

**COUNTY COMMISSIONERS' WORK SESSION MINUTES**  
**TUESDAY, MAY 31, 2022**

The Board of County Commissioners met today in their weekly Work Session.

Present at today's meeting were:

**Ray D'Agostino, Chairman**  
**Joshua G. Parsons, Vice-Chairman**  
**John B. Trescot**  
**BOARD OF COUNTY COMMISSIONERS**

**Lawrence M. George**  
**COUNTY ADMINISTRATOR/CHIEF CLERK**

**Tammy Moyer**  
**DEPUTY CHIEF CLERK**

**Jacquelyn Pfursich, Esquire**  
**COUNTY SOLICITOR**

Also, present were:

**George Custer, Director of Administration**  
**BEHAVIORAL HEALTH/DEVELOPMENTAL SERVICES**

**Joe Flanagan, Economic Development Financing Manager**  
**EDC FINANCE CORPORATION**

**Edward Harris, President and CEO**  
**DISCOVER LANCASTER**

**Anthony Kern, Deputy Director**  
**HUMAN RESOURCES**

**Matt Knepper, Director**  
**AGRICULTURAL PRESERVE BOARD**

**Cheri Modene, Director**  
**JUVENILE PROBATION**

**Crystal Natan, Executive Director**  
**CHILDREN AND YOUTH AGENCY**

**Tim Stuhldreher, Writer and Editor**  
**ONE UNITED LANCASTER**

**Lon Wible, Executive Director**  
**OFFICE OF AGING**

**Barbara Zortman, Director**  
**CENTER FOR TRAFFIC SAFETY**

Commissioner D'Agostino called the meeting to order at 10:00 a.m.

Commissioner D'Agostino announced that the Board of Commissioners met in Executive Session on Thursday, May 26, 2022, at 10:40 a.m. to discuss a Litigation matter, which is the Melendez case, docket numbers 5:20-CV-02635-JDW and 5:22-CV-00571-JDW, and today, May 31, 2022 at 9:15 a.m. to discuss an Office of Open Records matter, which is the Lindsmith case, docket number AP2022-1004.

Commissioner D'Agostino announced the approval of the May 24, 2022, Work Session Minutes.

Commissioner D'Agostino made the following announcement:

- An evening Commissioners' Meeting is scheduled for Wednesday, June 15, 2022, at 7:00 p.m. at the Clay Township Municipal Building, 870 Durlach Road, Stevens, Pennsylvania. There is no Commissioners' Meeting scheduled for Wednesday, June 15, 2022, at 9:15 a.m.

1. Mr. Harris, President and CEO, gave an update on the economic impacts of tourism in Lancaster County. He talked about where Discover Lancaster has been, where they are today, and where they are headed.

Mr. Harris presented a couple key highlights:

- An estimated 9.13 million visitors spent \$2.3 billion in 2021. (gains of 2.2% and 3.2% over pre-pandemic 2019)

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- Visitor spending supported 14,684 direct industry jobs. (down 14.4% from 2019)
- Discover Lancaster received \$1.03 million in ARPA funds from County Commissioners in January of 2022.

Mr. Harris said that part of the funds went to a Staycation marketing program in the first quarter of 2022. Historically, the first quarter for tourism in Lancaster County is the softest quarter of the calendar year.

- DiscoverLancaster.com Traffic: January – April  
2022 Website traffic is outpacing prior years in each of the first 4 months.
- Demand: January – April  
2022 Demand is outpacing prior years in each of the first 4 months.
- Occupancy: January – April  
2018 Supply: 891,545 vs 2022 Supply: 1,021,460.
- Average Daily Rate: January – April  
2022 ADR is higher than prior years in each of the first 4 months.
- Revenue Per Available Room: January – April  
Rev PAR in April was 14% higher than 2018.
- Total Revenue: January – April  
2022 Total Revenue is outpacing prior years in each of the first 4 months.

Mr. Harris is optimistic that this summer, if things continue the way they have in the first four months of the year, it could end up being a record year for tourism in Lancaster County.

In addition to the hotel tax, Discover Lancaster is also membership based. They added 19 new business partners from Lancaster County. It is a blend of hotels, restaurants, and different types of businesses that want to be part of Discover Lancaster. However, they are still digging out in terms of staffing.

Mr. Harris stated their Sales Team is going to be attending several trade shows to try to entice the group business to choose Lancaster in the months ahead.

Discover Lancaster is going to partner with Lancaster Farmland Trust in October for their second countywide Restaurant Week, which allows customers to give back to the Farmland Trust and make a donation to help preserve our farmland.

Lastly, Discover Lancaster is close to establishing partnership with Bandwango, which will allow Discover Lancaster to enter the app space and offer all kinds of fun trails.

Mr. Harris stated they are starting to talk with the Lancaster County Convention Center Authority about a 35-year MOU.

The Board appreciated the update and the positive news.

2. Ms. Zortman, Director, asked the Commissioners for a Letter of Consent in Support of Traffic Safety Grant.

The Board will have Solicitor Pfursich look at what the actual legal requirements are and see what the Board needs to do. This item will be brought before the Board at a later date.

3. Mr. Flanagan, Economic Development Financial Manager, presented the following Next Generation Farm Loan Programs:

- Resolution No. 51 of 2022: Next Generation Farm Loan with Amos and Katie Lapp
- Resolution No. 52 of 2022: Next Generation Farm Loan with Elam and Marian Beiler
- Resolution No. 53 of 2022: Next Generation Farm Loan with Sylvan and Katie Fisher
- Resolution No. 54 of 2022: Next Generation Farm Loan with Aaron and Annie Miller

4. Ms. Modene, Director, presented a grant Agreement with the Juvenile Court Judges Commission.
5. Ms. Natan, Executive Director, and Ms. Modene, Director, presented Agreements and Amended Agreements for Fiscal Year 2020-2021 Service Providers.
6. Ms. Natan, Executive Director, presented Agreements for Fiscal Year 2022-2023 Service Providers.
7. Mr. Knepper, Director, presented Resolution No. 55 of 2022: Agricultural Conservation Easements with Troy and Nicole Wenger, Stephen and Anna King, Mahlon Stoltzfus and Daniel Stoltzfus.
8. Mr. Wible, Executive Director, presented Amended Agreements with Berks County Center for Independent Living and Lancaster Emergency Medical Services Association (LEMSA).
9. Mr. Custer, Director of Administration, presented an Agreement with Aspirations.
10. Mr. Kern, Deputy Director, presented a Side Letter with the Pennsylvania Social Services Union, SEIU Local 668.
11. Mr. George, County Administrator/Chief Clerk, presented an Appointment of Interim Director of the Department of Parks and Recreation.
12. The Commissioners addressed questions raised by members of the public.
13. June 1, 2022, Commissioners' Meeting Agenda – Ms. Moyer, Deputy Chief Clerk, noted that there will be presented a Proclamation for the Child Welfare Professionals Appreciation Week.

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14. On motion of Commissioner Parsons, seconded by Commissioner Trescot, the meeting was adjourned at 11:03 a.m.  
Motion passed unanimously.

Respectfully submitted



Lydia Kovalchuk, Executive Assistant  
Commissioners' Office