

1. 2:00 P.M. Town Council Meeting Briefing Materials Agenda

Documents:

[TOWN COUNCIL MEETING AGENDA 3.17.2023.PDF](#)

- 1.1. 2:00 PM Town Council Meeting Briefing Materials

Documents:

[MARCH 17, 2023 FINANCIAL REPORT.PDF](#)
[MARCH 17, 2023 FORD F-150.PDF](#)
[MARCH 17, 2023 FY 2024 PROPOSED BUDGET.PDF](#)
[MARCH 17, 2023 EXERCISE.PDF](#)

- 1.1.i. 2:00 PM Town Council Meeting Briefing Materials

Documents:

[MARCH 17, 2023 2023 EXERCISE CLASS SUMMARIES.PDF](#)
[MARCH 17, 2023 2023 SAMPLE SCHEDULE REVISED.PDF](#)

**TOWN OF BETHANY BEACH
TOWN COUNCIL MEETING**

The Bethany Beach Town Council will hold a meeting at 2:00 p.m. on Friday, March 17, 2023 in the Bethany Beach Town Meeting Room, 214 Garfield Parkway, Bethany Beach, DE.

THE MEETING IS OPEN TO THE PUBLIC

The meeting may be viewed on two internet platforms:

The Town's Website at: www.townofbethanybeach.com, click on the Government Tab, then go to the left side of the page and click on Live Video Broadcast

or

Go to our YouTube page at: www.youtube.com/BethanyBeachGov

I. OPENING OF REGULAR MEETING

- A. Call to Order and Roll Call
- B. Pledge of Allegiance
- C. Approval of the Agenda
- D. Approval of minutes of Workshop held on February 13, 2023
- E. Approval of minutes of Special Meeting held on February 13, 2023
- F. Approval of minutes of Regular Meeting held on February 17, 2023
- G. Approval of Financial Report
- H. Announcements/Recognition of Visitors and Public Comment

II. REPORTS

- A. Report from the Planning and Zoning Commission (Boswell)
- B. Report from the Cultural and Historic Affairs Committee (Olmstead)
- C. Report from the Budget and Finance Committee (Morris)
- D. Report from the Town Manager (Graviet)

AGENDA PUBLIC DISCUSSION – Public Comment Regarding Agenda Items will be Heard After Initial Council Discussion and Prior to Any Council Vote Being Taken.

III. OLD BUSINESS

IV. NEW BUSINESS

- A. Discussion, Consideration, and Possible Vote on Budget for FY 2024 and Schedule of Fees (Morris)

- B. Discussion, Consideration and Possible Vote on Awarding Concessions for Exercise Classes to be held During the Summer Season on the beach (Graviet)
- C. Discussion, Consideration and Possible Vote on a Contract submitted by Pittsville Motors Inc for the purchase of a 2022 Ford F-150 PPV in the amount of \$45,719.00 (Graviet)

ITEMS OF BUSINESS LISTED ON THE AGENDA FOR THIS MEETING MAY BE REFERRED TO THE PLANNING COMMISSION FOR CONSIDERATION. THE AGENDA ITEMS LISTED MAY NOT BE CONSIDERED IN SEQUENCE. THIS AGENDA IS SUBJECT TO CHANGE TO INCLUDE ADDITIONAL ITEMS INCLUDING EXECUTIVE SESSIONS OR THE DELETION OF ITEMS INCLUDING EXECUTIVE SESSIONS WHICH ARISE AT THE TIME OF THE MEETING. ADDITIONAL ITEMS MAY BE REFERRED TO THE COUNCIL FROM THE COMMITTEES THAT MEET BETWEEN THE POSTING OF THE AGENDA AND THE COUNCIL MEETING.

Posted: 3/10/2023

**Town of Bethany Beach
Revenue Report
Fiscal Year 2023
As of February 28, 2023 - Period 11 of FY 2023 (92%)**

	Budget	Received Year to Date	To Date Over (Under) Budget	Year to Date % Collected	Budget	Last Fiscal Year 2022 Feb-22	% Collected
Property Taxes	2,005,000	2,020,823	15,823	100.8%	2,005,000	2,000,724	99.8%
Real Estate Transfer Tax	850,000	942,054	92,054	110.8%	650,000	2,130,943	327.8%
Rental Tax	1,900,000	2,161,158	261,158	113.7%	1,700,000	2,104,301	123.8%
Licenses & Permits/Fees	989,000	1,415,970	426,970	143.2%	823,000	1,276,460	155.1%
Parking Meters, Fines & Permits	2,590,000	2,610,332	20,332	100.8%	2,516,000	2,652,919	105.4%
Police / Traffic Tickets	50,000	48,310	(1,690)	96.6%	65,000	40,835	62.8%
Contributions & Misc	46,000	51,627	5,627	112.2%	46,000	53,998	117.4%
Investment Income	20,000	118,941	98,941	594.7%	65,000	14,353	22.1%
Total General Fund	8,450,000	9,369,215	919,215	110.9%	7,870,000	10,274,533	130.6%
Trash fees	1,257,000	1,241,855	(15,145)	98.8%	961,000	971,542	101.1%
Interest & Other	8,000	9,378	1,378	117.2%	9,000	2,885	32.1%
Sanitation Dept	1,265,000	1,251,233	(13,767)	98.9%	970,000	974,427	100.5%
Water Usage	1,435,000	867,434	(567,566)	60.5%	1,357,000	907,052	66.8%
Other Fees & Interest	36,000	79,095	43,095	219.7%	43,000	65,012	151.2%
Sinking Fund Fees	246,000	245,940	(60)	100.0%	246,000	246,359	100.1%
Impact Fees	75,000	140,364	65,364	187.2%	75,000	159,823	213.1%
Totals Water Dept.	1,792,000	1,332,834	(459,166)	74.4%	1,721,000	1,378,246	80.1%
Grand Total	11,507,000	11,953,282	446,282	103.9%	10,561,000	12,627,206	119.6%

**Town of Bethany Beach
Expenditure Report
Fiscal Year 2023
As of February 28, 2023 - Period 11 of FY 2023 (92%)**

	Operating Costs				Capital & Debt		Grants	
	Approved Budget	Expended Yr to Date	Percent Expended	% Exp Feb-22	Approved Budget*	Expended Yr to Date	Approved Awards	Expended Yr to Date
Administration & Transportation	1,238,000	1,180,595	95.4%	82.4%	-	-	-	-
Police	2,187,000	1,915,344	87.6%	84.2%	40,000	-	279,836	200,849
Parking	744,000	688,725	92.6%	94.7%	-	-	-	-
Alderman Court	39,000	37,171	95.3%	76.7%	-	-	-	-
Beach Patrol	724,000	710,895	98.2%	87.0%	-	-	-	-
Streets & Parks	1,198,000	1,092,219	91.2%	84.2%	465,000	202,504	1,968,449	413,964
Stormwater Management	169,000	139,523	82.6%	79.7%	925,000	256,480	-	-
Beach, Boardwalk & Comfort Station	420,000	448,236	106.7%	88.7%	126,000	127,510	-	-
Building Official	309,000	265,810	86.0%	97.3%	-	-	-	-
Bandstand & Entertainment	316,000	286,366	90.6%	79.8%	-	-	-	-
Historical/Cultural & Parade	60,000	28,277	47.1%	5.6%	-	-	-	-
Total General Fund Expenditures	7,404,000	6,793,161	91.8%	84.9%	1,556,000	586,493	2,248,285	614,814
Sanitation	1,097,000	1,012,976	92.3%	89.6%	480,000	492,492	-	-
Water Department	1,363,000	1,155,611	84.8%	81.3%	200,000	67,933	-	-
Water Department Debt Service					246,000	240,790	-	-
Total Water Dept Expenditures	1,363,000	1,155,611	84.8%	81.3%	446,000	308,723	-	-
Grand Total	9,864,000	8,961,747	90.9%	84.9%	2,482,000	1,387,707	2,248,285	614,814

* The Capital Budget includes funds carried forward from FY 2022; \$1,068,000 in the General Fund, \$220,000 in the Sanitation Fund, \$100,000 in the Water Fund and \$123,000 in Grants.

PITTSVILLE MOTORS INC

7155 FRIENDSHIP ROAD

PITTSVILLE, MD 21850

RETAIL PURCHASE AGREEMENT

CUST# 192753

Deal Number: 193080

Purchaser's Name(s): TOWN OF BETHANY BEACH

Date: 03/07/2023

Address: 214 GARFIELD PKWY PO BOX 109 BETHANY BEACH, DE 19930

County: _____

Telephone (1): 302-539-1339

Telephone (2): _____

DOB: _____

E-mail: MICHAEL.REDMON@CJ.STATE.DE.US / State I.D.#: 1229159

Issuing State: _____

Exp. Date: 11

The above information has been requested so that we may verify your identity. By signing below, you represent that you are at least 18 years of age and have authority to enter into this Agreement. The Odometer Reading for the Vehicle you are purchasing is accurate unless indicated otherwise. Please refer to the Federal Mileage Statement for full disclosure.

YEAR 2022	MAKE FORD	MODEL F-150	COLOR UM AGATE BLACK METAL	STOCK NO. 0P0405
VIN/SERIAL NO. 1FTFW1P81NKE97758		ODOMETER READING <input type="checkbox"/> Not Accurate	SALESPERSON JUSTIN JONES	

THE VEHICLE IS: NEW USED

PRIOR USE DISCLOSURE: DEMONSTRATOR (See Attached Disclosure) EXECUTIVE VEHICLE RENTAL OTHER

WARRANTY STATEMENT		CASH PRICE OF VEHICLE	45200.00
<p>Unless otherwise indicated below, our Dealership is selling this Vehicle to you with the Implied Warranties Only. No express warranties are given by the Dealership unless the box beside "Our Used Vehicle Limited Warranty Applies" is marked below. Any warranties by a manufacturer or supplier other than our Dealership are theirs, not ours, and only such manufacturer or supplier shall be liable for performance under such warranties. We neither assume nor authorize any other person to assume for us any liability in connection with the sale of the vehicle and the related goods and services.</p> <p>CONTRACTUAL DISCLOSURE STATEMENT (USED VEHICLES ONLY) The information you see on the window form for this vehicle is part of this Contract. Information on the window form overrides any contrary provisions in the contract of sale. TRADUCCIÓN ESPAÑOLA: VEA EL DORSO.</p> <p><input type="checkbox"/> You have purchased a Service Contract between you and <u>N/A</u>. If our Dealership enters into a Service Contract with you at the time of, or within 90 days of, the date of this transaction, we may not disclaim the implied warranties.</p> <p><input type="checkbox"/> USED VEHICLE LIMITED WARRANTY APPLIES. The Vehicle you are purchasing is covered by a Limited Warranty provided by _____ for _____ months or _____ miles whichever comes first. Please see the attached Limited Warranty.</p> <p><input type="checkbox"/> USED VEHICLE SOLD AS-IS. The Vehicle you are purchasing is a Used Vehicle that is more than 6 model years old and has been driven more than 60,000 miles. Our Dealership expressly disclaims all warranties, express and implied, including any implied warranties of merchantability and fitness for a particular purpose. Please see the Notice of Exclusion or Modification of Implied Warranty.</p> <p>X _____ X _____ N/A</p>		OTHER GOODS/SERVICES: (See Attached Addendum Sticker)	N/A
		N/A	N/A
		N/A	N/A
		N/A	N/A
		N/A	N/A
		SUBTOTAL	45200.00
		DEALER PROCESSING CHARGE (NOT REQUIRED BY LAW)	499.00
		FREIGHT CHARGE	N/A
		TOTAL PURCHASE PRICE	45699.00
		REG & TITLE FEES	20.00
		SALES TAX @ <u>N/A</u> %	N/A
		LESS: TRADE-IN ALLOWANCE	N/A
		PLUS: BALANCE OWED ON TRADE-IN	N/A
		TOTAL AMOUNT DUE	45719.00
		DEPOSIT/DOWN PAYMENT*	N/A
		REBATE	N/A
		LESS CASH DUE AT DELIVERY	N/A
		AMOUNT TO BE FINANCED (See Paragraphs 14, 18 and 20)	45719.00

TRADE-IN VEHICLE INFORMATION

Year: N/A Make: N/A Model: N/A Color: N/A

VIN/Serial No: N/A Odometer Reading: Not Accurate

Trade-In Allowance: N/A Balance Owed & Lienholder: N/A

Your Trade-In Vehicle Is: Officially Accepted Subject to Official Acceptance

Please see the "Our Acceptance of Your Trade-In Vehicle" Paragraph.

*The sum of \$ N/A was received from you as a Deposit/Down Payment. See Paragraphs 2, 8 and 9 for information on our Refund Policies. In the case of a Deposit, we will refrain from selling the Vehicle for _____ days.

Purchaser(s): _____

CONSENT TO USE OF DEALER NAMEPLATE: I have read the Paragraph titled "NOTICE REGARDING DEALER NAMEPLATE", understand my rights and hereby consent to the placement of an insignia, logo or other plate that advertises the Dealership's name on the Vehicle.

Purchaser(s): _____

OTHER MATERIAL UNDERSTANDINGS AND INTEGRATED DOCUMENTS

IF BOX IS MARKED, PLEASE SEE THE DELIVERY CONFIRMATION

IF BOX IS MARKED, PLEASE SEE THE CONDITIONAL DELIVERY AGREEMENT

This Agreement and any documents which are a part of this transaction or incorporated herein comprise the entire agreement affecting this Retail Purchase Agreement and no other agreement or understanding has been made or entered into or will be recognized. I have read all of the terms and conditions of this Agreement and agree to them as if they were printed above my signature. I further acknowledge receipt of a copy of this Agreement. This Agreement shall not become binding until signed and accepted by an Authorized Dealership Representative.

Purchaser: [Signature] 03/07/2023

Accepted by Authorized Dealership Representative: [Signature] 03/07/2023



PROTECTION RESPONSIBILITY

STANDARD EQUIPMENT INCLUDED AT NO EXTRA CHARGE

- EXTERIOR**
- FUEL TANK - 26.0 GALLON
 - HALOGEN HEADLAMPS
 - LOCKING REMOVABLE TAILGATE
 - 17265/00R16 LRC BSW A/T
 - MANUAL FLOOR COVER
 - PICKUP BOX TIE DOWN HOOKS
 - POWER TIRE AND WHEEL LOCK
 - TRAILER SWAY CONTROL
 - WIPERS - INTERMITTENT
- INTERIOR**
- A/C CLIMATE CONTROL
 - 40V BLANK/40V/REDUCED BOLSTER
 - BLACK VINYL FLOOR COVERING
 - CERTIFIED SPEEDOMETER
 - MANUAL FLOOR COVER
 - POWER TIRE AND WHEEL LOCK
 - SPARE TIRE AND WHEEL LOCK
 - TRAILER SWAY CONTROL
 - WIPERS - INTERMITTENT

- FUNCTIONAL**
- 4 WHEEL DISC BRAKES W/ABS
 - ALTERNATOR 240 AMP
 - CLASS IV TRAILER HITCH W/SMART TRLR TOW CONNECTOR
 - ELECT AX W/AUTO MODE
 - SELECT-SHIFT TRANSMISSION
 - ENGINE HOUR METER
 - ENGINE IDLE METER
 - FAIL-SAFE COOLING SYSTEM
 - MANUAL FOLD MIRRORS
 - POLICE BRAKING SYSTEM
 - REAR VIEW CAMERA
 - REVERSE SENSING SYSTEM
 - REAR POWER LUG - 60AMP
 - STRUCK W/ SCREEN

- SAFETY/SECURITY**
- ADVANCED PAC WITH RSC
 - REAR SEAT BELT ASSEMBLY
 - MONITORED STEERING ASSIST
 - IRREVERSIBLE SAFETY CANOPY
 - SIDE CURTAIN
 - PERMETER ALARM
 - SIMPLE FLEET KEY (4)
 - SECURITY LOCK ANTI-THEFT SYS
 - SCS POST CRASH ALERT SYS
 - TIRE PRESSURE MONITOR SYS
- WARRANTY**
- 3 YR/50,000 BUMPER / BUMPER CARE EXTENDED SERVICE PLAN (ZERO DEDUCTIBLE)
 - 5 YR/100,000 MILE POWERTRAIN CARE EXTENDED SERVICE PLAN (ZERO DEDUCTIBLE)

INCLUDED ON THIS VEHICLE EQUIPMENT GROUP 150A

- *XL SERIES**
- OPTIONAL EQUIPMENT/OTHER**
- 17265/00R16 BSW ALL-TERRAIN
 - 3.3T ELECTRONIC LOCK RR AXLE
 - 700K GVWR PACKAGE
 - FRONT LICENSE PLATE BRACKET
 - BLACK PLATFORM RUNNING BOARDS
 - BIPOLE UP-GRADE PACKAGE
 - COOLING SYSTEM
 - 50 STATE COORDINATED CARPET
 - POLICE ENGINE IDLE SILENCE
 - INTERIOR WORK SURFACE
 - SYNC 4 W/HANDGED VOICE RECOGN
 - REMOTE KEYLESS-ENTRY KEY FOB
 - BACKUP ALARM SYSTEM
 - POLICE 40/CONSOLE/40
 - BEDLINER-TOUGHBED SPRAY-IN/ACCY

PRICE INFORMATION

BASE PRICE	\$45,130.00
TOTAL OPTIONS/OTHER DESTINATION & DELIVERY	2,705.00
	47,835.00
	1,695.00

- NO CHARGE**
- FRONT LICENSE PLATE BRACKET
 - BLACK PLATFORM RUNNING BOARDS
 - BIPOLE UP-GRADE PACKAGE
 - COOLING SYSTEM
 - 50 STATE COORDINATED CARPET
 - POLICE ENGINE IDLE SILENCE
 - INTERIOR WORK SURFACE
 - SYNC 4 W/HANDGED VOICE RECOGN
 - REMOTE KEYLESS-ENTRY KEY FOB
 - BACKUP ALARM SYSTEM
 - POLICE 40/CONSOLE/40
 - BEDLINER-TOUGHBED SPRAY-IN/ACCY

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Fuel Economy

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16 city **20** highway

5.6 gallons per 100 miles

You spend \$3,250 more in fuel costs over 5 years compared to the average new vehicle.

Annual fuel cost \$1,950

Fuel Economy & Greenhouse Gas Rating (includes only Smog Rating (multiple only))

1 2 3 4 5 6 7 8 9 10 Best

This vehicle emits 484 grams CO₂ per mile. The cost emits 0 grams per mile (includes only). Producing and distributing fuel also create emissions; learn more at fuelconomy.gov.

fuelconomy.gov

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GOVERNMENT 5-STAR SAFETY RATINGS

Overall Vehicle Score ★ ★ ★ ★ ★

Based on the combined ratings of frontal, side and rollover. Should ONLY be compared to other vehicles of similar size and weight.

Frontal Crash	Driver	★★★★★
	Passenger	★★★★★
Side Crash	Front seat	★★★★★
	Rear seat	★★★★★
Rollover		★★★★★

Based on the risk of injury in a frontal impact. Should ONLY be compared to other vehicles of similar size and weight.

Based on the risk of injury in a side impact.

Based on the risk of rollover in a simple-vehicle crash.

Star ratings range from 1 to 5 stars (★★★★★), with 5 being the highest. Source: National Highway Traffic Safety Administration (NHTSA). www.safercar.gov or 1-888-327-4236

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RAIL

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Comment

47,500.

02/22/2023



Town of Bethany Beach

FY 2024 Proposed Budget

For Approval on March 17, 2023

**Town of Bethany Beach
FY 2024 Budget
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Town of Bethany Beach FY 2024 Budget Overview

Budgetary Process

The budget is prepared by the Town Manager in conjunction with the Finance Director and Department Managers. Department requests are discussed with an emphasis on minimizing waste while ensuring that employees have the tools needed to meet operational needs. The town-wide budget is compiled into a draft budget and submitted to the Budget and Finance Committee for review.

The purpose of the Budget and Finance Committee is to provide assistance and guidance to the Town Manager and staff leading to the development, drafting and review of the Town's annual budget, both short-term and long-term. The committee reviews the proposed budget and schedule of fees, conducts mid-year reviews comparing the budget to actual results and makes recommendations regarding budget adjustments. The Town's Fund Balance Policy gives direction to the Budget Committee regarding the appropriate level of Operating, Capital Replacement and specific reserves in each fund. The Budget Committee holds meetings, which are open to the public, generally in the months of January, February, March, July and October to accomplish these tasks.

The budget is presented to the Town Council in March. The Town Council reviews the budget and holds a public hearing to allow the public to provide input. The Council then votes to approve the budget or request specific changes. This vote usually occurs at the March Town Council meeting. Fiscal year 2024 runs from April 1, 2023 to March 31, 2024.

Budget Segments

The General Fund is the largest segment of the Town's budget and encompasses all Town services except for the Sanitation and Water Departments. The three main funding sources are property taxes, rental taxes and parking. The largest portion of funds goes to Public Safety which includes the Police Department and Beach Patrol (lifeguards). The second largest portion of funds goes to Public Works that includes Streets & Parks, Stormwater and maintenance of the Beach, Boardwalk and Comfort Station.

The Sanitation Department is a stand-alone Enterprise Fund. This means that it is a self-supporting department so that sanitation fees are used only for sanitation related expenses. The Sanitation Department's main operational costs are for personnel and for disposal fees charged by the Delaware Solid Waste Authority. Reserves are maintained for the replacement of trash trucks.

The Water Department is also a stand-alone Enterprise Fund. The operational and capital needs of the town water system are funded entirely through water specific revenue. Water services are priced with a goal of fully funding the current and future water service needs of the town. The Water Department's main operational cost is personnel followed by the chemicals needed to treat the water and then the electricity needed to run the equipment.

The Water Department Debt Service Fund is funded through a Sinking Fund Fee. This fee is charged to all properties based on front footage. Monies raised from this fee are restricted to use for repayment of the principal and interest of Water Department debt.

**Town of Bethany Beach
FY 2024 Proposed Budget**

General Fund

Projected cash, receivables & investments at start of FY 2024	12,000,000
FY 2024 Revenue Budget	9,616,000
Total Available Funding	21,616,000
FY 2024 Operating Budget	8,261,000
FY 2024 Capital Budget	815,000
Capital projects remaining & budgeted in prior fiscal years	731,000
Committed for post-employment health care benefit	314,000
Committed for Cultural and Historic Committee	38,000
Committed for Storm Emergency Relief Fund	3,162,000
Committed for Capital Replacements - recommended range \$4,585,000 to \$8,705,000	6,643,000
Operating Reserve - recommended range of 15% to 30% of the Operating Budget	1,652,000
Total Allocation of Projected Funds	21,616,000

Sanitation Department

Projected cash, receivables & investments at start of FY 2024	730,000
FY 2024 Revenue Budget	1,295,000
Total Available Funding	2,025,000
FY 2024 Operating Budget	1,234,000
FY 2024 Capital Budget	-
Capital projects remaining & budgeted in prior fiscal years	-
Committed for Capital Replacements - recommended range \$435,000 to \$870,000	544,000
Operating Reserve - recommended range of 15% to 30% of the Operating Budget	247,000
Total Allocation of Projected Funds	2,025,000

Water Department Operating & Capital

Projected cash, receivables & investments at start of FY 2024	3,660,000
FY 2024 Operating Revenue Budget	1,548,000
FY 2024 Impact Fee Revenue Budget	75,000
Total Available Funding	5,283,000
FY 2024 Operating Budget	1,443,000
FY 2024 Capital Budget	75,000
Capital projects remaining & budgeted in prior fiscal years	75,000
Committed for replacement of filter media	350,000
Committed for Capital Replacements - recommended range \$971,000 to \$2,329,000	3,051,000
Operating Reserve - recommended range of 15% to 30% of the Operating Budget	289,000
Total Allocation of Projected Funds	5,283,000

Water Department Debt Service

Projected cash, receivables & investments at start of FY 2024	18,000
FY 2024 Sinking Fund Revenue Budget	246,000
Total Available Funding	264,000
FY 2024 Debt Service Budget	246,000
Funds reserved for future Debt Service payments	18,000
Total Allocation of Projected Funds	264,000

**Town of Bethany Beach
FY 2024 Proposed Revenue Budget**

General Fund	FY 2021 Actual Revenue	FY 2022 Actual Revenue	FY 2023 Approved Budget	FY 2023 Revenue thru 2/28/2023	FY 2024 Proposed Budget
Property Taxes:					
Property Taxes	1,993,464	1,998,096	2,000,000	2,017,537	2,085,000
Penalties	(1,530)	2,670	5,000	3,286	5,000
	1,991,934	2,000,766	2,005,000	2,020,823	2,090,000
Real Estate Transfer Taxes	1,631,416	2,197,956	850,000	887,230	850,000
Rental Real Estate Taxes	1,551,645	2,106,568	1,900,000	2,161,158	2,175,000
Licenses, Permits & Fees:					
Concession Fees	80,000	83,200	87,000	86,528	87,000
Business Licenses	137,200	158,320	165,000	151,980	150,000
Commercial Rental Licenses	11,200	12,800	14,000	14,100	14,000
Residential Rental Licenses	67,800	58,500	66,000	64,600	66,000
Franchise Fees	106,758	116,792	125,000	112,517	125,000
Building Permits	490,323	858,393	450,000	904,817	450,000
Shuttle Permits	-	38,740	68,000	68,390	82,000
Trolley Fees	-	8,132	11,000	9,463	-
Trolley Advertising	-	750	2,000	750	1,000
Variance/Public Hearing Fees	4,500	1,750	1,000	2,825	2,000
	897,781	1,337,377	989,000	1,415,970	977,000
Parking:					
Parking Permits - Annual	76,760	94,843	125,000	157,750	155,000
Parking Permits - Daily/Weekly	16,009	36,120	40,000	34,430	40,000
Parking Pay Stations & Meters	1,308,952	2,048,096	2,000,000	2,019,012	2,355,000
Parking Fines	433,655	480,918	425,000	399,140	490,000
	1,835,376	2,659,977	2,590,000	2,610,332	3,040,000
Police:					
Police Department Misc. Revenue	1,260	18,005	10,000	15,788	15,000
Traffic Fines - Alderman Court	7,175	6,658	10,000	2,398	6,000
Traffic Fines - State Court	21,537	32,148	30,000	30,125	30,000
	29,972	56,811	50,000	48,310	51,000
Contributions & Miscellaneous:					
Grass Fees	-	3,250	1,000	1,500	2,000
Junior Lifeguard Program Revenue	-	11,810	12,000	13,620	14,000
Electric Vehicle Charging Stns	-	-	-	2,504	4,000
Contributions Private Source	355	1,250	3,000	1,000	1,000
Contributions for Cultural & Historic Affairs	252	20,705	18,000	5,305	20,000
Contributions for Fourth of July Parade	-	4,000	11,000	20,956	11,000
Miscellaneous Revenues	473	1,332	1,000	851	1,000
Returned Check Fees	315	210	-	245	-
Insurance Proceeds	-	1,327	-	5,000	-
Proceeds from Sale of Fixed Assets	7,390	6,399	-	646	-
	8,785	50,283	46,000	51,627	53,000
Interest Income:					
Interest Income	60,370	16,655	20,000	118,941	380,000
General Fund Revenue Total	8,007,279	10,426,393	8,450,000	9,314,392	9,616,000
			Change from prior year budget		1,166,000 13.8%

**Town of Bethany Beach
FY 2024 Proposed Revenue Budget**

	FY 2021 Actual Revenue	FY 2022 Actual Revenue	FY 2023 Approved Budget	FY 2023 Revenue thru 2/28/2023	FY 2024 Proposed Budget
Sanitation Department					
Sanitation Fees:					
Refuse Fees	959,522	966,521	1,255,000	1,236,511	1,255,000
Penalties	2,585	2,370	2,000	1,692	2,000
Refuse Fees - Special	2,068	2,945	3,000	3,652	3,000
Interest	12,920	2,726	5,000	9,378	35,000
Sales of Fixed Assets	-	14,760	-	-	-
Sanitation Revenue Total	977,095	989,322	1,265,000	1,251,234	1,295,000
			Change from prior year budget		30,000 2.4%
Water Department Operating Revenue					
Water Usage:					
Water Usage - In Town	1,004,699	1,033,715	1,017,000	608,480	1,017,000
Water Usage - Salt Pond	309,357	310,937	308,000	191,330	308,000
Water Usage - Savannah's Landing	88,152	93,004	80,000	48,369	80,000
Water Usage - Other	27,483	28,397	26,000	16,036	26,000
Penalties	777	2,689	4,000	3,219	4,000
	1,430,468	1,468,742	1,435,000	867,434	1,435,000
Other Fees & Interest:					
Miscellaneous Revenues	685	626	1,000	699	1,000
Interest Income	21,538	5,590	8,000	28,947	85,000
Tap Ins	3,300	10,750	3,000	6,000	3,000
Meter Reimbursements	27,998	48,658	15,000	36,824	15,000
Cut Off Fees	3,575	7,475	8,000	5,225	8,000
Inspection Fees	1,050	1,855	1,000	1,330	1,000
Returned Check fee	35	35	-	70	-
	58,180	74,988	36,000	79,095	113,000
Water Operating Revenue Total	1,488,649	1,543,730	1,471,000	946,529	1,548,000
			Change from prior year budget		77,000 5.2%
Water Impact Fee Capital Revenue	108,883	176,084	75,000	140,364	75,000
			Change from prior year budget		- 0.0%
Water Debt Service Revenue					
Sinking Fund Fees:					
Sinking Fund - Town	188,285	188,525	189,000	188,106	189,000
Sinking Fund - Salt Pond	40,728	40,728	40,000	40,728	40,000
Sinking Fund - Savannah's Landing	13,478	13,478	14,000	13,478	14,000
Sinking Fund - Other	3,627	3,627	3,000	3,627	3,000
Water Debt Service Revenue Total	246,119	246,359	246,000	245,940	246,000
			Change from prior year budget		- 0.0%
Town-Wide Revenue	10,828,025	13,381,888	11,507,000	11,898,459	12,780,000
			Change from prior year budget		1,273,000 11.1%

**Town of Bethany Beach
FY 2024 Proposed Operating Budget**

	FY 2021 Actual Expended	FY 2022 Actual Expended	FY 2023 Approved Budget	FY 2023 Expended thru 2/28/2023	FY 2024 Proposed Budget
General Fund					
Administration & Trolley	1,068,894	1,123,859	1,238,000	1,180,047	1,370,000
Public Safety:					
Police	1,850,387	2,033,469	2,187,000	1,915,344	2,402,000
Parking	552,156	658,691	744,000	688,725	835,000
Alderman Court	38,083	31,279	39,000	37,171	46,000
Beach Patrol	658,382	629,599	724,000	710,895	782,000
	<u>3,099,008</u>	<u>3,353,038</u>	<u>3,694,000</u>	<u>3,352,135</u>	<u>4,065,000</u>
Public Works:					
Streets and Parks	1,037,958	1,193,239	1,198,000	1,092,219	1,437,000
Stormwater Management	117,299	197,338	169,000	139,523	160,000
Beach, Boardwalk, & Comfort St.	284,122	394,098	420,000	448,236	527,000
	<u>1,439,378</u>	<u>1,784,675</u>	<u>1,787,000</u>	<u>1,679,978</u>	<u>2,124,000</u>
Building Official / Code Enforcement	249,665	286,094	309,000	265,810	307,000
Bandstand & Entertainment	117,972	250,449	316,000	286,366	335,000
Cultural & Historic Affairs	1,011	1,037	30,000	19,073	30,000
Fourth of July Parade	5,780	2,426	30,000	9,204	30,000
Total General Fund Operating Costs	5,981,708	6,801,577	7,404,000	6,792,613	8,261,000
					Change from prior year budget 857,000 11.6%
Sanitation Fund	871,541	952,500	1,097,000	1,012,460	1,234,000
					Change from prior year budget 137,000 12.5%
Water Fund	1,137,667	1,199,615	1,363,000	1,155,611	1,443,000
					Change from prior year budget 80,000 5.9%
Town-Wide Operating Budget	7,990,916	8,953,692	9,864,000	8,960,683	10,938,000
					Change from prior year budget 1,074,000 10.9%

Town of Bethany Beach
FY 2024 Proposed Operating Budget by Expenditure Type

	Full-Time Employees	Personnel	Supplies	Contract Services	Operations	Minor Capital	Total
General Fund							
Administration	4.65	712,000	61,000	462,000	55,000	80,000	1,370,000
Public Safety:							
Police	13.45	2,043,000	71,000	197,000	31,000	60,000	2,402,000
Parking	2.70	368,000	14,000	390,000	3,000	60,000	835,000
Alderman Court	0.25	43,000	1,000	1,000	-	1,000	46,000
Beach Patrol	-	653,000	46,000	21,000	46,000	16,000	782,000
Public Works:							
Streets and Parks	7.75	795,000	115,000	435,000	5,000	87,000	1,437,000
Stormwater Management	0.25	23,000	17,000	99,000	1,000	20,000	160,000
Beach, Boardwalk, & Comfort St.	0.25	235,000	55,000	156,000	1,000	80,000	527,000
Building Official / Code Enforcement	2.25	255,000	10,000	31,000	4,000	7,000	307,000
Bandstand & Entertainment	1.00	111,000	5,000	212,000	1,000	6,000	335,000
Cultural & Historic Affairs	-	-	-	-	30,000	-	30,000
Fourth of July Parade	-	-	-	-	30,000	-	30,000
General Fund Total	32.55	5,238,000	395,000	2,004,000	207,000	417,000	8,261,000
Percentage by Expenditure type		63%	5%	24%	3%	5%	
Sanitation Fund	6.55	673,000	86,000	388,000	2,000	85,000	1,234,000
Percentage by Expenditure type		55%	7%	31%	0%	7%	
Water Fund	5.90	669,000	248,000	510,000	4,000	12,000	1,443,000
Percentage by Expenditure type		47%	17%	35%	0%	1%	
Town-Wide Total	45.00	6,580,000	729,000	2,902,000	213,000	514,000	10,938,000
Percentage by Expenditure type		59%	7%	27%	2%	5%	

**Town of Bethany Beach
FY 2024 Proposed Capital and Debt Service Budget Summary**

	FY 2023 Approved Budget	FY 2023 Expended thru 2/28/2023	FY 2023 Carryover to FY 2024	FY 2024 Proposed Budget
General Fund				
Administration & Trolley	-	-	-	-
Police	40,000	-	32,000	-
Parking	-	-	-	-
Beach Patrol	-	-	-	-
Streets and Parks	465,000	173,841	149,000	735,000
Stormwater Management	925,000	338,927	550,000	-
Beach, Boardwalk, & Comfort St.	126,000	127,510	-	80,000
Building Official	-	-	-	-
Bandstand & Entertainment	-	-	-	-
Cultural / Historic & Parade	-	-	-	-
General Fund Capital	1,556,000	640,277	731,000	815,000
Sanitation Fund Capital	460,000	492,492	-	-
Water Fund Capital	230,000	67,933	75,000	75,000
Water Fund Debt Service	246,000	240,790	-	246,000
Town-Wide Capital & Debt Budget	2,492,000	1,441,491	806,000	1,136,000

**Town of Bethany Beach
FY 2024 Proposed Capital and Debt Service Budget Detail**

General Fund		FY 2023 Carryover to FY 2024	FY 2024 Proposed Budget	FY 2024 Total Funding
Vehicles & Equipment	Police vehicle replacement in conjunction with County Grant	32,000	-	32,000
Police Total		32,000	-	32,000
Streets	Paving, street safety, alleys, parking lots & lighting	100,000	650,000	750,000
Land & Improvements	Fencing for Blackwater property	49,000		
Vehicles & Equipment	Replace a Public Works pickup truck and two large mowers	-	85,000	85,000
Streets and Parks Total		149,000	735,000	835,000
Land & Building	Lake Bethany Land Strip restoration project	500,000	-	500,000
Drainage Projects	Loop Canal Dam 30% Preliminary Design	50,000	-	50,000
Stormwater Total		550,000	-	550,000
Vehicle	Two Low Speed Vehicles (LSV) golf carts	-	30,000	30,000
Boardwalk	Repairs to the Boardwalk as needed	-	50,000	50,000
Beach, Boardwalk, & Comfort Station Total		-	80,000	80,000
Total General Fund Capital Budget		731,000	815,000	1,497,000
Water Fund		FY 2023 Carryover to FY 2024	FY 2024 Proposed Budget	FY 2024 Total Funding
Machinery & Equipment	Replace equipment as needed	50,000	-	50,000
Water Systems	Distribution system repair work as needed	25,000	75,000	100,000
Total Water Department Capital Budget		75,000	75,000	150,000
Debt Service	Water Tower loan repayment	-	246,000	246,000
Total Water Department Debt Service Budget		-	246,000	246,000
Town-Wide Capital & Debt Budget		806,000	1,136,000	1,893,000

**Town of Bethany Beach
FY 2024 Proposed Special Funds (Grants) Budget**

	FY 2023 Approved Budget	FY 2023 Actually Awarded	FY 2023 Expended thru 2/28/2023	FY 2023 Total Remaining	FY 2024 Proposed Budget
Municipal Street Aid Street Repair (MSA)	123,000	244,993	79,176	165,817	123,000
COVID-19 CARES Act	-	9,112	9,112	-	-
Pandemic American Rescue Plan (ARPA)	672,153	672,153	-	672,153	-
Sussex County Transfer Tax, 1 to 1 match required	297,512	297,512	297,512	-	-
Outdoor Recreation, Parks and Trails	13,500	13,500	-	13,500	-
State Bond Bill Collins Street Pathway Project	-	250,000	-	250,000	-
State Bond Bill Lake Bethany Bulkhead Design	-	102,812	7,165	95,647	-
Outdoor Recreation, Parks and Trails (ORPT DNREC)	13,500	-	-	-	-
Electric Vehicle Charging Stations (DNREC)	-	21,000	21,000	-	-
Electric Vehicle and EV Charging Stations (DESEU)	-	353,090	-	353,090	-
Police Retirement Plan	61,000	71,940	65,945	5,995	72,000
Criminal Justice Council (CJC)	30,000	56,000	49,198	6,802	30,000
Office of Highway Safety (OHS)	15,000	15,601	15,601	-	15,000
Sussex County Police Vehicle	35,000	30,000	-	30,000	30,000
Bulletproof Vest Grant	2,000	2,151	2,151	-	2,000
Emergency Illegal Drug Enforcement (EIDE)	3,976	5,476	9,487	(4,011)	5,000
State Aid to Local Law Enforcement (SALLE)	5,000	9,933	5,000	4,933	5,000
Fund to Combat Violent Crime (FCVC)	30,000	59,495	28,237	31,258	30,000
Police Body Cameras	25,230	25,230	25,230	-	-
Police Radio Replacement	-	-	-	-	200,000
Total Grant Budget	1,326,871	2,239,996	614,814	1,625,184	512,000

**Town of Bethany Beach
FY 2024 Proposed Schedule of Fees**

ADMINISTRATIVE FEES:

Property Owner Address printed labels or listing (Tax List)	150.00
Property Owner Address on disc or email (Tax List)	50.00
Property Owner Address printed labels for Candidates only (Voter List)	25.00
Return Check Fee	45.00

APPLICATIONS TO PLANNING COMMISSION:

Application for Land Combining	250.00	*
Application for Land Partitioning	250.00	*
PRDs and Minor Residential Subdivisions	\$500 plus \$250 per dwelling	
Major Residential Subdivisions	\$1,000 plus \$250 per dwelling	

ADDITIONAL COSTS:

For all Planned Residential Developments, major and minor subdivisions and all construction projects that require engineering reviews, making periodic inspections or both, the applicants shall make a cash deposit in an amount to be determined by the Building Inspector for the purpose of covering all costs and expenses incurred by the Town of Bethany Beach in using any outside consultant or resource (engineer, scientists, consultant, etc.) in considering, examining, reviewing and making reports and recommendations concerning the plan, as submitted, or making inspections during construction. Upon the final review and approval of the submitted plans, but prior to the issuing of a building permit, the Building Inspector shall determine the costs which have been incurred by the Town for any outside consultant or resource and shall deduct those costs from the deposit made by the applicant(s). If the deposit exceeds the costs incurred by the Town, the Building Inspector shall refund the remaining funds to the applicant(s) without interest. If the deposit is less than the costs incurred by the Town, the applicant(s) shall pay the difference to the Town prior to the issuance of any approval for construction by any Town Official, Committee, or Commission.

APPLICATION FOR BOARD OF ADJUSTMENTS:

Basic Application to the Board	1,000.00	*
Application requiring Town Solicitor review	2,500.00	*
Application requiring Town Solicitor and court stenographer	3,250.00	*

BUILDING PERMITS:

Building Permit Fee	3%
Based on actual construction costs, but in an amount not less than the cost computed by the International Code Council's square foot construction cost standard (R-3 VB), if applicable. Charged on all commercial and residential primary buildings, accessory buildings, and improvements to an existing open deck, screen porch, accessory building or patio by adding walls and/or roof to become enclosed living space.	
Fee for renovations and retrofits is based on actual construction costs, but in an amount not less than the cost computed by the ICC's square foot construction cost standard (R-3 VB) if applicable.	
Building Permit Fee - 501 (c)(3) organizations with proper documentation	1%
Based on actual construction costs, but in an amount not less than the cost computed by the International Code Council's square foot construction cost standard (R-3 VB), if applicable. Charged on all commercial and residential primary buildings, accessory buildings, and improvements to an existing open deck, screen porch, accessory building or patio by adding walls and/or roof to become enclosed living space	
Fee for renovations and retrofits is based on actual construction costs, but in an amount not less than the cost computed by the ICC's square foot construction cost standard (R-3 VB) if applicable.	
Publicly funded organizations offering a public service (Bethany Beach Volunteer Fire Company and South Coastal Library) are exempt from Building Permit Fees.	
Building an Open Deck or Patio - Gross floor area of attached or unattached open deck with area open to sky	0.75/sq. foot
Repairs	
\$30.00 for 1st \$1,000 or fraction thereof	30.00
\$10.00 per additional \$1,000 of value or fraction thereof	10.00
All Other Permits	
Relocation of dwelling unit	100.00
Demolition of any building or structure	150.00
Driveway and sidewalk	150.00
Fence and permanent subdivision sign	75.00
Private swimming pool permit	150.00

**Town of Bethany Beach
FY 2024 Proposed Schedule of Fees**

Public swimming pool permit	300.00	*
Bulkheads, docks, and ramps, installation of new or removal of existing to replace with new	50.00	
Solar Systems and GCL Heat Exchange Well Systems	50.00	
Signs	50.00	*
Minimum Permit Fee	30.00	
MERCANTILE LICENSE FEES:		
Business License (may purchase up to 3 years for \$250 per year)	250.00	
Application for Home Occupation	50.00	
Rental License, Commercial or Residential. Residential license will not be issued without notarized safety certificate	100.00	
Administrative fee for failure to obtain a license by the renewal due date.	100.00	
Rental tax on gross rental receipts on Commercial and Residential rentals	7.00%	
Rental tax on gross rental receipts on rentals subject to State Accommodations Tax	3.25%	
OTHER FEES:		
Shuttle Bus Permit (shuttle with seating capacity of 11 or more)	9,600.00	*
Shuttle Bus Permit (shuttle with seating capacity of 10 or less)	4,800.00	*
Shuttle Bus Permit (single day)	156.00	*
Permit for Portable on Demand Storage Unit (POD) or similar temporary storage, personal use	25.00	
Permit or permit renewal for Portable on Demand Storage Unit (POD) or similar temporary storage, construction	50.00	
POLICE DEPARTMENT:		
Document Fee	18.50	
PARKING DEPARTMENT:		
Parking meter rate per hour	3.00	*
Park Mobile Convenience Fee. Charged on each credit card transaction	0.60	
Booting of vehicle for non-payment of parking fines	45.00	
Collection agency fee. Assessed when unpaid parking tickets are turned over to a collection agency.	40.00	
PARKING PERMITS:		
RESIDENTIAL PROPERTY OWNERS		
1st Permit	N/C	
2nd Permit (No more than 2 permits will be issued per property)	50.00	
Replacement Permits	50.00	
C-1 BUSINESS LICENSE HOLDER		
Each Permit	50.00	
Parking Meter Permits - Gold - In Town business owners only, excludes 2 hour meters and handicapped (Limit 2).	350.00	
Parking Meter Permits - Platinum - In Town business owners only, any metered space except handicapped (Limit 1).	1,000.00	
VISITOR PARKING PERMITS		
1-day	30.00	*
3-day	90.00	*
7-day	210.00	*
CONSTRUCTION PARKING PERMITS PER DAY	15.00	
PROPERTY MAINTENANCE:		
Administrative fee -Violation of Town Code @ Property Maintenance (Per Lot) First Offense	300.00	*
Administrative fee -Violation of Town Code @ Property Maintenance (Per Lot) Second Offense	600.00	*
Administrative fee -Violation of Town Code @ Property Maintenance (Per Lot) Additional Offenses	900.00	*
An additional fee may be charged for employee time or contracted work to bring properties into compliance with the Town Code.		**
REAL PROPERTY TRANSFER TAX:		
1.5% of Gross Sales Price		

**Town of Bethany Beach
FY 2024 Proposed Schedule of Fees**

PROPERTY TAX RATE :

Per \$100 of Town of Bethany Beach Assessed Value (100% of Assessed value) 0.196 *

TRASH FEES:

4 yard dumpster	2,640.00
3 yard dumpster	2,225.00
2 yard dumpster	1,700.00
Commercial: Flat Rate Per Unit	600.00
Residential: Flat Rate Per Unit	430.00
Special Trash or yard waste collection (minimum charge)	50.00

WATER BOND SINKING FUND

Per Front Footage, minimum of 50 feet 1.07

WATER SERVICES:

In Town Flat Rate per year	180.00
0 - 10,000 gallons used	4.50/1000 gal
10,001 - 40,000 gallons used	5.50/1000 gal
over 40,000 gallons used	6.50/1000 gal
Out of Town Limits - \$6.50/1000 Gallons of Usage plus Flat Rate (Connection Charge) \$265/year for 5/8" Meter	\$265 Flat rate plus \$6.50/1000 gal
Additional water meter readings requested by property owner	25.00
Check meter accuracy (will be refunded if meter is defective)	35.00
Water turn on or off at meter (during regular Water Department service hours)	25.00
Water turn on or off at meter (after regular Water Department service hours or on holidays)	200.00 *
Water turn off at meter for non-payment	100.00
Additional fee for restoring water service after regular Water Department service hours or on holidays	200.00 *
Water Meter	Cost plus 20%
Water Department Inspection Fee	35.00
Install a tap into town water main with installation of lateral and curb stop	\$1,000 to \$1,500 *
All costs associated with new or "re-taps" into the Bethany Beach water system will be borne by the property owner	
Water Impact Fee applicable to new construction and reconstruction	5,250.00

For meters in excess of 1" the following multiplier table is used to calculate the fee for residential and commercial properties:

Meter Type	Meter Size	Maximum Rate (GPM)	Ratio to 1" meter
Simple	1"	25	1.0
Simple	1.5"	50	2.0
Simple	2"	80	3.2
Compound	2"	160	6.4
Turbine	2"	200	8.0
Compound	3"	350	14.0
Turbine	3"	450	18.0
Compound	4"	700	28.0
Turbine	4"	1200	48.0
Compound	6"	1400	56.0
Turbine	6"	2500	100.0
Compound	8"	2000	80.0
Turbine	8"	4000	160.0
Turbine	10"	6500	260.0

Buildings being demolished and rebuilt that were originally built during or after 1989 will be given a credit of \$1,250 representing the previously charged Water Impact Fee

Additional fee for renovations and additions to current structures 1.50/sq. foot

Sale of water to noncustomers (metered) \$7.50 @ 1000 Gallons - Minimum of fee of \$25.00 (One day advanced notice required)

**Town of Bethany Beach
FY 2024 Proposed Schedule of Fees**

ALDERMAN COURT

Basic court cost	20.00
Additional court security fee per violation	2.00
Additional fee for appearance before the Alderman for traffic or town ordinance violations (per violation)	20.00
Appearance before the Alderman for parking tickets	10.00
Issuance of capias/bench warrant	15.00
Returned check fee (state mandated)	30.00
Additional fee for deferred payment plan	25.00
Additional fee for probation before judgement agreement, per case	10.00

AMBULANCE SERVICE FEE

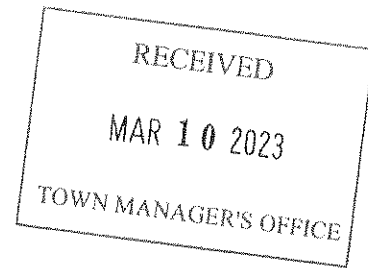
The Town collects an annual fee for the Bethany Beach Volunteer Fire Department, which performs the ambulance service.	
The amount charged is based on the financial history and projections of the ambulance service.	53.00

* Change in fee amount

** New fee

OCEAN VAYU YOGA

February 17, 2023



To Whom It May Concern,

Ocean Vayu Yoga would like to apply for an exercise concession for the 2023 summer season to teach yoga on the beach. We propose to hold a one hour class from 7:00am - 8:00am 7 days a week. The classes will be conducted on the sand at Central Blvd. The classes taught would be a, gentle beach flow appealing to a wide variety of students of varying abilities. We were so grateful to have had such a positive response to our beach classes last year and would love to offer yoga on the beach to our students as well as visitors again for summer 2023. We also love that our classes were held on Central Blvd. giving our students a little reprieve from the summer crowds on Garfield Pkwy.

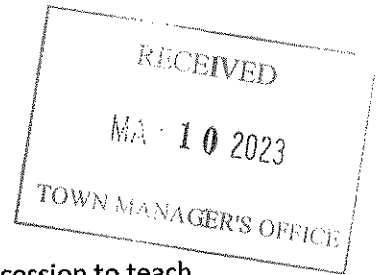
Kim and Justin Cavagnaro 500 ERYT certified , opened Ocean Vayu Yoga in June 2016 with a combined 30+ years of yoga experience and 14+ years of teaching yoga. All the instructors employed by Ocean Vayu Yoga, are Certified under the Yoga Alliance at a minimum of the 200-hour level and hold personal liability insurance. The studio holds full liability insurance to cover teaching off premises.

Sincerely,

Kim & Justin Cavagnaro

29P Atlantic Ave. Ocean View, De 19970 ~ OceanVayuYoga.com ~ 302.616.2604

TOWN OF BETHANY BEACH
REQUEST FOR BEACH CONCESSION
PROPOSAL FORM



The Town of Bethany Beach will be accepting proposals from applicants for a concession to teach exercise classes or conduct camps on the beach and/or bandstand for the 2023 Summer Season

Name and Address of Applicant Bethany Beach Yoga Center, LLC

Doing Business as 7642 Parsonsburg Rd
Parsonsburg MD 21849

Detailed description of concession

1. Type of commercial activity to be included Yoga classes offered on beach or bandstand

2. Hours, days and dates of operations Memorial Day thru Labor Day, possibly thru September weather permitting

3. Number of employees and anticipated group size per session (if applicable)
4 teachers, class size 4-20

4. Location Beach or bandstand on Garfield Pkwy

5. The amount of the fee to be paid to the Town for the concession \$303

Germelke Roads

Applicant Signature

BBYC

Date

3-6-23

FOR TOWN USE ONLY - DO NOT WRITE IN THIS SPACE

Proposal received by _____

Date _____

Bethany Beach Business License Required

Business Permit Number _____

ch
LLC

From: Dimitra Yoga Studio studio@dimitrayoga.com
Subject: TO: Julie Malewski, Town of Bethany Beach, RE:
Beach Yoga 2023
Date: Jan 30, 2023 at 13:55:18
To: jmalewski@townofbethanybeach.com

TO: Julie Malewski, Town of Bethany Beach

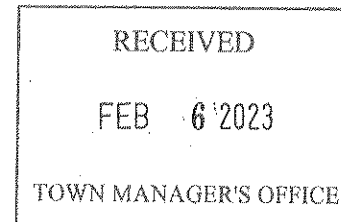
Hi Julie,

I hope you had a good year and this message finds you well. It's the time of year where we start planning our beach classes and we would love to continue our tradition of doing so in Bethany!

Please find below our thoughts and success in offering (1) Weekly Sunday donation based beach yoga class for the summer of 2023.

We would like to hold a weekly class on the sand in front of the boardwalk/bandstand from 8-9 AM on Sundays. We would like to start Memorial Weekend and due to the level of participation later in the season, possibly continue into mid October, weather permitting. Our proposed dates are:

May (28)
June (4, 11, 18, 25)
July (2, 9, 16, 23, 30)
August (6, 13, 20, 27)
September (3, 10, 17, 24)
October (1)



As in past years, this will be a donation based class, giving the student the choice of amount to donate. We will again share with a local charity or family in need.

The classes will be open to all levels of students and require nothing more than their mat or towel and the joy of participation. All of our yoga instructors are 200 Hour Yoga Teach Training Graduates.

Here at Dimitra Yoga we aim to create an atmosphere that is beneficial to both the body and the mind, as well as the community. Seeing our students grow, not only in class, but with each other, finding friendships and and building a strong community is rewarding to the foundation of our studio. We believe that by extending our hand and helping other businesses and donating back to a local charity or non-profit, that we follow the heart of this idea of the path of yoga.

We are very grateful for the opportunity that the Town of Bethany Beach has extended to us in the past summers. We look forward once again to continue to be able to help grow a vibrant and strong, body and mind community with the Town of Bethany Beach.

FYI - I will also put this message in the mail and send it to you today.

Thank you for your time and assistance!

--

Peace,

Heidi

Dimitra Yoga

<https://dimitrayoga.com/>

Handwritten notes and a faint rectangular stamp or box, possibly containing a signature or date, located in the lower-left quadrant of the page.

2023 Exercise Class Summaries

(Weather Permitting)

Yoga: through October 15th – Note different classes & times



(1) Sunrise Yoga

Summer on the Beach: 6:00 a.m.

May 26th – September 4th

Daily off Garfield Parkway

\$10/person.

Spring/Fall on the Bandstand: 6:30 a.m. Groups of 4 or more by appointment only; email to request day (bethanybeachyoga@hotmail.com)

This is the 20th year that **RYT Certified Teachers** from **Bethany Beach Yoga Center** have been teaching this class to contribute to the community's health and well-being. Instructors Susan Maddox, Lori Roe, Tracy Southard, Georgette Rhoads & Pat Wood engage participants with asanas and flowing movement and/or Sun Salutations. Limited mats available, please bring your own, if possible. **Classes will run spring through fall.**



(2) Daily on the BEACH off Central Ave, 7 a.m.;
\$10/person.

500 ERYT-certified instructors Kim and Justin Cavagnaro opened **Ocean Vayu Yoga** in 2016 with a combined 30+ years of yoga experience and 14+ years of teaching yoga. All of the instructors employed by Ocean Vayu Yoga are certified under the Yoga Alliance. The classes will be available **daily thru Labor Day and weekends May 27th to July 11th and September 2nd**

to September 24th. Classes feature gentle beach flow suitable to all levels.



(3) Sunday, 8 – 9 a.m. on the BEACH off Garfield; donation optional.

The two teachers are **Yoga Alliance Certified** teachers and Bethany Beach residents who work year-round at **DimitraYOGA**. They've been holding classes on the beach since 2015 Their donation-optional approach has successfully raised funds for local families in need and supports a cohesive mission of benefitting the body, mind, and community. Classes run Sundays **May 28th – October 15th.** Classes are open to all fitness levels.

Bring a mat or towel. In case of weather events, visit www.dimitraoga.com for cancellations.



Bootcamp on the Beach:

Mondays, Thursdays, Saturdays, 8 a.m. on the beach off Garfield Parkway starting May 1st.

Tuesdays & Fridays, 7 a.m. on the beach off Parkwood Street starting June 22nd
\$10/person.

This is the ninth year this program is being offered in Bethany Beach. The instructor is Trevor Hurd, **CSCS Certified** Strength and Conditioning Specialist and owner of **Coastal Athlete**, 97 Garfield Pkwy. The class is for men, women, boys and girls, 12 and up, all fitness levels. The workout allows participants to challenge themselves and work as a fitness team. It offers a combination of body weight training, calisthenics, speed and agility training, core training, functional strength training, and flexibility work. No weights, just hard work. Classes run through October 1st.



Pilates on the Beach:

Tuesdays, Wednesdays, and Fridays, 8 a.m. on the BEACH off Garfield; \$15/person.

This is the 12th year offering this class by Kelly Roberts, **BASI Certified Pilates Instructor** and owner of **Beach Pilates and Wellness Studio** of South Bethany. Participants overlook the ocean while they build a stronger body, develop long lean muscles, increase core strength, and improve overall health

and well-being. The class also offers benefits for golfers, chronic pain and illness, osteoporosis, and prenatal/postnatal conditions. Classes run Memorial Day week through Labor Day week.

CLASSES IN CENTRAL PARK

CustomFit360 is proposing to teach 2 different classes in the park. Taught by certified personal trainers/fitness Instructors, each will incorporate music using a Bluetooth speaker.
\$10/person/class

Total Body Functional Fitness – Mondays and Wednesdays, 8a.m; Saturdays, 7 a.m. on the grass; Great for all fitness levels, this total body, interval, strength training class will improve core strength, increase flexibility, and burn major calories using use resistance bands, kettlebells, and body weight.

Pilates – Saturdays, 8 a.m. on the grass on yoga mats (provided); a low-impact exercise that aims to strengthen muscles while improving postural alignment and flexibility. This full-body workout targets core muscles with precise movements and breath control.



Marine Science Camp

Marine Scientist and founder of the New Logic Marine Science Camp, Sherri Paris is entering her 16th year of offering award-winning summer camps In New Jersey, Delaware, and Maryland. This will be the fourth year in Bethany Beach. (Each year has sold out every week.) Camp will be offered Monday – Friday, 9:00am-2:00pm for a fee of \$400/camper/week, camp T-shirt included. 2-3 days will be spent at an assigned Bethany Beach area, 1 day at the Nature Center and 2 days at James Farm or equivalent.

Proposed dates and times are:

June 26 - 30 (K-8th)

July 24 – 28 (K-8th)

July 24 – 28 (6th-Teen)

August 7 – 11 (K-8th)

Camp activities include marine ecology education, water sampling and quality testing, plant and animal identification, study of tides along with preservation of our Ocean and Bays. Campers will have a daily scientific routine, followed by “field experiments” that corresponds with the camp topic that day. In addition, New Logic is involved with several Citizen Science opportunities which involve collecting data for ongoing research. Campers will be aiding other scientists by collecting and recording this data to submit for further research.

June 2023

Proposed Exercise Concession Schedule – Typical Summer Week

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
4	5	6	7	8	9	10
6 a.m. Yoga (Beach - Garfield)	6 a.m. Yoga (Beach - Garfield)	6 a.m. Yoga (Beach - Garfield)	6 a.m. Yoga (Beach - Garfield)	6 a.m. Yoga (Beach - Garfield)	6 a.m. Yoga (Beach - Garfield)	6 a.m. Yoga (Beach - Garfield)
7 a.m. Yoga (Beach - Central)	7 a.m. Yoga (Beach - Central)	7 a.m. Yoga (Beach - Central)	7 a.m. Yoga (Beach - Central)	7 a.m. Yoga (Beach - Central)	7 a.m. Yoga (Beach - Central)	7 a.m. Yoga (Beach - Central)
		7 a.m. Boot Camp (Beach - Parkwood)			7 a.m. Boot Camp (Beach - Parkwood)	7 a.m. Total Body (Park)
8 a.m. Yoga (Beach - Garfield)	8 a.m. Boot Camp (Beach - Garfield)	8 a.m. Pilates (Beach - Garfield)	8 a.m. Pilates (Beach - Garfield)	8 a.m. Boot Camp (Beach - Garfield)	8 a.m. Pilates (Beach - Garfield)	8 a.m. Boot Camp (Beach - Garfield)
	8 a.m. Total Body (Park)		8 a.m. Total Body (Park)			8 a.m. Pilates (Park)
11	12	13	14	15	16	17
18	19	20	21	22	23	24