the CHAMBER
Bethany-Fenwick Area Chamber of Commerce

36913 Coastal Hwy.
Fenwick Island, DE 19944
thequietresorts.com
p. 302-539-2100

Selbyville Economic Development Committee Meeting

Wednesday, October 7, 2026

2:00 PM

Emily Mais, BFACC

Committee Members in Attendance: Stacey, Loryn, Emily, Jess, Mackenzie, Kelly, Mayor Duncan, Betsy, Matt, Pastor Blair

Other Attendees: Susan Canfora (Coastal Point)

Meeting Agenda:

- Review potential next steps, priorities, and opportunities for downtown development without the Downtown Development District designation.

Meeting Minutes:

Review potential next steps, priorities, and opportunities for downtown development without the Downtown Development District designation:

- Question and Answer Session with Sue Canfora:
    - Q: How does Selbyville plan to maintain its quaint atmosphere while developing downtown? A: We do already have a Historic Business district in place with regulations specific to Main St. businesses that will preserve the Historic charm
        - Committee members discussed high costs associated with renovating historic buildings to meet current code, and cost of upkeep, which hinders some small businesses from coming into these existing properties
    - Q: Would we want businesses that specifically highlight Old Time Selbyville? To help preserve the downtown feel? A: Not specifically! We just want businesses that will be sustainable and last.
    - Q: What would we like to see downtown Selbyville look like in a year? A: We had a unique downtown years ago with everything you could want and would like to get back to that.
        - Q: What's changed? A: The nature of shopping, and many other things
        - Other discussion includes how people are already here or coming to town, but the goal is to make Selbyville a place to spend a whole morning or afternoon, and make it a destination

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  - Q: Lighthouse Town Center was approved at Town Council this month. Will it compete with downtown? A: No
  - Q: What are other roadblocks for downtown revitalization? A: Cost of renovating existing buildings is definitely a hindrance for businesses coming into town, plus that downtown is landlocked so we can't add a lot of new commercial buildings
  - Q: What are the next steps?
    - A: Without the Downtown Development District designation, we don't get the same financial support for Town projects from the state
    - We can still move forward with incentives drafted in the application to help attract businesses downtown; incentives proposed include impact fee reduction, property tax phase in, façade improvement grant, etc.
  - Q: Are you confident you can upgrade downtown without the designation? A: Yes, we've been working towards this before the DDD application process
  - Q: What's the main attraction in town now? A: La Sierra, the Library, the town park, Salem Church events
  - Q: Do you want Selbyville to become a tourist destination? A: It already is in a way, but tourism is not our specific goal for town projects, we obviously also want a thriving downtown for local residents.
  - Q: Have you thought about a public relations plan? A: Yes, we've talked about advertising locally and worked on it a little bit; Matt has a videographer on staff and produces his own commercials and would be happy to work with the town on advertising
- Other discussion:
  - We did a survey at the start of the DDD application process to local residents and property owners and could do another survey for more feedback
    - Areas of interest from the survey results were façade improvement, streetscape improvement, park expansion, etc.
    - Residents, property owners, business owners, and business employees replied to the survey
  - Does the Committee want to recommend to council that we approve some of the proposed incentives now as a next step? Yes
    - Town Council meets December 7th and we will recommend the approval of impact fee reduction at 50%, property tax phase-in, sign waiver and business license waivers, as proposed in the DDD application

Next Committee Meeting: to be determined; Stacey will set a new recurring meeting schedule to accommodate the new Committee members