



FOCUS *on*

March 2013

Mission: To promote business, tourism and civic responsibility.
70+ Years of Service

JAKE'S ROCKS IT . . . BUSINESS *after* HOURS FUN!

THANKS to our February Business After Hours Host: Billy Klemkowski and the **Jake's Seafood House** Crew! Over 200 attended! If you missed out, mark your calendar for the next event at the Starboard Restaurant on March 14th, 5-7 PM.



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

“The Nation’s Summer Capital”

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2013 Upcoming Calendar

DATE	MEETING or EVENT	TIME/PLACE
Mar 9.....	Town of Dewey Beach Meeting	9 am/Lifesaving Station
Mar 14	Board of Directors Full Board Mtg	10:30 am/Bethany Blues
Mar 14	Business After Hours.....	5-7 pm/Starboard
Mar 15	City of Rehoboth Beach Meeting	7 pm/Commissioners Room
Mar 16	Merchants' Attic/Garage Sale	9:30 am-1:30 pm/Conv. Ctr.
Apr 11	Board of Directors Executive Mtg	10:30 am/Jake's Seafood, Rt. 1
Apr 11	Board of Directors Full Board Mtg	11:30 am/Jake's Seafood, Rt. 1
Apr 13	Town of Dewey Beach Meeting	9 am/Lifesaving Station
Apr 18	Business After Hours.....	5-7 pm/Dos Locos
Apr 19	City of Rehoboth Beach Meeting	7 pm/Commissioners Room

For additional meetings, events & activities -- visit www.Beach-Fun.com

2013 Business After Hours

BACK BY POPULAR DEMAND . . .

Business After Hours scheduled on Thursdays!

You are invited to attend monthly Business After Hours! [The 2013 schedule is listed below.](#) These mixers offer a great opportunity to meet and network with fellow members. Business After Hours are typically scheduled for the third Thursday of each month but may be held on the second Thursday to avoid conflict with major holidays. Each event runs from **5-7 PM**. A \$1.00 donation is collected at the door which creates the pot for the 50/50 raffle.

Business card drawings are held and door prizes are given out to the lucky winners! Members are welcome to donate prizes such as gift certificates, store merchandise, etc. The prizes can be brought to the sign-in table the night of Business After Hours.

Thursday, March 14 - The Starboard

Thursday, April 18 - Dos Locos

Thursday, May 16 - Atlantic Sands Hotel & Member Showcase

Thursday, June 20 - Ivy

Thursday, September 19 - Crabby Dick's

Thursday, October 10 - Mariachi Restaurant

Thursday, November 14 - Finbar's Pub & Grill

Thursday, December 12 - Bethany Blues, Highway One

FOX 45 Road Trippin' Films in Rehoboth

Chamber advertising featured Rehoboth Beach businesses on FOX 45 Road Trippin'. The segment centered on "Valentine's Specials" and was aired on February 7, 2013 in addition to a tv commercial, news special and web advertising on the FOX 45 website. From Members who submitted specials, the FOX filming crew selected and filmed 5 businesses in the following categories: **STAY**: Boardwalk Plaza; **EAT**: Lupo di Mare; **SHOP**: Something Comfortable; **FUN**: Cake Break; **SECRET**: The Bellmoor. Below are some pictures from the segment.



**FOX 45 Host
Emily Gracey**



**Lupo di Mare
Mike Dickinson**



**The Bellmoor
Chad Moore**



**Something Comfortable
Kelly Slavoski**



**Cake Break
Debbie Katz**



**Boardwalk Plaza
Steve Cobb**



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ADDED VALUE for CHAMBER MEMBERS

At Member request, more **VALUE** has been added to Chamber membership!
Brain storming resulted in the following:

Newsletter - Improved, Now Full Color!

The Chamber's newsletter is a great way to get your message out. The newsletter is mailed to Members, elected officials and is inserted into 4,000 Cape Gazette newspapers. Member ads are now in **FULL COLOR** and there was **NO** increase in price!



- Business Card Ad - \$50.00
3.5625" wide x 2.25" high
- Front Page Footer Banner - \$100.00
7.25" wide x 1.5" high
- Half Page Ad - \$125.00
7.25" wide x 4.625" high
- Full Page Ad - \$175.00
7.25" wide x 9.375" high
- Drop Insert - \$125.00; one sheet folded to 5.5" x 8.5", text shows on the outside of fold

Sea Witch Program - Improved, Now Full Color!

The 24th Annual Sea Witch Halloween & Fiddlers' Festival will be held on October 25-27, 2013. The popular event souvenir program will now be printed in **FULL COLOR!** (Minimal cost increase). Sea Witch Festival sponsorship information will be mailed to Members shortly. Also, check out page 8 for event bundle sponsorships.



General Membership Meeting Product Distribution - New!

The Chamber holds several General Membership Meetings throughout the year. For \$50.00 or a donation, Members have the opportunity to have their product placed at each individual place setting. Product can range from a business card, flyer, tri-fold brochure or small giveaway. Number of attendees averages 60.

Wedding Bags - New!

The Resort Area hosts many beach weddings. Wedding parties often contact the Chamber looking for guest bags filled with area information to provide to their wedding guests. For a minimal fee per piece (pricing under review), Members can provide the Chamber with product that will be included in a newly designed "Happily Ever After" goodie bag.



Visitors Center Member Showcase Days - New!

The Chamber is proud to offer Members the opportunity to showcase their wares in the Visitors Center! Beginning in May, this pilot program will be offered on Tuesdays and Thursdays on a first come, first serve basis; one Member per day. Minimal price of \$25.00 to participate. All product with the exception of on site food preparation qualifies. The Chamber will promote your business as well.

The Visitors Center welcomes hundreds of people each month. Visitors not only stop by to ask questions about the Resort Area, they pick up brochures and coupons. Please drop off your product so we can pass it out!!



Questions about your membership or services?
Call Patty on the Member Hotline at
302-227-6446



MORE ADDED VALUE *for* CHAMBER MEMBERS

All Members Listed On Website - New!

All Members are now listed on the Chamber's website under their main category then sub-category. For example, electric contractors are listed on the Service page under Electrical Contractors (see example below).



Members are listed the following way: Business name, address and phone number. Plus, your logo can be included. Feel free to email your logo to Meghan at meghan@beach-fun.com.

Want to link to your website? Upgrade your listing!

Reciprocal Link - \$60.00/year. Post the Chamber's Smiley dolphin logo (provided by the Chamber) on your site and have it link to www.beach-fun.com. Once completed, the Chamber will post your website link beside your listing.

Hyperlink - \$120.00/year. Beside your listing, the Chamber will post a link to your website.

Don' Forget - Submit Your Specials, Savings And Events - At No Cost To You!

Members can post their specials, savings and promotions on the Chamber's website - at no charge! On the home page, select the beach ball marked SAVE! then select your category. Once there submit your information which will be posted within 24-48 hours.



Have an event? The calendar of event page is one of the most viewed pages on the Chamber's site. On the home page, click on the Beach Ball marked Site Index then scroll down and select Calendar of Events Submission Form and follow the prompts. Events will be posted within 24-48 hours.

The Chamber's calendar of event page is updated on a continual basis. We encourage you to link to it from your website - no cost. The address is:

www.beach-fun.com/events/current-events.html

Stay Tuned - Website To Get New Look, Plus A Responsive Site & Mobile App Are On The Way!

The Chamber is currently reviewing proposals for a new look for the website, responsive site and a mobile app. Plus, we will be increasing use of Social Media.

LEGISLATIVE ISSUES *on the* RADAR SCREEN

STATE:

Minimum Wage Proposed Increase - Senate Bill 6 - Chamber Opposes.

Worker's Compensation - Under Review - Chamber Opposes.

FEDERAL:

Proposed Internet Sales Tax - As we currently understand it, Delaware would be a loser on this one. If you sell an item from Delaware to someone in a tax collecting state then the business must not only collect that state's tax but get it distributed back to them...an administrative nightmare. If you live in Delaware and buy in a tax collecting state you pay no tax. Out of state would not receive any additional revenue return because we are not a tax state. You can see more information at werherecoalition.org.

Obama Care - Enforcement Calculations - 2014 law becomes effective - uses this year's 2013 calculations. Businesses need strategy to meet requirements. Penalties can be assessed next year based on the decisions you make this year (i.e. # of employees/hours worked, etc.). It is our understanding that foreign students are in the calculations.



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.

Auntie Anne's Pretzels

Gary Chandler
1505A Coastal Highway
Dewey Beach, Delaware 19971
302-212-2254
Restaurant/Eatery

Dance Tracks by Jax

Jackson Burgess
20 Baltimore Avenue
Rehoboth Beach, Delaware 19971
302-233-1795
Service - Exercise/Fitness

Healthy Outcomes Weight Loss Center

Jennifer DiDomenicis
2 Lee Avenue, Unit 103
Georgetown, Delaware 19947
302-856-4092
Service - Health Services

Millville Town Peddler

Samantha Reynolds
35308 Atlantic Avenue
Ocean View, Delaware 19967
302-381-5891
www.facebook.com/millvilletownpeddler
Retail - Apparel & Accessories

Nickle Electrical Companies

Laura Dignan
540 S. Bedford Street
Georgetown, Delaware 19947
302-856-1006
www.nickleelectrical.com
Service - Electrical Contractor

Ocean Suds II Laundromat

Kathy Rash
18675 Coastal Highway, Unit 4
Rehoboth Beach, Delaware 19971
302-703-6601
Service - Laundromat

Rehoboth Beach Dental

Michael Keller
19643 Blue Bird Lane, Suite 1
Rehoboth Beach, Delaware 19971
302-226-7960
www.rehobothbeachdental.com
Service - Dentist/Orthodontist

Sweet Frog Frozen Yogurt

Dean Carpenter
Rehoboth Beach, Delaware 19971
Restaurant/Eatery

Transamerica Insurance and Investment Group

William J. Strum
1415 Foulk Road, Suite 103
Wilmington, Delaware 19803
302-227-8301
Service - Insurance

CHECK PRESENTATION



Pictured Above: Town of Dewey Beach Mayor, Diane Hanson receives movies and bonfires donation check from Carol Everhart, President/CEO of the RB-DB Chamber.

Monday Night Movies in Dewey Beach are planned to be held every Monday, June 17 - August 26, 2013. Movies begin at dusk (8-8:30PM) and end approximately at 10:30-11PM. The Chamber is in process of contracting associated services.

Wednesday Night Bonfires in Dewey Beach are planned to be held every Wednesday, June 19 - August 28, 2013. Bonfires begin at 7:30PM and typically end around 11PM.

The Chamber will again seek donations, purchase giveaways and provide staffing for collections, etc.

ELECTRIC UPDATE

Out to Bid! 55 new Member accounts were added to the hundreds of Chamber Member accounts already taking advantage of the electricity aggregation buying group through Affinity Energy Management.

A final contract will be executed on behalf of the group over the next few weeks with results available by the end of March. Stay tuned!

For questions, contact Ed Jackson of Affinity Energy Management at 302-218-8920 or edjacksonenergy@aol.com.



MEMBERS in the SPOTLIGHT

Local Photographer Named Silver Medalist at International Photographic Competition and Earned the Master of Photography Degree from Professional Photographers of America (PPA)

David Koster of Portraits In The Sand in Rehoboth Beach, Delaware was named a Silver Medalist during Professional Photographers of America's 2012 International Photographic Competition. He was honored on stage by peers and jurors for high-quality photography and was recognized for superior image making with PPA's Master of Photography degree while attending the International Photographic Convention, Imaging USA in January, during the Grand Imaging Awards and the Awards and Degrees Ceremony at the Georgia World Congress Center in Atlanta, Georgia.

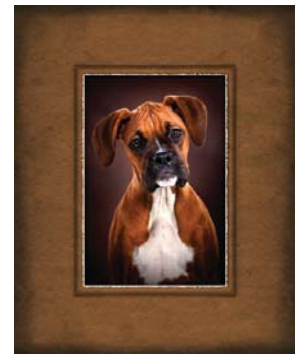


One of about 2,100 PPA photographers who have earned such a degree...only about 4% of the total membership, Koster's master's degree—and all the expertise it requires—illustrates his accomplishments and talent as one of a select few. It means that Koster has met the standards of excellence set by PPA since 1937. He has been awarded the Master of Photography degree in recognition of his superior photographic competence demonstrated through success in photographic competition, advanced education and service to the profession. With over 70 merits earned, he also qualifies for an additional Bar on his ribbon to go with the Master's metal.

David was also invited into The American Society of Photographers (ASP) which is dedicated to fostering the Ideals of professional photography as a science and an art. Membership is by invitation only to those with a Masters or Craftsman Photography degree. There are currently less than 1000 members worldwide.

And when inspiration is picked up by a photographer, all his clients benefit! David again has expanded his skills by attending one of the longest running professional photographic conventions in the United States. Photography classes here focused on different specialties and "tricks of the trade" geared toward improving business and photographic skills. Education expanded beyond the classrooms at Imaging USA, too. The Imaging EXPO trade show highlighted hundreds of the industry's leading vendors showcasing their products, and Koster was able to watch product demos and pick vendors' brains for the best solutions. New things are always in store for clients of Portraits In The Sand after David's attendance at Imaging USA. He is able to bring some of the finest photographic products and services right here to Delaware that doesn't come from other competitors at the beach. "Anyone can take a picture of someone, it takes the true professional to use their skills, talent, knowledge and proper training to create a portrait that enhances the subject's natural beauty. A picture doesn't have to add ten or more pounds. With the proper lighting, posing, adjusting, toning and digital enhancements, people can look younger, slimmer and GREAT. See more of what PortraitsInTheSand.com can do for you on the web." Koster explained.

David Koster is schooled in photography, and the only experienced Master and Certified Professional Photographer located at the Beach in Southern Delaware. His subjects include families, children, seniors, individuals, couples, brides, engagements, pets, reunions, groups, events, boats and more. Call 302-226-9226 for reservations and information or visit www.portraitsinthesand.com. Photo to the right: "Cookie?" was taken of a Boxer named Cider at the Portraits in the Sand studio. ♦



THANK YOU FOR THE HONOR!

Letter received on January 25, 2013

Dear Carol, On behalf of the Village Improvement Association, thank you so very much for presenting the Rehoboth Beach - Dewey Beach Chamber of Commerce **Mae Hall McCabe Award** to our organization last night (*Installation Event held on January 24, 2013*). It was wonderful to be singled out for this honor. Like the Chamber of Commerce, we are very committed to volunteer service and giving back to our community. It is work we in the VIA love to do, so to be recognized for it is special.

It was a lovely evening for all of us in attendance from the VIA. Thank you again for honoring the VIA so uniquely.

Sincerely, Carolyn Billingsley
Village Improvement Association President



NEW SPONSOR BUNDLES, *increased* VALUE!

Rehoboth Beach - Dewey Beach Chamber of Commerce 2013 Sponsorship Opportunities - FOUR EVENTS - ONE SPONSORSHIP PRICE



Sidewalk Sales (2)
May 17—19 &
October 4—6



Sandcastle Contest
August 3



Sea Witch Festival
October 25—27

\$10,000 PERFECT WAVE SPONSOR

Retail Value \$11,225
\$1,225 Savings

- Banner Placement @ Each Event (Multiple)
- Special Release for Each Event
- Press Release w/ Promotional Sponsor Picture of Check Presentation
- (3) Website Banners for 1 Year
- Web Video (Placement on Chamber's Website and play in Visitor Center Lobby; Max of 2 Minutes; Production Included)
- Color Full Page Ad in Visitor's Guide
- Full Page "Focus On" Newsletter Ad
- Prominent Logo on Each Event TV Commercial
- Prominent Logo on Sandcastle and Sea Witch T-Shirts
- Inside Back Cover of Sea Witch Program
- Balloon for Sea Witch Parade
- Logo on Sea Witch Event Ribbon

\$5,000 TIDAL WAVE SPONSOR

Retail Value \$8,700
\$3,700 Savings

- Banner Placement @ Each Event
- General Release for Each Event
- Press Release w/ Promotional Sponsor Picture of Check Presentation
- (2) Website Banners for 1 Year
- Full Page "Focus On" Newsletter Ad
- Color 1/2 Page Ad in Visitor's Guide
- Prominent Logo on Each Event TV Commercial
- Prominent Logo on Sandcastle and Sea Witch T-Shirts
- Color Full Page Ad in the Sea Witch Program
- Logo on Sea Witch Event Ribbon

\$3,000 BARREL WAVE SPONSOR

Retail Value \$4,100
\$1,100 Savings

- Banner Placement @ Each Event
- General Release for Each Event
- Press Release w/ Promotional Sponsor Picture of Check Presentation
- (1) Website Banners for 1 Year
- 1/2 Page "Focus On" Newsletter Ad
- Logo on Each Event TV Commercial
- Logo on Sandcastle and Sea Witch T-Shirts
- Color 1/2 Page Ad in the Sea Witch Program
- Logo on Sea Witch Event Ribbon

\$1,000 SWELL SPONSOR

Retail Value \$1,225
\$225 Savings

- Banner Placement @ Each Event
- General Press Release for Each Event
- 1/4 Page "Focus On" Newsletter Ad
- Logo on Sandcastle and Sea Witch T-Shirts
- Color 1/4 Page Ad in the Sea Witch Program

\$500 RIP WAVE SPONSOR

Retail Value \$625
\$125 Savings

- Banner Placement @ Each Event
- General Press Release for Each Event
- Business Card Ad in "Focus On" Newsletter
- Color 1/8 Page Ad in the Sea Witch Program

**Call KATE
for details!
227-6446**

Business Name _____ Contact _____

Business Phone _____ Email Address _____

By signing this form, you agree to a _____ sponsorship in the amount of \$_____.

Contact Signature _____ Date _____

Please return completed form to Kate Bell at events@beach-fun.com or 302-227-8351 (FAX).

BEACH FEET ON THE GO

OVER 100 WINNERS LAST YEAR!

The Chamber is again partnering with Sussex Outdoors through the Beach Feet on the Go program. This program encourages physical activity such as walking, biking, and running.

Get Moving and Join the FUN! All you have to do is register online & track your minutes. Prizes will be awarded! Program planned to run Memorial Day to Labor Day.

Visit www.beach-fun.com/beach-feet-on-the-go.html for more details or contact Carol at 302-227-6446 or carol@beach-fun.com.



DINING GUIDE

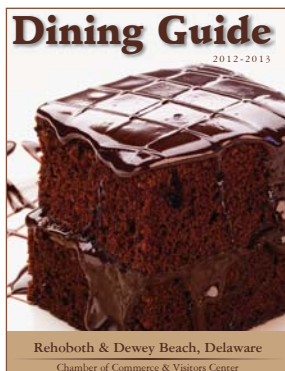
WHAT'S COOKIN'? THE 2013 DINING GUIDE!

A minimum of 25,000 guides will be printed & distributed locally by the Chamber during the last week of May to Accommodations, Realtors and the Visitors Center.

Restaurant menus will be included in the printed Dining Guide and at Beach-Fun.com. Deadline for ad & payment is April 19, 2013.

The cost is \$800.00 which is offset by advertisers receiving an added value choice of either a 1/2 page color ad in the 2014 Visitors Guide (a \$1,200 value) or insertion of 8,000 pieces of product in the 2013 Realtor Bag Season (a \$800 value).

For more details, contact Patty at 302-227-6446 or membership@beach-fun.com.



PARKMOBILE

PARKMOBILE RETURNS!

Parking at street meters in the City of Rehoboth Beach? Join Parkmobile - it's free, secure and easy! Tip: While you can register with Parkmobile right at the meter by calling 1-877-727-5758, it is recommended to PRE-REGISTER online at parkmobile.com. Online is much quicker than voice activation call in.

How it works! Find a parking space, launch the free mobile app or call 1-877-727-5758. Enter the parking zone number located on the meter. Make sure your vehicle information is correct and up to date with Parkmobile.



Still want to use quarters? You still can at all metered parking spaces. The Chamber will again provide & distribute business card sized instructions to downtown merchants.

For more details, contact Carol at 302-227-6446 or carol@beach-fun.com.

SAND DOLLAR SAVINGS

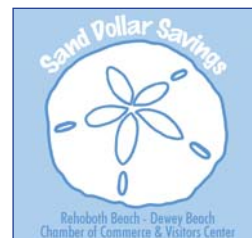
LOOKING FOR ADDITIONAL CUSTOMERS?

Dozens of Members are offering the Sand Dollar Savings Program. The program offers customers a **10% discount off any one, non-sale item!**

This program is designed specifically for retail and snack food businesses. Resort Area visitors are provided a free savings card that is distributed through the Chamber's Visitors Center and 8,000 Realtor Bags. Participating businesses are identified with a window decal provided by the Chamber and are listed on Beach-Fun.com. The savings program runs May to May annually.

Additional benefit to participating Members includes a listing in 140,000 copies of the 2014 Visitors Guide. Cost to participate is \$60.00.

For more details, contact Patty at 302-227-6446 or membership@beach-fun.com.



REPORTS *and* STATISTICS

Accommodation Occupancy Chart | 2012 vs. 2013

Date	Room Count	Weather	Event
January 6-8, 2012	1,624	50's, Sunny	No Event
January 4-6, 2013	1,479	40's, Sunny	No Event
January 13-15, 2012	1,779	50's, Sunny	Holiday
January 11-13, 2013	1,422	50's, Cloudy	No Event
January 20-22, 2012	1,501	40's, Cloudy	No Event
January 18-20, 2013	1,714	40's, Cloudy	Holiday
January 27-29, 2012	1,790	50's, Cloudy	No Event
January 25-27, 2013	1,439	30's, Snow	No Event
February 3-5, 2012	2,147	40's, Sunny	Polar Bear Plunge
February 1-3, 2013	1,957	30's, Light Snow	Polar Bear Plunge
February 10-12, 2012	1,848	30's, Rain/Snow	Valentine's Day Wknd/Merchants' Attic
February 8-10, 2013	1,546	40's, Rain	No Event
February 17-19, 2012	2,413	50's, Sunny	President's Day Weekend
February 15-17, 2013	2,335	40's, Rain/Snow	President's Day Wknd/Merchants' Attic
February 24-26, 2012	1,898	40's, Partly Sunny	No Event
February 22-24, 2012	1,846	40's, Rainy	No Event

- At member request, we have changed the format of the Accommodation Room Count to clearly identify the event weekends for comparison.
- Calls to accommodations made each Wednesday for upcoming weekend availability and prior weekends occupancy count. Info based on 3,802 Room Referral Count (includes Hotels/Motels, Inns, Guest Houses, Bed & Breakfasts, etc.).

Visitor Center Visitation

	2013	2012	2011	2010	2009
JAN	286.....	347.....	234.....	328.....	324
FEB	304.....	504.....	471.....	200.....	428

Quote of the Month

**Genius is the
power to make
continuous effort.**

Benjamin Disraeli

HOME EXPO PREVIEW

Building Supply Depot and Anderson Windows & Doors invites you to join them for a Chamber Mixer on Friday, April 5th, 2013 from 5:30 PM to 7:30 PM at the Rehoboth Beach Convention Center for a preview of the **16th Annual Delaware Resorts Home Expo**.

Please RSVP to Carrie at 302-684-8588 or carrie@buildingsupplydepot.com by Wednesday, March 27, 2013.

Home Expo to be held on April 6 - 7, 2013. For more info, visit www.rehobothtoday.com/expo.

REPORTS *and* STATISTICS

Website Results www.Beach-Fun.com

Website Statistics - February 2012 vs. 2013

2012	34,115 pageviews/hits 9,648 visits 7,711 absolute unique visitors 39.83% bounce rate 3:22 average time on site
2013	40,053 pageviews/hits 9,921 visits 8,310 absolute unique visitors 38.82% bounce rate 3:39 average time on site

Definitions as provided by Google Analytics:

Visits: number of visits to site;

Unique Visitors: number of unduplicated (counted only once) visitors to site over the course of a specified time period;

Pageviews/Hits: total number of pages viewed. Repeated views of single page are counted;

Average time on site: average time duration of a session;

Bounce Rate: percentage of single-page visits (i.e. visits in which the person left site from the entrance page).

Top 10 Pages Viewed - February 2013

Page on Site	Page Views
1 Current Events	1,785
2 Accommodations/Hotel/Motel	1,340
3 Area Activities	1,224
4 Attractions	1,060
5 Order a Free Visitors Guide	1,018
6 Sea Witch Festival	844
7 Beach Jobs	662
8 Rehoboth Beach Info	660
9 Dining	644
10 Accommodations/Hotel/Motel Page 2	622

Top 5 States to Visit Site - February 2013

1 Pennsylvania	2,553
2 Delaware	1,422
3 Maryland	1,348
4 New York	810
5 New Jersey	594

2013 Regional & Local Advertising Placement

(as currently approved)

Publication	Run Date
AAA World Magazine	Spring/Summer
ABA Motorcoach, CVB Spotlight	2013
America's Best Vacations	April
Association News	2013
Atlantic Theatres	Summer 2013
Cape Gazette, Trails & Walks	2013-2014
Central Penn Parent	Summer 2013
Coastal Images (Web Link)	Monthly
Comcast Cable/RVG	In Process
Delaware Beach Book	2013-2014
Delaware Tourism Office	Ongoing
Facebook/Social Media Advertising	2013-2014
Family Circle	April
Family Fun	April
Fox 45 Road Trippin' Segment	February 2013
Getaways on Display	May-Oct
Great Escapes, Daily Record	Spring 2013
Great Vacation Getaways	April
Group Tour NE	Summer 2013
Hometown Family Values (Trade)	2013-2014
Horizon Travel Magazine/Times Sq.	March/April
I-95 Presence/Welcome Center	2013-2014
Jolly Trolley Panel	Spring-Fall
Ladies Home Journal	April
Local Book Telephone Dir. (Trade)	2013-2014
Meeting Professionals	2013
Mid-Atlantic Events	2013
Oprah Magazine	Spring
People-Spring	April
Red Book-Spring	April
Red Book-Fall	October
Resort Maps	Summer 2013
Southern Living	Spring 2013
WBOC	In Process
WMDT	In Process

SAMPLE AD! Get Some Sand Between Your Toes!
Tax-Free Shopping, Local Cuisine,
Cozy Accommodations,
Performing Arts & The Ocean!
877-994-9834
rehobothbeach-de.info
Rehoboth Beach & Dewey Beach, DE

Local and accessible. Just like your small business.

Multitasking is a way of life for small business owners. That's why you'll appreciate the multiple ways Fulton Bank can help. Our small business managers are empowered with comprehensive financial tools and local decision making to provide focused solutions. From checking, lines of credit and online services to credit and debit card options, we're around the corner and ready to serve. A local business partner focused on your needs with powerful resources – a little help that goes a long way.

Ask what we can do for YOUR small business!



Fulton Bank

LISTENING IS JUST THE BEGINNING.®

6 Sussex County Offices including:

Rehoboth Beach Office

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**Sussex Branch of Delaware
SCORE Chapter 42**



Beach Babies Child Care



OPEN YOUR DOORS TO THE WORLD

Welcome international students to your community. Whether you are hiring one student or 100, CIEE can help you screen, recruit, and hire international seasonal staff for your business.

Students experience American culture firsthand through their work and the community they live in, while employers and their staff discover new cultural perspectives and build lifelong international friendships.

To learn more about cultural work exchange opportunities and the free hiring services from CIEE, visit our website at www.ciee.org/summerhire.

CIEE can help you fill these jobs in the Rehoboth and Dewey Beach area:

- Housekeepers
- Guest Services
- Dishwashers
- Game & Ride Operators
- Food & Beverage
- Lifeguards

CIEE is designated as a sponsor of the U.S. Department of State J-1 Summer Work Travel program and is a proud member of the Rehoboth Beach-Dewey Beach Chamber of Commerce.

A nonprofit, non-governmental organization, CIEE is the world leader in international education and exchange. For 65 years, CIEE has helped thousands of students, professionals, and educators gain the knowledge and skills necessary to live and work in a globally interdependent and culturally diverse world. Visit www.ciee.org.

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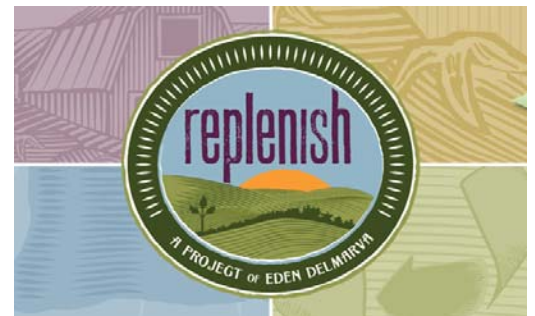
Thank You Monthly Renewing Members

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 January 28 - February 28, 2013. Thank you for your continued support!

Advantech Inc., All Saints' Episcopal Church, Alzheimer's Association Delaware, Apple Electric, Applied Bank, ART CLOSEOUTS - OCEAN GALLERY, Artisans' Bank, Auto Gallery, Atlantic Oceanside Motel, Barton's Grand Rentals, Bay Center, Beach House Rentals, The Beach Retreat, Beach Ride Taxi, Bella Terra Property Maintenance & Landscape, Bellinger's, Best Fireplace Service and Repair Co., Better Business Bureau of DE, Big Fish Grill, Bling Salon & Spa, Blue Hen Disposal, Chimes Delaware, Clean Green Horizons LLC, Clendaniels Plumbing, Heating & Cooling, CMG Construction Services, Coastal Rentals & Hydraulics, Collier's Trim Shop, Crowley & Associates, Delaware Center for the Inland Bays, Delaware Inn Bed & Breakfast, Delaweb Designs, Delmarva Document Solutions, Dewey Beach Parasail, D.F. Quillen & Sons, Envirotech Environmental Consulting, Inc., Epworth United Methodist Church, Richard Faull/Patron Member, FMS Rehoboth Beach, Furniture & More, Hampton Inn, High Seas Motel, Hometown Angola Beach, Hyett Refrigeration, J. Conn Scott, Key Advisors Group, Kings Creek Country Club, Lewes Cycle Sports, Long & Foster Real Estate, Thomas Luparello MD/Patron Member, M.L. Lichtenberg & Associates, Mariachi Restaurant, Marshall, Wagner & Assoc., The Melbourne, Midway Speedway, Mr. Go Glass, Oceanwild Design, One Spirit Massage Studio, Pig & Fish Restaurant Co., Rehoboth Bay Realty, Co., Rehoboth Beach Animal Hospital, Rehoboth Beach Boys & Girls Club, Robin Hood Restaurant, Rogers Signs, Schagrin Gas Co., Secure Self Storage, Side Door Media, Something Comfortable LLC, TD Bank, Thrashers French Fries, Tunnell & Raysor, The UPS Store, Vernon Powell Shoes, WDMS Entertainment & Promotions, Whitson, Windsor's Flowers. Renewals from January 28 - February 28, 2013.

REPLENISH PROGRAM

The Rehoboth Beach-Dewey Beach Chamber of Commerce is proud to announce that REPLENISH, the food scraps-to-compost program co-sponsored by RBDBCC and EDEN Delmarva in 2011, is starting a new campaign this spring to sign up MORE restaurants in the Rehoboth Area. REPLENISH diverts food scraps from 30 restaurants in the Rehoboth area, and has helped the restaurants succeed in reducing their disposal costs while also reducing their impact on the landfill.



Blue Hen Organics converts this organic material into compost for local farmers...some of the same farmers that sell local produce to restaurants like HOBOS, Nage and Café Azafran. The State of Delaware, through the Department of Natural Resources and Environmental Control, has created through REPLENISH a DNREC recognized self-certification program for restaurants, haulers, compost facilities, and farmers who participate in reclaiming valuable resources while reducing their environmental footprint.

REPLENISH would like to invite you to receive the benefits of our program by joining the area restaurants who are already saving money and helping REPLENISH the earth. Please call 302-542-3400 or email Kim Furtado, N.D. at kfurtado@edendelmarva.org to get started on the first 30 days of the program at no cost to you.

Remember **Spring Forward** • **March 10th**



645-5105

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Safety Special**

Apple Electric will change the **BATTERIES** in every smoke detector in your home and ensure they are in proper working order!



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

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