

# CURRENTS

BETHANY-FENWICK AREA CHAMBER OF COMMERCE NEWSLETTER | JULY 2019

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## BE A PART OF THE ACTION!

Sussex County will host the 2019 Senior League Softball World Series from July 29 - August 4! The Chamber will have an information booth, on site at the Lower Sussex Little League Complex, for the duration of the tournament. All Chamber members are invited to provide collateral to be distributed to visitors at the booth! Suggested items are detailed below, and we recommend a quantity of at least 100 items. There is no fee to distribute your business's items in the Chamber's booth - just the cost of printing your items.

**GIVEAWAYS:** Make a lasting impact with visitors from around the world, and give out items they can take home with them. Hats, sunglasses, sunscreen, lip balm, bags, are all examples of items that would be useful for them during their stay, and upon their return home!

**MENUS:** With little to no time to plan their stay in advance, visitors will be looking for dining options during their stay.

**COUPONS:** Coupons are always a compelling way to get customers in the door!

**BROCHURES:** Do you offer a fun activity that visitors could enjoy while in town? Provide a flyer or brochure with details about your business, location, hours, website, phone number, and more! Add a coupon to the flyer as an extra incentive.

Any items you wish to distribute are **due to the Chamber by July 19th**, and can be sent directly to the Chamber, or dropped off, at 36913 Coastal Highway, Fenwick Island, DE 19944. Please provide advance notice that your items are on the way by calling 302-519-1919, or emailing [info@bethany-fenwick.org](mailto:info@bethany-fenwick.org). If you are interested in volunteering for a shift staffing the booth, see all volunteer opportunities [here](#).

Businesses can also submit a promotion for all athletes and spectators to be included in announcements made throughout the week during games. For more information, contact Katie Nevin at 302-539-2100 x.111 or by email at [communications@bethany-fenwick.org](mailto:communications@bethany-fenwick.org).

# Renewing MEMBERS

**July is a big renewal month! Thank you all for your continued support of the Chamber! And congratulations to the many business who have been with us for 30 + years, and to the few renewals this month who have been with the Chamber since the start. Happy Anniversary!**

**PROUD MEMBER OF  
THE CHAMBER**



## 10 - 24 YEARS CONTINUED

- Kopp, Leslie - Realtor with Long & Foster **17**
- Mark Dieste Design Build, LLC **13**
- Maureen's Ice Cream & Desserts **15**
- R.J. Lock & Security **15**
- Selbyville Public Library **16**
- Surf's Edge Deli & Pizzeria **15**
- The River, A Wesleyan Church **13**
- The Salt Pond Golf Club **20**
- WSFS Bank - Ocean View **10**

## 2 - 9 YEARS

- Anne Powell, Associate Broker - Keller Williams Realty **8**
- Atlantic Shoals Surf Shop **7**
- Chesapeake Plumbing and Heating, Inc. **2**
- Dickens Parlour Theatre **9**
- Garth Enterprises, LTD. **6**
- Hayman Creative Promotional Products Agency, Inc. **2**
- Jennifer Jones, Realtor - Keller Williams Realty **2**
- North Bethany Beach Patrol **6**
- Ocean City Recreation & Parks **9**
- Ocean View Historical Society **2**
- Pivot Physical Therapy **4**
- REMAX Coastal **2**
- Sea Crest Associates, LLC **7**
- Smart Staff **5**
- SPC Financial Inc. **5**
- Tidepool Toys & Games - Bethany Beach **8**
- Tidepool Toys & Games - Fenwick Island **5**
- Twining's Lobster Shanty **8**
- Veris Bouloucon Home Group **4**

## 1 YEAR

- Shore Home Improvements LLC
- CloudScale365

## 40 + YEARS

- Kleinstuber, John F. & Assoc. Inc. **40**
- Lord's Landscaping, Inc. **40**
- Treasure Island Fashions Inc. **44**
- Warren's Station **43**

## 30 - 39 YEARS

- Atlantic Coast Inn-Fenwick Island **33**
- Bireley & Kortvelesy, P.A. **39**
- Brasure's Carpet Care, Inc. **34**
- Brasure's Pest Control, Inc. **36**
- Candy Kitchen Shoppes, Inc. **32**
- Custom Mechanical, Inc. **35**
- Fenwick Hardware **36**
- George Bunting Insurance Agency Inc. **35**
- Japanesque **34**
- Jefferson, Urian, Doane & Sterner - Ocean View **33**
- Kramer, James K. D.M.D. **30**
- Lighthouse Liquors **37**
- McCabe's Gourmet Market **33**
- Parsons & Robinson, P.A. **34**
- Pine Tree Campsites **36**
- Quality Inn & Suites Oceanblock **33**
- Sea Level Designs Inc. **33**
- Seaside Country Store **36**
- Tangier Island Cruises **31**
- Town of Fenwick Island **31**
- Tuckahoe Acres Camping Resort, Inc. **36**
- Tunnell & Raysor, P.A. **36**
- Viking Golf & GoKarts & Thunder Lagoon Waterpark **35**
- Weather or Not, Inc. **32**

## 25 - 29 YEARS

- Al Casapulla's Italian Deli **27**
- All States Construction Co, Inc. **26**
- Auto Plus & Marine/Ocean Area Tire - Goodyear Tire & Service Network **27**
- Calvin B. Taylor Bank **26**
- Cripple Creek Golf & Country Club **26**
- European Coach Werkes **27**
- Fenwick Towers Condominium **28**
- Pottery Place **27**
- Roberts Repair Service, Inc. **29**
- Solutions Plus **27**
- South Bethany Seafood Market **28**
- Sunny Day Guide **25**
- Tomasetti Law, LLC **29**

## 10 - 24 YEARS

- Alesi Custom Builder & Renovators, Inc. **18**
- Aquatic-Marine, LLC **13**
- Comcast Spotlight **15**
- Delaware Technical Community College - Owens Campus **12**
- Evans, Rick A. - Realtor with Long & Foster **23**
- G&E Supermarket /Hdw & Hocker's Super Center **24**
- Hickman Beach Plaza L.L.C. **23**
- Hilyard's Business Solutions **17**
- Hudson's Produce **11**
- Jefferson, Urian, Doane & Sterner - Georgetown **11**



## ACTIVITIES

### OC Cornhole Rental

*Craig Cooper*

4401 Franklin Ter.

Beltsville, MD

(301) 343-5584

info@occornholerental.com

occornholerental.com

## BUILDERS

### Bay To Beach Builders

*Deric Parker*

35785 Atlantic Ave.

Millville, DE

(302) 349-5099

brosenblatt@baytobeachbuilders.com

baytobeachbuilders.com/

## BUSINESS EQUIPMENT, SUPPLIES & SERVICES

### Delmarva Business Optimization Consultants

*Brian O'Sullivan*

30094 Seashore Park Dr.

Millville, DE

(301) 806-6753

TBirdBTO@aol.com

schooleymitchell.com/blosullivan

## BUSINESS RELATED SERVICES

### SocialSussex

*Brad King*

33514 Weshampton Ln.

Ocean View, DE

(302) 402-3551

admin@socialsussex.com

socialsussex.com

## COMPUTER, IT & TECHNOLOGY

### Resolute Concepts

*Sean McLaughlin*

2743 Greene Ln.

Baldwin, MD

(443) 299-7200

sean.mclaughlin@resoluteconcepts.com

resoluteconcepts.com

## GIFTS & HOME DÉCOR

### Tatum-Poole Décor & More

*Val Englert*

14 W. Church St.

Selbyville, DE

(302) 436-5350

info@t-pdecor.com

t-pdecor.com

## RESTAURANTS

### Shipwrecked

*Rebecca Adams*

3 Atlantic Ave.

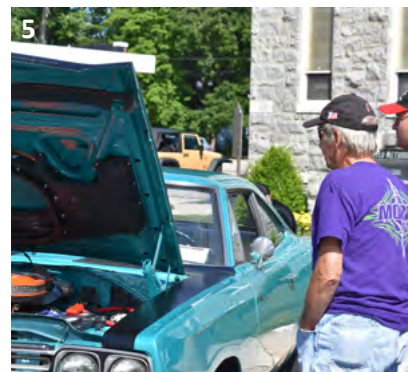
Ocean View, DE

(302) 381-1976

shipwrecked-de@outlook.com

shipwrecked-de.com

# Photo BOARD



**1. June 6<sup>th</sup>** Membership Meeting with Sussex County Economic Development at Warren's Station • **2. June 6<sup>th</sup>** Ribbon Cutting at Tidemark Federal Credit Union in Selbyville • **3. June 6<sup>th</sup>** Ribbon Cutting for Anne Powell of Keller Williams Realty • **4. June 13<sup>th</sup>** Beam signing at the site of Beebe Healthcare's new emergency center in Millville • **5. June 15<sup>th</sup>** Selbyville's 62nd Annual Old Timer's Day Classic Car & Truck Show • **6. June 19<sup>th</sup>** Business After Hours Summer Social at Hammerheads Dockside • **7. June 20<sup>th</sup>** Ribbon Cutting at Bonkey's Ice Cream and Snoballs' newest location in Ocean View • **8. June 28<sup>th</sup>** Ribbon Cutting for Shipwrecked Ice Cream in Ocean View



# Q&A

with John F.  
Kleinstuber &  
Associates, Inc.

John Kleinstuber of John F. Kleinstuber & Associates, Inc. has been working in the family business started by his father for 21 years. Now owned by John and his sisters Nancy Carey, they continue to be one of the area's most popular realtors for sales and rentals. As a Chamber member for 40 years this month, we spoke with John to learn a little bit about the background of the company and gain some insight on its success over the last 42 years.

## Q: Tell us about your business.

**A:** We are a family business. My dad started it in 1977. Before that, he worked with another real estate company and then decided to go out on his own. Our concentration has always been on Fenwick Island and we have always wanted to give a personal touch – that was important to him so we have always maintained that. We do sales and rentals – I specialize in sales; however, I do rentals too, but Nancy Carey [John's sister and business partner] is the main rental agent here. A great majority of our business continues to be right here in Fenwick.

## Q: What is your favorite thing about being a business owner?

**A:** The independence, not having to answer to anyone else is a wonderful thing. It's nice that if something needs to be changed, or there is a problem, we can handle it and don't have to answer to anyone higher up.

## Q: What is your main role in the everyday operations of the business?

**A:** Manage day-to-day operations I guess would be my main responsibility. I am the president and broker, and my concentration personally is more on sales because that is what I most enjoy doing, but a huge part of our business is rentals as well.

## Q: What do you envision for the future of your business?

**A:** We certainly hope it continues to grow. Where our concentration is right here at the beach, there just won't be anymore land where you can walk to the beach, so it is a very finite area. As the development sprawl continues to the west of us, during the season when those people who purchased

a place miles away from Fenwick - let's say they try to get to the beach and they realize it takes them an hour to get here in the peak of the summer from 4 or 5 miles inland, it won't take them long to realize that if you have a place right here in Fenwick or Bethany you can park your car, ride your bike, or walk wherever you want to in town – I think that is going to drive our business in the coming years.

## Q: What education or experiences did you have that prepared you for the business?

**A:** Well I have a bachelor's degree in psychology, and we all know you can't do a whole lot with a bachelor's degree in psychology, but I didn't go into college thinking I would get my degree in psychology and then sell real estate but it surely has helped me. I enjoyed the study, and I enjoy psychology overall and I think being able to tap into the human mind a little bit has given me strength in this business.

## Q: How do you measure business success?

**A:** The way I look at it is the repeat business. Having been in business for as long as we have, it is very rewarding to now see second and sometimes third generations of families come down and rent from us each year, or maybe they bought property from us years ago and now their kids are buying property, or things like that. I've always thought that if a company that has a good reputation and people continue to come back to them year after years – I think that is certainly how I would define success in my opinion. It is also seeing our customers and clients happy with the end result – whether it is a good rental experience, sale, or purchase of a place, a happy client is certainly another way to define business success.

## Q: Now a Chamber member for 40 years, why do you continue to renew your membership?

**A:** Everyone at the Chamber of Commerce does a fantastic job and you're a great advocate for our area. If people have questions or concerns about the area, something I can't help them with or maybe they want a less biased opinion, I send them your way, and I just think you all do a tremendous job.

To learn more about John F. Kleinstuber & Associates, Inc. visit their beautiful website at [fenwickisland.com](http://fenwickisland.com).



## SAVE ON YOUR ELECTRIC BILL!



As one of many member benefits, the Chamber offers an electricity-buying co-op, which offers electricity at discounted rates. What is the co-op? The electric co-op is an exclusive member benefit for Chamber members in good standing who are also Delmarva Power & Light customers, whereby their electric rate is negotiated as a flat fixed rate by an experienced third party on their behalf for a contract period, usually 1-3 years. These negotiated rates are substantially lower than published tariff rates.

Thus far in 2019, the 89 Chamber member businesses that have participated in this program will realize an annualized savings of approximately \$32,000.00 based on their prior year's energy consumption. This equates to an average savings of \$359.00 annually – which pays for your annual membership investment in the Chamber, plus some!

With the June contract group, we are able to add member accounts for a limited time to the rate negotiated on our members' behalf. If you are currently not in a chamber electricity co-op group, are a Delmarva Power customer, and are interested in learning more about this chamber member benefit and saving money, please contact Fred Thomas at (302) 539-2100 x116 or [fred@bethany-fenwick.org](mailto:fred@bethany-fenwick.org).

## 2019 LIFEGUARD AWARDS



The Chamber and Big Chill Beach Club proudly present the 2019 Lifeguard Award Celebration. This annual event will honor the outstanding men and women of the local lifeguard patrols on Thursday, August 15th from 6:00 - 9:00 pm. All Chamber members are invited to attend the event! Tickets are \$10 and can be purchased [here](#). Sponsorship opportunities are also available for all Chamber members and can be seen [here](#).

## 41<sup>st</sup> Annual Bethany Boardwalk Arts Festival



After the cancellation of the 2018 show due to dangerous weather conditions, we are looking forward to the 41st Annual Bethany Beach Boardwalk Arts Festival, set for Saturday, September 7<sup>th</sup>! There are many opportunities for Chamber members to get involved whether through sponsorships or volunteering. Volunteer opportunities can be viewed [here](#). If interested in sponsoring the event, please contact Connor Lineberry at (302) 539 -2100 x.115 or by email at [events@bethany-fenwick.org](mailto:events@bethany-fenwick.org) to learn more.



## **2019 CORPORATE GET FIT CHALLENGE!**

**Open to All Bethany/Fenwick Chamber of Commerce Members & Their Employees!**

Two teams sweat it out for the chance to win a FREE month of free semi-private personal training, access to our online training and of course, let's not forget, bragging rights!



### **THE PACKAGE:**

*Unlimited Access to Semi-Private Training*

Two 1 on 1 Personal Training Sessions

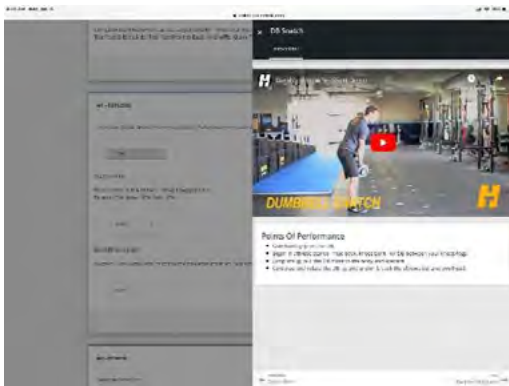
30 Days of Nutritional Counseling

30 Days Online Programming

30 Days Open Gym (5am-7pm)

**\$149/EMPLOYEE! (MINIMUM 8)**

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**Premier360:** Our semi-private personal training is held several times a week in both early mornings and evening to accommodate your schedule. With at least two personal trainers on site, every person receives the attention they deserve with the energy and accountability of a group setting. Like to mix it up with some 1 on 1 training too? Ask about our Elite360 option!

**Train Heroic:** Our online training uses a state-of-the art platform allowing for progress tracking with your trainer, demonstration videos and customized training.

**Open Gym:** Why spend another \$35-50 at a big box gym to get your workouts in during your non-scheduled time? Our clients can utilize our private facility during their off time!



***Contact Erik at 703.626.3157 for details and get your teams started today! #BOOM!***

*\*Offer open to family members who choose to pay & participate!*



# MARK YOUR

# Calendar

## CELEBRATE INDEPENDENCE DAY!

Summer is in full force, and the Forth of July is upon us. We hope you find some time to relax, and enjoy time with family and friends! Here are some ways to celebrate the holiday in the community:

### Bethany Beach

Parade | 12:00 pm

Bandstand Performance | 7:30 pm

Fireworks | Dusk

### Mango's

19th Street Band | 9:30 pm - 11:30 pm

### Salted Vines

Open! | 12:00 - 6:00 pm

## DEL DOT MILEAGE-BASED USER FEE PILOT

DelDot has invited Chamber members to participate in the upcoming Phase 2 Mileage-Based User Fee (MBUF) pilot. Delaware is the lead state for a pilot project through the I-95 Corridor Coalition to determine the feasibility of replacing the state fuel tax with a mileage-based user fee. The main purpose of the pilot is to provide a better understanding of how a MBUF might work in our region given the potential for out-of-state mileage and toll interoperability challenges.

Participation will include having a plug-in device – with or without location – installed in your vehicle's on board diagnostic (OBD) port to track mileage. Mileage and fuel usage will be based on vehicle data obtained from the plug-in device. Location information will be used to differentiate the mileage by the state in which the vehicle was driven, and also provides enhanced driver amenities.

A mock monthly "invoice" will be generated to show mileage traveled and what the MBUF would be based on those miles. The entire pilot project will be a simulated mock process and **no funds will be involved at any point**. If you are interested in volunteering, [sign up here](#) ASAP, as the pilot is scheduled to begin in the coming days. You can learn more here, and can contact [Shanté Hastings](#) with any questions.

## UPCOMING MEETINGS

### BETHANY BEACH

#### Town Council

July 19<sup>th</sup> | 2:00 pm

#### Planning & Zoning Commission

July 20<sup>th</sup> | 9:00 am

### DAGSBORO

#### Planning & Zoning Commission

July 11<sup>th</sup> | 6:00 pm

#### Town Council

July 15<sup>th</sup> | 6:00 pm

### FRANKFORD

#### Town Council

July 1<sup>st</sup> | 7:00 pm

### MILLVILLE

#### Town Council

July 9<sup>th</sup> | 7:00 pm

#### Planning & Zoning Commission

July 11<sup>th</sup> | 7:00 pm

### OCEAN VIEW

#### Town Council

July 9<sup>th</sup> | 7:00 pm

### OCEAN VIEW CONT.

#### Planning & Zoning Commission

July 18<sup>th</sup> | 6:00 pm

#### Board of Adjustment

July 18<sup>th</sup> | 7:00 pm

### SELBYVILLE

#### Town Council

July 1<sup>st</sup> | 7:00 pm

### SOUTH BETHANY

#### Town Council Meeting

July 12<sup>th</sup> | 6:00 pm

#### Town Council Workshop

July 25<sup>th</sup> | 3:00 pm

## JULY COMMUNITY EVENTS

For complete calendar of Community events, visit [thequietresorts.com](http://thequietresorts.com)

### "Bathing Beauties"

July 1<sup>st</sup>

Gallery One

### Fenwick Storytime in the Park

July 3<sup>rd</sup>

Fenwick Island Gazebo

### Fenwick First Friday's

July 5<sup>th</sup>

Fenwick Island Businesses

### Tatum-Poole Decor & More Grand Opening

July 6<sup>th</sup>

Tatum-Poole Decor & More

### Fenwick Island Annual Town Bonfire

July 6<sup>th</sup>

On the Beach at Dagsboro St

### 6th Anniversary Party!

June 9<sup>th</sup> & 10<sup>th</sup>

The Salted Rim

### Fenwick Flicks

July 9<sup>th</sup>

On the beach at Bayard St.

### Sandcastle Contest

July 13<sup>th</sup>

Delaware Seashore State Park

### Brushes & Bubbly Paint Night

July 17<sup>th</sup>

Art League of Ocean City

### Reading Meet & Greet

July 17<sup>th</sup>

Bethany Beach Books

### Believe in Tomorrow 5k

July 18<sup>th</sup>

Bich Chill Beach Club

### Beach and Bay Cottage Tour

July 24<sup>th</sup> & 25<sup>th</sup>

Tickets available at South Coastal Library

### Senior League Softball World Series

July 29<sup>th</sup> - August 4<sup>th</sup>

Sussex Little League Complex





136

Registered Vehicles



10

Pin-Up Contestants



\$1,135

Raised for Delaware Hospice

## THANK YOU, SPONSORS!

- Bunting & Murray Construction Corporation
- Heather's Home Works
- McKee Builders
- Mountaire Farms
- Rt. 113 Boat Sales and Service
- Murray Sod
- Scott Smith, Edward Jones
- Wells Fargo Home Mortgage
- West Fenwick Car Wash
- Sussex Eye Center
- James K. Kramer, DMD
- Bishop-Hastings Funeral Home
- WSFS Bank - Selbyville
- The Voice Radio Network
- Coastal Drone Marketing
- Delmarva Two-Way Radio
- Inland Bays Garden Center
- Hit the Deck Furnishings
- Crooked Hammock Brewery



## THANK YOU, VOLUNTEERS!

- Janice Beckham
- Kelli Bosis
- Priscilla Brown
- Ingrid Cathell
- Brittany Carpenter
- Charlie Cathell
- Michele Clauser
- Shyree Jackson
- Ron Lewis
- Jill McGuire
- Crystal Mumford
- Drucilla Mumford
- Carol Nevin
- Steve Nevin
- Mary Smith
- Natasha Smith
- Pam Vaughan
- Wylita Whaley
- Jeanette Yurek
- Regina Bailey
- Kim Purnell

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Dover

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NV/Ryan Homes

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Banks Wines & Spirits

Beazer Homes at Bishop's Landing

Beebe Healthcare/Beebe Medical  
Foundation

Bethany Beach Books

Bethany Beach Ocean Suites &  
Holiday Inn Express

Carl M. Freeman Companies

Coastal Point

Coastal Tented Events/Coastal Rentals  
& Hydraulics

Delaware Today

K. Hovnanian at Ocean View Beach Club

La Vida Hospitality Group

Long & Foster Realtors – Bethany Beach

PNC Bank

ResortQuest

The Cottage Cafe & Bethany Boathouse

The Voice Radio Network

Wilgus Associates, Inc.

## SILVER

Atlantic General Hospital

Bethany Blues

Coldwell Banker Residential Brokerage:  
Sales/Rentals

Delmarva Broadcasting Company

Schell Brothers

## BRONZE

Berkshire Hathaway HomeServices

Gallo Realty

Bunting & Murray Construction Group

Creative Concepts

Mountaire

Casino at Ocean Downs

Heather's Home Works

# ABOUT THE CHAMBER

## Our Mission

The Chamber's mission is to develop and implement destination events, participate in advocacy efforts, and provide opportunities for networking, marketing and education with a goal of improving member success and enhancing the quality of life throughout the Quiet Resorts.

## Chamber Staff

### Executive Director

Lauren Weaver • ext. 118

[lauren@bethany-fenwick.org](mailto:lauren@bethany-fenwick.org)

### Membership Manager

Fred Thomas • ext. 116

[fred@bethany-fenwick.org](mailto:fred@bethany-fenwick.org)

### Events Manager

Connor Lineberry • ext. 115

[connor@bethany-fenwick.org](mailto:connor@bethany-fenwick.org)

### Communications & Marketing Manager

Katie Nevin • ext. 111

[katie@bethany-fenwick.org](mailto:katie@bethany-fenwick.org)

### Tourism Services Coordinator

Michèle Morgan • ext. 110

[info@bethany-fenwick.org](mailto:info@bethany-fenwick.org)

## Board of Directors

**President:** Cory Walsh, *Taylor Bank*

**Past President:** Sara Booth, *Ryan Homes*

**President-Elect:** Max Hutsell,  
*Edward Jones*

**Vice President:** Ashley Godwin,  
*Adkins Produce*

**Secretary:** Jamie Hayman, *Hayman Creative, Inc.*

**Treasurer:** Chris Moody, *Delaware Technical Community College*

## Directors

Kim Bailey, *Wilgus & Associates*

George Bendler, *Hammerheads*

Jake Booth, *Capstone Homes*

Heather DeMarie, *Heather's Home Works, LLC*

Damien Golden, *iKANDE Advertising*

David Jayne, *Jayne's Reliable*

Kris Medford, *SoDel Concepts*

Brandon Rickwood, *Tunnell & Raysor, P.A.*

## Legal Council

Harold Dukes, Jr. *Tunnell & Raysor, P.A.*

## Follow us!

For Chamber news, photos & updates



Bethany-Fenwick Area  
Chamber of Commerce

