



**DAUPHIN COUNTY BOARD OF COMMISSIONERS**

**WORKSHOP MEETING**

**DECEMBER 2, 2009**

**10:00 A.M.**

**MEMBERS PRESENT**

Jeff Haste, Chairman  
Dominic D. DiFrancesco, II, Vice Chairman  
George P. Hartwick, III, Secretary

**STAFF PRESENT**

Marie E. Rebeck, Controller; Janis Creason, Treasurer; Guy P. Beneventano, Esq., Solicitor's Office; J. Scott Burford, Deputy Chief Clerk; Randy Baratucci, Director of Purchasing; Diane McNaughton, Press Secretary; Amy Richards, Commissioners' Office; Kay Lenge, Personnel; Steve Shaver, Director of EMA; Tom Guenther, Director of IT; Gary Serhan, Deputy Controller; Carolyn Thompson, Court Administrator; Steve Libhart, District Attorney's Office; George Connor, Community & Economic Development; Ray Shugars, Magisterial District Judge; Deborah Curcillo, Esq., District Attorney's Office; Sean McCormack, Esq., District Attorney's Office; Keith Kepler, Controller's Office; Dave Schreiber, Personnel; Leila Brown, Solicitor's Office; Jena Wolgemuth, Commissioners' Office; Brenda Hoffer, Commissioners' Office and Richie-Ann Martz, Assistant Chief Clerk

**GUESTS PRESENT**

Emily Opilo, Chief Rob Martin, Dennis Pletz, Richard Cray, Joshua Young, Nick Willcox, Josh Seeds, Justin Martin, Ryan Kurtz, Ben Ross, Glenn McCoy, Jeanne Tobin, Mark Toub, Jr., Kyle Strausbaugh, Brad Delancey, Shane Conrad, Benny Wolford, Dan Raup, Phil Kearney, Tony Salonga, Michael Lawrence, Autumn Lupey, Bob DeSousa, Paul Whipple, Dave Patterson and Mrs. Allegrini

**MINUTES**

## **CALL TO ORDER**

Mr. Haste, Chairman of the Board, called the meeting to order at 10:12 a.m.

## **MOMENT OF SILENCE**

Everyone observed a moment of silence.

## **PLEDGE OF ALLEGIANCE**

Everyone stood for the Pledge of Allegiance.

## **APPROVAL OF MINUTES**

Mr. Haste: We have a series of meeting minutes that we'll take up at next week's Legislative Meeting.

## **PUBLIC PARTICIPATION**

Mr. Haste: We are at the point in time in the meeting for public participation. Is there anyone in the audience that would like to address the Board at this time? (There were none.)

## **DEPARTMENT DIRECTORS/GUESTS**

### **A. Commissioner Dominic D. DiFrancesco, II**

- 1. Craig Webb Memorial Plaque Presentation: Richard Cray (Fire Nominee), Dennis R. Pletz (EMS Nominee) and Joseph Allegrini (Police Nominee)**

Mr. DiFrancesco: This is always one of the meetings of the year that I look forward to, with mixed emotions obviously. A good friend of mine, Craig Webb, passed away a few years ago. He passed away far too young. The community lost a great servant in terms of Craig's, I don't want to say unique background, because there are a lot of people out there now that get deeply involved in their community, but Craig was someone that served in a police department, fire department and an ambulance service. He graduated a year before me in high school. We were about the same age. It was this time of year when I believe he was attending a holiday party and unfortunately the Lord took him away prematurely. I really wanted to do something to remember him, but also to bring a little more attention to the citizens who serve this community well above and beyond the call. The people who are the ones that are probably in conflict with their family all the time, because maybe you are sitting at a family gathering or whatever when a call comes in for public service, these are the folks who get up and go. Thank God for them. Today, we take a moment to identify three individuals from our community, a police officer, a firefighter and an EMS provider. In Craig's memory, we

take time to acknowledge their contribution to our community for the past year. The individuals were identified by their own colleagues/peers to receive these awards. The Commissioners have no say in who gets elected. It is amazing to us every year when the names come in we really have some great people in our community that, while many citizens don't really know them personally, I just hope that people take time in their prayers and in their consideration to thank those individuals who when the need occurs these people show up and they are the ones that they owe their greatest confidence and thanks to.

I have three Proclamations. I will do one at a time.

(Mr. DiFrancesco read the following Proclamation.)

***Office of County Commissioner***  
**Dauphin County, Pennsylvania**

**Proclamation**

*We, the Dauphin County Board of Commissioners, are delighted and deeply proud to honor the always dependable and expertly trained Susquehanna Township Emergency Medical Technician Dennis R. Pletz for his lifetime of service in Central Pennsylvania, and we gladly join with his many family members, friends, and colleagues in heartily congratulating Dennis on his long-standing service as an Emergency Medical Technician, instructor and Pennsylvania State Constable that has culminated in the 2009 Craig Webb Memorial Award;*

*Whereas, today, we spotlight Dennis's unwavering dedication to providing rapid, life-saving care as an emergency responder to residents of this very grateful County of Dauphin; since joining the Susquehanna Township Emergency Medical Service in 1984, Dennis has rendered critical aid, instructed emergency response training and Act 44 Constable Basic and Continuing Education at Harrisburg Area Community College, and has trained adults in CPR and first aid as part of the National Safety Council;*

*Whereas, this Star of Life Award winner, Lower Paxton Twp. EMS Outstanding Volunteer EMT and Boy Scout Training Award recipient continues to deepen his roots in the Dauphin County community by volunteering his time for the Susquehanna Township Girls Softball Association, which he co-founded, serving as the Boy Scouts of America Advisor for two emergency services explorer posts and EMS volunteer for Lower Paxton and Susquehanna Townships and River Rescue, demonstrating his commitment to providing nothing less than the best service for his community;*

*Therefore, in grateful tribute to the calm, competent and much-admired EMT Dennis Pletz for over 25 years of providing emergency care to the ill and injured, we join the 256,000 residents of Dauphin County in proudly proclaiming December 3, 2009 as "Dennis R. Pletz Day" in Dauphin County; and we honor and thank him for rendering swift and critical aid each and every time an emergency strikes.*

Mr. DiFrancesco: We like to get a little bit of feedback. First of all let me congratulate you for the award. I think it is notable that it is your peers who nominate and decide who gets the award. We thank you for your years of service and we would certainly like you to offer some comments about your experience and what it means to you to serve the community.

Mr. Pletz: I'm always one that felt that if I give something, when I can't give any more, they will give back to me. I hope that is true in the future.

Mr. DiFrancesco: That is great to hear. EMS companies, in particular in this County, and everywhere are struggling and it is good to have people that continue to have that heart to get involved, both paid and volunteer.

Mr. Pletz: I just recertified. I got three more years. I'll be 66 at the end of this certification and I don't know how much longer I can go, but I'll go until I can't any more.

Mr. DiFrancesco: You are an inspiration to the community and I hope there are a lot of 18-year-olds right now that look at your service and decide that is something that they would like to do.

Judge Shugars: I first met Denny about 35 years ago when we started a softball league, with a great deal of resistance, I might add. He was still the same pain that he is now. I have an award here from Senator Piccola, which he asked me to give him since he has been my Constable for 13 years. He is a swell guy and if I ever met anybody with a really good heart it is you. This is from the Senate of Pennsylvania. It reads basically the same as what Nick read. Congratulations!

(Applause was given and pictures were taken.)

(Mr. DiFrancesco read the second Proclamation.)

*Office of County Commissioner*  
**Dauphin County, Pennsylvania**

**Proclamation**

*We, the Dauphin County Board of Commissioners, are delighted to honor Richard Cray for his remarkable 50 years of service in fire and rescue for Dauphin County as a longtime volunteer firefighter for the City of Harrisburg and the Progress Fire Company, and we join his many loved ones in most warmly congratulating Richard as the deserving recipient of the 2009 Craig Webb Memorial Award for Fire and Rescue;*

*Whereas, a sterling example of heroism, Richard has demonstrated courage and commitment in the face of danger since he began his career as a volunteer firefighter for the City of Harrisburg in 1959 with Engine 8 and as a Captain, Assistant Chief and Fire Chief, Training Officer and Trustee with the Progress Fire Company since he joined in 1971;*

*Whereas, a consummate team player, Richard led a team of Progress Fire Company firefighters to the National Firefighters Combat Challenge in St. Louis, where they represented the only volunteer fire company in the United States and Canada;*

*Whereas, this lifelong Dauphin County resident, adoring husband, loving father of six and grandfather of 14 also started a family business, C & C Counters, where he still works as a sales representative with his sons, and remains employed with First Responders Financial;*

*Therefore, we join the 256,000 residents of Dauphin County in applauding Chief Richard Cray for over five decades of offering life-sustaining aid to the citizens of the greater Harrisburg area as a volunteer firefighter; we offer our sincerest gratitude and congratulations for this well-deserved award; and in grateful recognition of his enduring half-century of service, we do hereby proudly proclaim December 4, 2009 as "Richard Cray Day" in Dauphin County.*

Mr. DiFrancesco: It is wonderful to have you here today. I was one of the groups back in the 80s that decided that we had to become part of Progress and I was only there for a short period of time. Some left and stayed for many years. It is really an honor to have you here today and present this award. It is your peers who presented your name and voted you for this. The Board is very grateful to have you here today. Any thoughts you would like to share?

Mr. Cray: Not really. I don't like being on the hot seat. I always felt that if something like this happened to me it is because of these guys.

Mr. DiFrancesco: It's great to see all those guys back there today.

Mr. Cray: Any person is only as good as the people they are with. I appreciate all of them being here at this event.

Mr. DiFrancesco: I'll say to the young people out there, take a good look: there are many people that come in when they are 16, 17 or 18 and they stick around so there must be something to it. We need volunteers.

Mr. Cray: I have a year and a half and then I'm done.

(Applause was given and pictures were taken.)

Mr. DiFrancesco: I saved this one for last. You heard my comments in the beginning about my good friend Craig Webb, who was taken from us long before he should have been by human standards. I guess again when the Lord is ready to call the angels home, he calls them home. This last presentation is very special, because unfortunately this gentleman is no longer with us. Again, a father and friend lost to the community.

(Mr. DiFrancesco read the final Proclamation.)

*Office of County Commissioner*  
**Dauphin County, Pennsylvania**

**Proclamation**

*We, the Dauphin County Board of Commissioners, are deeply honored to pay tribute to Joseph Allegrini for his years of service to this great nation, this very grateful County of Dauphin and Lower Paxton Township, and in loving memory of this wonderful man, we join his many beloved family members, friends, and fellow officers in honoring his lifetime of service, fortitude and compassion with the 2009 Craig Webb Memorial Award as Law Enforcement Leader of the Year;*

*Whereas, as a pillar of the community and lifelong resident of Central Pennsylvania, Joseph, a Hershey High School graduate and football star, served as a Corporal, military police dog handler and SWAT team leader in the United States Marine Corps;*

*Whereas, since entering the Lower Paxton Township Police Department in July 1990 as a patrol officer, Joseph fulfilled his duty as an officer every day with steadfast commitment and soon assumed the role of the Juvenile Detective in the Criminal Investigations Division, where he became a devoted advocate for juveniles and developed the Reading Heroes Program to foster learning opportunities for troubled youth;*

*Whereas, as a beloved youth football and baseball coach, a skilled builder and carpenter, and above all else, as the loving husband to Jean and devoted father of Mario and Joey, Joseph enjoyed his distinguished and decorated career as a police officer - living his lifelong dream - and proudly worked to enrich his community while enjoying time with his family and the rich Italian traditions they shared;*

*Therefore, with a heavy heart, we join the 256,000 residents of Dauphin County in honoring Joseph for his unwavering courage in the line of duty; as a consummate law enforcement officer, trusted friend, and adoring husband and father, his legacy will endure forever; and in honor of his lifetime achievements in law enforcement, we proudly bestow the 2009 Craig Webb Memorial Award to the Allegrini family; and in grateful recognition thereof, we do hereby proudly proclaim December 2, 2009 as "Joseph Allegrini Day" in Dauphin County.*

Mr. DiFrancesco: I would like to call his wife up. I'm not sure who else is here. Are there any other family members that would like to come up and have a seat? I'm not going to make you talk unless you want to. I just want to let you know and you may laugh, but I heard your husband speak on many occasions. He was always a delight to listen to. I will never forget the passion that he spoke with when he talked about family and traditions and honors. You could see in him whenever you heard him speak why he served. You could see his love for his family, traditions and community. There was always an emotional tie when he spoke. It was a very sad day for all of us, as I'm sure it is a sad day every day for you in the loss that you have experienced, but I want to tell you how much he meant to this community, in terms of his active duty patrol, but also the lives he touched whether he was talking in front of the Boy Scout group or other groups. We all greatly miss him. Today we want to thank you for the service that he was able to provide and the support that you gave him in his career. We share your pain and that we are here for you in our prayers. It is a great honor to honor him today.

(Applause was given and pictures were taken.)

Mr. DiFrancesco: Again, this is a special meeting and an opportunity to say thank you to people in our community who give a lot. It is a day to highlight their deeds and say thank you. It is also a way to highlight the needs and say again that there are a lot of volunteer opportunities and there are a lot of communities that can't find enough people to get new volunteers. So, as much as we honor the people who have given many years of their lives to this service, we acknowledge also the fact that there is a need for a young crowd to come up and get behind these seasoned leaders and learn the trade so that they can continue on and our community can remain safe.

Mr. Hartwick: I believe every holiday season there are things that we need to do, to give special recognition and thanks to the people that sometimes in our community are too often taken for granted. Last year I had an experience where I was trying to come home late from a meeting and I got a call from one of my daughters, and I have four of them at home, that she had just fallen off the chair and her head is bleeding all over the place. As a Dad who is on the road and is concerned, I made sure the EMT from Swatara Township had responded, and by the time I got home her head wasn't bleeding all over the place. The situation was resolved. The folks who did the job from the first responders to the 911 Center to the EMTs that responded handled it in a professional way. I think my kids would have invited them over for dinner. That's how well they responded and handled that kind of job. Too often these folks are taken for granted. We know that our job as Commissioners is to figure out ways to assist you in having the best communication tools and to have the support in order to effectively be able to do your job. I want to say today, with the attacks on law enforcement that are happening around the country, even in a routine stop, a situation can turn from something absolutely routine to something that is extremely challenging and difficult. With your training and compassion and commitment to serve the community it is certainly evident in your actions that have been taken in countless occasions that have been brought in front of our attention. We are proud to have a professional operation and EMT, Fire and

Police here in Dauphin County. We could put our folks up against anybody anywhere. Today, in grateful recognition, we want to say thank you for all you do and make sure that we don't ever forget the commitment and sacrifice that you give your family. On another note as it relates to Joe Allegrini. I knew Joe very well and he was an advocate for kids. He was a father to many kids. He believed in trying to provide opportunities and a chance and show leadership to serve and protect not only his kids at home, but kids who were in the system, kids who potentially could have gotten involved with the system and kids who were neglected and abused. It was something that he carried at the front of his heart and at the front of his intentions. He is sorely missed, but his advocacy wasn't just in his words, it was with his actions. We are grateful for the service and for all the members that were honored today, thank you very much on behalf of my family and the residents of Dauphin County.

Mr. Haste: I too will conclude by saying thank you. Going through the presentations there was one thing that struck me with each one of these individuals. Not only did they have a calling and commitment to their career, but every single thing that made that person unique was something that they did outside their career as well. Whether it was volunteering with Boy Scouts or whether it was working with another company or doing another volunteer service in reading, you can tell that these individuals were committed. The three things that kept coming up were family, community and tradition. On Thanksgiving Day I was talking to someone from the media and they were asking about the state of volunteerism in Central Pennsylvania. I think that is what makes our community and region so important is we do have, in a time of need, a group of people that come together for the folks that are less fortunate than us. I think the individuals that were recognized today exemplify that, as has Craig in his years gone by. Thank you very much!

Mr. DiFrancesco: Just a final comment to those that received the awards. The plaque hangs throughout the year at the 911 Center. We thought that was the most appropriate place. Again, thank you all for your service.

**B. Dan Raup, Project Engineer, Philip Kearney, Project Manager and Tony Salonga, Account Manager (Motorola)**

**1. Update on EMA Project**

Mr. Shaver: This is an update for the communications system that is being deployed and is basically in place in the County now. We are doing the final testing associated with the project. I have asked our Project Manager from Motorola, Phil Kearney, to come in and basically do a brief overview of where we are. I think we have had some very good successes with regards to what staff and Motorola determined as far as coverage.

Mr. Kearney: Thank you for allowing this opportunity for us to come down here and give a presentation. My name is Phil Kearney. I'm the Project Manager. Behind me is Project Engineer, Lee Dan Raup, and Account Manager, Tony Salonga.

There are five slides, one being the cover. Page 2, the coverage acceptance test plan was designed to contractually verify that the Dauphin County trunked radio voice system and simulcast paging system meets or exceeds the contractual requirements. The contractual requirement was to successfully provide in-building radio and paging coverage in 95% of the predicted grids. The predicted coverage area was defined as being 95% reliable. The grids, in the simulcast area, were ¼ x ¼ mile large. In the remaining portion of the County they were ½ mile x ½ mile grids. It is also noted that every accessible grid within the County has been tested.

Mr. DiFrancesco: When you say testing, what is the definition of that? Did you deliberately go into the most challenging places like in the buildings where you knew there were problems in the City of Harrisburg? Were they the ones that you tested?

Mr. Kearney: Yes, if there was a specific building within the grid in that ¼ or ½ mile grid we, and the Dauphin County EMA staff, made sure we went to some hot spots.

Mr. Shaver: One thing, we actually asked the service providers to come along with us when the tests were done. We tried to reach out to the first responders in particular geographic areas, and actually had them ride along to, more or less, see what the coverage actually was. With regards to the City of Harrisburg, we used the City of Harrisburg staff, members of the County Sheriff's Department and members of the County CID. In some cases Chief Goshert was nice enough to get us into some homes in the City of Harrisburg where we actually took portables in and did testing from there.

Mr. Kearney: The coverage test results, the radio coverage itself, we tested 1,783 grids with 1,779 passing and 4 failing, giving us a 99.7% success rate. For the paging coverage, we tested 2,356 grids with 2,324 passing and 32 failing, with a success rate of 98.6%.

Mr. DiFrancesco: Can you give again give the definition? The grids that failed - were there circumstances? Not to take away from the fact that you were above the 95%. Can you explain what obstacles or ones that we should acknowledge and be prepared for? Is there a standard obstacle?

Mr. Shaver: In most cases what staff, through the review... We are going to actually bring those when we go out and do another outreach to the first responders and the Commissioners are more than welcome to look at them. It is just basically maps of the County with colors all over them. What we found in most cases is geography. What we discussed from day one is that we knew that we could not get 100%, as no radio system can get 100% coverage. In most cases where we are seeing issues it is actually related to training. In some cases also associated with this testing is the fact that these are tests that actually use portable radios. We do not do any testing at all with any mobile radios, which in most cases most of the service providers actually have. In most cases, we used the worst case scenario with a portable either on a person's hip or basically a portable inside a building to actually do the testing. We more or less configured that

out. In most cases it is more or less geographically related to training and so forth. It would be wonderful if you could get 100%, but I don't think we could ever get there realistically.

Mr. Kearney: Coverage acceptance, what does this mean? This means that the communications equipment has been installed. Any punch list items have been documented and scheduled for mitigation. The coverage test has been conducted and the results exceeded the contractual requirements. We have conducted a system functionality test and any of those punch list items have also been documented and scheduled for mitigation. The system transitions to warranty status upon conditional acceptance. Currently we have two open issues that will need resolution prior to conditional system acceptance.

Mr. Haste: What are the two?

Mr. Kearney: The two items left, one is a recorder issue that we have. Another is, I believe, a controller issue at one of the sites that we have the parts to repair it. It is just an open issue that we haven't gotten to yet.

Mr. Shaver: The recorder he talks about is something that every call on the system is basically an audio recording. We have had some issues with the device. It is a Motorola contractual issue with regards to the fact that they provided it, but it is actually a third-party vendor item. They have been very complimentary in trying to work through this issue. Right now that is the only thing that is technically holding us up as far as a cut over as far as the services. We won't cut until we are absolutely positively ready to make that cut so we don't make certain mistakes that we don't want to make.

Mr. Haste: Thank you.

Mr. Kearney: The remaining deliverables in order to close out this project once and for all, this year we are expecting to transition the system into warranty. We will begin working on any punch list items that remain and we will finalize all administrative deliverables. For the first quarter of next year, we will complete all punch list items. We will provide all the final system drawings and documentation. We hope to close out this project with final acceptance.

Mr. Hartwick: Do we have a timeframe in 2010?

Mr. Kearney: First quarter.

Mr. Shaver: It should be the first quarter. Again, the only delay right now that is a concern to me is the recorder issue. That has to be in place before we can move anybody over. It is a requirement as far as the system is concerned for audio evidence and those kinds of things that are necessary just as normal everyday business.

Mr. Hartwick: So, it is safe to say March in a public meeting?

Mr. Shaver: Yes.

Mr. Kearney: That is our number one priority. It has been for more than just this past week. We hope to resolve it as quickly as possible so we can close this for you.

Mr. DiFrancesco: My question and concern is and maybe I'm reading too much into transition system warranty service. I guess my expectation was that we wouldn't transition to warranty service until the units were on it and it was to that phase of the testing.

Mr. Shaver: What they are basically saying is that we are going to transition over. We still have a year with regards to the warranty that is actually covered under the original contract. So, we will not be paying any additional money. That clock needs to start at some time. When we move those folks over, we are going to do that pilot first. Once that pilot is on and up and operational then we will probably move to the warranty.

Mr. DiFrancesco: So, we are going to get those on first?

Mr. Shaver: Yes, but we still want to do some type of testing as far as to actually kick the tires and see if we can make it break. We don't want to break it, but we will try and make it break.

Mr. DiFrancesco: The financial aspect is obviously very important, but so is the attention paid. I'm not sure what it means when we shift over whether or not we maintain that top tier of standing where this is an active project.

Mr. Shaver: Part of that transition is actually we will be moving to another group in Motorola. They've actually been in for meetings and so forth. These guys are not going to go away. Unfortunately, the lead engineer happens to live in Dauphin County. We have him hooked into our database with regards to our CAD system. If necessary someone will go and visit him.

Mr. Kearney: I don't go away until final acceptance; conditional system acceptance and final acceptance are two separate things. I'm here until the end. Like Steve mentioned it will transition to a service manager who will manage the project through the warranty phase.

Mr. Shaver: Just so you know we are still holding their bid bonds so that is still in play also.

Mr. DiFrancesco: This experience has been a very positive one up until this point I think the relationship between us and Motorola has been terrific and a lot of that has to do with the way that the groundwork was laid and the fact it was a service provider's community that did the initial evaluation and we sort of sketched out the project and laid out what we should be looking for to purchase and how it should operate in the end.

There is controversy in other communities around us with lawsuits being filed against the service providers, which is not Motorola by the way; I think it is important to state that for the record. I think it makes it look like so much better a decision. We are looking forward to the transition in getting the units on the system and looking forward to finally providing the men and women, who we just had in here that we were giving awards to, a stable radio system, which they have not had since probably the early 1970s. It has been that long. This project is important and it needs to move forward. I want to thank Motorola publicly for their efforts that they put into this project up until this point. I know there have been some wrestling matches. When you have a project of this magnitude there are going to be some wrestling matches. The bottom line is that on all the reports that I'm hearing, things have been resolved. It is always good too when the Commissioners don't have to have that sitting on their desks when it can be handled at the staff level. That is a testimony to the good job that you are doing. I look forward to an uneventful transition.

**C. Robert J. DeSousa, Esq.**

**1. Update on the National Civil War Museum**

Mr. DeSousa: I want to start off by thanking you for taking the time to honor our first responders. It is a critical thing and it is a thankless job. There are too few that do what you just did. I also want to thank you for giving the Board of the National Civil War Museum the opportunity to answer any questions that you might have on our operations and where we are going. I'm going to start by introducing to you the two gentlemen with me, Paul Whipple, member of the Board, CPA and our Treasurer Dave Patterson, the CEO of the Museum. I'm going to give you a brief overview of where we have been and where we are going in relation to our request for continued support by the County of Dauphin.

First of all, in a year that has been an extremely difficult one for museums across the country, we have had our most successful ever fund raiser last year. We went from \$10,000 to \$50,000. We concluded our gala fundraising this year. While we did not have a net gain, we did raise the same amount as last year and we had the added benefit of having Duff Goldman from the Food Network present the cake and he will feature the National Civil War Museum on that Food Network program, which is widely watched. We are also pleased this year to have the opening of the Kunkle Rutherford addition onto the museum. That is a \$300,000 addition to the museum that was funded by the Kunkle Rutherford Foundation and seals off the observation deck, creates it as an extra space for some small additional revenue and rental and allows people to go out and observe the points in Dauphin County, which were related to the Civil War. We also, last year, won the prestigious Smithsonian affiliation. That is a tremendous mark of approval on what that institution here in Dauphin County is. We have not been without budget issues. This year we have, in fact, cut additional staffing and additional funding for things. To a degree it is a mark of pride that this Board runs this museum on 1/3 of its initial funding and, in my view, does at least three times as many programs and outreach in our community to school students, from free days to the number of

changing exhibits, the most recent of which involved our local medical community discussing medicine and the Civil War.

We have for the past two years going received clean outside audits by independent auditors giving the Civil War Museum a clean outside audit. We opened a new and improved website this year. We launched our first-ever Adopt-a-Gallery program, where local firms can adopt a gallery as their gallery for the year. They have their advertising in it. For the first time ever we had a strategic plan implemented. Those are all the things that we have done in the year ending December 31.

In the year ahead, I wanted to give you a brief overview and then certainly answer any questions that you might have. First of all, as you know, from the beginning of the museum, the Dauphin County Commissioners began funding us at approximately \$100,000 a year. That amount started to be reduced and we are asking that it be restored. We are asking that it be restored, because we believe at the time that the Commissioners started to wean the museum off, so to speak, there were perhaps some legitimate questions as to how the Board of the Museum was spending its money and whether the Commissioners were throwing good money after bad. We can say that the Board is now completely members of the business community and we believe that we are excellent stewards and have answered the questions of any official or member of the public who wants to know how we are doing it and how we attempt to spend our funding wisely.

Additionally, there has been some unfortunate media, from time-to-time, regarding the effects of change in administration in the City of Harrisburg and how that might affect the museum. While it is true that the museum, at its inception, received considerable funding from the City of Harrisburg, that funding stopped not this last year, but the year before. We have not been funded by the City of Harrisburg since the previous year. We were up until this year always the number one beneficiary of the charitable disposition of the Parking Authority of the City of Harrisburg. The Parking Authority has unfortunately had a down drop in its own parking revenues and we have been cut off from that funding. That is why we made some of the cuts. In meeting formally with some of the Commissioners we were somewhat given a challenge to go out and seek additional funding from other governmental bodies to assist in filling the hole. We took that challenge and are pleased to report that we have filled the hole for next year as far as the cuts that are related to the Parking Authority, which the Parking Authority generally gave us about \$125,000 a year. We also generally received from the Museum Commission approximately \$40,000 a year. As prudent budget people, we looked at that last year and said that we can't guarantee that we are going to get those funds and what do we do. I'm pleased to announce that we will receive Commonwealth funding of approximately \$200,000. We are expected to receive that funding in February and June. That will plug the short-term hole that would be created by the withdrawal of the \$125,000 and essentially not allow us to bank on receiving \$40,000 from the Museum Commission. We don't have word from them that we won't, but we know what is happening to their budgeting and what they are doing across the Board. Next year is also the kick-off year for the 150th anniversary of the Civil War. We have

an advisory committee, which is world renowned. These are the experts across the nation on the Civil War. They are assisting us with implementing the 150<sup>th</sup> anniversary and having our museum as a critical part, not only in regional, but in national implementation. We have reached out to our hotel industry in this area to attempt to set up sort of Civil War vacation packages. We made that offer to our local hotels as far as ways to drive revenue back to them since certainly some of our tourist funding comes from the hotel industry. Next year we hope to open something that has not been done in any Civil War museum, but in any museum, which is the Lincoln Hologram. This is a partnership with the Harrisburg University, Carnegie Mellon University and the Technology Council of Central Pennsylvania. What they have done is they sought a grant and received a grant to create an actual hologram of Abraham Lincoln. What this will do and the technology that they are working right now. They already have the technology where you can type into a computer a question and the hologram will answer the question. They have that technology. What they are working on now is actually having voice recognition technology where school students would be able to stand in line and ask Abraham Lincoln a question. We will have essentially about 500 pre-programmed answers, but if you would say "Isn't it true that Secretary Seward shouldn't have bought Alaska?" whatever, the program will hear the words "Alaska" and "Seward" and give the pre-programmed response that our advisory committee, our historians, have come up for Lincoln to give. They will be accurate to his time and period. I'm really bad at the actors, but what is the name of the actor that is going to be doing that? The guy who is on Law and Order?

Mr. Patterson: Sam Waterston.

Mr. DeSousa: Sam Waterston agreed to do this in his contract that he will portray Lincoln in this hologram. That we believe, along with the 150<sup>th</sup>, is going to play a major part in drawing people to the Museum and to Dauphin County. Our major issue for next year will continue, as it is every year, with every institution, our funding, but in particular the downside of having to cut some of the cuts that we have done. Sometimes you have to cut a little bit of your nose to spite your face and that is the one area that we are the weakest and which we would likely be coming back to the County to see if we could have additional assistance is with the marketing of our County and Museum once we have this hologram and the 150<sup>th</sup> events, how we make sure we are drawing tourists in to the Museum. That is a view of where we are and you have our request. What we wanted to do is be able to answer your questions of the Museum.

Mr. Hartwick: You mentioned this briefly that you have been working a little closer with the hotels and attempting to put together some packages. In order to justify continued support from tourism dollars, the idea focusing on putting people in hotel rooms, and seeing a direct benefit as a result of this being a regional and larger destination point, have you done any tracking at all of the amount of hotel room night stays that might be generated as a result of people coming to this region to visit the Civil War Museum?

Mr. DeSousa: We have not. We have done two things with the hotels. We reached out to hotels with our tickets to the Museum. What we basically said: "We will only charge

you essentially half price, you can then sell the tickets at a discount and make whatever that difference is, but as a benefit to come into your hotel". That is part A, and part B, what we have done is we do, of course, direct people if they ask to our hotels, but we have offered to do packages. The first package is set for February where one of our area hotels will be bringing people in. They will come up to the Museum for a tour and then go back to the hotel. We hope that one will be successful and then we can go back to the rest of the hotels and say this works and you should try this.

Mr. Hartwick: We understand that it's more than one regional destination that may draw somebody to Harrisburg than the mere opportunities for folks to have that kind of enjoyable trip to Hershey and the Civil War Museum and Whitaker. Those things all are a culmination of a larger effort to draw people to this region and tourism is our second largest industry in Dauphin County, but to the extent that you have and again this is part of the key point, the legislation that permits us to utilize hotel tax dollars to be able to help fund these regional destination points really when you take a look at our investments we try to look at things that will drive additional hotel room stays. Trying to figure out ways to partner with Harrisburg/Hershey Regional Visitors Bureau and define areas that in times where the hotel industry may be struggling to find rooms to fill up. If you want to come back to us with any request for marketing dollars in the future they really should be tied together in a comprehensive strategy to drive hotel room nights and if the tracking mechanism to see how our investment is actually doing and if those marketing efforts are actually providing additional hotel room stays. That is really the justification by which we can say yes to grant the request, because the investment of \$25,000 has produced so many room nights and that produces so much tax to be able to return back into the industry. We are making this sort of cost-benefit analysis decision as we take a look at our hotel tax dollars. First of all the Civil War Museum is a quality facility. It's a shame that it was clouded under so much negative press and conversation related to other situations that were going on, because it is a quality facility. We all know that. The challenge is that while we believe that we need to be partners in trying to promote tourism in this area, because there are a lot of jobs that rely on the tourism industry. It is \$2.1 billion that was spent in 2008 in this County for tourism. In order to sustain that kind of growth particularly in a down economy, we need to maintain those investments and regional assets. We just would like to share that responsibility with folks who have generated the idea and who also from other spinoffs like economic development benefit that may come as a result of the Civil War Museum. Encourage the City of Harrisburg, if you have any influence, to remain committed to these regional assets along with the County partnership as a way to be able to sustain this long term. If they are going to continue to turn their back on those assets that actually can draw folks into the region it is going to be a challenge for us to continue to step in to fill the subsidized operations. We are looking for partnerships. As Commissioner Haste put it, we are not the sugar daddy. I commend you for going to the State, even though the tough budget cycle made it difficult to try to fill those holes, but moving forward with the sustainability plan there are two things that I would ask for. If you come before us again next year I would like to know what local partnerships you have and what commitment do you have from other local governments? Also, can you

tell us the impact of additional marketing dollars to be able to put more people into hotel rooms to be able to justify the continued use of the hotel and tourism dollars?

Mr. DeSousa: Those were excellent questions. We have not looked at doing that direct thing, but we certainly will do that because we want to help and be a part of that and also we have been tracking other things, which are going through the doors, etc.

Mr. Hartwick: The Hershey/Harrisburg Regional Visitors Bureau has marketing dollars. If you are making a request from us you should also be sitting down with them. They are engaged with the hotels directly and can help to put more people into rooms. Find partners instead of just relying on the County.

Mr. Haste: If you are flexible with your upcoming events when you sit down with the Tourism Bureau they have holes they need to fill. They already know what dates have events. If you go to them on July 4 to try to do something they are not going to be that interested in helping, because they already are booked. If you coordinate with them, I think you will see a lot more out of them.

Ms. Rebeck: The Remembrance Day Parade, you were talking about off times, that is November, that may be an idea to put something together, a package deal for Dauphin County.

Mr. Haste: I talked with the Spotobe folks about getting on their site and then when I was looking at your list of hotels, how did you select your hotels?

Mr. DeSousa: Those are the hotels that responded to us from our outreach. We called and sent letters saying that we would like to partner. Some hotels didn't respond. It doesn't mean that we have written them off. When we have success with the other hotels it makes it easier to get back.

Mr. Haste: The downtown hotels?

Mr. DeSousa: Basically we had, even though frankly our general counsel, Neal West, is with Harristown, we've had support from Harristown, but they have not been interested in doing an event with us or having a Civil War theme.

Mr. Haste: They have the tickets though?

Mr. DeSousa: No, I can't say why, because each entity does their own thing. Even though they have a gift shop, they chose not to do that. From my perspective if we are going to give you something that you can sell for \$9, which is a \$1 discount and make \$4 and it doesn't cost you anything we are not going to charge you until the tickets are redeemed, I don't know why they didn't want to do that.

Mr. Haste: It seems like it would be easier. You can get your people from downtown out there easier than what you are going to get from Grantville to come in, you would think.

Mr. DeSousa: I think we will continue to go back, but I thought the ticket thing, from my perspective, was a no-brainer in that we are not charging you upfront. Here are 25 tickets and when you need another 25 tickets we'll get them to you. I forget what we were going to charge. The face value is \$10. You can sell them for \$8 as a benefit for coming to your hotel. We had some that were interested, but the downtown ones have not been. We will go back to them, but they have not been thus far.

Mr. Hartwick: I even think of the Carlisle Auto Show. This is a regional thing. You should be reaching out to those hotels that have a significant number of folks coming to the area.

Mr. DeSousa: The hotel that has been the most responsive to us is the Radisson/Penn Harris and that is across the river. They are the ones that have been the most aggressive with packaging Civil War events. What we are hoping that the events to date package will help fill their January/February times when they are slow and then we can come back to our own hotels. We got a lot of hotels in the last five or six years that have been built. The hotel industry is no different than any other. It is hurting and they could use that additional money.

Mr. Hartwick: Is there any indication from new City leadership as to support for the Civil War Museum?

Mr. DeSousa: We have met with Linda Thompson when she was President of Council every year even though she has never been overly supportive of the Museum, but we always met with her out of respect for her position as President of Council. We have reached out to her. She is going to take over a lot of issues, but we believe the Civil War Museum, if utilized correctly, is an integral part of the reasons to visit the City of Harrisburg and the County of Dauphin.

Mr. Hartwick: If you are talking about investing in neighborhoods, talk about something that is in the Allison Hill area that could potentially have spin-off benefits for local businesses if you try to utilize it in a way. It is already a natural destination point that could be used to drive businesses to the neighborhood.

Mr. DeSousa: We've had a little bit of a response from the Borough of Penbrook that way. We have met with them on several occasions regarding traffic coming in through Penbrook so maybe some signage that could say "Penbrook, the gateway to the Civil War Museum". They have been very responsive. I made an outreach there. We offer programs, which are a tremendous benefit. We keep track of that by the residents in Allison Hill and that section of the City, because of our various banks in the community that sponsor our free days. They are usually popular in the neighborhoods.

Mr. DiFrancesco: The only comment I will make is one that I shared before. The bottom line is, in order for this to be sustained, it's got to be sustained on money other than tax dollars. One of the reasons for the reduced funding was it was like sink-or-swim time. Granted, a lot has changed. It is interesting to hear that the funding has gone away from the Parking Authority. Again, my curiosity is focused on how much government funds are required to keep the doors open. If government funds are required to keep the doors open then maybe it shouldn't be. If it is sustaining itself with some assistance from the government where again the Civil War Museum is another reason to attract people here, it is an investment of those tax dollars in a productive way that markets the area then there is a public good that is being met for some of those dollars in trade. It is not enough to say \$100,000 just to keep the doors open, and it has been a struggle with the Museum for quite some time, since its inception. To your credit, the original plan was to basically go out and borrow money in order to pay for those operating expenses and that practice has stopped a long time ago, but then again the Board that is currently in place has to deal with that, the large debt that was done earlier. You are living with something that you didn't do and it takes tremendous effort to overcome. Even if you had a clean debt slate, it would be hard to keep the Museum in this economy going strong. The fact that you are dealing with some very, very bad decisions that were made in the past are making your job much more challenging. Having said that, it is still a matter of getting the Museum to a point where it can sustain itself, where the tax dollars are enhancing, but not keeping the doors open. That was a struggle up until three years ago we decided that it is either sink-or-swim time. Let's start cutting back the subsidies that come in from the hotel tax, but the idea was with the upcoming anniversary of the Civil War if we were going to increase the contribution from the County's perspective. It would be marketing some issue that was going on from the Civil War and try to bring people here and get more heads on beds in our hotels and so forth and basically market the area. It is not so much to take it back up to the original funding level for purposes of operation. We need to capitalize appropriately on the anniversary of the Civil War and market it, because it is great for Dauphin County's economy. Also to market it on how significant it was to our history. We never want to let any generation underestimate the importance of that war and all the players and what it meant to the development of this country. I think it goes right to the heart of what is going on with the discussions in Washington today. It is that significant. We want to make sure that those lessons of our history never go away.

Mr. DeSousa: Two things that I might mention on that note, Commissioner, because you did take time early on in the year and the Board took heed of the two civic things that we are doing, they haven't gotten to the point where big dollars are coming to us yet, but they are getting there. We now have a relationship with the American Mint. They do high-end replicas. They are going to start commencing replica coins to parallel the 150<sup>th</sup> of which will come out under the seal of the National Civil War Museum for which we will receive funding. That's a private industry source of revenue that we are very hopeful about. Believe it or not, the American Mint is owned by Germans. So, at first the Germans didn't quite understand how the Civil War was going to sell. They have done the research and they now understand that it is a very profitable market. They also understand how the American people don't focus on things. When the 150<sup>th</sup>

thing starts being pushed in the media, from the White House all the way down, the American people once again just like they did when Burns came out with his series, wake up to the Civil War, we want to capitalize on that. We also have a relationship with several of our local banks, the most significant is Members First, where they are allowing their members to designate the Civil War Museum as a part of their charity and we greatly increased our revenue from banking sources in our area. We continue to look at ways to partner with the business community. We will absolutely follow back up on the hotel trade, because that is a source of the revenue and if we can help them in their short times, we will attempt to create a marketing plan with them. We do certainly work with them, but a little more tightly to say to them as we are filling in what are the holes that you need to fill and hopefully we can get back to you and say we believe that we have increased x number of rooms.

Mr. Haste: I would even look at the other day spots, such as the Whitaker Center and the Ned Smith Center. As you get people to visit there you may get them to visit other places. If we are going to get the people to come here for a couple days they are going to need a couple of things to do. The more you can work together, the better off we are.

Mr. DeSousa: We have talked in the past, but we have never been able to bring it to fruition. For example, a joint ticket type of thing. We have pushed it, it is kind of a small one, but we pushed it. For example, my brother lives in Georgia, my family went down to Virginia and he came up to Virginia and we stayed in the Charlottesville area. We bought the presidential pass. These institutions are not the same owner, but they sell a joint pass. You can take that pass and get a discount. That is the kind of thing that we want to do. We've also talked to the Whitaker Center to say the 150<sup>th</sup> is coming up and we don't have the theater facilities that you have, what if during that you ran the Burn series again or that type of thing. You can have the movie and we can have one of our interpreters up there. We've talked about our facility for overflow for our businesses that do catering trade. We have a partnership with some caterers. You can do the event up there that you can't do in your overflow. The more that we can do we are 100% in agreement. We haven't been able to do the reach out yet to Ned Smith. You had mentioned that before the meeting. That is on our list to do.

Mr. Haste: Even with the new Hershey Museum. If we could get everybody working together.

Mr. DeSousa: We have a good relationship with Hershey, but they kind of look at us like the little kid on the block.

Mr. Patterson: The visitors' bureau tried to coordinate exactly what you are saying and not everybody would get on board with that.

Mr. DiFrancesco: Considering that the money for all of these places is coming from the same pot and the notion behind all of that money is to create destinations and market this community I would strongly recommend to all the entities that they work together towards that common goal and not have individual self-interests.

Mr. Hartwick: We can bring them all into a meeting.

Mr. DeSousa: If the goal is to get somebody to stay over then you don't want them to take a day trip. The way in which people think if you come to Whitaker and it is \$10 to go to Whitaker, but only \$20 and you can go to Whitaker and the Hershey Museum. People think that way. They think they are saving \$20 so they might as well spend \$60 or \$70 for a hotel. We are 110% in favor of that and any assistance you can give to bring the other entities together would be great. We are already doing a lot, but we would love to do more with our sister institutions.

Mr. Hartwick: Whenever I visit a city I look at the tourism packages.

Mr. Patterson: They would need some encouragement to participate, because some of them feel like they are big dog and they don't need to group with the others; they can ride the wave.

Mr. DeSousa: We have definitely taken some notes and we appreciate you allowing us to answer some questions today.

## **PERSONNEL**

Ms. Lengle: Do you have any questions on any of the items in the Personnel Packet, including the Addendum that I distributed today? (There were none.) Nothing needs to be approved today.

## **PURCHASE ORDERS**

Mr. Baratucci: The Packet is there for your review. There are obviously some over budget items that we need to clear up. In addition, I handed you an item that the Courts asked me to see if you could approve today. Carolyn is here today in case you have any questions. Briefly, it is an order for furniture for Judge-Elect Dowling. Back a couple months ago, the Courts ordered a bunch of furniture for all of the new incoming judges and that furniture actually arrived. It is stored right now at our local vendor's warehouse waiting for delivery. Judge Dowling had some concerns about the furniture that was ordered for him. He actually wanted less furniture. The space that was available he felt that the furniture would not fit well. The furniture that he wants to return totals a little over \$3,800. What he is asking for to replace it is something that is about \$2,200. It is actually \$1,600 less. There is going to be a hefty restocking charge, because it was ordered off of State contract direct from the manufacturer. The manufacturer charges our local guy to return it. That was passed onto us, but Judge-Elect Dowling has agreed to pay the restocking fee himself personally. With those two things in mind we need to get the new furniture ordered so it can be here in time and rather than wait a week for our purchase orders to be approved, I have spoken to the vendor and if I give them something in writing today they will place the order today and hopefully it will be here in time. That will appear on next week's PO Packet.

**It was moved by Mr. DiFrancesco and seconded by Mr. Haste to approve the Quote #22671 from The Phillips Group; motion carried.**

### **TRAINING PACKET**

Mr. Haste: I see we need to take a vote on Items #4 and #7.

**It was moved by Mr. DiFrancesco and seconded by Mr. Haste that the Board approve Items #4 and #7 of the Training Packet; motion carried.**

### **ITEMS FOR DISCUSSION**

- A. Agent and Depository Agreement between Dauphin County, Dauphin County Treasurer and Township Tax Collector. County and Treasurer agree to act as depository for purposes of receiving and collecting all real estate taxes beginning 1/1/2010 – 1/6/2011 – Keith Kepler, Treasurer Elect, Susquehanna Township.  
**(\*\*A VOTE IS REQUESTED 12/2/09\*\*)**

Mr. Haste: The next item for action is Susquehanna Township. Do you want to speak on that?

Mr. Kepler: No, unless you have questions.

Mr. Haste: Janis, is there anything you want to add to it?

Ms. Creason: No, nothing that is significant that you probably don't already know unless there is some question that has come up since the contract came onto the Agenda. (There were none.)

**It was moved by Mr. DiFrancesco and seconded by Mr. Haste that the Board approve Item A under Items for Discussion, listed above; motion carried.**

### **SOLICITOR'S REPORT – WILLIAM TULLY, ESQ.**

Mr. Beneventano: As a follow-up to the report that the Solicitor's Office has submitted to the Board, I just want to alert the Board to the fact that the Weatherization Program, the expanded services, is going forward. Mr. Baratucci is here and Mr. Burford is here. The Solicitor's Office has been working very closely with Mr. Baratucci and Mr. Burford. Mr. Baratucci, in particular, from the Purchasing standpoint has done a great job in pulling together an RFP on very short notice. We will have a pre-proposal meeting next week and the intention here is to have contracts in place approved for formal legality and submitted to the Board by the end of the year. This project is on a fast track. I'm just bringing this up in case the Board has any questions for either the Solicitor's Office, Mr. Baratucci or Mr. Burford on any aspect of the Weatherization Program. This will be a significant expansion in the Weatherization services.

Mr. DiFrancesco: Scott, I'm going to ask you in particular to take the lead in reporting back to us how that presentation goes, because, again, the notion behind all this additional spending is that people who aren't working or companies... it is basically job creation, job security and I'm just curious with the strings that have been attached to the program exactly how it plays out. I would like to have a report back on what companies actually responded and any expectation that can be presented in terms of new jobs created or jobs preserved idea. Again, it is going to strike right through the heart of the Recovery Act whether that money was smartly spent or foolishly spent. I would like you to stay on top of that and report back to the Board.

Mr. Haste: How many packets did we send out?

Mr. Burford: Sixty.

### **CHIEF CLERK'S REPORT – CHAD SAYLOR**

Mr. Burford: Nothing at this time unless you have any questions of me. (There were none.)

### **COMMISSIONERS' COMMENTS**

(There were none.)

### **PUBLIC PARTICIPATION**

Mr. Haste: We are again at the point in time for public participation. Is there anyone in the audience that would like to address the Board? (There were none.)

### **ADJOURNMENT**

**There being no further business, it was moved by Mr. DiFrancesco and seconded by Mr. Haste that the Board adjourn.**

Respectfully submitted,

Chad Saylor, Chief Clerk

Transcribed by: Richie-Ann Martz