



February 2008

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Mark Your Calendar

February 4

Last day to purchase tickets
for Valor Awards

February 8

Joshua M. Freeman Valor
Awards

February 22

Last day to RSVP for
Business After Hours

February 26

Business After Hours
(PLEASE NOTE! THE AFTER
HOURS IS ON A TUESDAY!)

March 4

Last day to RSVP for
Membership Meeting

March 6

Membership Meeting

Chamber Academy Now in Session

You spoke and the Chamber listened. After analyzing the data collected in the membership survey in 2007, the Chamber took notice of the many wonderful suggestions members had for services and programs not currently offered in our area. To help meet your needs, the Chamber is pleased to announce the launch of the **Chamber Academy, an ongoing professional and personal development series starting in late February.**



Through the Chamber Academy you are able to attend workshops and classes. You also have the opportunity to teach classes in your specific area of expertise. We have so many talented individuals within our Chamber membership that have a lot to offer our business community. We would love to give you the chance to showcase your talents and share your knowledge.

The first course offered through the Chamber Academy's Professional Development Series is *Principles of Business Leadership* presented by Mike Nally of IntraGoal Partners, LLC. This course is designed for business leaders who are looking to improve their leadership now and in the future. Nally will focus on improving awareness of your current business situation and leadership impact, and highlight key characteristics of successful leadership. You will be able to engage in experiential group discussions of theory and practice of better business leadership with Nally and your fellow business leaders. The course will run for four Fridays beginning February 22nd at the Chamber.

Dave Beall, founder of Delmarva Fishing School, will be presenting the first workshop in the Personal Development Series called *Go Fish!* Beall will be leading discussions on how to find and catch rockfish, trout, flounder and bluefish. The class will also provide hands-on training on where and when to fish, bait & lure selection, casting, rod & reel choice and knot tying. This two-day workshop will be held on April 4th and 5th at the Chamber.

To sign up for either of these classes or for more information about the classes offered, please visit <http://store.bethany-fenwick.org> and click on Chamber Academy or contact Carrie at 302-539-2100 x12.

If you are interested in presenting a Chamber Academy class please contact Carrie for a Presentation Proposal form. Proposals will be submitted to the Chamber's Membership Committee for review.



Find out how you could save money on your electricity!
Attend an information meeting about the Chamber's Electricity Cooperative.
February 6th at 3:00 p.m. or February 7th at 9:00 a.m. at Holiday Inn Express in Bethany Beach.
RSVP by February 5th to Helen at 539-2100 x16 or helen@bethany-fenwick.org.



Bethany-Fenwick Area Chamber of Commerce

36913 Coastal Hwy., Fenwick Island, DE 19944
Member Hotline: 302-539-1919
Phone: 302-539-2100 + extension
Fax: 302-539-9434
E-mail: info@bethany-fenwick.org
Web site: www.thequietresorts.com

Our Mission

The Chamber is a voluntary organization uniting businesses and professional individuals and entities to accomplish collectively what could not be done individually.

Officers

President • Patti Grimes,
Carl M. Freeman Communities
President-elect • Jim Smith,
Delmarva Power

Vice President • Steve Morgan,
A.Anderson Scott Mortgage Group

Secretary/Treasurer & Finance Chair
David Nilsson, David Nilsson, CPA

Immediate Past-President & Events Chair
Jean Wode, Tulip

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Jeff Baxter • Bethany Bytes
Brenda Bove • Cripple Creek Golf &
Country Club

Kevin Brady • Comcast Spotlight
Barbara Carlson • Realtor with Coldwell
Banker Residential Brokerage
Kathy Castroville • Mercantile Peninsula
Dick Heidenberger • Dickey's Frozen
Custard

James Lucas • Harpoon Hanna's
Quinn Lydic • Kaylor Kent Mortgage
Associates

Kevin Lynch • Selbyville Pet & Garden
Center

Andy Lyons • Kornerstone Management

Legal Counsel

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

Chamber Staff

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extension 14 • karenm@bethany-fenwick.org

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extension 12 • carrie@bethany-fenwick.org

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extension 11 • pamela@bethany-fenwick.org

Member & Business Services Coordinator
Helen Barnaba

extension 16 • helen@bethany-fenwick.org
Tourism Information Coordinators

Patti Klosek & Mary Beth Stokes
extension 10 • info@bethany-fenwick.org

Exercise Like the Eskimos Makes a Splash

New Year's Day dawned bright and sunny, and eventually chilly, for the record-breaking 317 participants in the 12th Annual Leo Brady Exercise Like the Eskimos. All net proceeds from the Chamber's Exercise Like the Eskimos benefit the Quiet Resorts Charitable Foundation's scholarship program.

Setting a new record for largest team, and taking home the coveted Iceberg Trophy for largest commercial team, was the team from *The Cottage Café* with a total of 91 splashers! *Team Neptune* also had an enthusiastic showing with 28 splashers and won the non-commercial team Iceberg Trophy.



Thanks to our Sponsors!

Towel Sponsor
ResortQuest Realty

Supporting Sponsors

Bethany Dental Associates
Leo Brady, Associate Member
D. Stephen Parsons, P.A.
Delmarva Power

Creative Resource Group

Five Guys Burgers and Fries

Kaylor Kent Mortgage Associates

Steve Morgan, A. Anderson
Scott Mortgage Group

Bruce Mears Designer/Builder
Happy Harry's

Media Sponsors

Coastal Point
Great Scott Broadcasting

Thanks to our Volunteers!

Frank Barrett, Associate Member

Pauline Blasena, Scarlett's
Treasures / Lavender & Lace
Leo Brady, Associate Member

Brenda Fegelein, Associate
Member

Arlene Hauck, Lifetime Associate
Member

Robert Mele, Delmarva Floor
Restorations LLC

Amy Norgate, Tanger Outlets

Jennifer Pavik, Vernon Sales
Promotions

Pets Strut Their Stuff at the Hometown Pet Show

The 6th Annual Hometown Pet Show, presented by Intervet, had an amazing turnout with 52 pets competing for prizes. Taking place before the Leo Brady Exercise Lie the Eskimos, the pet show allows pets to strut their stuff and compete for prizes in categories such as Best Costume, Best Gallon-sized Pet, Best Pint-sized Pet, and Looks Most Like Owner. Proceeds from the pet show benefit Bethany Town Cats.



Chamber member Lois Saraceni and dog Buca dress it up for the Hometown Pet Show!

Thanks to pet show emcee *Darin McCann of the Coastal Point* and pet show judges *Rev. David Kelley, St. Ann's Church; Carol Olmstead, Town of Bethany Beach* and *Monte Wisbrock, Bethany Beach Volunteer Fire Company*. Special thanks to event chair *Jim Shank, Associate Member*.

2nd Annual Winter Blues Ball

With a sprinkle of snowflakes falling softly, 100 guests arrived to enjoy the Chamber's 2nd Annual Winter Blues Ball.

The ballroom, bar and Bistro at Bear Trap Dunes were transformed into an exquisite winter wonderland, and guests enjoyed dinner, dancing, and live and silent auctions.

Thank you to the following businesses and people that made this event a success!

Presenting Sponsor

All States
— CONSTRUCTION COMPANY, INC. —

Table Sponsor

 **PNC BANK**
LEADING THE WAY

Winter Blues Ball Committee: Co-chairs Audrey Serio & Geri Warren
Brenda Bove, Aubré Duncan, Susan Lyons & Bob Volpe

Decorations: Memorable Milestones, Patti Klosek & Lois Saraceni

Auctioneers: Frank Serio and Jim Yori

The Snow Angels from Made Ya Look! Salon & Day Spa

Coastal Point

The 60+ member businesses who donated goods and services for the auction

Proceeds from the event benefit the Chamber's Capital Resource Fund and the Quiet Resorts Charitable Foundation.



BETHANY-FENWICK AREA CHAMBER CORPORATE SPONSORS

- Platinum Sponsors NVHomes/Ryan Homes
- Gold Sponsors Beebe Medical Center/Beebe Medical Foundation • Coldwell Banker Residential Brokerage • Holiday Inn Express • IntraGoal • Wilgus Associates
- Bronze Sponsors Coastal Point • Comcast Spotlight • Giant Foods • PNC Bank
- Media Sponsors Delaware Today • Great Scott Broadcasting

Corporate sponsors receive discounted rates on advertising and event sponsorship.

• • • • •

If you are interested in learning more about becoming a corporate sponsor, please contact Karen at 539-2100 x14 or karenm@bethany-fenwick.org.

January Membership Meeting

Just days after the start of the new year, Sen. George Bunting and Rep. Gerald Hocker brought members up to speed on local issues. Both state legislators addressed 61 Chamber members at the monthly Membership Meeting, held January 3rd at Harpoon Hanna's.



(l to r) Walt Lydic of Kaylor Kent Mortgage Associates talks with Rep. Hocker and Sen. Bunting.

Sen. Bunting talked about DeIDOT's plan to begin purchasing right-of-way access for the Route 26 Detour Routes project. The actual work on expanding Route 26 is now scheduled to start no earlier than 2011. In the meantime, Sussex County Engineering has begun work on installing sewer access on Route 26, west of Old Mill Road.

Both legislators noted that area businesses should begin seeing reductions in their workers' compensation insurance premiums in 2008. Further reductions should occur as the reform measures are actually implemented. This adjustment comes simply from the reform legislation this Chamber supported last session.

Referring to the ongoing discussions involving Delmarva Power and Bluewater Wind, Rep. Hocker explained that he was "not against wind power," and feels that while the intent of the energy legislation (HB6) was to save Delawareans money the bill was too limited and "got way off track." He mentioned energy bills proposed and in place that can save money for individuals and businesses who invest in renewable energy like solar power.

The session is just getting under way. Keep an eye on your e-mail and future issues of *Currents* for public policy updates and alerts.

Thanks to **Harpoon Hanna's** for hosting the Membership Meeting!

The Joshua M. Freeman Valor Awards also serves as the February Membership Meeting. Please see page 5 for details.

February Business After Hours

Date

TUESDAY, February 26th • 5:00-7:00 p.m.
Notice the date change to Tuesday!

Location

bluecoast seafood grill
& fish market
1111 Coastal Hwy.
Bethany Beach, DE 19930



Cost

Members: Included in your membership
Prospective Members: \$10

Member Spotlights

Teri Mahoney & Kevin Brady, Comcast
Spotlight

RSVP

by February 22nd. Call or e-mail Helen.
539-1919 • helen@bethany-fenwick.org.

March Member Events

Membership Meeting • March 6th
The Penguin Diner, Bethany Beach

Business After Hours • March 26th
The Cottage Café, Bethany Beach

Remember, you can register and pay online for Membership Meetings. Visit our online store at <http://store.bethany-fenwick.org>.

February Member Spotlights

Kevin Brady & Teri Mahoney, Comcast Spotlight

There are two spotlight tables left for the February Business After Hours
and only a few more left for 2008!

Spotlight your business for two hours for only \$75.

Purchase your spotlight online at <http://store.bethany-fenwick.org>
or contact Carrie at 539-2100 x12 or carrie@bethany-fenwick.org.

2008 JOSHUA M. FREEMAN *Valor Awards*

*Join us as we honor the outstanding police officers
and firefighters who bravely serve our area.*

Friday, February 8, 2008 • Noon-2 p.m.

The Bistro at Bear Trap Dunes
7 Clubhouse Drive • Ocean View, DE 19970

Cost: \$20 per person

Includes salad, sliced turkey, roast beef, mashed potatoes, vegetable & dessert

Presenting Sponsor



Award Sponsor



Emergency Services
Partnership Program

To attend, purchase your seat online
at <http://store.bethany-fenwick.org> or call 302-539-1919
by February 4, 2008. Seating is limited.

NEWSLETTER AD RATES

- 1/8 page ad • \$45 (4.5 in. wide x 2.25 in. high)
- 1/4 page ad • \$65 (4.5 in. wide x 4.5 in. high)
- Insert • \$100
- Back cover ad • Sorry, sold out for 2008!

Call or e-mail Pamela by February 14th to place an ad in the March newsletter. You must reserve a space to advertise. Spaces are sold on a first-come, first-served basis.

BFACC *Exclusive* MEMBER BENEFIT

Member-2-Member Discount Program

Here's a benefit that not only saves you money, but can also bring you business! Through our Member-2-Member Discount Program, you can take advantage of discounts offered by your fellow members on goods and services. From discounts at retail businesses and restaurants to savings on professional services such as web site and television advertising, our Member-2-Member Discount Program allows you to take advantage of special offers available only to Chamber members. To take advantage of the member discount offered by a business, simply mention the discount and show your Chamber membership card.

How can this program benefit your business? Offer a discount to other Chamber members and gain valuable exposure. The program encourages members to patronize other members. You will be listed on the Member-2-Member Discount page on our web site and in a brochure that is sent to all new and renewing members each month. A flyer listing Member-2-Member Discounts will be included in next month's newsletter.

For a complete list of current Member-2-Member Discounts visit our web page:
www.bethany-fenwick.org/chamber/membership/discounts.htm.

For more information or to offer a discount, contact Carrie at 302-539-2100 x12 or carrie@bethany-fenwick.org.

Welcome New Members

The Chamber Board of Directors, Ambassadors, and staff are pleased to welcome eight new members! Please keep these and all members in mind when looking for goods and services.

Business Services

Bayville Postal Services

Contact: Regina Trollinger
37232 Lighthouse Rd.
Selbyville, DE 19975
p: 302-436-2715
f: 302-436-2716
postalservices@bayvillede.com
www.bayvillede.com

Concierge

Serenity Service LLC

Contact: Neil Brosnahan
158-A Central Ave.
Millville, DE 19967
p: 302-539-3385
f: 302-539-6366
nbrosnahan@mchsi.com
www.serenityservice.com

Consultants/Business Communications

Excellence Strategies

Contact: Rich Warfield
Frankford, DE 19945
p: 302-745-4500
f: 302-537-4367
richwarfield@mchsi.com
<http://excellencestrategies.org>

Contractors/Concrete

DelMarva Concrete Pumping Inc.

Contact: Linda Schroeder
Frankford, DE 19945
p: 302-537-4118
lschroeder106z@msn.com
info@penurology.com
www.penurology.com

Entertainment

Delaware Comedy Theatre

Contact: David Warick
Rehoboth Beach, DE 19971
p: 302-226-4280
dwarick@delawarecomedytheatre.com
www.delawarecomedytheatre.com

Graphic Designers

Sussex Garrison Graphics

Contact: Sarah Fritz
Frankford, DE 19945
p: 302-258-4442
f: 302-258-0737
sgsilkscreening@gmail.com

Landscaping/Irrigation

Sposato Irrigation

Contact: Regina Martin
16181 Hudson Rd.
Milton, DE 19968
p: 302-645-4733
f: 302-645-5109
regina@sposatolandscapes.com

Real Estate Agents

The Allison Stine Team, REALTORS

Contact: Allison Stine
33546 Marketplace at Sea Colony
Bethany Beach, DE 19930
p: 302-381-5565
f: 302-541-9551
allison@allisonstine.com
www.allisonstine.com

*Thanks to Steve Morgan
of A.Anderson Scott
Mortgage Group
for referring two
new members this month:
Serenity Service LLC and
The Allison Stine Team,
REALTORS.*

*To refer a new member
to the Chamber
contact Carrie Subity
at 539-2100 x12 or
carrie@bethany-fenwick.org.*



**Thanks to our generous
members listed below for your
thoughtful holiday gifts!**

75th & 126th St. Medical
Frank Barrett, Associate Member
Kevin Brady, Comcast Spotlight
Coastal Printing and Graphics
Creative Concepts
Creative Resource Group
Delaware Today
Fenwick Towers Condominiums
Patti Grimes, Carl M. Freeman
Companies
Arlene Hauck, Lifetime Associate
Member
Scarlett's Treasures / Lavender &
Lace
Touch of Italy Bake Shop
Tracie Lyn's Cleaning
Melson Appraisal Services
Jennifer Pavik, Vernon Sales
Promotion
Barbara Socha, M.D.

Thank You!

Thanks to
Smitty McGee's
Restaurant & Raw Bar
for bringing us a delicious serving
of chicken wings!

Renewing Members

The Chamber Board of Directors, Ambassadors, and staff would like to thank the following members for renewing their membership since the January newsletter.

10-24 YEARS

Maureen P. Dzur, Associate Member
Friends of the South Coastal Library
Kaylor Kent Mortgage Associates
Resort Landscaping & Irrigation, Inc.
Wild About Birds

2-9 YEARS

Behind Closed Doors
Best Places in Town
Bethany Beach Volunteer Fire Co.
Bethany Town Cats
Blossoms, Inc.
Blue Heron Gifts and Gallery
Brosnahan Custom Homes
Chalkboard Tavern & Grille

2-9 YEARS CONTINUED

Communications & Wiring Company
Delaware Appliance Distributors Inc.
Delaware Beach Life
Dirt Chasers Cleaning LLC
Walter Dzur, Associate Member
Marjorie Eckerd, Realtor with Long
& Foster
Edward Jones Investments
Gallery One
Great Scott Broadcasting
Johnson's Country Market
Max's Business Furniture
Paula's Decorating Café
Quality Maytag Home Appliance
Center

2-9 YEARS CONTINUED

Sea Colony Recreation Association
Sea Rock Contracting
James Shank, Associate Member
Swift Construction Co, Inc.
Tidewater Utilities, Inc.

1ST YEAR ANNIVERSARY

Beach House Resources LLC
Delmarva Floor Restorations LLC
Fleck's Floors
GB...At Your Service!
Ocean View Church of Christ
Southern Exposure Seaside
The Justin W. Jennings Foundation,
Inc.

Bike Tour Pedals Customers to Your Door

The Chamber's 19th Annual Ocean to Bay Bike Tour is Saturday, April 19th. Sponsorships for this event start at just \$100, and can literally have new customers pedaling to your door.

Last year 505 bicyclists participated in the event. Eighty-two percent of the participants were from more than 50 miles away, and more than 73% of them stayed two or more nights.

Sponsorship is a great opportunity to put your menus, flyers and brochures right into the hands of these visitors. Contact Karen at 539-2100 x14 or karenm@bethany-fenwick.org for sponsorship information.





Bethany-Fenwick Area
 Chamber of Commerce
 36913 Coastal Highway
 Fenwick Island, DE 19944

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 PERMIT NO. 15
 SELBYVILLE

We live where you live.

Helping neighbors is what we're about.
 Let us show you how we go the extra mile.



Emily Lyons
 Sales Consultant
 Toll free: 877-476-4265
 (877-4-POHANKA)

*"Please call me for all
 your automotive needs."*



2015 North Salisbury Blvd.
 Salisbury, MD
 1-877-4-POHANKA



Bob Johns
 Toyota/Scion General Manager
 Toll free: 877-476-4265 ext 8111
 (877-4-POHANKA)

*"I will be happy to even bring your vehicle in
 for service and back to you. I am here to help
 in any way and I appreciate your business."*

REMEMBER, DELAWARE RESIDENTS ONLY PAY DELAWARE TAX.



Mercedes-Benz



HONDA



mazda



HYUNDAI