



# FOCUS *on*

November/  
December 2016

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

Mission: To promote business, tourism and civic responsibility.



## Rehoboth Beach-Dewey Beach Chamber of Commerce

### Holiday Business After Hours Party

The holiday party, co-sponsored by the Cape Gazette and WRDE NBC Coast TV, will be held on **Thursday, December 8th** at Jake's Seafood House on Coastal Highway, Rehoboth Beach from 5:00-7:00 PM. Great food, music, drinks & fun!!

No fee for Members with key tag; \$5 for Members without.



**Cape Gazette**



### Awards Ceremony & Installation of Chamber Officers

An evening of recognizing volunteers, sponsors, and special award winners. Chamber Board of Directors will be installed including new Board Member, Carrie Lingo of Jack Lingo Realtor and Board Representative, Vince DiFonzo of Hyatt Place-Dewey Beach.



This sell-out event will take place on **Thursday, February 16, 2017** at the Atlantic Sands Hotel in downtown Rehoboth Beach. Cocktails begin at 5PM; dinner and program begin at 6PM.

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

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

**“The Nation’s Summer Capital”**

P.O. Box 216 · 501 Rehoboth Avenue  
Rehoboth Beach, DE 19971-0216  
302-227-2233 · 800-441-1329  
**Member Hotline · 302-227-6446**  
Fax · 302-227-8351  
rehoboth@beach-fun.com  
www.Beach-Fun.com

Chairman of the Board ..... Paul Kuhns  
First Chair ..... Jay Becker  
Second Chair..... Steve Montgomery  
Third Chair/Treasurer ..... Vicki Tull  
Immediate Past Chair ..... Keith Martin  
Board of Directors

Barbara Brewer	Kyle Morgan
Marvin Carney	Scott Swingle
Jerry Esposito*	Rachel Webster*
Chip Hearn	Chris Weeks
Bill Klemkowski	Kay Wheatley
Dale Lomas	Susan Townley-Wood
Rob Marshall	*At Large Directors
Michael Meoli	

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

**Chamber Staff Contact Information**

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

© 2016 Rehoboth Beach-Dewey Beach Chamber of Commerce & Visitors Center. The information printed in this newsletter is true to the best of our knowledge at the time of print.



# 2016/17 Upcoming Calendar

DATE.....	MEETING or EVENT .....	TIME/PLACE
Dec 8.....	Joint Board of Directors Mtg.....	10:30 am/Jake's Seafood
Dec 10.....	Town of Dewey Beach Mtg .....	9:00 am/Lifesaving Station
Dec 16.....	City of Rehoboth Beach Mtg .....	7:00 pm/Fire Station, 2nd Floor
Jan 12.....	Executive Board of Directors Mtg.....	10:30 am/Jake's Seafood
Jan 12.....	Full Board of Directors Mtg .....	11:30 am/Jake's Seafood

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

## New Mailing Service

### Chamber of Commerce Offers New Mailing Service!

Since each member business category differs in many ways, we pride ourselves on being member driven and welcome your suggestions. One suggestion, to create a direct mailing product to assist a majority of members, is available and offers savings that include creation of the product to be mailed, use of Chamber mailing permit, your choice of selected residential and some commercial zip code areas for your product to be mailed to, and we even tote it the Post Office for you.

(Postcard Sample)



For more info, contact membership representative, Patty at 302-227-6446 or [patty@beach-fun.com](mailto:patty@beach-fun.com).

# DOLLARS AND SENSE

**For You. For Your Business.**

As a Preferred Lender for the Small Business Administration (SBA), our specialists have the resources to help your business maintain its stride - whether you need to expand, renovate or acquire. We're right around the corner.

Customized business solutions. Dedicated one-on-one service. That's what you can expect from your commercial banking specialist at Fulton Bank - we'll help you make your business goals happen.

SAVE AND SPEND EFFICIENTLY

BORROW FOR GROWTH

INVEST<sup>1</sup> FOR YOUR FUTURE

Visit a branch to meet your local relationship manager today.

## Fulton Bank

[fultonbank.com](http://fultonbank.com) | 1.800.FULTON.4

Fulton Bank, N.A. Member FDIC. Deposit and credit products are offered by Fulton Bank. Loans are subject to credit approval. Fulton Bank is not affiliated with the U.S. Small Business Administration. <sup>1</sup>Investment services offered through Fulton Financial Advisors which operates through Fulton Bank, N.A. and other subsidiaries of Fulton Financial Corporation.



<sup>1</sup>Securities and Insurance Products.

Not FDIC-Insured • Not Insured by any Federal Government Agency • No Financial Institution Guarantee • May lose value • Not a deposit • Subject to risk

## Service at the Beach

### CLENDANIEL'S PLUMBING & HEATING

Residential and Commercial, Registered Master Plumber

**"Over 70 Years Of Service"**

HYDRONIC HEATING • ALL CREDIT CARDS ACCEPTED

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

#### CUSTOMER EMERGENCY SERVICE

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

**227-1944, 644-1952, 684-3152**

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

MILTON - LEWES - REHOBOTH



# BRAG BOARD

## Funland Patriarch Inducted Into Delaware Business Leaders Hall of Fame

Junior Achievement of Delaware announced the 2016 inductees into the Delaware Business Leaders Hall of Fame. One of the honorees at the 27th annual ceremony was Allen Fasnacht, patriarch/co-founder of family-owned Funland in Rehoboth Beach. Allen was honored at the induction ceremonies at the University of Delaware in Wilmington on October 5, 2016.

Chamber note to Alan Fasnacht ... "It would be hard to find anyone who is more deserving of being recognized and admired... You and the entire Funland Family & Team are the personification of 'modeling the right thing' and inspiring others to do the same. Thank you for all you do so quietly behind the scenes and for including the Chamber of Commerce in your special evening, Larry and I were so honored. Congrats...you and your little emcee stole the show"!



Visit [www.funlandrehoboth.com](http://www.funlandrehoboth.com) for more information.



## Believe It Or Not!

The Ice Cream Store on Rehoboth Avenue is famous for their memorable ice cream creations! One of their flavors - Ghost Pepper Ice Cream - received a mention in the new book, "Ripley's Believe It or Not! Unlock the Weird!" A wavier must be signed in order to taste the ice cream which is made from vanilla ice cream with some of the world's hottest chillies and fiery capsicum extracts and sauces, plus strawberry sauce. Congrats!



(Source: *The News Journal*, 9/19/16)

## Thanks For The Support

Dear Carol, The Delaware Ovarian Cancer Foundation extends our very grateful thanks for you assisting with "Turn The Towns Teal" Campaign. Awareness of the vague symptoms of ovarian cancer is the KEY to early detection & survival.



*Sincere Regards, Sally Oberle*

For more info, visit [www.deovariancancer.org](http://www.deovariancancer.org).

## Congratulations!!

The Blue Moon restaurant celebrated 35 Years of Success! The award winning restaurant is located on Baltimore Avenue in Rehoboth Beach and serves dinner daily and brunch on Sundays.

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



*Chairman Paul Kuhns and Chamber Staff, Carol Everhart and Joy Kidd enjoy the celebration!*

# DELAWARE Beach Life

**reaches more readers  
than any other publication  
in coastal Delaware**

Other publications are in some but not ALL of the places you'll find Delaware Beach Life, which is placed in: hotels, motels & inns • high-income households • paid subscribers' homes • medical waiting rooms • salons • spas • gyms • libraries • rental bags to visiting tourists • welcome bags to new homeowners • 100+ newsstands

**Why not reach them ALL with Delaware Beach Life?**

**Sign up now to advertise in the premier lifestyle magazine of coastal Delaware. Contact us about a special deal!**

**(302) 227-9499**

**DelawareBeachLife.com**

**info@delawarebeachlife.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.

## **Acopia Home Loans**

Pamela Robichaud  
405 Rehoboth Avenue  
Rehoboth Beach, Delaware 19971  
302-927-1100  
www.acopiahomeloans.com  
Service - Mortgage

## **AT&T Wireless**

Jumpci Jean  
19354 Miller Road, Unit A  
Rehoboth Beach, Delaware 19971  
302-644-4529  
Retail - Cellular/Wireless

## **Creative Coastal Connections Corp**

Stacy LaMotta  
20474 Old Meadow Lane  
Lewes, Delaware 19958  
302-245-4262  
Service - Event Planning

## **Dimitra Yoga - Rehoboth**

Lisa Dougherty  
43A Rehoboth Avenue  
Rehoboth Beach, Delaware 19971  
302-645-9100  
www.dimitrayoga.com  
Service - Yoga

## **The Double L Bar**

Timothy J. Drabic  
37298 Rehoboth Avenue Ext.  
Rehoboth Beach, Delaware 19971  
302-227-0818  
Restaurant/Eatery

## **Gale Force Rentals**

W. Randy McCreary  
14 Atlantic Avenue  
Ocean View, Delaware 19970  
302-539-4683  
www.galeforcerentals.com  
Service - Rental Equipment

## **Global Merchant Partners**

Toby Guinn  
18766 John J. Williams Hwy,  
Unit 4-304  
Rehoboth Beach, Delaware 19971  
302-268-6222  
www.globalmerchantpartners.com  
Service - Credit Card Processing

## **Gourds-N-More Country Store**

Doug Luckenbaugh  
403 Rehoboth Avenue  
Rehoboth Beach, Delaware 19971  
717-278-6646  
Retail - Gifts & Specialty Shops

## **Inner Peace Massage & Wellness**

Sheri Jones  
28312 Lewes-Georgetown Highway  
Georgetown, Delaware 19947  
302-740-1348  
www.innerpeacemassageandwellness.  
abmp.com  
Service - Massage

## **No Spare Time Band**

Wesley Parks  
PO Box 1355  
Parksley, Virginia 23421  
757-665-5644  
www.facebook.com/nosparetime  
Recreation - Theatrical/Entertainers

## **Rehoboth Beach Psychic**

Rosa Marks  
19142 Coastal Highway  
Rehoboth Beach, Delaware 19971  
302-344-9405  
Attraction/Recreation - Amusement

## **Rehoboth Pride Travel Agency**

Terry Snoddy  
PO Box 70  
Rehoboth Beach, Delaware 19971  
302-226-2328  
Service - Travel/Tourism

## **T-Mobile**

Ernie Gaudioso  
18585 Coastal Highway, Suite 12  
Rehoboth Beach, Delaware 19971  
302-313-5229  
Retail - Cellular/Wireless

## **Threetles Band**

Pete Wiedmann  
1205 Coastal Highway  
Dewey Beach, Delaware 19971  
302-853-5273  
Recreation - Theatrical/Entertainers

## **Unfinished Business: A Community Thrift Shop**

Ally Maloy  
18389 Olde Coach Drive  
Rehoboth Beach, Delaware 19971  
302-645-8700  
Retail - Thrift Shops

## **Keith Warren, Art Teacher**

Keith Warren  
276 Purple Finch Lane  
Milford, Delaware 19963  
302-632-0758  
Attraction/Recreation

## **Wells Fargo Home Mortgage**

Jon Wilson  
18977 Munchy Branch Road, Suite 6  
Rehoboth Beach, Delaware 19971  
302-227-5700  
www.wellsfargo.com  
Service - Mortgage

## **Winter WonderFEST**

Peter Briccotto  
Lewes, Delaware 19958  
302-727-0221  
www.wonderfestde.org  
Attraction/Recreation - Amusement

**THE GIFT OF SAVINGS IS  
ALWAYS IN STYLE**



Give your employees **Tanger Gift Cards** to choose the perfect gift from favorite brands - at great savings!

**Tanger**®Outlets

REHOBOTH BEACH, DE  
A MILE OF STYLE - 3 LOCATIONS ON ROUTE 1  
(302) 226-9223 TANGEROUTLETS.COM

**For  
Sale**



Established in 2005, **The Pirates of Lewes Expeditions** is an interactive family adventure. A turnkey opportunity to own a 4.5 out of 5 Star Trip Advisor recommended business. Includes a 40 foot fiberglass pirate ship, kids costumes, treasure supplies & more.



**\$325K**

**Call 302-249-3538**

*Owner retiring, but will consult for a year free.*

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



## 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 September 22 - October 31, 2016. Thank you for your continued support!

A.G. Renovations · Ad-Art Sign Co. · Baked Coffee Bar · Barrows and Associates/OAS Intl. Realty  
Beach Babies Child Care · Bewitched & BEDazzled B&Bs · Blood Bank of Delmarva · Casapulla's South  
Children's Beach House · Create! Studio for the Arts · Davis, Bowen & Friedel · Dean Design  
Delaware Department of Labor/Employment & Training · Delaware Hospice · Delmarva Christian HS  
Design Center of Rehoboth (DCOR) · Dewey Vacation Rentals · Dickens Parlour Theatre  
Dover Tents & Events · Dreamweaver Interiors & Fabrics · Element Design Group · Fins Fish House & Rawbar  
Greene Turtle · Grub Grocery · Heritage Shores Club · Holiday Inn Express · InterExchange  
K. Hovnanian Homes · L.E.H. Soap Company · Melvin L. Joseph Construction · Mid South Audio  
Millman's Appliances · Ocean Aerial Ads · Peninsula Oil & Propane · Precision Paintball  
Progar & Company, P. A., CPA/Payroll Professionals · Rodney Dunes Pier 12 Beach Apartments  
Ronald M. Coffin General Contractors · Schell Brothers · Schillaci Architects  
Studio Eight by the Sea Photography · Sussex County Habitat for Humanity  
Tall Pines Resort Community & Campground · TCC - Verizon Wireless Premium Retailer  
Ten Bears Environmental Associates · True Blue Jazz · Wagner & Prigg Family Medicine  
Wealth Management Group · Wilmington Savings Fund Society, FSB (WSFS) · WMDT-TV- Channel 47.  
*Renewals from September 22 - October 31, 2016.*

# BUSINESS *after* HOURS PICTURES

THANKS to our October host: Dewey Beer Co.





# Resort Area Holiday Happenings

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



Bring  
Your  
Camera!  
Donation  
Based!

Friday · November 25th · 11 AM-2 PM & 4-8 PM  
Saturday · November 26th · 3-5 PM & Sunday · November 27th · 11 AM-1 PM

Saturday · December 3rd · 3-5 PM & Sunday · December 4th · 11 AM-1 PM

Saturday · December 10th · 3-5 PM & Sunday · December 11th · 11 AM-1 PM

Saturday · December 17th · 3-5 PM & Sunday · December 18th · 11 AM-1 PM & Pets Only · 1 PM-3 PM

The Chamber of Commerce would like to thank the following for their **holiday help!**  
Bob McDermott, Dennis Diehl, City of Rehoboth Beach, Grand Rental Station, Matt's Auto Care, Murphy Electric, Windsor's Flowers & Plants, and of course, Mr. Claus.

Rehoboth Beach Tree Lighting Friday, November 25th · Begins at 6:30 PM at the Bandstand

Holiday Rehoboth Beach Farmers' Market Saturday, November 26th · Noon-3PM at Grove Park

Dewey Beach Tree Lighting Saturday, November 26th · Begins at 6 PM at Fifer's Local Fresh Market

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

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

*Mark Your Calendars for the newest holiday attraction . . .*



**November 18th - January 1st**

Tickets & Information at  
**[wonderfestde.org](http://wonderfestde.org)**

### Cape Henlopen State Park

Over 60 Dazzling Light Displays  
2 Mile Drive-Through Holiday Light Show  
In-Car Scavenger Hunt  
3-D Experience

### Cape May-Lewes Ferry

Thrilling Carnival Rides and Amusements  
Ice Skating at the NEW iRink  
Crafts and Activities at Santa's Workshop  
Special Events and Concerts

# REPORTS *and* STATISTICS

## Accommodation Occupancy Chart | 2015 vs. 2016

Weekend	Room Count	Weather	Event
August 7-9, 2015	3,558	70's Mix	Summer Vibes Fest
August 5-7, 2016	3,619	80's Sunny	Art League Show
August 14-16, 2015	3,559	80's Sunny	Art League Show
August 12-14, 2016	3,614	90's Sunny	Art League Show
August 21-23, 2015	3,671	80's Sunny	No Event
August 19-21, 2016	3,625	80's Sunny	No Event
August 28-30, 2015	3,404	70's Sunny	No Event
August 26-28, 2016	3,567	80's Sunny	No Event
September 4-6, 2015	3,584	80's Sunny	Labor Day
September 2-4, 2016	2,837	70's Storm	Labor Day & Tropical Storm Hermine
September 11-13, 2015	3,562	80's Cloudy	Pow Wow
September 9-11, 2016	3,571	70's Cloudy	Sandcastle Contest
September 18-20, 2015	3,595	70's Sunny	Polkamotion; DB Triathlon
September 16-18, 2016	3,582	70's Sunny	DB Triathlon
September 25-27, 2015	3,342	70's Cloudy	DB Music Festival
September 23-25, 2016	3,432	80's Sunny	DB Music Festival
October 2-4, 2015	2,590	60's Nor'easter	Sidewalk Sale
September 30-October 2, 2016	3,071	70's Cloudy	Elvis Fest
October 9-11, 2015	3,377	70's Sunny	Columbus Day
October 7-9, 2016	3,240	Rain	Sidewalk Sale
October 16-18, 2015	3,339	60' Sunny	Jazz Festival
October 14-16, 2016	3,306	60's Cloudy	Jazz Festival
October 23-25, 2015	3,578	60's Sunny	Sea Witch® Festival
October 21-23, 2016	2,686	70's Cloudy	None
October 30-November 1, 2015	2,192	60's Sunny	Sidewalk Sale Re-Do
October 28-30, 2016	3,868	70's Sunny	Sea Witch® Festival

Wednesday	Room Count
August 5, 2015	3,041
August 3, 2016	2,972
August 12, 2015	3,039
August 10, 2016	3,109
August 19, 2015	2,825
August 17, 2016	3,245
August 26, 2015	2,524
August 24, 2016	2,744
September 2, 2015	1,898
August 31, 2016	2,070
September 9, 2015	2,385
September 7, 2016	2,241
September 16, 2015	2,481
September 14, 2016	2,446
September 23, 2015	2,004
September 21, 2016	2,100
September 30, 2015	1,334
September 28, 2016	1,530
October 7, 2015	1,632
October 5, 2016	1,514
October 14, 2015	1,466
October 12, 2016	1,654
October 21, 2015	1,399
October 19, 2016	1,704
October 28, 2015	1,157
October 26, 2016	1,228

### Year to Date Occupancy TOTAL Comparison

#### WEEKEND

January - November 1, 2015 · 126,155  
 January - October 30, 2016 · 126,584

#### WEDNESDAY

January - October 28, 2015 · 74,315  
 January - October 26, 2016 · 77,268

Calls to accommodations are made each Wednesday for upcoming weekend availability and prior weekends occupancy count. Info based on 3,886 Room Referral Count (includes Hotels/Motels, Inns, Guest Houses, Bed & Breakfasts, etc.) and indicates the highest occupancy between Friday/Saturday/Sunday.

### Visitor Center Visitation

	2016	2015	2014	2013	2012
SEP	1,302	1,451	1,568	1,703	1,418
OCT	1,408	1,567	1,988	1,587	1,204



### DE Dept. Of Labor Statistics

(September 2016); Delaware's seasonally adjusted unemployment rate in September 2016 was 4.3%, unchanged from August 2016. There were 20,700 unemployed Delawareans in September 2016 compared to 22,900 in September 2015. The U.S. unemployment rate was 5.0% in September 2016, up from 4.9% in August 2016. In September 2015, the U.S. unemployment rate was 5.1%, while Delaware's rate was 4.9%.

Source: DE Monthly Labor Review; published October 21, 2016.  
<http://lmi.delawareworks.com>

# REPORTS *and* STATISTICS

## Website Results for www.Beach-Fun.com | 2015 vs. 2016

Month	Pageviews		Users/Visits		Absolute Unique Visitors		Bounce Rate *		Avg. Time on Site *	
	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016
January	40,846	36,863	9,625	10,299	8,690	9,415	42.37%	49.39%	2:51	2:22
February	43,396	45,436	10,743	13,358	3,065	3,755	43.81%	49.42%	2:41	2:07
March	62,043	54,147	15,562	15,909	14,499	14,530	44.33%	50.88%	2:30	2:08
April	74,574	66,091	18,042	18,447	16,782	17,036	43.85%	50.39%	2:33	2:12
May	105,675	81,709	25,947	22,044	24,209	20,808	43.53%	47.92%	2:26	2:12
June	135,928	128,917	31,393	36,583	29,234	34,960	42.62%	50.63%	2:31	1:59
July	172,621	146,498	41,988	39,388	39,134	37,295	43.98%	47.55%	2:23	2:04
August	138,070	113,298	34,583	31,499	31,814	29,548	46.28%	50.03%	2:22	2:03
September	82,665	76,917	24,171	25,850	21,562	23,683	52.79%	58.50%	2:04	1:41
October	118,884	137,574	39,483	46,127	34,500	42,304	60.26%	58.37%	1:34	1:25
<b>YTD Totals</b>	<b>974,702</b>	<b>887,450</b>	<b>251,537</b>	<b>259,504</b>	<b>223,489</b>	<b>233,334</b>	<b>46.38%</b>	<b>51.31%</b>	<b>2:23</b>	<b>2:01</b>

\* YTD Total Average

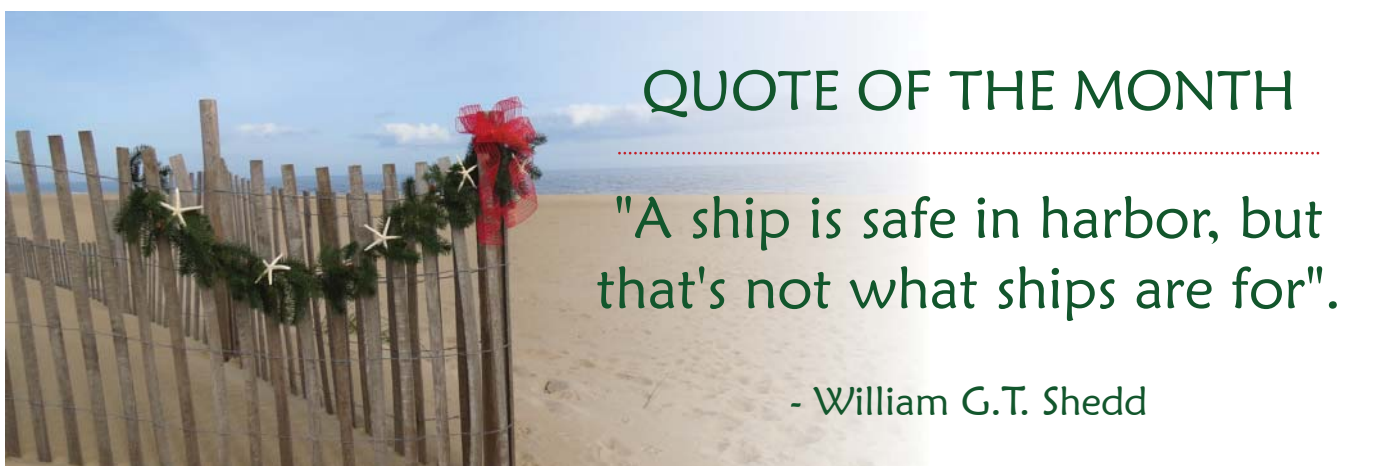
### Top Pages Viewed - August 2016

Page on Site	Page Views
1 Sea Witch® Festival	69,925
2 Calendar of Events	16,896
3 Area Activities	10,323
4 Attractions	4,052
5 Dewey Beach Activities	1,172
6 Dining	1,036
7 Sidewalk Sale	998
8 Accommodations	976
9 Souvenir Shop/Sea Witch® Gear	859
10 Shopping	853

### Top 10 States to Visit Website - October 2016

State	Visits
1 Delaware (partly Member driven)	18,870
2 Pennsylvania	10,029
3 District of Columbia	8,408
4 Maryland	7,903
5 New Jersey	6,753
6 New York	1,803
7 Virginia	1,733
8 Massachusetts	753
9 North Carolina	308
10 Georgia	242

Visitors Guide YTD Distribution 2015 vs. 2016 (Jan-October) 2015: 113,403 · 2016: 134,177



## QUOTE OF THE MONTH

"A ship is safe in harbor, but that's not what ships are for".

- William G.T. Shedd

The Chamber Chicks wish you and yours a Merry Christmas and Happy New Year!



# Sharkenstein Is All Smiles!

Over 400+ Volunteers, Sponsors & Businesses  
made Sea Witch<sup>®</sup> Magic! **THANK YOU!**

7 Eleven, A&M Crafts, Acopia Home Loans, Ad Boat, Adams Radio Group, Affinity Energy Management, AmericInn, Amourable Art, Anderson Carpet One, Apple Electric, Marc Appelbaum, Applebee's, Applied Bank, David Ara, Kathy Ara, Kelly Ara, Arena's Deli & Bar, ASAP Screen Printing, Atlantic Liquors, Atlantic Oceanside Motel, Atlantic Sands Hotel, Atlantic View Hotel, Avenue Inn, Gary Bacon, Baltimore Outkast marching Band, Barrows & Associates, Virginia Bateman, BB&T Cleaning Services, Beach Boutique, Beach View Motel, Beachside Bar & Grill, Jay Becker, Kate Bell, Mary Bell, Bret Bennett, Kelly Bennett, Chris Berg, Berkshire Hathaway HomeServices, Bethany Blues, Bewitched & BEDazzled B&Bs, Big Fish Grill, Cheryl Blackman, Rena Blackney, Teri Blackney, Terry Blackney, Boulevard Ford, Boardwalk Plaza, Gordon Bowers, Brandywine Living at Seaside Pointe, Brighton Suites, Ricky Brokaw, Buffalo Wild Wings, Patty Burkentine, Candy Kitchen, Joe Caniglia, Cape Gazette, Cape Henlopen HS Band & Cheerleaders, Cape Henlopen State Park, Cape Jr. ROTC, Cape May-Lewes Ferry, Cape Treasure, Marvin Carney, Wendy Carr, Steven Cawby, Gary Ceman, Chesapeake & Maine, City of Rehoboth Beach & Staff, Clean Delaware LLC, Clear Space Theatre, Coast 2 Coast Fun, Coastal Kids Pediatric Dentistry, The Coffee House, Comcast Spotlight, Diane Cooper, Sam Cooper, Laura Cort, Country Club Estates Property Owners Association, Inc., County Bank, Crabby Dick's, Emily Creek, Crosswinds Motel, Crown Trophy, Cultured Pearl, Sarah Curtis, Custom Mechanical, DART, Dave Newcomer Carvings, Dawson Transportation, DE Beach Book, DE Beaches, Yogi Bear's Jellystone Park Camp, DE Seashore St Park, DE Coast Press, DE State Police-Troop 7, DE Today, DE Tourism, Del-Coast Design & Build, DelDOT, Delmarva Board Sport Adventures, Delmarva Broadcasting Co., Delmarva Printing, Designs by Deena, Dewey Beach Police, Dewey Business Partnership, DG Welding & Design, Dimensional Products, Discover Bank, Dogfish Head Brewings & Eats, Dolles Candyland, Dorway Designs, Dos Locos, Downtown Dixieland Band, Downtown Hoedown, East Coast Garden Center, Kimberly Engstrom, Envirotech, Epworth United Methodist Church, Ronald Erale, Etched in Time, Brian Eum, Carol Everhart, Sheri Ewing, F&M Sandart, Richard Faull, Fifer's Market, Dana Fiorio, First State Webfooters, First Street Station, Fisher's Popcorn, Fractured Prune, Frank Nanna and Friends, Fulton Bank-DE National Division, Get Out, Give Something Back Foundation, Glass Onion Band, Kara Gorbey, Gourds by Douglas Luckenbaugh, Grand Rental Station, Grotto Pizza, Grub Grocery, Paul Hadfield, Katie Handy, Dinah Handy-Hall, Larry Handy-Hall, Diane Hanson, Chip Hearn, Saorla Hefferan, Tuathla Hefferan, Herr's, Morgan Hurlock, Hyatt Place, Ice Cream Store, Indian River Life-Saving Station, Insight Homes, Jack Noel Magic, Jack Lingo Realtor, Jake's Seafood House, Jeanine O'Donnell, State Farm Ins., Jefferson School, Jiffy Lube of Lewes, Jimi Smooth & Hit Time, Joan Devaney Glass, Johnson Orthodontics, Jolly Trolley, Ray Jones, just COMFORT shoes, Karen and the Nut, Keenote Kids, Kimberly Kenworthy, Joy Kidd, Rick Kidd, Kilwin's Rehoboth, Kim Klabe,



# Sharkenstein Is All Smiles!

Over 400+ Volunteers, Sponsors & Businesses  
made Sea Witch<sup>®</sup> Magic! **THANK YOU!**

Kiwanis Club of Coastal DE, Billy Klemkowski, Sue Krick, Paul Kuhns, Joey Kung, Kutztown Area Marching Band, Lady & Mane Barbershop, Larry Lanouette, Law Offices of Susan Pitard Weidman, Steve Lee, L.E.H. Soap, Little House Candles, Logomotive, Dale Lomas, Bob Lore, Sue Lore, Sharon Lynn, M.L. Lichtenberg & Associates, LLC, M&T Bank, Susan Maclary, Made Ya Look! Salon & Spa, Chris Mal, Mann & Sons, Donna Maloney, Maplewood Dental Associates, Mariner MS AVID Program, Rob Marshall, Keith Martin, Maryland DNREC, Maryland Rough Riders, Derek Mayles, Donnie Mayles, Meghan McCalley, Pam McCutcheon, McDonald's and Meoli Companies, Kathy McGuiness, Saylor McGuiness, Karen McMahan, Megaladon Shark Teeth, Mike Meoli, Stan Mills, MLC Productions, Mobile Cloud Gaming, Monograms Unlimited, Kyle Morgan, Anthony Morris, Kevin Mumford, Elsa Muñoz, Neon Swing X-Perience, Nicola Pizza, No Spare Time, Northern Wings, Nothing But Trouble, Ocean Atlantic Sotheby's, Office of Animal Welfare, Oil Creations by Gail, On the Rebound Bulldog Rescue, Gwen Osborne, Painting with a Twist, The PanTones, Parker Place, Party Decor & More, Robert Passieu, Pasqualini's Bakery, Nikita Patel, Pepper's, Petco, Philly Soft Pretzel Factory, Piece's of Time, Pierponte's Creations, The Point, Portraits in the Sand, Megan Preparo, Bruce Pringle, Diane Pringle, Stephanie Przygocki, Zeke Przygocki, R&B Ranch, Lisa Rabigi, RBDBCC Board Of Directors, RE/MAX Realty Group, Christina Richter, Leigh Riley, RB Animal Hospital, RB Fire Department, RB Little League, RB Museum, RB Police Dept., RB Streets Dept., Rehoboth Toy & Kite, The Residences at Lighthouse Cove, The Resort at Massey's Landing, Rowe House Tile, Sophia Sawicki, Scales & Tales, Becky Schumacher, Scott Dostal Mortgage Team-New Penn Financial, Audrey Scroggs, Schell Brothers, Seashore Striders, Sharon Sherwood, Vickie Shields, Sign\*A\*Rama, Small Wonder Pony Club, Christopher Smith, Jessica Smith, Smooth Sound Dance Band, SONCO, Sons of Pirates, Southern DE Tourism, Starboard Restaurant, State of Delaware, Barbara Steele, Step by Stepping Stones, Nancy Stewart, STI Landscape Solutions, Bill Stranch, Sussex County EMS, Sussex County Women's Journal, Sussex Eye Center, Sussex Family YMCA, Sussex Outdoors, Sussex Tech HS Marching Band, Sweet Frog, Scott Swingle, Tail Bangers, Tanger Outlet Center, Threetles, Michael Thomas, Scott Thomas, Cailey Thornburg, Tidewater Physical Therapy & Rehab., Tootie's Poop Patrol, Touch of Brass, Town of Dewey Beach, Kendall Townsend, Trinity Logistics, Brian Trupo, Vicki Tull, Tulpehocken Marching Band, Twisted Glass, Unique Pewter, Adam VanVorst, Victoria's Restaurant, Village by the Sea, Ward Family, Ward Museum, Janet Warrington, WBOC, Juliette Webster, Rachel Webster, Chris Weeks, Wes Holly Balloons, WGMD, Williams Blacksmithing, Williams Insurance, Wilmington Savings Fund Society, WSFS, Wilmington University Cheerleaders, Windsors Flowers, Winswept Stables, WMDT 47, Doug Worman, Jeanne Worman, Woodland String Band/Mummers, Woody's Dewey Beach Bar & Grill, WRDE NBC Coast TV, Paul Zavinsky.



# SEA WITCH FESTIVAL®

## 2016 Sponsors . . . THANK YOU!



More pictures to follow in upcoming newsletters!



# SEA WITCH FESTIVAL®

## 2016 Sponsors . . . THANK YOU!



**MAJOR SPONSORS:** 7 Eleven, Adams Radio Group, Affinity Energy Management, Anderson Carpet One, Apple Electric, Applied Bank, Arena's Deli & Bar, Atlantic Liquors/ Crosswinds Motel, Atlantic Sands Hotel & Conference Center, Beach Boutique, Berkshire Hathaway HomeServices Gallo Realty, Bewitched & BEDazzled B&Bs, Boulevard Ford, Buffalo Wild Wings, Cape May - Lewes Ferry, Clear Space Theatre Co., County Bank, Crabby Dick's Marketplace + Grill, Custom Mechanical, DE Beaches-Yogi Bear's Jellystone Park Camp & Resorts, Delaware Today Magazine, Dewey Business Partnership, DISCOVER Bank, Dogfish Head Brewings & Eats, Fractured Prune, Fulton Bank - Delaware National Division, Grotto Pizza, Hyatt Place Dewey Beach, Insight Homes, Jack Lingo Realtors, Jake's Seafood House, Jeanine O'Donnell - State Farm Insurance Lewes, Johnson Orthodontics, Kiwanis of Coastal DE, M & T Bank, Maplewood Dental Associates, Monograms Unlimited, Painting, with a Twist Lewes, Pieces of Time, Rehoboth Beach Animal Hospital, Schell Brothers, Seaboard Hotels, Sussex County Women's Journal, Sweet Frog Frozen Yogurt, Tanger Outlet Center, The Resort at Massey's Landing, Trinity Logistics, WSFS.

**ADDITIONAL SPONSORS:** Acopia Home Loans, AmericInn, Applebees Neighborhood Grill & Bar, Atlantic Oceanside Resort, Barrows & Associates, Brandywine Living at Seaside Point, Candy Kitchen Shoppes, Coastal Kids Pediatric Dentistry, Comcast Spotlight, The Cultured Pearl, Delaware Beach Book, Dos Locos, Give Something Back Foundation, East Coast Garden Center, Fisher's Popcorn, Jiffy Lube Lewes, just COMFORT Shoes, Kilwin's Rehoboth Avenue, Law Office of Susan Pittard Weidman, Made Ya Look! Salon & Spa, Mann & Sons, McDonald's/Meoli Companies, M.L. Lichtenberg & Associates, Scott Dostal-New Penn Financial, Rehoboth Toy & Kite Co, RE/ Max Realty Group, The Residences at Lighthouse Cove, Sussex Eye Center, Sussex Family YMCA, Tidewater Physical Therapy, Williams Insurance Agency.



# GREAT FUN HAD BY ALL AT SEA WITCH®



Sea Witch® Photos Provided By: [PortraitsInTheSand.com](http://PortraitsInTheSand.com)  
More Photos on the Chamber's Facebook Page!



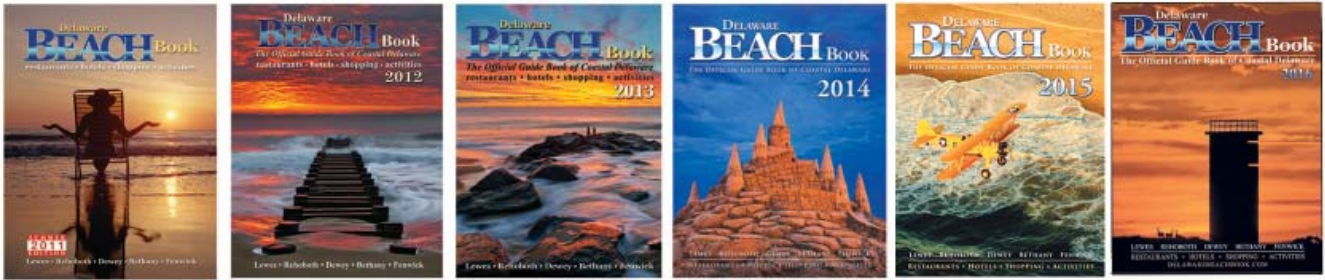
# YOU HELPED MAKE SEA WITCH® MAGIC HAPPEN!



Mark Your Calendars for the 2017 Sea Witch® Festival on **October 27-29!**

# MEMBERS AROUND TOWN





Delaware  
**BEACH** Book  
*The Official Guide Book of Coastal Delaware*

Reaching more than one *MILLION* visitors & locals from Lewes to Fenwick Island

10,000 copies distributed annually

The only hard cover visitor guide  
 covering Coastal Delaware

**Photography by  
 Award Winning Photographer Kevin Fleming**

**Distributed to:**

- Accommodations • Rentals • Condominiums • Bed & Breakfast • Conferences
- Realtors Offices • Waiting Rooms • Sussex County Libraries • Events • Trade Shows

**Delaware Beach Book**

Produced by local professionals, Photographer Kevin Fleming,  
 Graphic Designer Marvin L. Carney & Advertising Manager Becky Carney

**[becky@delawarebeachbook.com](mailto:becky@delawarebeachbook.com)  
 302. 228. 1672**

**Celebrating 7 Years!!!**  
 Thanks to all our loyal advertisers for keeping us there.  
 Filling up for the 2017 edition. Reserve space now!  
 Ad deadline December 16, 2016

Drive traffic to your website with a **FREE** link



**Delaware Beach Book P.O. Box 1 Harbeson, Delaware 19951**  
**[delawarebeachbook.com](http://delawarebeachbook.com) • 302. 228. 1672**

# MEMBERS IN THE SPOTLIGHT

## ABI Security Group, Inc.

ABI Security Group, Inc. is the Master Dealer for DE & MD offering Intensity Security state of the art products. These products are designed to mitigate against domestic and foreign terror threats as well as natural disasters. We do not live in the same world that most of us grew up in and we have to protect ourselves accordingly. This country is also facing one natural disaster after another. Intensity Security products deal with these threats head on. The products are timely, effective and are designed to protect person and property. These products include but are not limited to ballistic, hurricane and anti-burglary window films; CCTV for residential, commercial and auto (GPS); and Anti-climb security fencing.



Contact Gordon D. Bowers at 281-906-1438 or visit [www.intensitysecurity.com](http://www.intensitysecurity.com). ♦

## Beach House Logos

Beach House Logos is a full service promotional products company that was established in 2001 by Steve and Heidi Zimmerman. Over the years the business has grown to service customers nationwide. Along with Vince Cannon, Director of Mid-Atlantic Sales, the goal is to build a solid relationship with businesses in this area. Whether a business is looking to establish a strong brand presence, or promote retail items, Beach House Logos can offer marketing solutions and services that will best fit a customer's budget and provide maximum returns.



Steve and Heidi Zimmerman recently moved to the Lewes-Rehoboth area from New Jersey. They love the beach and were looking for a lifestyle change. Sussex County had many attractive attributes that they were looking for. They look forward to getting involved with the community here.

For more info, contact Steve, Heidi, or Vince at 302-200-9997 or visit [BeachHouseLogos.com](http://BeachHouseLogos.com). ♦



## CarePatrol

CarePatrol was founded in 1994 with the mission to give seniors and their families a less stressful and easier way to find safer senior care choices for their loved ones. They are a free senior housing placement service that helps families find independent living, assisted living, memory care and in-home care options. Care Patrol can assess a client's care level needs, financial needs and general preferred locations to recommend the best and safest care options.



CarePatrol has been featured on CNN, CNBC and the Fox Business Network as one of the best resources for seniors and their families and they now have an office in the resort area. If you are looking for care options for a loved one or for yourself, they would like to meet you and help you find the most safe and compatible community.

For more information call 302-524-8237 or visit [www.carepatrol.com](http://www.carepatrol.com). Contact Gary Feger, Certified Senior Advisor® directly at 301-633-7259 or [garyf@carepatrol.com](mailto:garyf@carepatrol.com). Contact Amy Feger, Certified Senior Advisor® directly at 240-210-2819 or [amyf@carepatrol.com](mailto:amyf@carepatrol.com). ♦

## RISE Fitness + Adventure

RISE Fitness + Adventure, formerly of Lewes, was pleased to commemorate the recent opening of its new Rehoboth Beach location with a ribbon cutting ceremony on October 5th. The new location of 35770 Airport Road, Rehoboth Beach is a 24,000 sq. ft. adult playground and supports children 8+ to seniors in the Sussex county area.



RISE was born out of boredom with the normal gym experience, founded by a team of fitness enthusiasts with a passion for helping people build a better version of themselves. RISE brings together elements from multiple disciplines; a complete fitness circuit, massive free weight area, 40 group fitness classes, a wide variety of cardio and power lifting equipment, personal trainers, Rouge equipped open gym, 34' tall indoor rock wall, 14' tall bouldering wall, state-of-the-art equipment, plus clean bathrooms and showers all under one roof.

RISE offers two levels of membership. The Basic membership is \$49/month and offers unlimited use of the entire gym, plus access to all basic classes taught inside and outside the gym. The Premium membership provides unlimited access to the gym as well as premium advanced classes such as Les Mills GRIT, Bootcamp and Ninja.

RISE is open Monday through Friday 5am to 10pm, Saturday 6am to 8pm, and Sunday 7am to 5pm. For more information, visit [www.trainatrise.com](http://www.trainatrise.com) or call 302-567-2112. ♦

# RIBBON CUTTINGS & CELEBRATIONS



**RISE Fitness + Adventure**



**Care Patrol**



**Ignite Yoga**



**ABI Security Group, Inc.**



**Lighthouse Cove Ground Breaking**



**Dawn Patrol Café**



**Acopia Home Loans**

# GENERAL MEMBERSHIP MEETING

On October 19, 2016, Governor Jack Markell spoke at the Chamber General Membership Meeting held at Kings Creek Country Club.



## Merchants' Attic • Cape Henlopen HS



The 2017 Merchants' Attic & General Garage Sale will be held at **Cape Henlopen High School!**

**Sunday, February 19, 2017 • 11:30AM - 3:30PM**

This is a great opportunity for merchants to clear out inventory. For information on renting a space, contact **Kate Bell** at **302-227-2233 ext. 11** or **kate@beach-fun.com**.



DelawareToday®

DELAWARE  
BUSINESS TIMES

# Women in BUSINESS

## DOWNSTATE LUNCHEON



THURSDAY, DECEMBER 1<sup>st</sup>

11am - 2pm  
Heritage Shores Club  
Bridgeville, DE

KEYNOTE SPEAKER:

**Marnie Oursler**

Founder & President, Marnie Custom Homes

For Tickets & Information, visit [DelawareToday.com](http://DelawareToday.com)

Custom Sponsorships available at a variety of price points: [Sales@DelawareToday.com](mailto:Sales@DelawareToday.com) | 302.504.1326





## CHECK OUT OUR CHRISTMAS DISPLAY



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

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



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

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

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