are delighted to have expanded to a second location at 19470 Coastal Highway in Rehoboth Beach. As part of the American Express network, Jetset Travel has exclusive amenities and additional resources for clients, who need not be cardholders to enjoy them.

There are no fees for any services. The staff is warm and friendly, with decades of experience and they are ready to help you find the perfect travel experience.

Jetset Travel looks forward to meeting the Rehoboth community, and becoming a valued provider of the best travel services in the area. Having been voted the number one travel agency in Dover for 5 years in a row, they will strive to earn the same confidence in their new location. For more information, call 302-678-5050 or visit [www.jetsettravel.biz](http://www.jetsettravel.biz). ♦

## Urban Float

Urban Float, a unique floatation therapy spa, is located at 18979 Coastal Highway in Rehoboth Beach in the new Ocean Atlantic Shopping Center next to Wawa and Rosenfeld's Deli. Members float and relax in ten inches of skin temperature water with 1,200 pounds of dissolved Epsom Salt. Floating is known to help with stress and pain management, exercise recovery, and improve sleep. For more information, visit [www.urbanfloat.com](http://www.urbanfloat.com) or call 302-232-3141. ♦



## Rehoboth Beach Farmers' Market

The Rehoboth Beach Farmers' Market celebrated their 13th Season with a Ribbon Cutting on May 7th. The Market features over 35 vendors and is open Tuesday's in Grove Park in Rehoboth Beach from May - October. Hours in May, September, and October are 11:00 AM – 2:00 PM and hours in June, July and August are 11:00 AM – 3:00 PM. For more information, visit their website [www.rbfarmersmarket.com](http://www.rbfarmersmarket.com) or their Facebook page. ♦



## Freedom Boat Club Delaware

Freedom Boat Club Delaware offers clients an opportunity to become members of an international club that provides unlimited access to boating at an affordable cost. Members join by paying a one-time entry fee and monthly dues.



In return, Freedom Boat Club Delaware makes its versatile fleet of boats available to its members and handles all aspects of service and maintenance of the boats. Freedom Boat Club Delaware employs a proven member-to-boat ratio formula to ensure there are always plenty of boats in the fleet to service the demand of members.

At Freedom Boat Club, the boat is waiting. Why are you? More info at [freedomboatclub.com](http://freedomboatclub.com) or 833-BOAT-DEL. ♦

## Conversation Peace Jewelers

Conversation Peace Jewelers celebrated their one year anniversary of Conversation Peace Jewelers on May 13, 2019.

Owners Ingrid and Sam Handle want to thank the Lewes, Rehoboth, Milton and Millsboro communities for their strong support this first year.

CP Jewelers offer fine jewelry, sterling silver, estate collections, gift items, and multiple repair service, specializing in watch service. Engraving, ear piercing and pearl restoring are also services offered at CP Jewelers. Stop by and receive a complimentary Jewelry Steam Cleaning anytime.

For more info, visit [www.conversationpeacejewelers.com](http://www.conversationpeacejewelers.com) or call 302-313-4664. ♦

## Brushin' w/Keith

Brushin' w/Keith is a unique painting experience that is conducted on Thursday nights beginning at 7:00 PM at The Starboard in Dewey Beach, 2009 Coastal Highway. Keith Warren, a retired art educator, has been teaching art for over 38 years. His watercolor painting experience is an evening of art instruction, painting, and laughing. Brushin' w/Keith is also available for group art parties.

For more information, visit [www.kiwarren.com](http://www.kiwarren.com), call 302-632-0758, or email [keith@kiwarren.com](mailto:keith@kiwarren.com). You can also find him on Facebook, Instagram, and Twitter. ♦





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Calvert A Morgan, Jr.  
Thomas H. Draper**

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

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



## Some of the Smiling Faces of the Chamber

The Chamber offers numerous services to members and visitors year round. Pictured below are just some of the courageous staff who get the job done!



**SENIORS  
18 and  
Under**

**Zach, Alec and Justin** help label the tens of thousands of Visitors Guides that get mailed to potential visitors and help assemble the Realtor Bags given out to weekly renters during the summer season.



**Just  
Having  
FUN!**

**Meghan, Emily, Sophia & Lisa** sport the 2019 Sea Witch Festival® event t-shirts (available for purchase at the Visitors Center).



**SENIORS  
over  
18**

**Liz, Linda, Mariella, Nancy and Susan (not pictured)** greet visitors and answer the phones at Visitors Center.

## RIBBON CUTTING CEREMONIES



Charles Schwab - Lewes Independent Branch



Signature Property Management



Provident State Bank



Jetset Travel American Express



Mudslingers of Rehoboth



Urban Float

## RIBBON CUTTING CEREMONIES



Rehoboth Beach Farmers' Market



Thanks Highway One Companies & Community Matters Foundation for sponsoring the room!

Chamber's Community Meeting Room



Conversation Peace Jewelers



Brushin' with Keith Warren



## City of Rehoboth Beach & Town of Dewey Beach Parking Info

### CITY OF REHOBOTH BEACH • 302-227-6181 • [cityofrehobothbeach.com](http://cityofrehobothbeach.com)

Meters are in effect from the Friday immediately preceding Memorial Day through the second Sunday following Labor Day, from 10AM until 10PM. Meter rates are \$3 an hour on Rehoboth Avenue from the Boardwalk to Fourth Street, Baltimore, and Wilmington Avenues from the Boardwalk to Second Street and First Street from Baltimore Avenue to Wilmington Avenue. All other meters in the City are \$2 an hour. Meters are payable by quarters, credit card, or via Parkmobile or call 877-727-5758. Please note that not all methods are available at all locations. Parking permits are available for non-metered areas.

### TOWN OF DEWEY BEACH • 302-227-6363 • [townofdeweybeach.com](http://townofdeweybeach.com)

You must either park at a parking meter, display a parking permit, or pay via Parkmobile when parking in Dewey Beach from May 15th to September 15th between the hours of 10AM to 2AM. Parking is free Monday, Tuesday, and Wednesday from 5PM to 11PM at permit and metered spaces. When utilizing a parking permit, please ensure you are in a designated parking permit location (signs are located throughout town). Permits are not valid at parking meters. Pay with your smartphone! Parkmobile is available as a payment option at meter and parking permit spaces throughout town.

## GENERAL MEMBERSHIP MEETINGS

The Chamber of Commerce recently held two **General Membership Meetings** at the Cultured Pearl Restaurant. The guest speakers for the March 29th meeting were John T. Sisson, Chief Executive Officer of DART and Julie Theyerl, Chief Customer Experience Officer of DART along with Jonathan Parker of Jonathan L. Parker & Associates LLC and Maryanne Kauffman of the International Student Outreach Program (ISOP).



Guest speakers at the April 26th were Delaware State Auditor Kathleen McGuinness and the Chamber's Legislative Representative Lincoln Willis along with Kim Hoey Stevenson of Make-A-Wish Delaware.



.....▶ Mark your calendars! **Governor John Carney** will be speaking to the membership on Wednesday, May 22nd at the Cultured Pearl beginning at 1:30 PM. **RSVP required to Lisa at 302-227-2233 x14 or [lisa@beach-fun.com](mailto:lisa@beach-fun.com)**

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#### Fall Beach Guide (September):

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MATERIALS DUE 7/29

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# LEGISLATIVE UPDATE

from Lincoln D. Willis, The Willis Group

as of April 24, 2019

**Where We are in the Legislative Year.** The last two months of the legislative year are quickly approaching. A two week legislative break will end when the General Assembly reconvenes Tuesday, May 7th. They will be in session for two weeks followed by a two week break that will allow the Joint Finance Committee to do budget mark-up.

The House will be releasing a “pre-file” on Thursday, May 2. This will contain a slate of newly released bills. After the JFC budget mark-up, the General Assembly will be in session for the full month of June. Hopefully the Delaware June 30th ritual won’t last too long into the morning of July 1.

**DEFAC and the Budget.** DEFAC (Delaware Economic and Financial Advisory Council) increased the State’s revenue forecast by an additional \$42.8 million this year and roughly \$16 million more for next fiscal year. Revenue forecasts have increased over \$100 million total since DEFAC’s June 2018 meeting. Lawmakers expect to have \$4.79 billion to spend next year.

It is important to note that the Governor has asked the General Assembly to consider setting the money aside for use in later budget cycles, spending the excess money on one time expenditures, or a combination of the two.

The Bond Bill committee also has increased funding for the next budget cycle. We expect much of the one time projects to be infrastructure improvement projects.

**Association of Chambers Legislative Agenda.** The 14 chambers of commerce in the state met throughout 2018 to craft a positive, forward thinking legislative agenda. The concept is to have an agenda that all the chambers can support as a group. The five general topics are: Health Insurance/Healthcare Costs, Tourism, Workforce Development, Infrastructure/Technology, and Regulations/Permitting.

Specific highlights include working with the Department of Insurance to bring back association health plans, keeping Delaware beaches family friendly, and expanding the already successful Pathways programs to focus on technical and vocational training in high schools.



Planning is bringing the future  
into the present so that you can  
do something about it now.

*Alan Lakein*

**Bills to Highlight.** May and June will be very busy in Dover. While some partisan issues are taking most of the headlines and taking up a lot of the oxygen in Dover, there are several important bills for the business community to follow. Interesting bills to follow include:

**HB 130 Proposed Ban on Plastic Bags.** Recently introduced and not heard in committee yet, this would ban single use plastic bags in January 2021. There are some limited exceptions.

**HB 129 An act to amend Title 14 of the DE Code relating to local school costs.** This bill would make some changes to school funding for operational costs (not capital costs). The bill would allow school districts to raise school taxes **without** referendum for operational costs (subject to certain caps).

**HB 134 An act to amend Title 14 of the DE Code relating to school boards.** This bill would drop school board terms from 5 years to 3 years and provide compensation to school board members for attending certain meetings.

**SB 61 Transportation Infrastructure Investment Fund (TIIF).** This bill is in line with our legislative agenda and has passed the Senate. It would create a fund to help offset transportation related costs for commercial and industrial development projects.

**SS2 for SB 50 Delaware Tech funding.** The original version of the bill would have allowed DelTech to raise property taxes to fund maintenance and improvements at the college without a public referendum. The new version of the bill, now passed by both chambers, gives DelTech bonding authority. There is a recognized need to address the deferred maintenance issues at the college.

**SS 1 for SB 25 Tobacco to 21.** This bill, now signed into law by the Governor, raised the age to purchase tobacco products from 18 to 21.

**SB 65 FAST Bill (Focus on Alternative Skills Training).** This bill would provide up to \$9,000 in funding for high school graduates to obtain non-degree certificate training. This is also seen as in line with our legislative agenda to help students transition from schools to careers in the trades.

**SS 1 to SB 48 Apprentice Training.** This bill is through the Senate and released from committee in the House. It would implement apprentice and craft training requirements on prevailing wage jobs. Training is obviously good, but there are many unintended consequences to the bill as currently drafted.

### **Other Issues.**

**A Workplace Fraud** bill that failed in the Senate last year is being worked on by various coalitions. So far the changes have been bad for small businesses. In its current form, it would impose a Contractor Registry and other requirements that most small businesses are not equipped to handle.

**Minimum Wage** continues to be debated. A grand bargain to pass the Bond Bill and finish the legislative session was struck in the early morning hours of July 1, 2018. Part of the compromise was to increase the minimum wage but also allow for a training wage and youth wage at a level below the new minimum wage. Discussion this year has centered around removing the training wage and/or youth wage. Other proposals would increase the minimum wage to \$15. There is concern that revisiting the minimum wage so soon after the 2018 grand bargain was struck would put too much strain on any spirit of compromise.

**Recreational use of marijuana** is expected to return as well. A bill has been drafted, but not many have seen it. The business community still has concerns regarding employment liability issues. Another major concern is that recreational use of marijuana would put the tourism industry at risk.

**A task force** is expected to be formed in May to examine how utility companies and the Department of Transportation can get projects through the planning process faster. A stakeholders meeting was held that brought several ideas to light and this should be a very productive task force.

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