



FOCUS_{on}

September 2020
E-Newsletter

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



*Help me
fly again!*

Sponsor and pre-order your Sea Witch® Festival Sponsorship Package . . . while supplies last!

With your sponsorship of the package, you will help to keep the Sea Witch® Festival going and support the creation of the new, exact replica of me... the Sea Witch® balloon!

The Sponsorship Package includes a numbered and authenticated piece of the original Sea Witch® balloon, a limited-edition Sea Witch® cloth face mask, a youth or adult sized 2021 Lobster Monster festival shirt, and a 20/21 festival pin. Packages retail for \$150 and include all shipping and handling costs. Packages will be shipped in early December 2020... just in time for the holidays!



Packages, individual festival shirts, pins and masks can be purchased at the Chamber Admin Office at 306 Rehoboth Avenue, Rehoboth Beach or at www.beach-fun.com/souvenir-shop

Sea Witch® Masks are a great in-room gift for guests at Accommodations!

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
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Ben Gray	Scott Swingle
Chip Hearn	Rachel Webster**
Bill Klemkowski	Chris Weeks
Dale Lomas	Kay Wheatley
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Keith Martin	**At Large Directors

CEO/President.....Carol Everhart
Legal Counsel Jay Becker
Legislative Representative Lincoln Willis

Chamber Staff Contact Information

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

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Meeting Updates

Due to Coronavirus restrictions . . . you have likely been "zooming" to online meetings or phone calls!

The Chamber of Commerce Board of Directors has held weekly meetings virtually since the third week of March. Additionally, the City of Rehoboth Beach and Town of Dewey Beach have been meeting virtually as needed. Visit their websites for meetings dates, info and videos (www.cityofrehoboth.com & www.townofdeweybeach.com).

DE Relief Grant Info

DE Relief Grants give Delaware small businesses and nonprofits access to funds to cover expenses and provide relief related to COVID-19.

Many businesses and some non-profits qualify for the grant.

There are three rounds of application submissions...
September (closed), October and November.

More information and application available at

<https://business.delaware.gov/relief/>



CHAMBER BEACH JOB BOARD

The Chamber continues to accept employment listings from our Members to post on our Beach Job Board on the Chamber's website. This is a complimentary service.

Members can see current listings on our Beach Job Board at www.beach-fun.com/beach-jobs.html. Submit your employment listing using the prompt at the top of the Beach Job Board. No username or password required. Interested potential employees will be able to access your business contact information directly through your listing.



For questions or further assistance, please contact Abbie Kaiser, Membership Rep at 302-227-6446 ext. 15 or abbie@beach-fun.com.



Outdoor Rummage, Produce, & Craft Sale

Saturday · October 10, 2020

Rain Date: Sunday, October 11, 2020

10:00 AM - 2:30 PM

Jungle Jim's Parking Lot: 36944 Country Club Rd, Rehoboth Beach

New for 2020! Fundraiser for the Rehoboth Beach – Dewey Beach Chamber of Commerce! Rummage through old and new treasures. Items sold will include fresh fall produce, excess business inventory, handmade items, antiques, collectibles, and second-hand household items.

Food Trucks Onsite · Ample Free Parking for Shoppers · Admission Donation Based

Vendor applications now being accepted!
Application online at www.Beach-Fun.com

50+ of
90 spots
SOLD!

Contact Emily for questions! 302-227-2233 x11 · emily@beach-fun.com

BEACH

Fun & Bargains

The Rehoboth Beach - Dewey Beach Chamber of Commerce introduces a new campaign, "Beach Fun & Bargains," targeting & encouraging visitation from September through the end of the year.

The Beach Fun & Bargains calendar lists Resort Area Businesses that are offering fun activities, special offers, discounts, and entertainment. Below is what the calendar looks like. Locals and visitors will be able to select the day they are interested and see list of what's happening that day.

Businesses are invited to participate at no cost! The calendar is live and can be viewed at www.beach-fun.com/events/beach-fun-bargains. To make a submission(s)...businesses can either use the form located at the top of the webpage or contact Abbie at abbie@beach-fun.com.

Calendar							
September		2020		← Older		Newer →	
Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	
31 0 events	1 1 event	2 1 event	3 1 event	4 1 event	5 1 event	6 2 events	
7 1 event	8 1 event	9 1 event	10 1 event	11 1 event	12 1 event	13 1 event	
14 1 event	15 1 event	16 1 event	17 7 events	18 24 events	19 20 events	20 21 events	
21 24 events	22 22 events	23 26 events	24 24 events	25 28 events	26 24 events	27 27 events	
28 23 events	29 22 events	30 25 events	1 22 events	2 25 events	3 21 events	4 25 events	

Listings are updated daily and are promoted on the Chamber's website, media outlets, through residential area contact, the Chamber's Facebook, Instagram, and additional social media.

For questions, contact Abbie at 302-227-6446 x15 or abbie@beach-fun.com

Investment tools. Straight
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breadth. 24/7 support. Lov
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ncy. Val
24/7 s
nt tool
ncy.



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



schwab.com/pricing

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

Own your tomorrow.

Benefits Connection

Delaware's Private Healthcare Exchange for businesses since 1980. Endorsed benefits program by 10 Chambers and Trade Associations throughout Delaware.

Solution 1 – Health insurance savings 10-35% with an exclusive Affinity Program with Aetna

- Real Estate Management (31 employees) – saved 34%
- Grocery Store (17 employees) – saved 22%
- Non-Profit Organization (26 employees) – saved 35%
- Liquor Store (6 employees) – saved 35%

Solution 2 - Remote – Social Distance Compliant – Benefit Enrollment

- No Cost, Customized Online HR and Benefits Platform
- Paperless and secure
- Remote access
- Social Distancing compliant



Contact us now!

Call: 302-654-8823 · 1-800-486-1244

Email: benefitsconnection@alleninsurance.com



Shop Our Sidewalks!

Enjoy tax-free shopping at its best during the
Rehoboth Beach & Dewey Beach

44th Annual *Fall* Sidewalk Sale

October 2 - 4, 2020

More info at **Beach-Fun.com** · 302-227-2233  

DART Everywhere ... All Year Round!

Work ● Shopping ● Dining

201 - Rehoboth Beach/Lewes Park & Ride

Monday - Saturday; every 30 minutes, 6 AM - 10:57 PM

204 - Lewes Ferry Terminal/Lewes Park & Ride

Monday - Saturday; every 30 minutes, 6 AM - 10:44 PM

215 - Rehoboth/Long Neck/Millsboro

Monday - Saturday, 5:25 AM - 12:43 AM

307 - Lewes/Milford/Dover

Five weekday trips

See individual route schedules for details

DartFirstState.com / 1-800-652-DART

Download the DART Transit app
for Real-Time Bus Info &
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DART Transit



DELAWARE SENATOR VISITS SUSSEX COUNTY



Senator Tom Carper visited Sussex County on September 4, 2020.

The Senator meet with officials from local Chamber of Commerces. Pictured above from left to right: Betsy Reamer (Lewes Chamber of Commerce), Senator Tom Carper, Lauren Weaver (Bethany-Fenwick Area Chamber of Commerce), and Carol Everhart (Rehoboth Beach-Dewey Beach Chamber of Commerce).

Topics included: COVID-19/Pandemic effects on businesses and visitation; J-1 and area workforce situation; messaging concerns at State and Local levels, etc.



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.

Cafe A Go-Go

Matt Issa
3 N. First Street
Rehoboth Beach, Delaware 19971
302-227-1098
Restaurant/Eatery

Capital Ringers, Inc.

David Breen
33106 Jolyns Way
Lewes, Delaware 19958
978-340-0665
www.capitalringers.org
Attraction - Theatrical/Entertainers

Dogwood Acres Pet Retreat

Kerri Walsh
1220 Sonny Schulz Boulevard
Kent Island, Maryland 21666
410-798-4776
www.dogwoodacres.com
Service - Pet Services

Home2 Suites Lewes

Cheree Barber
17388 Ocean One Plaza
Lewes, Delaware 19958
302-291-1616
Accommodation - Hotel/Motel

One Spirit Massage

Mark Thompson
169 Rehoboth Avenue
Rehoboth Beach, Delaware 19971
302-226-3552
www.onespiritmassage.com
Service - Massage Therapy

Third Space Theatre

Jennifer Dopp
37116 Fairway Drive
Frankford, Delaware 19968
717-808-1312
Amusements - Theatrical/Entertainers



Restaurants...have outdoor dining? Send us your pictures!
The Chamber is posting in a photo tour on Beach-Fun.com & sharing on social media. Email high-resolution pictures to abbie@beach-fun.com.

View the photo tour at www.beach-fun.com/photo-a-video-tour/outdoor-dining/view.html



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 June 4 - August 31, 2020. Thank you for your continued support!

Ace Sport Fishing, Inc./Katydid Charters · Alarm Engineering · Aloysius, Butler & Clark · Anderson Design Group · Angler's Fishing Center
Antique Alley of Bridgeville · Arena's Famous Deli Bar · Ashton Group at the Beach · Atlantic Chiropractic Associates · Atlantic Horizons, LLC
Atlantic View Hotel · Atlantic/Smith, Cropper & Deeley · Avenue Apothecary and Spa · Avenue Inn · Azzurro Italian Oven & Bar · Beach Boutique Hotel
Beach View Hotel · Bear Industries, Inc. · Beef Jerky Outlet · Bellevue Sands Suite · Betterliving of Delmarva · Big Oyster Brewery
Black Diamond Financial Solutions Inc · The Blackwall Hitch · The Blue Hen Restaurant · Body Shop Fitness Center · Bottle & Cork
Buffalo Wild Wings · Cafe Azafran · Cape Water Tours and Taxi · Carltons · Casino at Ocean Downs · Century 21 Home Team Realty
Cherry Building Group · Chesapeake and Maine · Circle D Properties LLC · Claws Seafood House · Cloud Dancer · Coastal Point
Coastal Sunrooms and Porch Enclosures · Colonial East, L.P. · Communications Contractors · Community Association Services, Inc.
Cooter Brown's Twisted Southern Kitchen · Crab House of Rehoboth · Crooked Hammock Brewery · Crosswinds Motel · Crust & Craft
Dawn Patrol Cafe · Del-Coast Design & Build, LLC · Delaware Beaches, Yogi Bear's Jellystone · Delaware Humane Association
Delmarva Public Media · Dewey Beer Co. · Henry DeWitt (Patron Member) · Dogfish Head Brewings & Eats · DSM Commercial Real Estate
Dunkin' Donuts/Baskin Robbins · Eastern Shore Wood Designs, LLC · Ecobay Kayak & S.U.P. · Econo Lodge · Eden Restaurant · Element Design Group
· Embrace Home Loans · Fairfield Inn and Suites Rehoboth Beach · Farmer Girl Exotic Gardens · Faw, Casson & Co., LLP · Fifth Avenue Jewelers
First State Ballet Theatre · Fork + Flask at Nage · Furniture & More · Garden Shack Farm · Garrison Homes
Girl Scouts of the Chesapeake Bay Council · Grandpa Mac · The Great STEMporium · Harbor Linen LLC · Harry K Foundation
Hazzard Auto Parts, Inc. · Healthy Outcomes Weight Loss Center · Henlopen Overhead Door · Heritage Antique Market · Hickman's Meat Market
Hilyard's Inc. · Holland Jewelers, Inc. · Hyatt Place Dewey Beach · HydroShield of Delmarva · i Heart Media · Indigo
The Inn at Rehoboth Beach Apartments · Insight Homes · Janney Montgomery Scott, LLC · Jetset Travel American Express Travel Rep
Jiffy Lube Lewes/Jiffy Car Wash · just COMFORT shoes · Karen and The Nut · Lefty's Alley & Eats · Lessard Builders, Inc.
Lewes Meineke Car Care Center · Lighthouse Restaurant · The Lodge at Truitt Homestead · Logo Motive Screenprinting
Luxury Motors of Rehoboth Beach · Lyons Companies · M&T Bank · McGregor Custom Homes, LLC · Meridian Home Watch Inc. · Merrill Lynch
Mudslingers of Rehoboth · NAI Emory Hill · Nassau Valley Vineyard · Naturalawn of America · Ocean Glass Inn · Odysea · Office Pride
Old World Breads · The Peninsula · Penny Lane Mall Partnership · Polkamotion by the Ocean · The Pond Bar & Grill
Print Coast 2 Coast · Race 4 Warriors · Radio Rehoboth · Rehoboth Beach Farmers' Market · Rehoboth Beach Sunrise Rotary Club
Rehoboth Jazz Festival/DE Celebration of Jazz · Rehoboth Summer Children's Theatre · The Resort at Massey's Landing
Response Computer Group, Inc. · Rise Up Rehoboth Beach · Rita's Rehoboth Avenue · Rodeway Inn · Rusty Rudder Restaurant · Salty Paws RB LLC
The Salvation Army, Developmental Disabilities Program · Save Our Lakes Alliance 3 (SOLA 3) · SCORE - Experienced Business Counselors
Sea Finds Home & Gifts · Seashore Striders · Security Instrument Corp. · Shore Group Joe Kirk @ Joe Maggio Realty · Simplified Payments, Inc.
Sleep Inn & Suites · Southern Delaware Therapeutic and Recreation · Sposato Landscape, Inc. · Steven W. Falcone CPA · Stockley Materials Nassau
Surf Side Limousine Services · Sussex County Association of Realtors · Sussex Eye Center, PA · Sussex Tree Inc. · Sweet Frog Frozen Yogurt
T.H. White General Contractor Inc. · Taylor Termite & Pest Control · The Pines · Think SecureNet · Tidewater Landing · Tidewater Utilities, Inc.
Town of Dewey Beach · True Blue Jazz, Inc. · Twist Juice Bar · Vernon Powell Shoes · Virden Conference & Retreat Center · VisitRehoboth.com
The Voice Radio Network · Whayland Company · Wilmington Insurance Co. · Wings To Go Dewey · WSFS Wilmington Savings Fund Society
Yesteryears Old Time Photos

REPORTS *and* STATISTICS



Accommodation Occupancy Chart | 2019 vs. 2020

Weekend	Room Count	Weather	Event	Wednesday	Room Count
July 5-7, 2019	3,274	80's Sunny	4th of July Fireworks	July 3, 2019	2,783
July 3-5, 2020	2,717	80's Sunny	Phase Two; No Fireworks	July 1, 2020	2,064
July 12-14, 2019	3,146	80's Sunny	None	July 10, 2019	2,572
July 10-12, 2020	2,332	90's Sunny	Phase Two	July 8, 2020	1,904
July 19-21, 2019	3,256	90's Sunny	None	July 17, 2019	2,699
July 17-19, 2020	2,673	90's Sunny	Phase Two	July 15, 2020	2,097
July 26-28, 2019	3,283	80's Sunny	None	July 24, 2019	2,797
July 24-26, 2020	3,029	90' Sunny	Phase Two	July 22, 2020	2,165
August 2-4, 2019	3,307	80's Cloudy	Art League Show	July 31, 2019	2,603
July 31-August 2, 2020	2,807	80's Sunny	Phase Two	July 29, 2020	2,091
August 9-11, 2019	3,307	80's Sunny	Art League Show; Summer Vibes Fest	August 7, 2019	2,926
August 7-9, 2020	2,914	80's Cloudy	Phase Two	August 5, 2020	2,145
August 16-18, 2019	3,308	80's Sunny	None	August 14, 2019	2,857
August 14-16, 2020	2,938	80's Rainy	Phase Two	August 12, 2020	2,353
August 23-25, 2019	3,146	80's Sunny	None	August 21, 2019	2,697
August 21-23, 2020	2,970	80's Sunny	Phase Two	August 19, 2020	2,463
August 30-September 1, 2019	3,318	80's Sunny	Labor Day	August 28, 2019	2,358
August 28-30, 2020	2,843	80's Sunny	Phase Two	August 26, 2020	2,542
September 6-8, 2019	3,123	80's Cloudy	Sandcastle Contest	September 4, 2019	2,334
September 4-6, 2020	3,244	80's Sunny	Labor Day; Phase Two	September 2, 2020	1,972
September 13-15, 2019	3,104	80's Cloudy	Polkamotion	September 11, 2019	2,341
September 11-13, 2020	3,073	80's Sunny	Phase Two	September 9, 2020	2,231
September 20-22, 2019	3,239	70's Sunny	Dewey End of Season Party	September 18, 2019	2,062
September 18-20, 2020	2,905	70's Sunny	Phase Two	September 16, 2020	2,278

Year to Date Occupancy TOTAL Comparison

WEEKEND

January - September 22, 2019 · 98,851
 January - September 20, 2020 · 66,853



WEDNESDAY

January 1 - September 18, 2019 · 67,092
 January 1 - September 16, 2020 · 48,574



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 | 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
February	22,442	24,703	9,253	10,458	8,427	9,714	61.00%	69.88%	1:41	1:24
March	30,960	22,403	10,955	10,773	10,111	10,176	60.78%	73.64%	1:44	1:08
April	41,736	20,023	14,378	11,235	14,315	10,750	63.17%	78.24%	1:32	0:43
May	49,959	26,819	18,388	12,874	17,442	12,379	62.93%	72.44%	1:37	1:06
June	50,408	54,006	18,919	24,528	18,094	23,946	63.75%	69.77%	1:34	1:11
July	60,792	47,149	23,350	21,266	22,393	20,409	65.97%	71.05%	1:31	1:12
August	57,464	43,983	21,722	17,880	20,707	17,234	64.25%	66.26%	1:31	1:24
YTD Totals	336,115	263,137	124,355	118,800	118,222	113,762	62.39%	71.01%	1:38	1:12

* YTD Total Average

Top Pages Viewed - August 2020

Page on Site	Page Views
1 Sea Witch® Festival Pages	3,208
2 Dewey Beach Activities	2,369
3 Coronavirus Page**	2,265
4 Area Activities	1,577
5 Events	1,266
6 Attractions	919
7 Photo/Video Tour	896
8 Order a Visitors Guide	768
9 Accommodations/Camping & RV	760
10 Dining	726

Top 10 States to Visit Website - August 2020

State	Visits
1 Pennsylvania	4,096
2 Delaware (partly Member driven)	3,002
3 Maryland	2,379
4 New Jersey	1,803
5 District of Columbia	1,773
6 Virginia	1,438
7 New York	1,337
8 Ohio	247
9 Connecticut	160
10 Illinois	148

** The Coronavirus Page has had 29,243 page views (from March 12 - August 31, 2020).

Delaware Labor Force Trends

(August 2020); Delaware's seasonally adjusted unemployment rate in August 2020 was 8.9%, down from 10.5% in July 2020. There were 44,500 unemployed Delawareans in August 2020 compared to 19,000 in August 2019. The US unemployment rate was 8.4% in August 2020, down from 10.2% in July 2020. In August 2019, the US unemployment rate was 3.7%, while Delaware's rate was 3.9%. Source: Delaware Department of Labor - Monthly Labor Review; published September 18, 2020. <https://lmi.delawareworks.com>

As of September 2, 2020, the Chamber has 72,510 Facebook Likes & 1,819 Instagram Followers!

Follow the Chamber at: www.facebook.com/RehobothDeweyChamber & www.instagram.com/rbdbcc

Quote of the Month

"Here's to taking the "severe" out of Persevere."

Chamber Staff



Scarecrow Contest

Visit...View...Vote!

New

The Rehoboth Beach – Dewey Beach Chamber of Commerce is hosting a **ABNORMAL Scarecrow Decorating Contest** for businesses in the 19971 zip code (Dewey Beach, Downtown Rehoboth Beach and Route One). Everyone is invited to visit, view and vote for their favorite numbered scarecrow during the month of October. Beginning on October 2nd, votes can be submitted online through the Chamber's website or paper ballots will be available at the Chamber's Admin office located at 306 Rehoboth Avenue, Rehoboth Beach. All votes that include a valid numbered entry or business name will be accepted until 11 PM on October 31st. Only one vote may be submitted per person. On November 6th, the top 3 scarecrows with the most votes will each receive one Sea Witch® Sponsorship Package which includes a numbered and authenticated piece of the original Sea Witch® Parade Balloon, a limited-edition Sea Witch® cloth face mask, a youth or adult sized 2021 Lobster Monster festival shirt, and a 20/21 festival pin (valued at \$150). A list of participating businesses, entry numbers, and their addresses will also be available online at beach-fun.com.

Businesses interested in entering the Abnormal Scarecrow Contest can contact the Chamber's Event Coordinator, Emily, at emily@beach-fun.com or register online at beach-fun.com/scarecrow-contest from September 28th-October 16th. Scarecrow entry numbers will be distributed beginning September 28th. Decorated scarecrows with entry number should be in placed by October 2nd when voting begins. For more information, call the Chamber at 302-227-6446 or visit

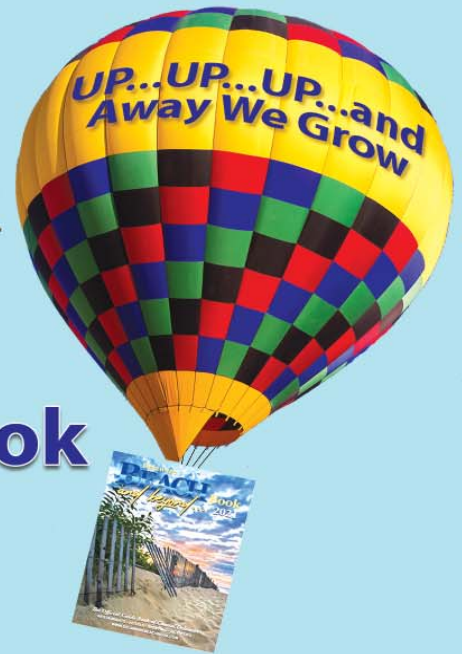
www.beach-fun.com/scarecrow-contest

Need an Idea? Here are some examples of scarecrow creations!

Pictures taken at the New Hope, PA Scarecrow Festival



Delaware
BEACH Book
and beyond...



**Delaware Beach Book
has some
uplifting news!**

We are expanding our distribution and advertising opportunities to the western and northern areas of Sussex County for the 2021 edition.

New photo essays, history, maps and stories featuring Milford.

As our county grows, we all grow.

Delaware Beach Book will be celebrating our 11th year as the only hard cover book promoting Coastal Delaware and beyond.

**Deadline for space reservation is filling quickly.
contact Becky@delawarebeachbook.com**

MARK YOUR CALENDARS!

**Delaware Resorts Fall Home & Health Expo
Hudson Fields
October 10th & 11th
Saturday 10-4 Sunday 11 - 3
Free Admission
Local Food Trucks, Crafters and more...
www.deexpos.com**

FREE 2020 Delaware Beach Books

Contact Becky Carney 302.228.1672 or becky@delawarebeachbook.com

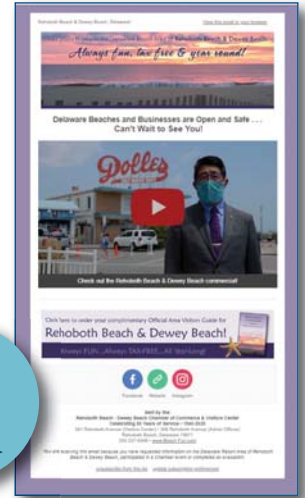
CHAMBER COMMERCIAL • SUMMER 2020

Clean, Safe & Friendly . . . Delaware Beaches and Businesses are Open & Safe!

Due to COVID-19, the Chamber produced a commercial promoting Rehoboth Beach and Dewey Beach being **open, clean, safe & friendly!** The commercial was forwarded to regional media outlets, posted on the Chamber's website, as well as the Chamber's YouTube, Facebook & Instagram pages. A Beach Blast email was sent to 40,000+ addresses of potential visitors. Members were also emailed the commercial and encouraged to post/share on their social media pages. The commercial can be viewed on YouTube at <https://youtu.be/n89GIN-U-2Q>.



The commercial was filmed with Carol Everhart, Dr. Tam of Beebe Health Care and numerous Chamber members.



CITY OF REHOBOTH BEACH VIRTUAL CANDIDATES' FORUM

The Chamber of Commerce hosted a Virtual Candidates Forum for the Rehoboth Beach Municipal Election on July 8, 2020. The Chamber would like to thank forum moderator, Dennis Forney - Cape Gazette Publisher Emeritus and candidates: Paul Kuhns - Mayor of Rehoboth Beach, Incumbent, Stan Mills - Former Rehoboth Beach Commissioner, Patrick Gossett - Former Rehoboth Beach Commissioner, Jay Lagree - Former Rehoboth Beach Commissioner, Hugh Fuller - Commissioner Candidate, and Rachel Macha - Commissioner Candidate. The Virtual Candidates Forum is available for the public to view on the Chamber's YouTube page @RBDBChamber.



Left to right. First Row: Hugh Fuller, Jay Lagree, Stan Mills; Second Row: Patrick Gossett, Paul Kuhns, Dennis Forney; Third Row: Rachel Macha.

The election was held on August 8th. Congrats to newly elected Mayor, Stan Mills and Commissioners, Patrick Gossett & Jay Lagree who were all sworn in at the September 18th Commissioners' Meeting.

Lewes and Rehoboth Beach, Among Delaware Cities Named Best to Work Remotely!

"Hire a Helper, a website that helps people move, put our coastal towns among the top in the country".
Check out the segment that aired on WRDE this September.

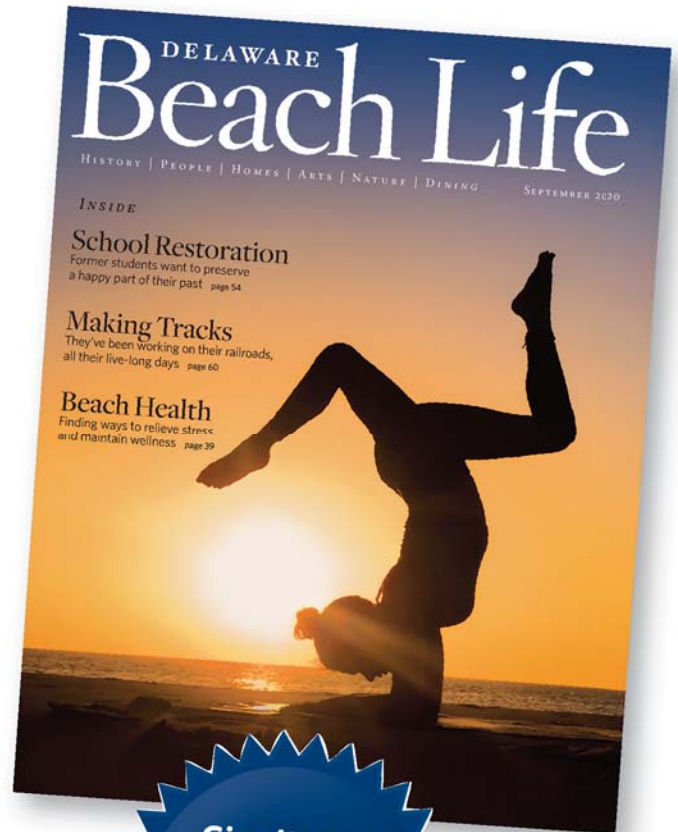
www.wrde.com/story/42647912/lewes-and-rehoboth-beach-among-delaware-cities-named-best-to-work-remotely



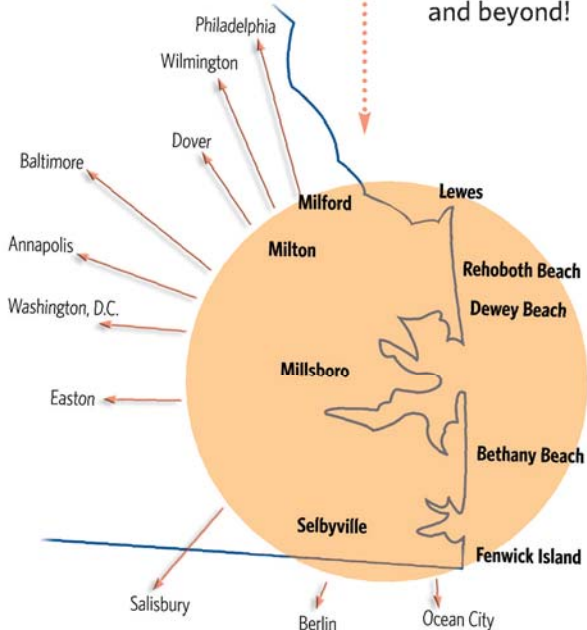
Print + Digital!

Get maximum results for one price!

Reach avid, affluent readers in our full-color **print** edition and in the freely accessible **digital** version of Delaware Beach Life magazine's Winter issue — both available mid-November through March 2021!



Your ad reaches this **ENTIRE** coastal region and beyond!



**Give it a try!
Ask about a
"new advertiser"
special!**

**Secure your ad space by Oct. 14
using the contact info below.**

No payment due until after publication!

We'll make it easy to get results! Call or email for info:

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

MEMBER SPOTLIGHTS

Right Balance Pilates

Right Balance Pilates celebrated their grand reopening with a ribbon cutting on July 15th. Owner Carin Langen celebrates three years of classes at the Right Balance Studio. They welcome guests to take photos with their new #WishingWall, which includes 10-foot hand-painted wings by certified Pilates instructor Lesley "Irish" Richman.

The studio is located at 1600 Pennsylvania Avenue in Lewes. For more information, call 302-226-0549 or visit www.rightbalancepilates.com. ✦



The STEMporium

The STEMporium is now accepting first-come, first-serve wait list sign-ups for their hybrid school support programs, and with a price of \$19/day, they'll surely fill up quickly. The programs are available to children ages 8 to 11 that are in 2nd through 5th grade. For more info, visit www.greatstem.com. The business is located in Lewes at 18388 Coastal Highway, just north of Midway Theaters. ✦



Home2 Suites by Hilton

Home2 Suites by Hilton is now in Lewes, Delaware! Their one bedroom premium and studio suites include fully equipped kitchenettes and full size pull out sleeper sofas, with plenty of space to be you. The property comes with an indoor swimming pool, guest laundry facility, fitness center, business center, and family style breakfast seating area. The outdoor Oasis offers gas cooking grills, comfy seating, and fire pits.

They are excited to be in Lewes, and look forward to making our Home2 your home too. The property is located at 17388 Ocean One Plaza in Lewes. For more information, call 302-291-1616.

Both the Lewes Chamber of Commerce and Rehoboth Beach - Dewey Beach Chamber of Commerce were present at the ribbon cutting. ✦



MEMBER SPOTLIGHTS

DiBiaso's Cleaning and Restoration Service, Inc.

DiBiaso's Cleaning and Restoration Service, Inc. celebrated their 25th Anniversary with a Ribbon Cutting on August 26, 2020. DiBiaso's is a family-owned and operated business that has been serving Delaware since 1995. The company's main services are water damage mitigation, mold remediation, asbestos abatement, air duct cleaning, bio-hazard cleaning, and carpet cleaning. Small enough to care, big enough to deliver.

DiBiaso's has recently developed a Realtor Relationship Program. This is a free program that focuses on building relationships with realtors, which in turn helps them strengthen the relationship with their clients. DiBiaso's provides realtor gift vouchers to reduce the time the client must spend looking for a cleaning and restoration company.

DiBiaso's Cleaning and Restoration Service, Inc. is located at 690 Blackbird Station Road, Townsend, DE 19734. They service all three counties to include Maryland. For more information, call 302-376-7111 or visit www.dibiasos.com. ♦



CONGRATULATIONS ARE IN ORDER!

Award Recognizes Outstanding Employers in the Insurance Industry

Business Insurance, a respected industry publication, announced today that **Lyons Companies** has been named to its annual "Best Places to Work in Insurance" list. This marks the second consecutive year that Lyons Companies has been recognized in this program, which distinguishes employers for their outstanding performance in establishing workplaces where employees can thrive, enjoy their work and help their companies grow. For more info, visit www.lyonsinsurance.com.

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The Avenue Inn & Spa recently announced its recognition as one of TripAdvisor's Travelers' Choice Best of the Best Top 25 Hotels – United States.

The property is located at 33 Wilmington Avenue in Downtown Rehoboth Beach. For more info, call 302-226-2900 or visit www.avenueinn.com.



Fine Line Websites & IT Consulting is celebrating 12 years in business! They have developed hundreds of websites and provided countless hours of IT support for local businesses.

For more information, call 302-645-4549 or visit www.finelinewebsites.com.

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- 25% own a home/condo at the beach/ Sussex County

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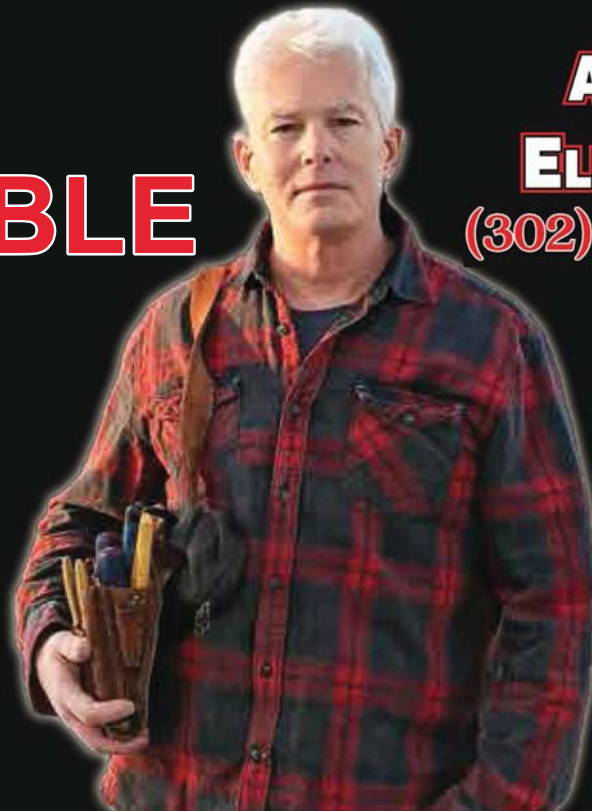
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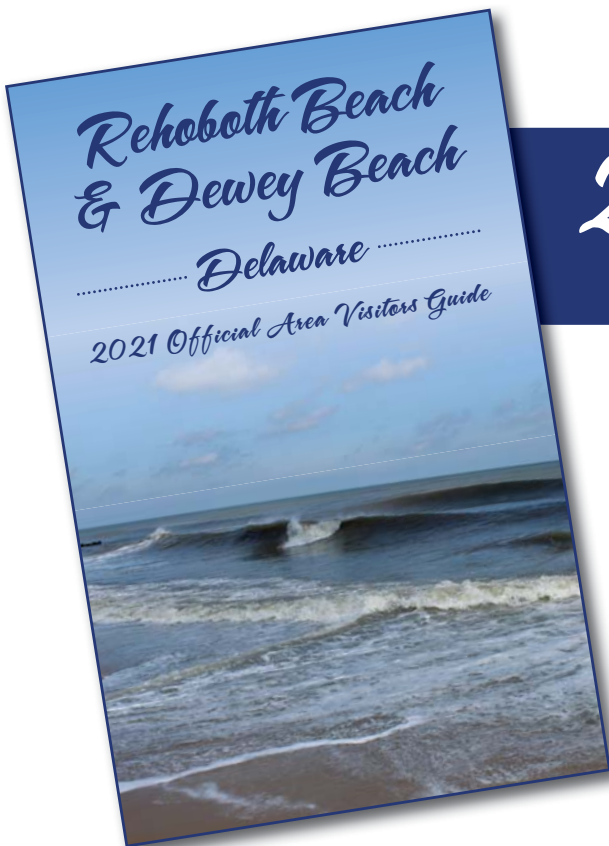
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2021 Visitors Guide

The Official Area Guide for Rehoboth Beach & Dewey Beach, DE

The Visitors Guide is a Member purchased advertising publication.

In addition to some local distribution, the 132 page guide is mailed to potential visitors in direct response to Chamber purchased advertisement and placement. 140K copies are scheduled to be printed!



Ad rates are as follows:

Listing · \$160; 1/8 Page · \$375; 1/4 Page · \$675
1/2 Page · \$1,250; Regular Full Page · \$1,650

Contact Meghan for more information!

meghan@beach-fun.com or 302-227-2233 x16