

**Milton Town Council
and Economic Development Committee Meeting
Milton Library 121 Union Street
Monday, January 23, 2014, 6:00 p.m.**

Transcriptionist: Helene Rodgville
[Minutes are not Verbatim]

1. Call to Order – Mayor Jones
2. Roll Call – Mayor Jones

Councilman Coté	Present
Councilwoman Parker-Selby	Present
Councilman Collier	Present
Mayor Jones	Present

3. Additions or Corrections to the Agenda

Mayor Jones: Are there any additions or corrections to the agenda?

4. Approval of agenda

Mayor Jones: Hearing none, do I hear a motion to approve?

Councilman Collier: So moved.

Councilman Coté: Second.

Mayor Jones: Any discussion? All those in favor say aye. Opposed. Motion carried.

5. Discussion between Town Council and Economic Development Committee

Mayor Jones: The Milton Economic Development Committee requested this meeting this evening and Mrs. Rogers has said there are microphones and these are free microphones, as well. Take one. Have a seat. Relax. Anybody that has to speak, you don't have to be too formal, but who would like to lead off?

Bob Howard, 217 Chandler Street: I'm the Secretary/Treasurer of the Economic Development Committee and have been acting as the Chairman for meetings for the past six months, or so. We did ask for the meeting this evening. Mayor, would you like me to pass the microphone around and let everybody introduce themselves on the committee, so that you have that for the record or is that not necessary?

Mayor Jones: Let me ask you, do your members intend to speak?

Bob Howard: I think most of the members intend to speak. I don't intend to speak too much, except to make a short introductory comment.

Mayor Jones: Well, then would you, for just the record to start, before you record, would you say the names of each of your members that are here, so they can be put together as a group when this is being transcribed?

Bob Howard: Sure. Jim Crellin. Michela Coffaro. Steve Crawford. The next row back, Mike Clark. Glen Howard. Tom Jones. Mark Carter and Bob Blaney.

Mayor Jones: Thank you.

Bob Howard: We asked for the meeting because we wanted to clarify a few things. One, we've

been having some debates in the committee about exactly what our role is and in line with that, a lot of the members of the committee would like to have a better understanding of what Council's expectations are for the committee, so we asked for this meeting to try to one, hopefully we have a better understanding of what you would like and we could, perhaps, clarify how we open up the communications a little bit better so that you know what we're doing. You could tell us what your expectations for what we should be doing are and hopefully, then, we could be doing the kinds of things that you're looking for. That said, let me pass it onto to...

Mayor Jones: Before you pass that on, I think we'll just give Council the opportunity, if there's something that you have said that sparks a conversation. We'll just make it that casual, if that is okay with you, as long as we identify... and maybe in this case, since there are a lot of new voices, we will also need to tell Helene, this is Mayor Jones. Question for you. What Mission Statement is the Economic Development Committee presently working from? Before, you've come here for this charge, what are your goals and objectives at this time?

Bob Howard: The Committee has been working to a Mission Statement that's a couple of years old. There's one on the website that I'm not sure is the latest one that the Committee has adopted; part of the reason we asked for this meeting was, we were having a discussion about what our Mission Statement ought to be and a lot of that discussion boiled down to what does Council expect us to be doing? The real answer to your question is we're searching for what the correct vision and Mission Statement ought to be, right now.

Mayor Jones: Okay, thank you. Anyone else on Council?

Councilman Collier: I'm more inclined to listen to what you all think you're here to do, first and respond to that, because I'm sure that everybody has their own idea, as well as I do. My idea might not be the same as yours; you may have a better vision of what economic development should be, than I do. Generally, I believe that your purpose is to stimulate interest in the Town of Milton and preferably along the economic forum, whether it bring business to town, just visitors, in general and I think some of that's already in place, so I'm wondering are you looking to expand beyond that? I don't know. I'm very unclear about just what the purpose of it is, at this point and I'm kind of interested in knowing what you all do, or what you have done and what you're looking forward to doing. That's my point.

Councilwoman Parker-Selby: I tend to agree with that, because I'm only going by what's on the website as far as your goals and so forth, but if there's an interest in expanding or clarifying or becoming updated, I'm willing to do whatever I can to help with that. I'm like Councilman Collier. I see a lot of things in place already, where the community's involved, such as your the Farmer's Market. It looks as if other businesses are beginning to look at Milton and I think your committee has had a lot of input in things like that, so whatever else we could do to expand or what have you, I'm willing to listen and see what I can do to help.

Councilman Coté: I'd be interested, because I haven't followed, other than what gets presented at Council Meetings. I went to a couple of your meetings, probably three years ago and other than that, I'm not sure what it is you've been working on, so I guess I'd like to hear that. I don't want to say do this and you say, well I'm already doing that. So I would like to hear what projects you've been working on. I think you folks had the vacant building document and I know there's been some work on signs and we have the sign grant now, but I'm not sure what else.

Mayor Jones: I would like to go on the record and say, and I have said this to Mr. Blaney, I think the aerial views, the mapping of the business district is brilliant. I would like to see that somehow get onto the website, under a complete package of what's available, but what I saw

and this was quite awhile ago, was done very nicely. Good project.

Bob Howard: I'll make one general comment and then I'll pass it on to Bob Blaney. In the Committee, for example, we've had a fundamental question that we haven't been able to resolve for ourselves recently and part of the reason we're coming to you and that is, should the committee be primarily an advisory committee to the Council; where our role is to bring recommendations to you, or should we be actually doing things, like for example, participating in the Fall Into Milton, or participating in the Horseshoe Crab Festival or taking out ads for the Horseshoe Crab Festival to assist the Chamber and their sponsorship of that? That's a more activist role of doing things, as opposed to just making recommendations to Council. One of the reasons that that comes up is, because of the recent position taken by the Council that said, although we've designed or provided a budget for the Economic Development Committee, before you can spend any of that money, you need to come back to Council and get specific approval of the expenditures which provides some difficulties in timing. But it raised the question about what role should we be taking? Is it just advisory, or is it to be working on things?

Mayor Jones: Yes.

Bob Blaney: I've had the good fortune of being on the Economic Development Committee I believe, Marion, you and I spoke for at least five years that I've been on the Committee. In my opinion, the focus of the Economic Development Committee of the Town of Milton should be on economic development, with the objectives of bringing in new resident's; bringing in new and expanding existing businesses; and, focusing on the Town Center. Until we fill, if you will, with new businesses or expand existing businesses into the Town Center, we have currently over 60% of our commercial buildings in the Town Center, as defined by the Town of Milton; it's one of the codes, the Town Center Code; basically Union Street, Federal Street, Front Street, a portion of Front Street, Broad Street, etc. We have over 60% of the existing commercial space vacant. My interest as a member of the Economic Development Committee is to see true economic development, viable economic impact projects, managed and run by the Economic Development Committee with the full support of the Town Council and the Town; meaning both in management support, as well as financial support. I think we are able to implement and manage projects with significant impact on our own. As you all know, we are an affiliate with Delaware Economic Development Office and we have received technical assistance, as an example from Dianne Laird and Rick Ferrell of Delaware Economic Development Office over the past years. We tried a couple of years ago to move the town toward becoming a full Main Street Program, which has had success across the country as you all know; and that failed for a number of reasons. Currently, we're working on a number of projects Bob Howard mentioned; several, if you will, promotion of the town, supporting of activities, tourism attractions in the town, like Bargains on the Broadkill, the Canoe and Kayak Race, Fall Into Milton, etc. and the last couple of years, actually the last several years, we've been working on and completed a research project with the businesses in the Town of Milton and their primary concern, I'm talking about the business people, was that we needed in the Town of Milton a more efficient, accountable process for opening up a new or expanding existing business to the Town of Milton. My colleagues, Don Shandler, formerly; Alex Donnan; now Steve Crawford has joined the sub-committee and we are getting very close to an acceptable, if you will, flow chart process for assisting both the business application, as well as the Town Hall employees, staff; facilitate the expansion of existing or opening up with a new business. We, I think, are literally weeks away from a workable process with accountability that we're going to present to the

Town Council. That's one of my pet projects. The second pet project of my concern, personally, for the Economic Development Committee to launch and successfully execute would be the CRA ("Community Reinvestment Act"); it goes back to the Carter administration, where each bank is directed to set aside a certain amount of funds to invest in business development, housing development in their sphere of influence and we're working with DEDO ("Delaware Economic Development Office") to launch a successful CRA facade improvement project, again focusing on the Town Center. We have potential applicant's, who are business owners, building owners that are interested in applying and working towards obtaining this type of funding. By the way it's a matching fund. The owner of the building, executing an approved facade improvement project puts up 50% of the money and 50% of the money comes from a fund; partially coming from the banks, the CRA, the Community Reinvestment Act directors, from other non-profits and I would like to see the Town come forward with X amount of dollars dedicated to that very specific project; again implemented by Economic Development Committee. Again, I believe our mission statement and objective is to develop discreet development activities, viable economic development activities in the Town of Milton that attract new businesses and new resident's to increase the employment, as well of course, as the tax base of the Town of Milton. Thank you.

Mayor Jones: Thank you.

Jim Crellin: Not that I would like to confirm Bob Blaney's outline. It's my belief that we cannot do any substantial economic development in the Town of Milton, without spending money and the \$5,000 or so that we have in our budget isn't going to do anything. It's not even enough to do a reasonably efficient advertising campaign in local magazines or newspapers. So until we get some dedication from the Town Council of financial support for the development of it's town, I don't think we're spending our time wisely. And another thing, I think, generally I think people have a short term outlook on what they want to accomplish. It's my view that we should advise the Council on specific projects and come to them with a fairly detailed proposal of for instance, an advertising campaign, in what publications it's going to be in, what the copy is going to be, how much it's going to cost, how long it's going to run. Those kind of things, so that you can make a decision as to whether or not you want to spend the money. But until a decision is made by the Council, that they're going to put a financial interest in the economic development of this Town, nothing is going to happen. It doesn't come free. That's all I have to say.

Michela Coffaro: My concern has been communication, because when we do do something, there's got to be a way of recognition, not only of us, but the fact that you wanted; you, as a Council... we're your committee, so I say, what do you want? That's why we're here, because we sit in that room and we come up with the ideas and too many times, as some of you know, it goes poof and we spend hours and hours on trying to create this and one of the ideas that I always have had and I know that time is precious, but that the Town Manager who would come to these meetings, because the Town Manager has information on what we might be doing, that might be either duplicating or that it would be supported by the town. We don't have the coordination between the town and us. We're too alone, so that's why we're here, wanting to communicate with you, to say what are you so interested in? Because we brought up ideas for years.

Mayor Jones: I'm not interested in sending you the Town Manager, which is why you have a council person assigned to your committee.

Bob Blaney: She never shows up.

Mayor Jones: Okay, then that is something that we need to talk about, but that is your avenue and that is something, as Mr. Blaney understands, was something I brought to the attention of this committee years ago; that you are not represented; you had no link to Council and your council person will be able to give you some up-to-date information and be able to do the research and I believe answer the questions of what is going on in town. We will have to look at that assignment. I think, though, that that may be that connector that will make that work for you, so let's put that in place, the way it should be.

Jim Crellin: Just to further that. We don't know, for instance, who or what businesses are making inquiries to the town, as to whether or not they want to establish a business here. We might be able to help them understand the process. We don't know, for instance, or didn't know until it was general knowledge, that there was going to be a restaurant where the bookstore and the antique shop was. We had no idea. So, essentially it's a communication issue. We don't know what Town Hall knows, so we can't act on that kind of information.

Mayor Jones: And that council person will also give the link for your questions coming back Mrs. Rogers or Mr. Davis, or whoever can answer those questions. We'll address that. Okay? I think that is a key position for the Economic Development Committee.

Michela Coffaro: A little bit more on communication. I think that the Internet is wonderful and people know my opinion on some of this, but some communication needs to be on a once a month Monday what's happening, in terms of... we can give a committee report, but the connection between the Town, the Council and ourselves needs to be reiterated. We need to praise each other, or we need to ask questions, we just need more action among us. For instance, as an example, would we ever want to continue with Sustainability; would that really help our townspeople to understand it, to help them, to use energy better, to build better... maybe not building as many houses, expanding the ones we have. Now is that a subject that is going to be backed up? Would you be enthusiastic about something like that? Or is that so low on the totem pole, we better just keep quiet on it? It's just an example of something that we could work on.

Mayor Jones: And as I explained to you at Saturday's forum, there has been a place for that communication to take place. That is always in the form of a committee report, that has its place in the Town Council Meeting; not your minutes, a committee report. When that comes up in front of Council, your link is missing, so that that Council person can take up whatever is needed to be discussed in that report, with the rest of Council that evening, who is seeing that in their package. I believe that that position will help solve a lot of what you're talking about. But the Town Council packages need your information too.

Jim Crellin: I think we need a better relationship and it needs to be a working relationship; it's not sending you a report and you're reviewing it once a month. You'll never get anything done by waiting for a decision month to month to month. It's got to be day to day to day. So we've got to find a way to make a proposal that's acted on reasonably quickly, rather than month to month to month

Mayor Jones: Well, your report won't always have action in it, that's required, I'm going to assume sometimes it's just information.

Jim Crellin: I understand that, but when a recommendation is made, there might be deadlines involved that can't wait for the next Council Meeting for a decision to spend money to be made.

Mayor Jones: Okay.

Jim Crellin: So that's why we need a more frequent ability to get something acted on.

Mayor Jones: How do you propose that's done?

Jim Crellin: I don't know.

Mayor Jones: Mr. Carter would like to speak.

Mark Carter: My day job I work at Dogfish Head Craft Brewery across town there. A lot of folks I've met in various things. I do the events and philanthropy for the brewery and I grew up in the area, so some folks I recognize from years ago and other folks I've met recently. I'm a fairly new committee member for the Economic Development Committee and I think there are a couple of common themes that we're hearing. One is communication and then the other is vision, mission and things. I think everybody in this room, we all know what economic development is; the two words tell you right there; but we know how it goes deeper than that. Sitting in some of the meetings and talking to folks and everything, we're starting to find that there's a lot of new faces at the table in front of us and a lot of new faces in the seat here and we made our name, but we don't know each other. We don't know that maybe you volunteer for this and I work in that and all of a sudden, once we start to talk and communicate, that network gets very intricate and we're like oh, wow, talk to them, they can help make this happen; or talk to them and they can make that happen and these kinds of things. And I think that's one of the big steps that the Economic Development Committee wanted to bring to the table today is that there's a lot of new personalities, relationships and things to grow and also it's the start of a new year and it's a start of a time where we can look and say, okay what is the strategy that we want to go after? That's where we have to have the communication, because a lot of us, we bring something to the table event-wise, marketing-wise, business-wise and things; but if we don't know the big picture plan, the Comprehensive Development Plan for the city or such and other things, then our tools can be very sharp, but they're not very useful. That's one of the things that we've talked about, is it seems like there are many groups in the community all working on very good things and we have to get the communication started to bring the together and then us, as the Economic Development Committee are there projects that the city is working on that we need to be notified about, in the sense of... if there are folks coming in the door, saying I'd like to open a business in town, the Economic Development Committee could possibly help there, in the sense of knowing there's already 15 of those types of businesses. Is that really contributing to the economy or is it not. Those kind of things. Also the Economic Development Committee can perhaps help get them through the process. One of the things that we've heard on the Economic Development Committee, is that the permitting process and the checklist and things to go and start up a business isn't always the easiest thing; so maybe we could help to look at that, working with the Town, modify that, edit that, etc., but also a guide from the Economic Development Committee can help when a new business comes in, spend the day with them, and this is orienting them to the town. It's the personal relationship that welcomes them into the town or a potential investor in the town; someone taking them around and showing them what goes on here. I'm not going to toot Dogfish's horn, but this is on the weekends, you could find 300 outside of this building. On Friday night, you can find 50 people heading in here and they get a feel for that; whereas on paper they just see numbers and the same things with reports. We need that communication. That is a huge thing that we wanted to bring forth and part of that is if we don't have our representative attending and communicating back and forth, there might be very good reasons why they're not there. I don't personally know. Then we need to look at how do we fix that, perhaps. The other thing, too, is there... the very first question that Bob brought up. Our role as a committee often is to be advisory and we have found, to a degree, that we get into things that we're not the subject matter experts of, like rewriting some permitting laws and such and trying... I'm not a lawyer. I know I can't

sometimes read all that and know what it all means, but the town has those resources and that's where... on our end we could do a better job. We advise this, this needs to happen, but at the same time when we do that, we want to make sure that it's happening or, we need to know the reason why, so that we don't feel like we tried to put forth an idea and nothing occurred. How involved are we to go beyond advising? I think, in many ways, advising is looking at that aerial picture and saying, okay, that's a little bit in the weeds of putting together something, but also saying look at this snapshot and then maybe that becomes an every other year, or twice a year type of activity, that the Economic Development Committee is expected to do. Update the new businesses that come in, and such. So there's a lot of particulars that we could discuss; and this is not necessarily the forum to work them all out, but we wanted to put those types of concerns out there. The other piece, I think, is like events and such. When I first came onto the Economic Development Committee and then also just seeing the Economic Development Committee over the years, there are several projects that are in the works that it seems like five years or so for these projects to happen; it seems like that's a very long time. What I'm referring to is signage and this and that and things. I think those are projects that the Economic Development Committee should not be responsible for, but somehow we need to help fuel those, but the Town has the administrative weight to push those forward and such. The other piece of that was events. A lot of times I saw the Economic Development Committee is running an event. When I think of an event, Economic Development Committee is a supporting element to an event; but they shouldn't be orchestrating an event and such. They're a supporting element to that and that's where the town could look at what do they consider town events and what are considered... those would be perhaps spearheaded by the Historical Society, the Chamber of Commerce and these groups that put on the events, but is there something that is a Town event, that is where we need to, as the Economic Development Committee, get behind and make that owned by the Town. When people think of Milton, they say that's that event and they know it benefits the whole town and it's the thing that draws in whatever number of people that maybe 1 out of every 100 people in that _____ is a potential homeowner or investor or business looking and things. So those are just some of the thoughts we wanted to put out there. What I wanted to make sure tonight was that we weren't being confrontational between each other in any way on that. The big thing is we need to open up that communication and perhaps a workshop to say this is our Mission. When was this Mission written? Was it 10 years ago? Was it 15 years ago? Because the Mission changes because of variables, be it the economy or whatever and we need to perhaps sit down and say where are we and where are we going from here? I think we all want to go in the same direction.

Mayor Jones: Does anybody else on Economic Development Committee that would like to speak?

Steve Crawford: I've only lived in Milton now for about a year and a half and I've been on the Economic Development Committee now for about 8 months, I guess, so I'm a newbie, new person in here. I guess what I see from an outsider's point-of-view, hopefully to be an insider fairly quickly here and we talked about it, lack of communication. We've talked about this in our meetings. Apparently parking is a problem in the town, especially on the one side of the Town; that appears that now it may be resolved given what's happened recently with the purchase of the property on Federal Street. There are reasons why that couldn't be shared with anybody, but that kind of hit us cold. We didn't know that that was going on. From a more holistic point-of-view, has anybody looked at the waterfront, the river? It's the jewel of the Town, in my view. Is there some plan that you folks know about or have an idea about, as to

how to further develop that asset, so that we can get more people into the town? The Fire Department owns a lot of property in this Town and obviously they own some waterfront property, as I understand. Has anybody talked to them about what their plans are for the property that they've purchased? Is there a plan for the jewel of the town and if so, has it been communicated? Again, I'm a new person, so maybe it has and maybe I just haven't seen it. But I guess I'd like to understand what the Town's view is of that and what kind of development we're talking about, long term.

Mayor Jones: That I can answer. I have made a couple of notes here. Use such as that, is something that will be covered in the new Comprehensive Plan Meetings and reviews, as will locations through Town, how the Planning and Zoning and the State Planners see parcels that may not yet be annexed in. It's whatever our growth area is, we'll be deciding on. I would say the river is certainly one of those and the purpose of the Comprehensive Plan is to have Planning and Zoning head the committee where the public comes and speaks and has their input. I can encourage you to do that, as both Steve Crawford or the Economic Development Committee. And I think the Economic Development Committee has some issues that need to be looked at on the Comprehensive Plan as well, so I would encourage you as members of the Economic Development Committee to also attend; but that is coming up.

Steve Crawford: As part of that effort, will there be town meetings that...

Mayor Jones: Many.

Steve Crawford: Many town meetings. Okay, so that the people who have a vested interest, people who own the property, they'll all be included in...

Mayor Jones: Not only that. I'm looking at Mrs. Rogers so I make sure... We're inviting folks that are outlying, land holders, folks that this Comprehensive Plan may impact, so that we make sure we don't step on any toes, we would at least like folks to come out. It's my understanding from Connie Holland of the State Planner's Office that we can take a look at this thing in short term and the Council can put a stamp of approval on it and we can go ahead with life and we don't have to look at it depth, but you have a good many new faces on your Council. You have a good many new faces in town since this plan has been completely done. I would venture a guess that your Council's going to want to look pretty much in depth at the Comprehensive Plan this time, so please, it was canceled. Last night was our first meeting. It was canceled with the snow, so look for that again. I need to get that organized through the State Planner's Office again and get them down here, but it's a great opportunity for what you're talking about, river front.

Steve Crawford: Is there some way that Council could see it's way to allow us to spend money without having to come to the Council for approval, either have somebody approve it, but without having to go to a Council Meeting? We're talking \$5,000. When we talk when we have our own meetings, we'd like to spend \$500 to support/advertise a particular thing. It is so cumbersome for us to have to do that and I'm not suggesting that we have free rein to spend \$5,000, but either a council person, maybe, or somebody in the town that could... Bob came to them and said would you write a check to support one of the events in town that we would be allowed to do that without having to go to a Council Meeting, getting on the agenda, and possibly missing the cut-off and everything else.

Mayor Jones: I'd like to explain that to you, but I certainly like to give Mr. Howard the opportunity to explain why that changed, unless you don't know why that changed. But I've had that conversation with you. That changed because the Economic Development Committee's first year with funds, I lobbied very heavily in a different administration for. That

administration head indicated that those funds were to be used, but not duplicate advertising and events that were already being carried on by the Chamber of Commerce and other organizations. The Economic Development Committee did that. Under that administration, that was the caveat that was put on and so when it was voted in this time during the budget process, it was put in as needed to come as an advisory to spend the money and Council would decide on that part. It does not mean we can't visit that again. Nothing is set in stone. This is all living, breathing, every day we go through the work day and the month in town; so it is not set in stone. Would you put that request to us in the form of writing, just as you said it? If you'll deliver that to Town Hall, we'll see if we can get that on... I'll tell you February's agenda is big, but let's see if we have a spot for you. I can't make any promises. Alright.

Steve Crawford: To your point, Mayor, the agenda's big. If we were to come to you with a request to spend money in February, would we even get on the agenda, as an example?

Mayor Jones: You absolutely would, as far as the Economic Development Committee's request as a committee report; that this is what you would be requesting. Would it be heard and voted on? No, because it wouldn't be an agenda item, so your point's well taken.

Bob Howard: Let me chime in. It would be impossible for us to do that, in any case, because for us to have a meeting, we have to have seven days notice and then for us to vote on that at a meeting, we'd have to put it on the agenda; so we'd have to have seven days between now and then and then, after that vote, we would have to make a request to Council, at least seven days in advance of the meeting to get it on the agenda; so between now and February's meeting, there isn't enough time. That's the kind of scheduling we see as an issue, if something comes up that we wanted to do. We're talking about a couple of months lead time to do that. There may be a way to make blanket requests that have got qualifications on them, that would meet the Council's needs; but we can talk about that. We can put that in a request, but it won't happen for February.

Mayor Jones: I can't promise it won't happen in February.

Councilman Collier: I can only make this in the form of a suggestion, but it would seem to me in a case like, that if we are budgeting your committee and it's a matter of how you spend the dollars, maybe we can enact a policy that gives you the ability to spend up to a certain amount unapproved and when you exceed that amount, then you have to come to the Council and we just have to figure out what that magic number is at this point in time, but to me it would be one way to alleviate it. Of course, it's an awful responsibility on whoever is holding the purse strings, because you are subject to audit, just like everything else. So you want to proceed very carefully, but that's the only way in my mind that I can come up with, that we can alleviate this timing issue that you keep alluding to. Again, it's only my opinion and I'm only one voice at this table, but it's certainly an idea that I could consider supporting, once I knew all the facts as far as how that plays with our spending rules, because I don't know them, like I know the back of my hand and how it would play out with the people who conduct our annual audits, but it's certainly something for consideration and I would think that maybe that would be some sort of a compromise, at best.

Mayor Jones: If I may, I don't know whether I'm about to take this out of Councilman Coté's mouth or not, but one of the things that's going to keep us quite busy in February is our quarterly review of the budget and so you have money already on the agenda. I do not know that that topic comes with the ability to vote on it, or whether it's just a review. I'm not sure how that will be slated on the agenda at this time, but that is one of the larger things which Council is doing at it's February Council Meeting.

Councilman Coté: That wasn't what I was going to say. I was going to offer up the possibility and I don't recall the details of \$5,000; of how that was to be spent. I would think that if we get an agreement on some of the sub numbers and there will be the question about whether we're promoting events that have already been promoted or whether we're promoting something else. If the \$5,000 had detail that was agreed to, then it would be a simple check for Economic Development Committee to come in either to the Town Clerk or the Treasurer and say I need \$500 to do this and it's in our approved listing. I don't see that being a difficulty, other than we have to establish what the \$5,000 is for and I think you've done some work on that already. My recollection... I don't remember what the details were, but you want to avoid "hot button" things, like promoting events that are already being promoted by a number of other people or groups. If we do that, if you put that into your report and it gets agreed to, then it should be a simple matter to come in and with your either a purchase order; we'd have to have a purchase order; that would be approved and as long as it matches up to your \$5,000 list, it should be good to go without having to come to a meeting.

Mayor Jones: That's an excellent idea and then actually, Council would only need to hear exceptions, if you had anything. Let's face it, there are always going to be a little room for exceptions, but Councilman Coté makes a good point.

Councilman Coté: And I do have a question from earlier about something similar. Oh good, Mr. Crellin has the microphone again. Mr. Crellin indicated \$5,000 isn't nearly enough.

Jim Crellin: That was my point and just for instance this facade improvement project that Bob Blaney's working on. Correct me if I'm wrong Bob, or you need to speak to it, he has been visiting several local banks and one of the questions that the banks are asking is, who else is participating? Now we indicated that the property owner is going to be participating in part, but my expectation would be the Town needs to participate in that project, as well. Now that's going to be substantially more than a couple of thousand dollars. I don't know what the magnitude is, but it's probably \$10,000/\$20,000. Now, until the Town is ready to do that, I don't see us spending much time going forward with talking to banks.

Mayor Jones: But I asked Mr. Blaney in a conversation, did the banks say they wouldn't give; or did the banks says they simply would give only if they knew what the Town gave? Maybe Mr. Blaney can answer that. I didn't hear that the banks... because it's actually a banking program, the CRA; so they have every right to ask what does your Town support; but I don't hear whether or not they still participate in CRA, in communities where the Town does not put in money.

Jim Crellin: They may well.

Mayor Jones: Right.

Jim Crellin: But my point is that if the town wants to improve itself, it's got to invest in it.

Mayor Jones: No question about it.

Councilman Collier: That's my point.

Mayor Jones: Nobody's been a bigger advocate for it, than myself, either.

Bob Blaney: The Community Reinvestment Act fund for facade improvement... by the way, that's not the only project the CRA funds given banks participate in; actually they do more in housing and education, but this has proven very successful across the country from what I'm seeing this CRA facade improvement project. The first question that was asked by the banks when I visited some of the banks with Rick Ferrell from Delaware Economic Development Office was, it sounds like a very good project. You have to speak with our Director of the CRA Funds and that person might be up in Wilmington or wherever, but we need to know of course,

the design of the project and the really big question was, we need to know who else is partnering with us. Were we to participate bank X was to participate in this project in Milton, they want to know who else is participating, because they don't bring up all the funds to match with the building owner for a given facade improvement project. The other portion of that question was and that's what brings in the Town of Milton, it's my understanding that all the CRA facade improvement projects in the United States are operated through a non-profit entity. The Town of Milton is a non-profit entity, as I understand it, legally. Economic Development Committee is a part of the town, so that's why Jim and others are talking about the Town needs to really have an active participation if they want to see this project get launched here in Milton and we have a number of buildings that would be greatly facilitated and the return to the Town of Milton through taxes, spending on new businesses, other people investing and improving the appearance of the downtown, as an example. It's \$27 to \$1. The economic impact is \$27 to \$1 and we can show that data across the country. Again, the Town has to put up dollars, otherwise, we can go to Historic Preservation. There are other non-profits we can go to, but the Town also has to allow Economic Development Committee to have the ability to funnel the money and manage the money through the Town of Milton, which is a non-profit. That's my understanding. Does that make any sense?

Councilman Coté: How much money are we... You just said \$10,000 to \$20,000.

Jim Crellin: I have no idea.

Bob Blaney: The projects that I have witnessed in other municipalities, we're talking about a facade improvement project in the range of \$50,000-\$75,000 as an example. Now, again, let's say it's \$50,000. The property owner is actually managing this project, the facade improvement project, puts up 50%. In some cases, it's only 30% and... I'm sorry. The Community Reinvestment Act fund, or the Fund, supports only 30% and the building owner comes up with 70%; but it's a matching grant kind of program. Most of them that I have seen, that have been executed successfully, we're talking about each building in the \$25,000, \$50,000 to \$75,000 range.

Mayor Jones: Question for you. Are you just exploring this CRA Program?

Bob Blaney: Yes, we're at the very early stages, but again, working with Steve Crawford, we have already put together, if you will, a rough draft of what's needed to actually implement a CRA facade improvement project in the Town of Milton. We have hit all the main factors of management, project planning, financing, funding and so forth and so on. That we intend to bring to you, the Council, but first we have to bring it to Economic Development Committee, to the committee, get their approval, so we can recommend this as a viable project in the Town of Milton and then we'll bring the outline, like Steve and I did with the process chart for opening up a new business, or expanding a new business in town; we'll bring that for your review and approval.

Mayor Jones: Thank you.

Michela Coffaro: If we're done with that subject for the moment, is there a place where your phone numbers are available, since at the Mayor's meeting we were invited to speak to individual Council Members as townspeople and being interested in what's happening, so where are your...

Mayor Jones: All of the business cards are in Town Hall.

Michela Coffaro: Okay.

Councilwoman Parker-Selby: I just added my cell phone number on my new card. You can get me anytime.

Michela Coffaro: Thank you.

Steve Crawford: So just so that I'm clear walking out of here tonight, my sense is that the Council and I don't want to put words in your mouth, so correct me if I'm wrong, you're looking at our committee, as not only an advisory committee and when I think of that now, I'm starting to think about the Comprehensive Plan so on and so forth, but also as a committee that does things. We're not just an advisory committee. We're actually going to go out and do work for the Town.

Mayor Jones: I can only speak for myself. I have traveled with the Economic Development Committee and I think that's what you have done, both capacities.

Steve Crawford: We've had some conversations internally and the thought was maybe you're just expecting us to be an advisory committee; come to you with recommendations; and then let you folks decide what's going to happen and what's not going to happen; as opposed to us actually taking the bull by the horns, so to speak, and actually doing stuff, like what we have been doing. I want to make sure that you're agreeing that what we're doing is the correct path.

Unidentified Speaker: Like for instance.

Steve Crawford: Well we went out and got the grant for the signage. I've been working with Bob on the process.

Mayor Jones: Again, the information highway has been closed down, because that vital individual would be able to inform the Council, what the Economic Development Committee was working on.

Steve Crawford: I agree. But your expectation is not only advisory, which I understand would be appropriate, but also to do.

Councilman Coté: Within limits.

Steve Crawford: Of course.

Bob Howard: I think I would qualify what Steve has said. I don't think the committee has any intention of going off and doing things without informing the Council and making sure the Council was behind us doing it.

Steve Crawford: I did not mean to imply that.

Bob Howard: Okay.

Steve Crawford: I'm sorry.

Mayor Jones: I didn't interpret it that way at all.

Steve Crawford: I'll give you an example. When I got on the committee and we were talking about advertising the town. I went off on my own and I contacted Clear Channel for billboards and I found out how much it would cost to do billboard advertising. We go to the movie theater up here in Midway, I found out how much it would cost to actually have a slide of Milton up there for people to see in the summertime. Obviously, it's a little expensive, but that's something I'm thinking you would like us to do, and then if it's appropriate at the time, we would come back to you and say here's a proposal. Are you willing to support that? Is that where we are?

Michela Coffaro: Point of clarification. Let's say that we do have the person that is going to communicate, how are they going to communicate to you? My understanding is that there's a strange thing where you all can't meet, like three of you together, because it's against the law, or something? There's something strange about this whole system, so I don't understand who the person would communicate with, so that it gets to the Council or particular people on the Council? What happens?

Mayor Jones: It gets to Council. It's discussed.

Michela Coffaro: So how does that happen?

Mayor Jones: It is discussed during the Economic Development Committee Report at the Town Council Meeting.

Michela Coffaro: It's at a Town Council Meeting?

Mayor Jones: Yes.

Michela Coffaro: So the only way that we really can have some direct contact, to prepare you, besides the report, would be to talk to you individually.

Unidentified Speaker: Through the liaison.

Michela Coffaro: But she talks only at the meeting.

Robin Davis: Or individually.

Mayor Jones: Are you talking about talking or are you talking about lobbying your Council? So I want it to be clear here, because there is a difference.

Michela Coffaro: Lobbying is a negative...

Mayor Jones: Informative, your council person's going to deliver your message.

Michela Coffaro: Well lobbying is a negative word. I'm talking about relationships. I'm talking about getting along with each other and liking each other. That's what I'm talking about.

Mayor Jones: Nothing wrong with that communication between you and Council; but your...

Michela Coffaro: But Council or people...

Councilman Collier: Call me, I'll listen.

Michela Coffaro: Well that's the point I'm trying to...

Councilwoman Parker-Selby: You have a right to contact us individually. We listen, but that doesn't mean we come to Council and change everything individually.

Michela Coffaro: Of course not. But for heaven's sakes, unless we have relationships, this thing is not going to work.

Councilwoman Parker-Selby: I agree with you. They say I'm not still a new girl on the block, but I feel like I still am. I'm learning every day and this meeting is one of those learning experiences and I'm a real believer in, you cannot get things done just emailing and what have you. I'm old school. Talk to me. Look me in my eye. That's how I operate. When we're talking and discussing matters in a formal forum, we also still know we've discussed it and I know what you're talking about. So many times, we don't know... I've learned a lot tonight because I've been on here since April, but I haven't been able to make all the meetings, however, should that happen in the future, I will be to all the meetings; but you're teaching me a lot because I feel that Milton, which is my home, has left everybody behind the ball. We really haven't done what we should have been doing years ago and that's no one's fault, here at this table, but it's because of communication and that is the _____ to get everything done. The towns that are making it are communicating with each other. We're on our way, though, but I think that's great and thank you all very much for informing me and whoever else tonight.

Jim Crellin: We can invite you two at a time for lunch or drinks, can't we?

Councilwoman Parker-Selby: I hope so.

Mayor Jones: I think you can take us in pairs of two, like Noah's Ark.

Jim Crellin: Right. Two by two and we can have a general discussion about what we plan to do and that way we don't have to wait every month, month to month, to have...

Mayor Jones: But please don't attempt to buy us lunch. Council will have to pay their own way.

Jim Crellin: Well then they can buy me lunch. I'm easy.

Mayor Jones: There are a couple of things. One thing I'd like to identify and it's interesting, the Economic Development Committee is definitely running down the same path as many of our other commissions, committees, members of the public, businesses. It has been a common

theme since my term started in April, that the business process; opening a new business in this town is one of the priorities that this Council has to look at. What I have to apologize for is, it was identified here; municipal schedule is choking and I do apologize for that. It means juggling a lot more than we need to, because it's up in the air until quite a ways down the road you can get rid of it. So you have touched upon something we are well aware of on Council and in Town Hall. I have a question for the Economic Development Committee, but I am interested in hearing... Mike Clark is here and I don't whether you have anything to add as a different hat from the Chamber of Commerce? We have Tom Jones here, who is a business owner here in town and Glen Howard who is a major land stakeholder in this town, working on a lot of development that is crucial to our downtown at this time. I've been concerned about the Economic Development Committee's and therefore, Milton's, relationship or lack of relationship with their Chamber over the years. A few years ago the Downtown Merchant's Association was sort of formed, but I don't know if they really did form. I don't know if they are still a working group and I don't know who them represent, but I think that everybody is actually running the same race and heading to the same goal. It has been my determination. I meet with the new Director of the Chamber of Commerce. We talk about things that Milton is doing. She talks about things that the Chamber is doing. I think that they are part of Economic Development Committee and since I see no faces that might represent your Downtown Merchant's Association, I'm not able to address that to them this evening. I believe this Council supports that relationship being better than it has been in the past. We really need to be candid. That's what we're doing here. I've really taken it on the chin that a lot of criticism for our Chamber, so I think people don't quite understand what responsibilities organizations have. I don't know where the bad blood came from. I think a lot of it is left over and needs to be left behind and can be sprouted anew with new people, new faces and new attitudes. That's what you're doing here tonight, communication. I don't know anybody on Council who's not fully supportive of that. Let's talk about Hospitality Night in December.

Michael Clark: I'm the President of the Chamber of Commerce. I've been on this Economic Development Committee through three administrations, at least and as the President of the Chamber I try to... I want to speak in positives. I don't want to bring up negative things. I know there's a lot of negative stuff that's spoken about the Chamber. What I've done and what we've tried to do is try to remain apart of that kind of stuff. We feel we work for the town, very hard. I think our events are very beneficial to the town. I think everybody that is in the downtown, who has a business, benefits any time we run one of our events, whether they're a member of the Chamber, or not a member of the Chamber. The Downtown Merchant's Association, their members have benefited over the years from Chamber events. I'm very proud of what we did with the Mayor's assistance and push with the Holly Festival this year. I've gotten so many positive remarks from people that lived in town, who are old town people, saying how much they felt, how great it was to see the town filled up with people. So these are the things the Chamber does. I get that question. Well, what does the Chamber do? Well all you have to do is just look around once in awhile and it's not really that difficult to figure out. We also try to support our membership. That's what a Chamber really is supposed to do, support their members; interact with their members; promote their membership. By doing that, I feel that we also promote this town and I'm just going to be on a little bit of a ramble, but I think a lot of these groups that John's talking about, that act independently, they're the ones that really are promoting the town. My question and my comment to you is, what is the commitment of the town; you as a Council and you're a very new Council and I'm looking at the names up there

and it's a very new Council and you're a new Mayor. What is the town and I guess when I say that, I do it in parentheses (commitment) to economic development? We do our thing monthly and there's a lot of people that have put a lot of time into projects over the years and it seems like every time we do it, it comes back at us in some sort of negative connotation, so my thought is, what is the town's commitment to Economic Development and what is your commitment to us? What are you going to do to support us; beyond just having us as an Advisory Committee? Thank you, that's my comment.

Mayor Jones: May I ask in what form of support you are asking for, because I want to be clear on that, I'm not sure.

Michael Clark: It's obvious to me, I think there needs to be some financial commitment to economic development; whether it not be so much to this committee, but that there needs to be an... As Jim said, you can't do it for nothing; it's not going to happen. If there is no commitment from the town, then we, as a committee, I feel like we're spinning our wheels sometimes. I hope that answers your question.

Jim Crellin: Just to pick up on those comments, for instance, the project that Bob Blaney is working on with the CRA bank associations and the facade improvement project; now he's spent a lot of time so far talking to banks. Now until we can give, or have some kind of an estimate as to what we might ask the town to participate in, my view is we need to get our hands around that quickly before the whole thing is planned out, so that if the town isn't willing to support financially, that piece of it, there's no sense in us spending a lot of time going around and visiting banks again. There's all kinds of things we could do. Just one thing that I was thinking of, we've got a great waterfront here, boat launch and McCabe Reserve is right down the river. We could advertise with Kayak and Canoe Clubs throughout the mid-Atlantic area in their magazines and publications and club newsletters, to bring people here to use the river and go down to the Reserve. Now I don't know how much that would cost, but until we get a handle around that and can give you that number, there's no sense in us doing a heck of a lot of work in that effort.

Mayor Jones: Let me ask you something and I'm going to refer to Glen Howard here, because Glen Howard and I have walked down the path between he and Mr. Jones' building; it shows a lot of promise; it shows a lot of connectivity that people may not even know that that beautiful park is back there, when you're on Union Street and people in the park may not know that there are shops and restaurants on Union. So we have talked about that. Mr. Howard and I talked about whether or not we could court Quest. Okay? Now, Mr. Howard can do that, or I could do that, or Economic Development Committee could do that; could identify that you're looking at advertising. Do you have a business that you are courting, or that you have asked, that you have contacted if they have an interest? Have you sought a relationship so that you're looking for a space that they may be able to occupy? A dialogue? You've identified something that's very true, the river is a jewel and it is something that's under-utilized and it is something that will draw more people here, if it was advertised as a nice body of water, with access to the Atlantic Ocean. I agree with that approach. With that asked, Mr. Howard, did you ever have any response when we talked about that? I think you even offered the space on the side of your building for some storage of sorts. Free. Is there anything that I can do, or anyone on Council can do to help?

Glen Howard: I don't know, because I don't know if there's a Conflict of Interest with me being on the committee and me personally wanting to rent my property; if someone would see it that way and that's the last thing that I would want. I guess it would just be a return phone call or a

follow up phone call, to make the request. There are other _____ sports out there, I've got this connection with Milton _____ and Dogfish Head and the whole nine yards... He's the one that I see here, whose presence I see here.

Mayor Jones: Well, I appreciate your taking the initiative and if you could keep me posted, or if there's some intervention I might be able to help with too. So, yes, you're right. The river.

Bob Howard: I wanted to make one comment about a resource that we have that hasn't been spoken much about tonight and that's the Delaware Economic Development Office and just one example of the kind of support we get from them, it hasn't been said here tonight, but the project that Bob Blaney is working on, Rick Ferrell is a consultant who has been participating. He brought this idea to us. He's been helping Bob contact the banks. He's given us the outlines of other programs in other cities. He's a consultant, paid for by Delaware Economic Development Office, with grants from the U.S.D.A., so that's a benefit that we receive from Delaware Economic Development Office, by virtue of the fact that we are an affiliate Main Street community, which they do for us for free and at this particular time, the Economic Development Committee is acting as the contact between the town and them. So I was going to make a comment earlier on some of the communications and the projects that Economic Development Committee has been involved in and communication with the Council. Delaware Economic Development Office brings things to us, for example, the Pop-Up Program that was very successful this year. We did not come to Council and ask permission to do that; we just said yes that's a good fit, let's do it; we informed Council that it was happening, but we didn't really comment There are projects like that that we've undertaken with Delaware Economic Development Office and another one, just to clear the air and make sure that we're all on the same page, we did some promotion this past summer with the Lexicon of Sustainability, where we did a Pop-Up Art Show at the Farmer's Market twice. We advertised that as being sponsored jointly by Lavender Fields Farms and the Economic Development Committee. Again, we came to a Council Meeting and told you we were doing that. We didn't really ask permission to do that and I hope that kind of activity is fine with you, or if we need to be a little bit more careful about being up front about those kinds of things. That's the kind of activity we've done in the past and hopefully it's alright with you guys.

Mayor Jones: Bob, does the sustainability program have a home in the winter?

Bob Howard: The artwork and the easels are now in the barn at Lavender Fields Farm.

Mayor Jones: Was there ever an opportunity maybe that the museum or the Historical Society might...

Bob Howard: We talked about them being at the Museum. Allyson thought it was a good idea. We have not been able to arrive at a mutual time yet, but hopefully sometime this winter or spring, we'll put them up for a month at the Museum. Then, again, on that project we've had some interest from other Farmer's Markets to do that Pop-Up Show again this summer, so that will probably happen again this summer, too.

Bob Blaney: I'd like to follow up on what Jim Crellin was talking about. I have a proposal that I'd like to make about the liaison. First, I understood Jim Crellin talking about the river as a resource for kayaking, canoeing and working with clubs throughout the State and so forth, as a venue for raising funds, as an example only, for the CRA facade improvement project or charging people that would participate in some sort of activity on our river; going out to the McCabe and back; going over to the Dogfish Brewery for the tour or whatever; that some funds would be able to be raised by that and I understood, or I was hoping that Jim was suggesting that the funds that we could raise with that kind of event, could be earmarked to a specific

economic development project of Economic Development Committee. Along with what Jim was talking about, I was anticipating that what we've been talking about with this particular project, is the need for the town to be an active participant in the project in two ways. One would be financial and I was hoping that out of the discussion tonight about following up on Jim Crellin's comments; that we would get from the Council, some ideas of... I know you're all strapped. We're all strapped for money in this town, but that in supporting a given, approved Council project by Economic Development Committee, as an example the CRA Project, that the town would dedicate X amount of dollars, or percentage of funds that come into the town, on an ongoing basis to build up this particular project fund. I don't know, a certain percentage from the transfer taxes, as an example or transfer fees. I'm looking for the Council tonight to I guess really make it a commitment to Economic Development Committee and to the town in two ways: spending money, or helping to raise money to dedicate to a given, approved project and two, allowing us to come to Town staff and as an example, Seth Thompson, the town attorney, for questions about does this project outline; again using the example of the CRA project; is that legally defensible and as the town, as a non-profit entity, the Town of Milton, can we manage this program through the town and Economic Development Committee and is the structure appropriate and legal? That's management support that we're asking from the town. I would like to have some sort of discussion from you tonight, of ways that the town could earmark, besides the \$5,000, which is really a small amount for operating a viable Economic Development program in the town; I would like to have ideas from you, the Council, of ways that the Council or the town could earmark X amount of funds, on an annual basis for approved projects. Finally, I would like tonight for you Council, this is seven days, at least seven days before the Town Council meeting in February, I would like to have you put on the agenda that you will select a new liaison from Council to work with the Economic Development Committee and attend Economic Development Committee meetings. Thank you.

Councilman Collier: May I? Well I've been sitting back and listening a whole lot and I'll start with you Mr. Blaney, just because this keeps burning in my mind. You've talked about this CRA Program and I find that very intriguing and for me, the missing piece for me as a council person, is what percentage of every dollar invested in this, is the Town of Milton going to be liable for if we participate? Your talking about maybe 50% here or 30% there. What's the town's contribution? You haven't put a finger on that. Secondly, does that contribution have to be entirely in funds, or can it be in kind? Can we waive building permit fees? Can we do that and that assist in this program? These are the unanswered questions for me and I'm intrigued by it, but without those answers, I don't know that I can just go on the record and say I support this wholeheartedly, because I have to think about not only the people sitting in this room, but everybody that's sitting out there that... And believe me, if you want to bring everybody to a meeting, just put on the agenda you're going to raise taxes and people you've never seen before come out. And, unfortunately, in a municipality fees and taxes are what float the boat, so it's important to have that information as well, before I can buy into this program. I agree with Mr. Crellin. It is all about money, because it takes money to make money. Mr. Carter, I think his comment was about projects and events take too long, so what can we do to streamline the process, or what do you visualize and that would be what I would like to hear back from this committee. Mr. Crawford talked about the waterfront. What I can tell you about the waterfront is that the Town of Milton owns more water frontage than any other individual within the town and unfortunately, a good piece of it, going that way, has a wastewater treatment plant, that we don't own on it, but someday that will go away, but that's it. I covet the waterfront. That's why I

was very supportive of the recent piece of property that we purchased, because it gives us another piece and believe me, if it wasn't for the Brownfields issues, with the park has the old chicken plant on it, if the town could have bought that, I would have wholeheartedly supported that as well, because I agree. It is important, but like everything else it seems to take time and money and we've got plenty of time; we're just a little short on money. I really think that those were all the ones... I know. Back to your statement, Mr. Blaney, about 60% of the commercial properties being unoccupied at this time. Has anybody on the Economic Development Committee thought about doing demographics, because in order to get people to come downtown, you've got to have something down there that they want to see. You have to make it a destination, so have you given any thought as to what it takes to make it a destination and how do we achieve that? Because that's the important thing. Fifty years ago, every small town, the center of activity was in town; that's where everybody did their business; so of course they were viable and they came, but with the advent of shopping centers and malls and stuff like that and big box stores, they've pulled away from the downtown. There's not enough room to support it, so you've got to have something that draws them. Don't ask me what that is. If I knew what that was, I'd have already brought it to town myself, because probably we could do well with it. To me that's part of the issue and that's the kind of stuff that I would the Economic Development Committee to explore, as well. It's not a charge to you. It's just that from where I sit on this side, I think that's part of what it's going to take. You've got to have what people want to see to get them here.

Mayor Jones: I have a question. Has anybody from the Economic Development Committee thought about just a short track of some of the newer businesses that have rolled over or turned over in town, in other locations? Why those businesses chose the other locations, as opposed to locating downtown, which is one of the things that I know that you're interested in. All of us are interested in the revitalization of downtown. Downtown for me, also includes historic buildings and the preservation of and the town's commitment to Code Enforcement to make sure that those footprints stay well in place; if that is something that this town sends out as a message to other communities in the world, that we are a historic community, come visit us. We need to protect that, if that's what we all agree is something that's worth part of Milton; but my question still remains. You've had businesses in other pocket locations and they've come within the last year. Again, the reasoning. Did they look at? Did they even consider any of the open spaces downtown? And if they did not, I'd be interested in knowing why.

Jim Crellin: I don't know whether we knew what people were considering, when they were considering it, and why they didn't decide on Milton; because we don't know that they're even interested. And I've been raising the question for a long time is, when businesses leave Milton, why did they leave? When you leave a job, you generally get an exit interview. Have an exit interview with the businesses that leave and find out why they're leaving and what can we do to remedy that situation.

Michela Coffaro: Bob, don't you have some of the answers to this, since you did a lot of work on it?

Bob Blaney: No.

Mayor Jones: Not the exits.

Bob Blaney: First I'd like to answer Councilman Collier's point or question. When I was talking about the town support, or the Council's support of this given project and I used the example of the CRA facade improvement project, I was looking for a commitment in both sentences: dollars and if you, administrative support or in kind support. So that's my answer to that

question. Not that Delaware Economic Development Office is going to solve all of our problems, but we are in discussion with Rick Ferrell to carry out this calendar year; it's a marketing analysis for the types of businesses that could and should or will locate in the Town of Milton.

Bob Howard: He gave us a workshop on business retention and recruitment. Rick Ferrell gave a workshop here in the library for representatives of the Economic Development Committee and other members of the town who were interested. It was advertised and representatives from other towns. There were people, I think, from six different towns here and the workshop was on business retention and recruitment. There were four or five members of the Economic Development Committee that came to that. That workshop, I believe, was in the fall, October perhaps. To date we have not picked up on that and done anything more with it, but he gave us some training on techniques and resources that are available to do just that. Retain businesses that are thinking about leaving and recruiting people and trying to find out who you want to recruit and then recruiting people to vacant locations.

Bob Blaney: I hope that answers the question. Finally, my last point again, is Council able tonight to put on the agenda for the February meeting, a selection of a liaison to the Economic Development Committee?

Mayor Jones: I have made that note. Thank you.

Bob Blaney: Thank you.

Councilman Collier: The other thing that has occurred to me and I don't know why. All of a sudden it pops in my mind. We've talked and it seems like the primary focus of the Economic Development Committee has been our downtown, so I got to thinking about it. Looking at the player's in this committee. Mr. Carter represents what I believe has been for several years, the number one craft brewery in the nation, so they don't make everything they use in that plant. They use packaging and other things, I don't know all of the other components that they use, that they have to bring in from other places. So has any thought, at any time by this committee, been given to what it would take to attract one of their supporting industries to this area? Because they have enough demand from that, that it would be feasible to build, or bring that industry here? I know people want to keep Milton quaint, but we have a lot of surrounding area and there are areas within our current Comprehensive Plan that are slated as that type of... that was the intent of it. Of course, everybody that builds, needs a couple of things and one of them is water and I know we have water issues, but if you've got a large player in the thing, it just makes sense to me that you should look beyond just the one little strip downtown. That's very important. I believe it is, but I think we have to look outside of that, as well. I don't know if there's been any thought given to that, or anything else, but if you bring in somebody that employs 400 people, there's housing, there's a tax base, there are people that look for something to do in this town. There will be some people in this town that will now throw rocks at me for that statement, but that's okay. I think it needed to be said.

Jim Crellin: To answer your question, to my knowledge Economic Development Committee has not considered for instance, suppliers of Dogfish, but I think that begs the question, we need to make a study. I don't think there's a manufacturing facility that Dogfish uses who would be willing to put a facility here to solely supply Dogfish. It would be a regional situation, so we would have to spend money to study and again it gets back to, what kind of financial support are we going to get to do something like that?

Councilman Collier: And I understand that, but again, it's an avenue that at least peak down it. You can look down the street, without having to ride on it.

Michela Coffaro: John, what I would like is in the future, if perhaps if you have a suggestion, which is really good, like you suggested to us, as opposed to did we ever think of it? Because we have thought about many things, so some of this has to come from you, also, in terms of your own enthusiasm and what you're willing to put into this, so I hope whoever the liaison is, is someone who wants to be a partner in the committee, as opposed to a supervision kind of relationship.

Mayor Jones: I'm interested in and Tom you don't need to speak, if you don't want to, but your perspective of downtown. I applaud you. You survived downtown when there's been an awful lot of vacancy. Do you have anything you'd like to add?

Tom Jones, Irish Eyes: This is only my third meeting with this group, so I'm just taking all of this stuff in and trying to sort it out of what's going on and I see the frustration on this end and I understand without the communication there, that it's going to be very difficult. Being downtown, this group is very important to what I do downtown here and I need this, as well as I think the town needs something like this, so again, I'm just taking this all in and trying to get on board with it and move forward with it, but this is very important. We have a lot of vacant buildings. We seem to be getting more, which doesn't help. So this is, again, very important to us and my partners and we're just trying to do what we can to help out.

Mayor Jones: I can't think of much that money doesn't fix, but in the absence of money, we all have to think outside of the box and that's projects with low costs, partnering, whatever it takes. When you don't have money, it doesn't mean you stop, for any of us. That's the Economic Development Committee, as well as operationally for the Town of Milton. You do the best you can with the money that you have.

Mark Carter: One thought that's been thrown out at the Economic Development Committee is and I think Councilman Collier had a good point. When you think economic development you're thinking downtown, outside of town, future if something's going to annex, etc., all that and the one observation I've looked at, in looking at other Economic Development Committee's is that this Economic Development Committee is a dozen people. If we were a huge city, I'd say we need a dozen people on the Economic Development Committee, but being a small town, the Economic Development Committee could probably be fine being a couple of people that are thinking big, outside of the box. I think of Economic Development Committee's as looking at who are we wooing in; the Chamber, who are we taking care of that's here; and cross-promoting with the town, as far as events; and then a whole bunch of organizations, non-profits, the Historical Societies, businesses putting on events, etc.; collaborations like the parade, where it's multiple businesses working together. The one thought is the downtown, is it better, and this is a question for the city to look at, for the Economic Development Committee to be restructured perhaps, as a smaller entity and then looking at there's two levels. There's a revitalization, if you will, of downtown to bring things back and that's where a lot of these things that the Economic Development Committee has looked at, come together. A lot of the facade improvement, etc., etc., and then that could be called whatever you want it to name that organization or committee or group that's strictly their focus is there. Now you have half a dozen dedicated minds thinking that's their AO, if you will and then you've got an Economic Development Committee that's a couple of folks that have a different outlook on the bigger picture; looking at things like yes, some of our suppliers, honestly, I don't know if they would come down here, but thinking out like that we're one business, but there are a lot of other businesses in the area, that might not be in Milton, but Milton might be the _____ to support that business from 15 miles away. Maybe the guy that brings in a dozen certain type of cartons or manufacturing or something. I think

that's a great idea, but I think our group might want to look at that, where does the Economic Development Committee need to be as big as it is? That's a question that doesn't really come from us, as much as looking at it from what do you guys need in that sense.

Mayor Jones: Anyone else?

Councilman Côté: I have a thought that's been running around from the beginning of this and bringing new business into town, which is what economic development is, whether it's downtown, on Route 16 or just outside of town in other areas. The outside of town doesn't apply to this question. The last group we had this kind of a meeting with Planning and Zoning. They have substantial rules about what can go where and when and how you get there. You folks have any relationship with Planning and Zoning about what do we need to do and can we make it easier, or would it be easier to work through Robin at the Town Hall; because he's in between and he would know the answers to most of those... I imagine that there are a lot of issues. If you see somebody and say maybe we could bring a restaurant into town or a sporting goods store or whatever and where can they be and what's required of them? Somehow this group has to bridge that divide, as well. Whether it's through Robin or through some... I don't know what the town government rules allow, between committee's working together to make it easier on your end, so if you do get into some recruiting, you have the answers to give people. Robin, it seems should be able to help, but right now there's a dozen of you and maybe there would only be six if Mr. Carter's idea takes hold; but that's still six people trying to find the answers, rather than the world trying to contact Robin, or not contact Robin and not know the answers and get frustrated.

Michela Coffaro: I would like to comment on what you said about a strong group. I think that smaller groups are good as sub-committee's and we had various sub-committees in the past and if we would decide on which sub-committees we need, then you get the brain power, but you don't split out a whole group, so that's what I think is really needed. Not to make this group smaller, but if there was a downtown group that would focus on that and then the larger areas and maybe another group that relates to Planning and Zoning and then we would have our sub-committees. I just wanted to mention that, that I think it would work better that way.

Mayor Jones: One of our local businessmen who participated in the Holly Festival this year and a nod to the Holly Festival this year, it was bigger, better, best that I have ever attended as far as vendors available and people scurrying through town. One of the business owners here in town that has not had a great deal of interest in participating has perked up here lately, since that event, was kind enough to let us use his open space, but as a very astute businessman that I have known for 30 years, one of his recommendations was that perhaps the town needs to consider an ombudsman; between new businesses coming in and the town. And so that, along with your suggestions, has already been something that has been offered to me and will be looked at.

Bob Howard: The committee has talked about trying to fill that role and have looked at how we might do that because it's a hard role to fill. First of all, the person has to be really well educated. Then they have to be about the town processes. Then they have to be in a position to talk to the new businesses and know who it is that's looking at the town and sometimes we don't always here about that, until it's general public knowledge; so that could be solved by the town using the committee. We had talked about perhaps having three or four people who were qualified to do that, so that it wouldn't be a burden on just one person and that person wouldn't have to be available all the time and so it's something the committee has talked about and I think again, finding people who are willing to do it may be an issue, but it's a possibility for us.

Mayor Jones: I would like to bring your attention to a memo that I sent out to all committee's. Was that shared with your committee members in reference to transcribing and how we speak? No. It has not gotten there yet. Alright. It includes quite a bit of details. Yours is not a committee that is transcribed. It is recorded and you put together a synopsis of minutes and submit that. However, what I need to caution you is, I can't have all twelve of you contacting Robin Davis and I can't all twelve of you contacting Seth Thompson. It's financially not viable for this town to have unfettered access to the professionals. That's what the memo said. It was just a reminder to the Boards and Commissions; but that doesn't mean that's not available to you; but it is better to filter it through your chair person or someone you identify who will take that forward in a generalized way and can deal one on one with somebody; otherwise it is overloading to the services, so since you have not read that yet, you'll get a copy of that. Is there anything else Council wanted to say this evening?

Councilman Collier: Thank you gentlemen and lady for coming out.

Mayor Jones: Thank you. I think it warrants follow-up, so we should schedule something again. We need to digest some of this.

Bob Howard: Could I have one last word, Madame Mayor? Councilman Collier asked at the beginning of the meeting, it would be nice to have a list of the things that the Economic Development Committee has done or worked on. I brought one. I didn't think I wanted to have the meeting degenerate into a discussion of that list, but I'd be happy to leave a copy of that with the members of Council. They can look at it. It's not detailed. It's only subjects, so explanation of what they all are, but I'd be happy to give that to you.

Councilman Collier: Thank you.

Mayor Jones: That would be great. Thank you for coming out on this cold night.

Councilman Coté: I want to take Marion's words now and say there is a quarterly budget review coming up. There will be a six-month budget review in May and about that same time, is when we start the process for the 2015 budget, so as a committee if you want to come up with specific spending plans, obviously you won't have it for the quarterly, you may have it for the six month and by the time we get to the six month, it may be time to think about it for 2015, but have a plan put together. It probably needs to be fairly specific about what you're requesting from the budget.

6. Adjournment

Mayor Jones: And before the library throws us out, do I hear a motion to adjourn?

Councilwoman Parker-Selby: I make a motion to adjourn.

Councilman Collier: Second.

Mayor Jones: Any discussion? All in favor say aye. Opposed. Motion carried. Meeting adjourned at 7:48 p.m.