

TOWN OF GREENSBORO  
TOWN COUNCIL WORKSHOP  
October 18, 2018

In Attendance: Mayor Noon, Commissioners Mackey, DeSimone, Wake and Reichart, Jeannette DeLude, Nicole Armour

Public: Debbie Pfeil, Jim Conner, Cindi & Bob Harrison, Cathy Spencer, Alice Winstead, Steve Poppish, Ruth Patton

Meeting called to order at 7:00 pm.

*Entered Public Hearing for the Sale of 118 N. Main Street at 7:01pm.*

***Ordinance 2018-O-8:  
ORDINANCE NO. 2018-O-08***

***INTRODUCED BY: COMM. REICHART AT SEPTEMBER MEETING***

***AN ORDINANCE OF THE COMMISSIONERS OF GREENSBORO AUTHORIZING THE SALE OF PROPERTY LOCATED AT 118 N. MAIN STREET, DESCRIBED IN A DEED TO THE TOWN OF GREENSBORO, RECORDED AMONG THE LAND RECORDS OF CAROLINE COUNTY, MARYLAND AT LIBER 130, PAGE 87, CONSISTING OF 10,440 SQ. FT. FOR THE SUM OF \$50,000***

*Com. Mackey asked if we heard what they would be doing with the property. Mayor Noon stated that is was going to go back to tag and title, but that has not been confirmed.*

*Com. DeSimone motioned to accept Ordinance 2018-O-08 for the sale of 118 N. Main Street in the amount of \$50,000. Com. Wake seconded the motion. All in favor, motion passed.*

***KCI – Debbie Pfeil – Planning Services:***

Debbie Pfeil did a brief presentation of her company and the services she could provide to the town. (PowerPoint of presentation attached.)

Mayor Noon thought that council may possibly need another workshop to discuss this. Ms. Delude stated that we need them mostly for the Comprehensive Plan and that Planning and Zoning needs to get ahead of this. Mayor Noon stated that he would want to see the numbers first. Debbie stated normally a Comprehensive Plan will cost a town between \$35K-\$70K over a few years. She stated that she advises towns to spread that over 2-3 budget cycles. Currently the State of Maryland isn't offering any relief, but her company has really been pushing it and if funding assistance becomes available if we were clients then we would be notified immediately. She also explained that Planning and Zoning would get two free scoping meetings to see how much we would need to do



on our plan and how much we would need KCI's services before she would quote the town for their services but we would have to sign a contract to be an On-Call client.

***Bridge Maxx:***

Jim Conner spoke to council about his company putting an antenna on the Wheeler Drive water tower. Ms. Delude explained that he had proposed a lease of \$200 a month. Mayor Noon asked if they had better prices or services for our residents. Mr. Conner stated that the services were comparable to Comcast and Verizon. His company currently does internet and phone, with TV services coming soon. Mr. Reichart stated that the contract he had presented was pretty generic and the council agreed. The council stated that they would like to see a lot more information in the agreement, for example, terms and such. Once we receive it we will have the attorney look over it before it is signed. Com. Mackey motioned to accept the contract with Bridge Maxx once we received a more detailed contract including the term of 1 year and the pricing of \$200 for 1 antenna on the Wheeler Drive water tower. Com. Wake seconded the motion. Com. Wake, Mackey, DeSimone, Aye. Com. Reichart, Ney. Motion carried.

***Sign:***

Ms. Delude gave all the quotes and options to the council for them to look over. Mayor Noon asked each commissioner what they thought. Com. Mackey, Com. Wake, and Com. DeSimone stated they all liked the 2 sided sign from Signs by Tomorrow. Com. Reichart stated that he liked the 2 sided sign from Ober and felt it would be a better quality. A brief discussion ensued as to where to put the sign. The Mayor recommended we put a post on Facebook asking the public's opinion. Com. Mackey motioned to accept the quote of the 2 sided sign from Signs by Tomorrow. Com. DeSimone seconded the motion. Com. Wake, Com. Mackey, Com. DeSimone; Aye. Com. Reichart; Nay. Motion carried.

***Town Manager Report:***

Attached

*Com. DeSimone motioned to close the Public Hearing. Com. Mackey seconded the motion. All in favor, motion passed.*

***Council Comments:***

Com. Mackey wanted to go over the cost of KCI. Ms. Delude explained that \$5K puts us on as an on call client, but none of that money is used until we use them. It could be there 1 month or 10 years, it depends on how often we use them. Mr. Wake stated that he felt having them on call just made sense. Ms. Delude stated that with the dealings she has had with them she recommends them. Ms. Armour stated that she contacted a friend that did projects with them in Harrington and Milford and that they highly recommended Debbie and KCI. Com. Reichart motioned to sign the on-call agreement with KCI. Com. Mackey seconded the motion. All in favor, motion passed.



Mayor Noon asked how Lighting of the City is coming along. Ms. Delude stated it was coming along and everything is right on track.

Com. DeSimone motioned to adjourn the meeting. Com. Mackey seconded the motion. All in favor, motion passed.

Meeting adjourned 7:50 pm

Respectfully Prepared by  
Nicole Armour



# Memo

**To:** Mayor & Council  
**From:** Jeannette DeLude  
**Date:** 10.18.18

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- We have been very busy since our last meeting. I have been working on the website design with Civic Plus. They are hoping to have it up and running by Dec. 1<sup>st</sup>. If there is anything you definitely want to see on the site now is the time to let me know.
- There is a group of citizens who are once again organizing the Wreaths across America event honoring veterans, our current military heroes and those who lost their lives fighting for our country. If you are interested in purchasing a wreath to lay at the grave of one of our local military members who are buried in Greensboro Cemetery please let me know or go to [www.wreathscrossamerica.org](http://www.wreathscrossamerica.org) and choose Greensboro Cemetery. The wreaths are \$15 each. They will also be holding a small ceremony before going to lay the wreaths at our Veterans Park right here next to Town hall. The event will be Dec. 15<sup>th</sup> starting at 12noon.
- Mr. Hayman has finished our lot line revision on 111 S. Main Street. The Health Dept is currently reviewing the plats. Once they sign we can take them to be recorded.
- I've been working with Comm. Reichart and Comm. Wake on various ideas on the water and sewer bills. We have looked at several options and continue to work on the situation.
- I received an email from ICMA stating that George Washington University has a Public Policy degree program and they have seniors who are required to do a capstone project for their final grades. They go to municipalities and do research for new projects or evaluate existing policies etc. on a pro- bono basis. I have reached out to the organizer and asked for more information. I think we could utilize this program to help us research ways to attract businesses to the Town and how we can market our





town. So, with your permission I will investigate this further and see if it will benefit us.

- Amber and I will be participating in the Junior Achievement program at the Elementary school again this year. They have changed up the program and this year they are doing it all in one day instead of spreading it out over a week.





## Town of Greensboro Planning Services

October 18, 2018



INCORPORATED 1997 | 21 Years of Service Since 1988

## Agenda



- KCI Technologies, Inc.
  - Company Overview
  - Government Planning Services
- Wrap-Up



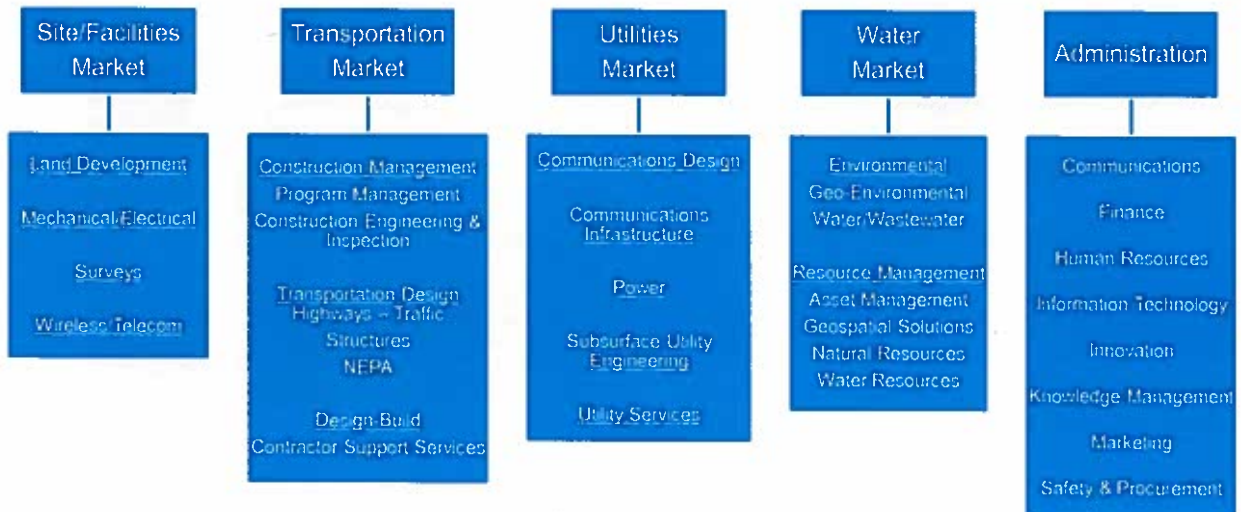
# KCI Technologies, Inc. Company Overview



- Founded in 1955
- 100-percent employee-owned
- 1,450 employee owners
- 650 employees in Delaware and Maryland
- More than 40 offices in 19 states
- Dover office opened in 2012
- ISO 9001:2015 Certified



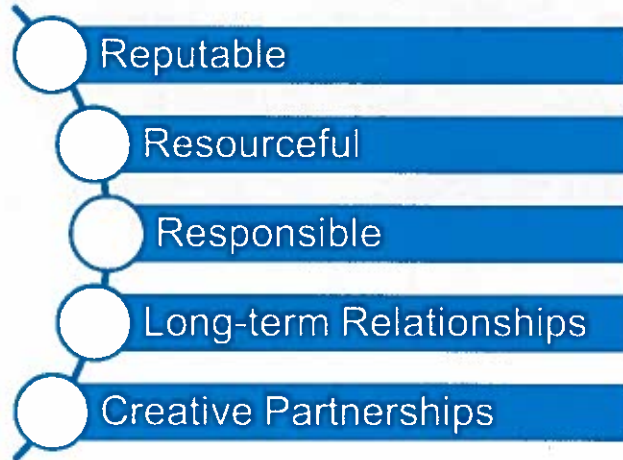
# KCI Technologies, Inc. Company Overview



KCI Technologies, Inc.  
Government Planning Services



**Planning Pillars since 2016**



KCI Technologies, Inc.  
Government Planning Services



KCI Planning Services	On Call Professionals Contact	Asset Management	Broadband Planning	Code Revisions & Update	Comprehensive Planning	Construction Administration	DownTown Development Planning	Grant & Loan Administration	Land Development Reviews	Land Development Toolkit	Other Services	Public Outreach & Education	Resiliency	Stormwater & Flood
<b>Delaware Government Clients</b>														
Town of Blades	✓				✓									✓
Town of Bridgeville	✓								✓	✓				
City of Delaware City					✓									
Town of Delmar	✓													
Town of Felton					✓				✓					
Town of Fenwick Island	✓							✓					✓	✓
Town of Georgetown	✓	✓			✓		✓	✓		✓			✓	
Town of Laurel	✓												✓	
Town of Middletown							✓	✓					✓	
Town of Milville	✓			✓	✓								✓	
Town of Milton	✓										✓		✓	
City of New Castle	✓				✓								✓	
City of Rehoboth Beach	✓				✓								✓	
City of Seaford	✓				✓								✓	
Town of Selbyville	✓	✓			✓								✓	
Town of Smyrna	✓		✓										✓	



# KCI Technologies, Inc. Government Planning Services



KCI Planning Services	On Call Professional Contract	Asset Management	Broadband Planning	Code Revisions & Update	Comprehensive Planning	Construction Administration	Downtown Development Planning	Grant & Loan Administration	Land Development Reviews	Land Development Toolkit	Other Services	Public Outreach & Education	Resiliency, Stormwater & Flood
Maryland Government Clients													
Town of Charlestown	✓							✓				✓	✓
Town of Chesapeake City	✓							✓	✓				
Town of Port Deposit	✓					✓		✓	✓		✓		
Town of Ridgely	✓					✓		✓				✓	
Town of Rising Sun	✓					✓					✓	✓	
Wicomico County	✓								✓				

# KCI Technologies, Inc. Government Planning Services



AREAS OF PRIMARY FOCUS

- Municipal Funding
- Downtown Development District Planning
- Development Plan Review
- Regulation Review & Updates
- Comprehensive Development Planning

## KCI Technologies, Inc. Government Planning Services



### Municipal Funding (with KCI)

- **Delaware Sustainable Communities Planning Grant**  
Community Sustainability Plan  
Town of Fenwick Island, DE | \$40,000 | 2017
- **Maryland Smart Energy Communities Grant**  
HVAC Equipment  
Town of Ridgely, MD | \$9,500 | 2017
- **Neighborhood Building Blocks Fund Grant**  
Downtown Development District Plan  
Town of Middletown, DE | \$49,995 | 2017
- **Maryland Department of Natural Resources**  
Assessment for Stormwater Vulnerability  
Town of Charlestown, MD | \$40,000 | 2018
- **Neighborhood Building Blocks Fund Grant**  
DDD Plan Implementation  
Town of Georgetown, DE | \$32,000 | 2017  
City of Harrington, DE | \$31,000 | 2017  
Town of Georgetown, DE | \$12,800 | 2018  
Town of Laurel, DE | \$12,500 | 2018
- **Rural Maryland Prosperity Investment Fund Grant**  
Water & Sewer Infrastructure Mapping  
Town of Ridgely, MD | \$16,250 | 2018
- **USDA Community Facilities Loan & Grant**  
Town Hall Improvements  
Town of Ridgely, MD | \$820,000/\$50,000 | 2017

## KCI Technologies, Inc. Government Planning Services



### Municipal Funding (prior to KCI)

- **Chesapeake Bay Trust**  
**Green Streets, Green Jobs, Green Towns**  
Green Initiatives Concept Plan  
Town of Maryland, MD | \$47,460 | 2014
- **Chesapeake Bay Trust**  
**Watershed Assistance Grant**  
Martin Sutton Park Water Quality Improvements  
Town of Ridgely, MD | \$72,640 | 2015
- **Community Development Block Grant**  
Church Street Pumping Station  
Town of Cecilton, MD | \$401,118 | 2015
- **Community Development Block Grant**  
Wastewater Feasibility Study  
Town of Maryland, MD | \$35,000 | 2015
- **Neighborhood Building Blocks Fund Grant**  
Downtown Development District Plan  
Town of Dagsboro, DE | \$36,000 | 2015  
Town of Georgetown, DE | \$45,000 | 2015  
City of Harrington, DE | \$40,000 | 2015  
City of New Castle, DE | \$46,500 | 2015









Regulation Review and Update

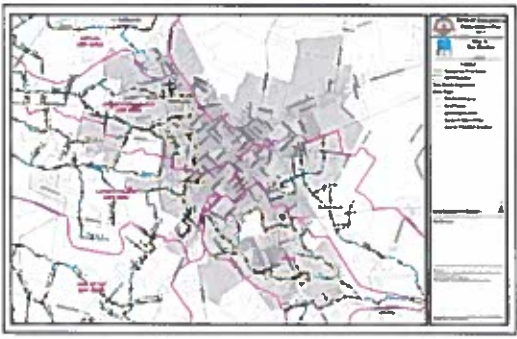
Table with 4 columns: Item, Description, Status, and Comments. It lists various regulatory items and their current status.

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Section 220

Table with 6 columns: Item, Description, Status, and Comments. It lists various regulatory items and their current status.



Comprehensive Planning



**Town of Georgetown Comprehensive Plan**

**What is a Comprehensive Plan?**  
It is an official statement about Georgetown's future that is used to direct future development decisions. It is required by State law and is certified by the Governor. Georgetown's last Comprehensive Plan was adopted in 2010.

**What's In a Comprehensive Plan?**  
Community Character • Demographics • Taxes & Community Services • Transportation • Utilities • Land Use • Economic Development • Housing • Environmental Protection • Open Space & Recreation • Historic & Cultural Resources • Public Outreach • Plan Implementation • Maps

All project information can be found online at [www.georgetowndel.com](http://www.georgetowndel.com)

**KCI TECHNOLOGIES**  
FOR THE PEOPLE OF DELAWARE

**Your Opinion Counts!**

As a resident, property owner, business owner, employee, or visitor to the Town, we need your opinion! The Georgetown Comprehensive Plan Survey should take no more than 15 minutes to complete and your input is vital to us as we complete the Plan.

Paper and Spanish-language copies of the survey are available at Town Hall, La Esperanza Community Center, and First State Community Action Agency.

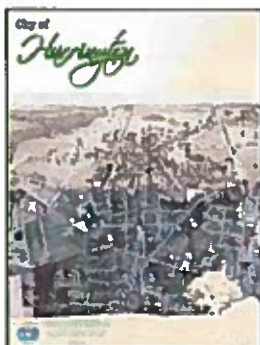
The Comprehensive Plan Survey can be found on the Town's website at: [www.georgetowndel.com](http://www.georgetowndel.com)

The survey closes on **November 1, 2018!**

# KCI Technologies, Inc. Government Planning Services



## Comprehensive Planning



City of [Name] Planning Department  
**COMMUNITY OPINION SURVEY**

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City of [Name] Planning Department  
**COMMUNITY OPINION SURVEY**

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# KCI Technologies, Inc. Government Planning Services



## Comprehensive Planning



**YOUR OPINION COUNTS IN SHAPING THE FUTURE OF MILLVILLE!**

The Town of Millville is beginning the process of updating their Comprehensive Plan. This Comprehensive Plan is a blueprint to lead and shape planning for future development and growth within the limits of our geographic boundaries. We are seeking your input and suggestions to help us create a vision for the future of Millville that is both realistic and aspirational. We are looking for your input on a wide range of issues, including but not limited to: land use, transportation, housing, economic development, and environmental resources. We are looking for your input on a wide range of issues, including but not limited to: land use, transportation, housing, economic development, and environmental resources. We are looking for your input on a wide range of issues, including but not limited to: land use, transportation, housing, economic development, and environmental resources.

**FOR MORE INFORMATION, CONTACT:**  
 Deborah V. DeBelle  
 Planning Services Manager  
 (903) 939-4949  
 dv@millville-nc.gov  
 400 S. 11th Street  
 Millville, NC 28361

**FOR MORE INFORMATION, VISIT:**  
[www.millville-nc.gov/comprehensive-plan](http://www.millville-nc.gov/comprehensive-plan)

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# KCI Technologies, Inc. Government Planning Services



AREAS OF EXPANDED SERVICES



Construction Administration



Sustainability Planning



Asset Management



Communications Infrastructure



Community Outreach



Event Coordination

# Wrap-Up



**COST SAVINGS**

**LESSONS  
LEARNED**



Thank you!



**PARTNERS  
IN  
PROGRESS**

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**Lauren Good, AICP**

**Project Planner**

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