



Milford City Hall Council Chambers 201 South Walnut Street Milford DE 19963

CITY COUNCIL AGENDA Wednesday, March 13, 2024

Attendees are welcome to participate virtually as well. Public Comments are encouraged on the agenda items designated with a ①. Virtual attendees may alert the City Clerk that they wish to speak by submitting their name, address, and agenda item via the Zoom Q&A function or by using the Raise Your Hand function during the meeting.

Those attending in person may comment when the floor is opened for that purpose.
All written public comments received prior to the meeting will be read into the record.

This meeting is available for viewing by the public by accessing the following link:

<https://zoom.us/j/95859380584>

or

<http://www.cityofmilford.com/553/Watch-Public-Meetings>

Members of the public may also dial in by phone using the following number:

Call 301 715 8592 Webinar ID: 958 5938 0584

6:00 PM

15-Minute Public Comment Period

Virtual attendees must register prior to start time of meeting by calling 302-422-1111 Extension 1142 or 1303, or by sending an email to cityclerk@milford-de.gov and providing your name, address, phone number, and the specific agenda item you wish to comment on. Persons in attendance must sign up prior to the start of the meeting.

WORKSHOP

Annual Report & Funding Request/Greater Milford Chamber of Commerce

Annual Report & Funding Request/Milford Museum

Annual Report & Funding Request/Milford Public Library

Annual Report & Funding Request/DMI

Annual Report & Funding Request/Carlisle Fire Company

DEMEC Discussion/GRIP Grant Funding

ALL SUPPORTING DOCUMENTS MUST BE SUBMITTED TO THE CITY CLERK IN ELECTRONIC FORMAT NO LATER THAN ONE WEEK PRIOR TO MEETING. NO PAPER DOCUMENTS WILL BE ACCEPTED, DISTRIBUTED, OR PRESENTED AT MEETING ONCE PACKET HAS BEEN POSTED ON THE CITY OF MILFORD WEBSITE. ANY MATERIALS UTILIZED DURING THE MEETING SHALL BE FROM THE COUNCIL PACKET AND REFERENCED BY PRESENTER USING AUDIO AND VISUAL MEANS TO ENSURE VIRTUAL PARTICIPATION BY ALL IN ATTENDANCE.

*Time Limit is three minutes per speaker, not to exceed a total of fifteen minutes for all speakers prior to start of meeting/workshop.

① Designated Items only; Public Comment, up to three minutes per person will be accepted.

012324 020924 021424 022124 031124 (Rearranged)

Chamber of Commerce for Greater Milford
24 NE Front St. ~ Suite 101
Milford, DE 19963
Phone: 302-422-3344
Fax: 302-422-7503
www.milfordchamber.com

March 6, 2024

Milford City Council
201 S. Walnut Street
Milford DE 19963



Dear Council Members:

The Chamber of Commerce for Greater Milford is writing to request City of Milford grant funding in the amount of \$35,000 for the annual 2025 Riverwalk Freedom Festival. As you are aware, the City has provided such grant funding of \$30,000 for the 2023 festival and \$35,000 for the upcoming 2024 event. This financial support has made it possible for tens of thousands of attendees to enjoy what our beautiful town and riverwalk has to offer. I have attached a summary of how the funding is allocated for your review.

Myself, The Chamber of Commerce for Greater Milford, and the Riverwalk Freedom Festival committee greatly appreciate your support of Milford's largest annual outdoor event. We hope to see all of you there!

Sincerely,

A handwritten signature in black ink that reads "Angela Dorey". The signature is fluid and cursive, with a long, sweeping underline.

Angela Dorey
Event Chairperson

Saturday, September 21, 2024

The 2023 event was a very memorable & successful day.
Thank you to City of Milford and Council, for your continued support!



The City contribution of \$30,000 was allocated and paid for the 2023 festival expenses as follows:

- Fireworks (Brother's Pyro, LLC) \$10,000.00
 - WBOC advertising: \$2,700.00
 - Forever Media Eagle 97.7 advertising: \$2,800.00
 - Bicentennial Park stage rental \$5,600.00
 - Lincoln City band: \$650.00
 - Bobby Lee Jones band: \$500.00
 - Plead the 5th band: \$2,300.00
 - Watkins Wonders Petting Zoo: \$500.00
 - The Juggling Hoffmans: \$1,350.00
 - Clean Delaware(porta potties) \$2,038.69
 - Tents/Tables/Chairs/Lighting Brew Garden \$2,078.00
- Total \$30,516.69



The Chamber of Commerce for Greater Milford respectfully asks for a contribution of \$35,000 for the 2025 event, to cover similar expenses.

We are willing to work with council to accept funds overlapping the fiscal year as budget permits.











Dylan Huang

AP United States History

Historian Presentation EC

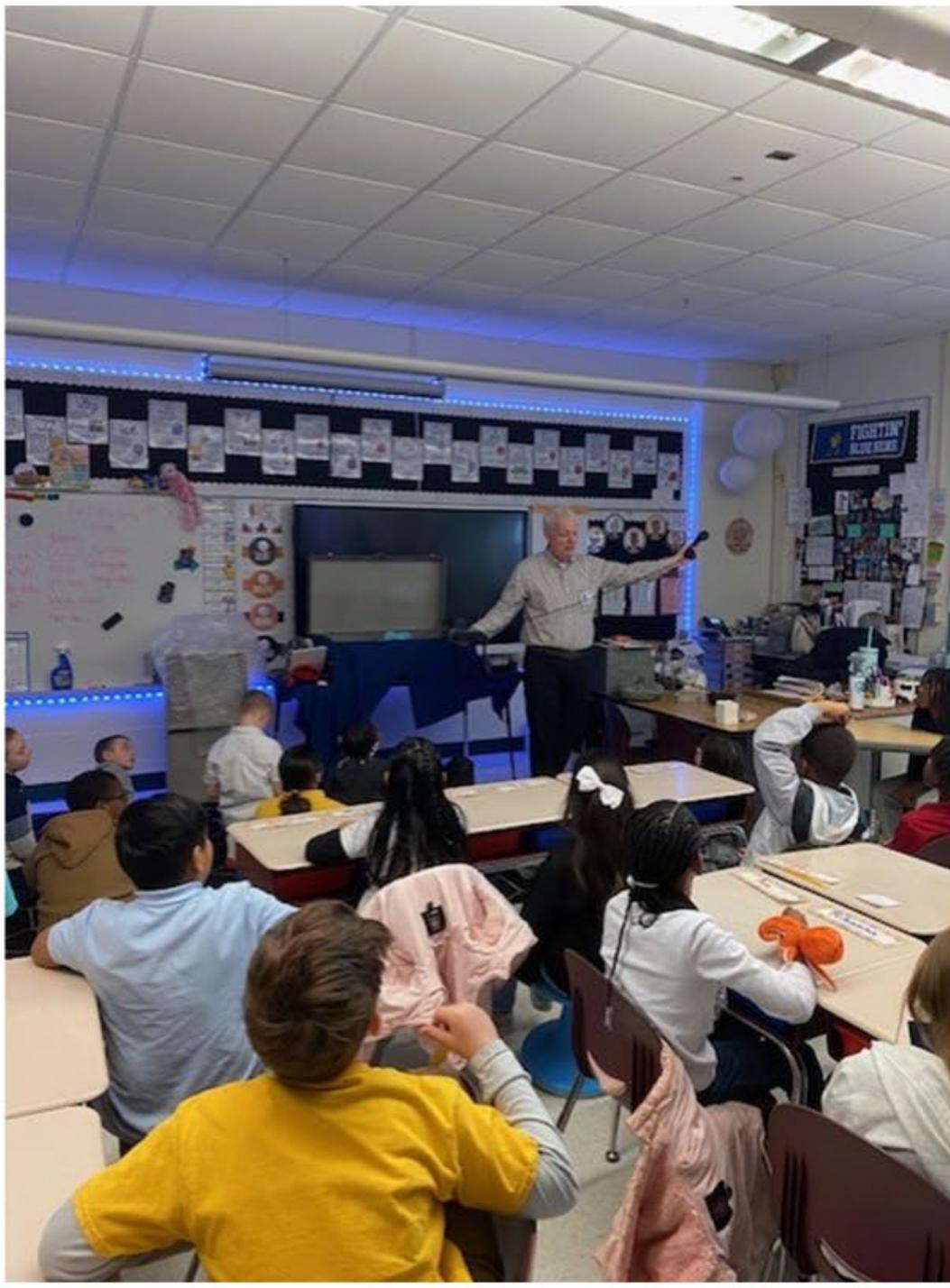
Question	Response
What is the historian's argument or thesis?	We can analyze remnants of areas such as Sussex County from the past to find their real locations today and see how they remain/have changed.
Identify 3 pieces of evidence the historian uses to support the thesis	<ul style="list-style-type: none"> John Smith mapped out Virginia with a focus on the Chesapeake area. This map included quite accurate sketches of the area with bearing and distance that was in vogue. Artifacts such as pottery and beads from the area can be found. Artifacts such as the James town Narratives have left behind accounts of the location, describing the area and objects from the time with what they report and how as these were from the area.
What is your opinion or reflection on the thesis?	I find this thinking very interesting. By using the resources we have and looking at the things of the past, we can determine what our present areas were like in the past. I am surprised we can learn so much about the past with our interpretations of what they left behind.
Signature of Tom Summers (Milford) or member of event staff	Tom Summers 10/14/23

making detailed and
 artifacts.
 now the location from
 a map is the same
 would not map is so
 down picture of small
 settlements spread over
 no capital but.

Sketch small boat
 to map Chesapeake, going
 through rivers with crew of 17.
 John Smith Chesapeake Bay Journal
 Narrative that 2 days (with
 Smith - Jamestown relations
 across sea - Atlantic Ocean - 15 mapped maps - 15 miles

British coming after 1742-1749
 impact

Dutch artifacts too take with them
 seeds to purchase land (Dutch) from Indians
 Ownership and usage of land different. They only
 bought usage (multiple times?) / ownership?
 may lack claim on southern Delaware lands
 proceedings of the Council in Maryland with detailed
 American Indian relations from period
 artifacts
 pottery, beads, shells, bullets.







The Harbor's historic wooden pier, built in 1850, was destroyed by a fire in 1900. The pier was rebuilt in 1905 and is now a popular spot for fishing and boating.





**MILFORD MUSEUM'S ANNUAL UPDATE & FUNDING REQUEST
MARCH 2024**

OPERATIONS/PROGRAMS/SERVICES

1. Claudia Leister, the Director for 13 years, retired at the end of June 2023. Tom Summers took over the role in July 2023 after retiring from State Parks.
2. Received \$250,000 from the State Reinvestment Grant monies.
3. Received Delaware Heritage Commission Grant which initiated the American History Series launched in July 2023. More than 700 people have attended the nine programs that have been presented since that time. Film maker Mike Oates has noted the popularity of the Museum's series and is working with the director to help promote his new film *In Due Course: The Desegregation of Milford High School*.
4. Education Program has been started. High School students are receiving extra credit for attending our American History Series. A Traveling Trunk has been developed and is currently being offered for elementary school classrooms in the Milford District.
5. Grants have been submitted which will help launch 2024 online projects such as "This Month in Milford History," "Milford Trivia," and a virtual walking tour of the city.
6. A film about the Schine Theater's Segregated Balcony is being developed.
7. The Research Assistant retired in December, while a new technology-oriented individual is being considered for addition to the staff.
8. An Oral History project with older Milfordians was launched in late 2023.
9. Key volunteers have come on board to revitalize the museum website and social media presence.
10. Concerning artifact donations, 100 new items have been added to the collection from 31 different donors.

PERFORMANCE INDICATORS

2022 visitation was 3,827. Total visitation for calendar year 2023 was 2,850.

VOLUNTEERS

Claudia Leister remains heavily involved with the Museum as a volunteer with collections. Taylor Reynolds, Delaware State Parks Historian and Milford native, joined the Museum Board in the fall of 2023. Community activist Gloria Markowitz also has become involved in the museum.

UPCOMING EVENTS

- April 4, Traveling Trunk Program, Milford Library (Home School Students)
- April 5, Traveling Trunk Program, Mispillion Elementary
- April 6, *In Due Course: The Desegregation of Milford High School*, Milford Library
- April 20, The du Pont Family, Part II, Milford Library
- May 11, The New Castle County Bus Desegregation of 1977, Milford Library
- June 8, Rosedale Beach, Milford Library
- July 13, Fort Delaware, Milford Library
- August 17, Hippiifest

CITY FUNDING

CALENDAR YEAR 2023

Item	Amount
Payroll	\$39,484
Utilities	\$8,653.00

CALENDAR YEAR 2024 (anticipated)

Item	Amount
Payroll	\$29,000
Utilities	\$11,710

The Milford Museum is requesting operational funding support from the City of Milford for 2024 in the amount of \$40,000.



Milford City Council Presentation

Wednesday, March 13, 2024



milford.lib.de.us



302.422.8996



Right
one.
- Neil Gaiman



Lea Rosell – Director Profile

Starting as a volunteer at the Lewes Public Library in 2009, I was fortunate to find my place in this world.

I was hired part-time at LPL in 2010 and earned my MLIS from the University of Pittsburgh in 2012.

Shortly thereafter I created the Teen program at LPL, was promoted to Youth Services Director in 2017, and took over as Executive Director in 2018.

Librarians play many rolls in support of the community straddling social work, academia, and public service.

As a Milford native, current resident, and graduate of Milford High School I'm excited to be part of Milford's Renaissance.

Current Status



Hours of Operation

MPL restored regular operating hours on October 1, 2023. The library is open Monday through Thursday from 10 AM until 7 PM, Friday from 10 AM until 5 PM, and every Saturday from 10 AM until 2 PM.



Staff

The MPL team consists of 7 full-time and 9 part-time employees supported by 35 volunteers and a 5 member Board of Trustees.



Partnerships

MPL understands that a connected community is a successful community. MPL partners with a variety of State and local agencies, businesses, nonprofit organizations, homeschool communities, and the local school district to provide robust **FREE** educational and recreational opportunities.



Needs Assessment

In conjunction with the Becker Morgan Group, MPL will review our facility and find ways to maximize and modernize our current space. Working with a number of community members, connected through similar occupations, interests, or community mission MPL will establish focus groups to solicit outside perspective on the facility's strengths and weaknesses.



How MPL Supports Milford's Strategic Plan

Milford Public Library is perfectly positioned to support the City's listed goals and objectives.

Community Engagement

- Provides a central space for public dialogue and resident feedback.
- Acts as a hub of opportunity to enhance the resident's community participation.
- Actively administers a variety of community entertainment opportunities at which the City may play a more active role.

Public Safety

- Currently partners with the Milford Police Department to enhance community - police engagement.
- Manages opportunities for community listening sessions to identify problems and co-produce solutions.
- Provides many resources, programs, and access in an effort to address homelessness.

Economic Health & Development

- Utilize MPL's current job training and workforce development resources including resume assistance, skills training databases, and interview space.
- Provide additional resources and support so MPL can provide additional programming that will bring more visitors downtown.
- MPL is a perfect hub to connect the historical, artistic, and cultural opportunities in one convenient, central location.

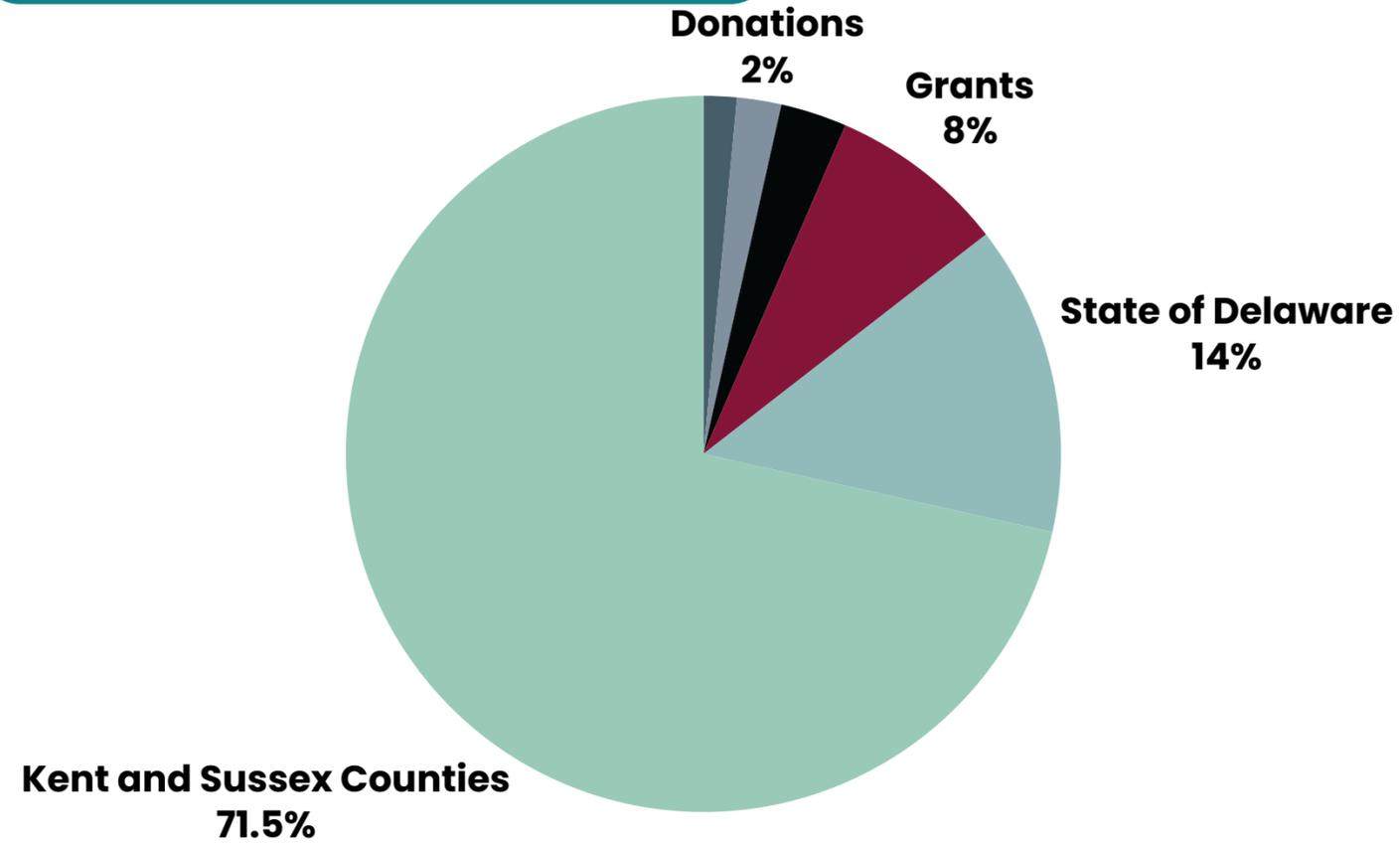
Neighborhoods & Community Services

- MPL already provides FREE programs for all ages.
- MPL provides a robust calendar of events for children, teens, and adults.
- Has secured grant funds for a "Get Healthy" active program series.

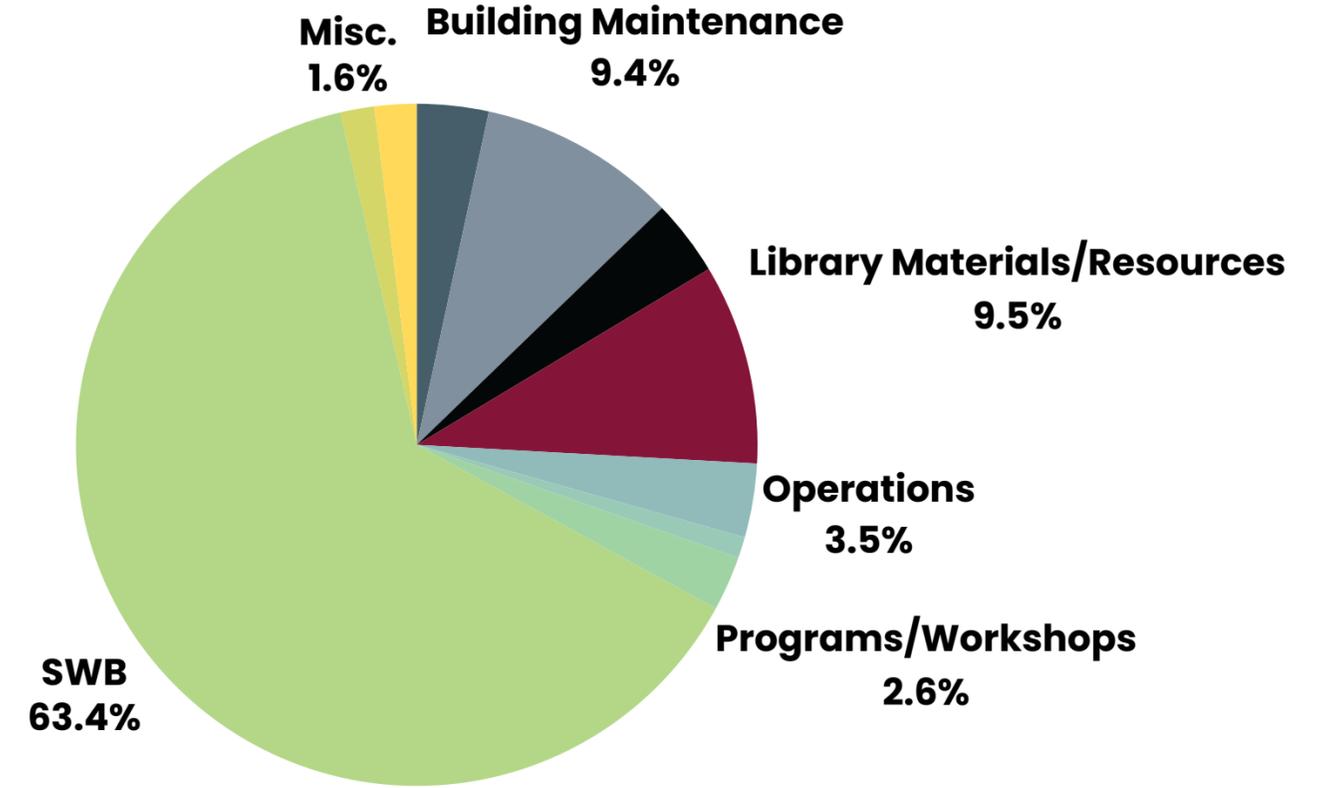


	Fiscal Year 2022	Fiscal Year 2023	Percent Change
Computer Uses	13,225	15,868	20%
Materials Borrowed	112,850	116,388	3%
Library Visits	98,101	112,750	15%
New Library Cards Issued	1,376	1,827	33%
# of Youth Programs	836	842	1%
# of Youth Program Attendees	5,730	12,088	111%
# of Adult Programs	1,028	1,049	2%
# of Adult Program Attendees	7,237	12,821	77%

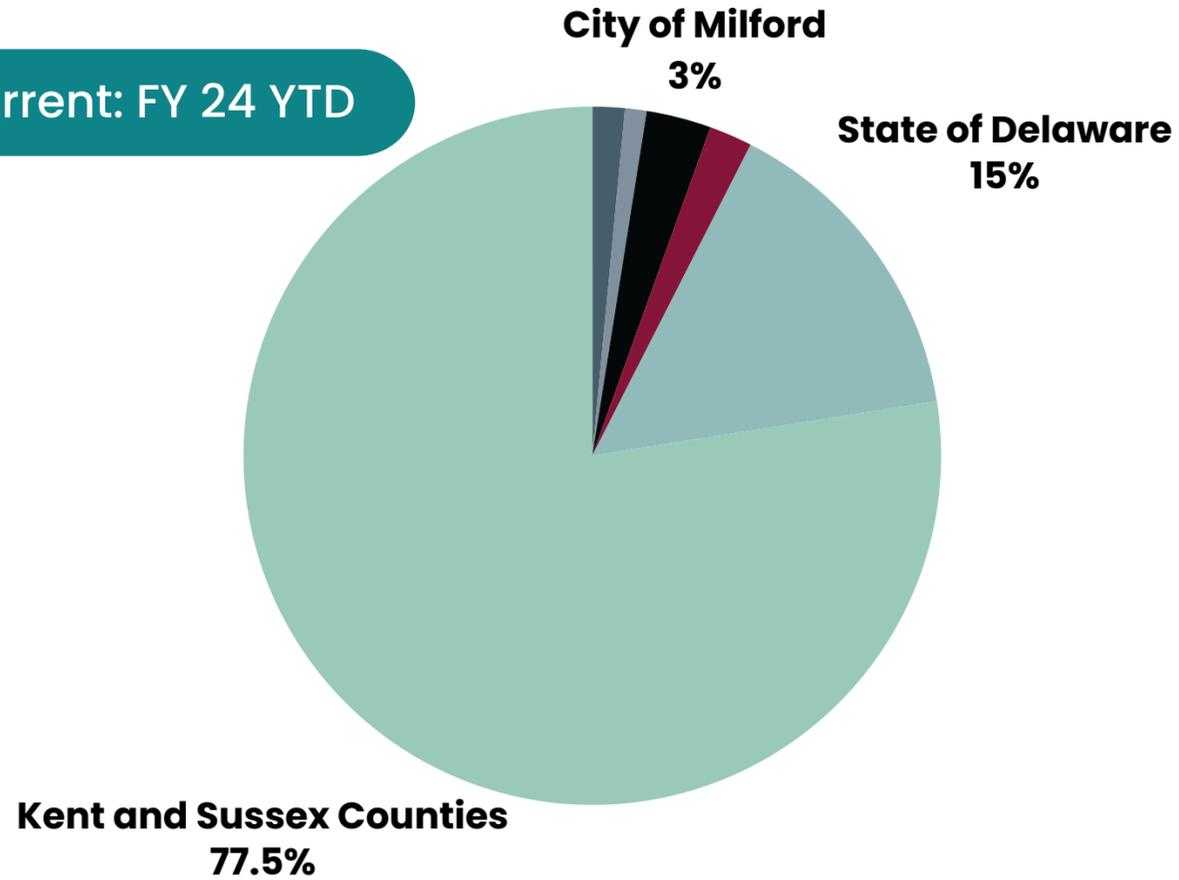
Income Historical: FY 20 – FY 23



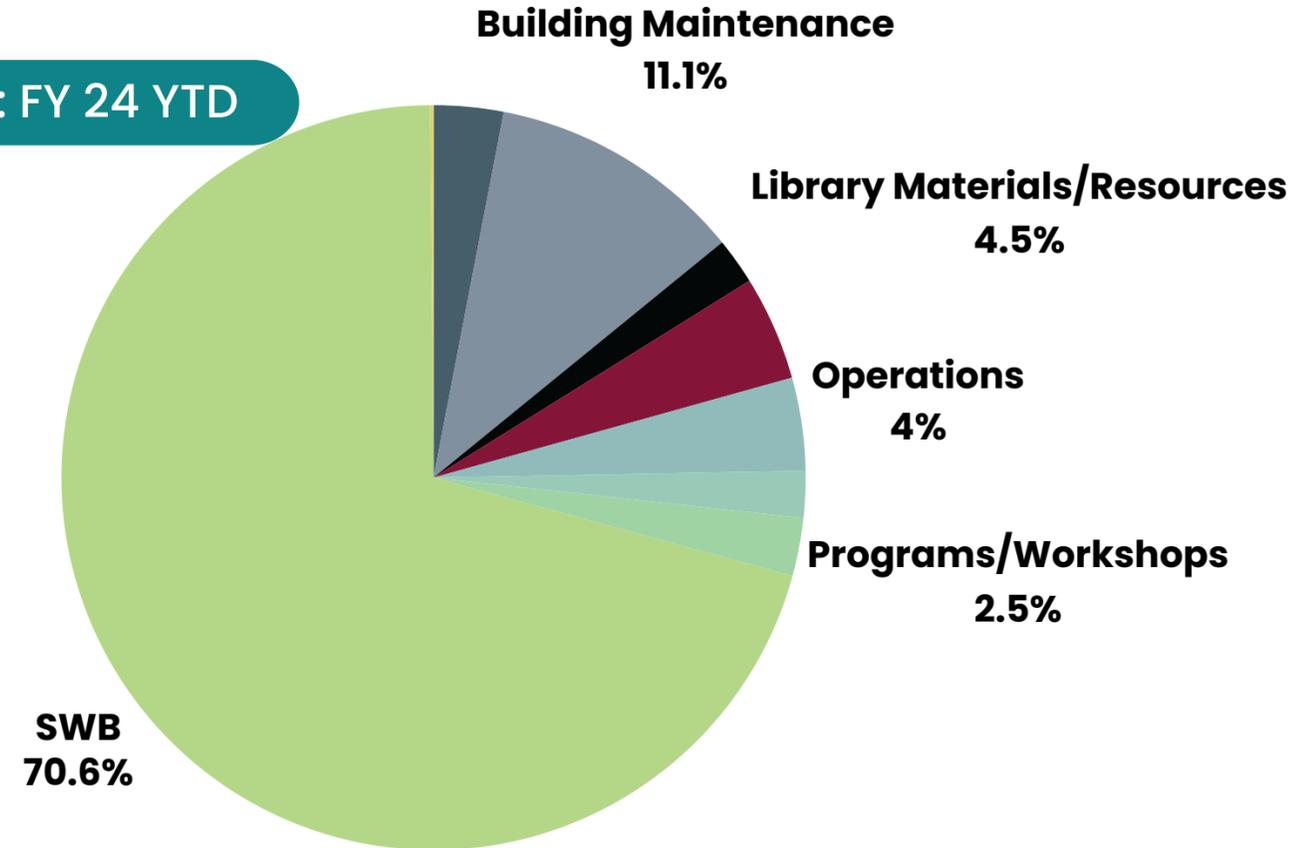
Expenses Historical: FY 20 – FY 23



Income Current: FY 24 YTD



Expenses Current: FY 24 YTD



Fiscal Summary

Annual City of Milford Support – 3% of MPL’s operating income

Annual Expenses paid by MPL to the City of Milford – 5% of MPL’s operating expenditures

Lifetime Support from City of Milford to MPL
\$129,750.00

FY 2024 Support: \$28,000

Expenses Paid by MPL to the City of Milford
FY 20 – FY 23

\$161,484.00 – Electric, Sewer, and Music in the Park

Expenses Budgeted for FY 24

\$42,000 – Electric, Sewer, and Music in the Park.

Fiscal Year 2025 Request

\$40,000.00



This request represents considerations of overall inflation and an ultimate goal of securing enough financial support to offset, or nearly offset, the annual expenses incurred by MPL through the City of Milford.



**Please find additional information
in your handouts.**

Questions?

Did You Know?

- MPL supports many English as a Second Language (ESL) courses that directly **benefit large corporate employers like Perdue and Sea Watch.**
- MPL provides **free job training, resume assistance, and access to social services** with a dedicated navigator 3 days per week.
- During two of the above sessions MPL **works with a native Haitian-Creole speaker** to provide the same services.
- Regular monthly programs include **FREE guitar lessons for teens, story time yoga for children and their guardians, maternal mental health workshops, homeschool specific programs, art clubs, STEM activities, book clubs,** and so much more. ALL FOR FREE.

Research Shows....

- **Visiting the library remains the most common cultural activity Americans engage in, by far.** (1)
- Proximity Leads to Prosperity: Proximity to a public library means greater revenue for retailers. **Patrons who stop at the library report "halo spending" at establishments close to the library.** (2)
- As nontraditional employment and technology and automation **jobs require new skills, libraries are playing an integral role.** Technology in libraries can be transformational, providing access to expensive tools, training, and skills that wouldn't otherwise be available. (2a)
- ROI: When a new library branch opens or an existing branch is renovated, **student reading achievement increases substantially for a fraction of the cost** associated with building a new school, or renovating an existing school. (3)

DOWNTOWN MILFORD INC

THE STATE of DOWNTOWN 2024

POWERED BY



Letter from Our President

Dear Friends and Supporters,

I am writing to you today as the President of the Board of Downtown Milford Inc., a nationally accredited Main Street organization, to share with you the transformative role we play in the heart of our beloved community. Our mission, deeply rooted in the Main Street Approach, is to invigorate our downtown area, not just as a place of commerce, but as a vibrant hub of culture, history, and social connection. Our efforts in economic vitality, design, promotion, and organization have been instrumental in creating an environment where businesses thrive, and community bonds strengthen.

We have witnessed an incredible momentum of growth and reinvestment in our downtown. New businesses are opening their doors, bringing with them a diversity of services and products that enrich our local offerings and draw visitors from near and far. This tide of entrepreneurship is matched by significant new investments in our infrastructure and public spaces, making downtown Milford more accessible, attractive, and lively. These developments are a testament to the hard work and dedication of our community members, business owners, and local government, all of whom share our vision for a thriving downtown.

As more individuals and families choose to make Milford their home, it is our downtown that stands as the heart of our community, offering a sense of belonging and connection. The unique character of our town, from the scenic river that runs through it to the vibrant art scenes and the warmth of our hometown spirit, creates an unparalleled living experience. Our ongoing projects and events are designed to enhance this sense of community, ensuring that as we grow, we maintain the intimate, connected feel that makes Milford truly special. We are committed to fostering this growth sustainably, ensuring that while we welcome new faces and opportunities, we remain deeply rooted in the values and traditions that make us who we are.

Thank you for your continued support and belief in our mission.
Together, we are making downtown Milford not a River Town, an Art Town, and a Home Town.
We are making Milford a town for everyone to watch.

Warmest regards,



Shelby DiCostanzo
President of the Board, Downtown Milford Inc.



Staff



Sara LeBright
EXECUTIVE DIRECTOR



Jessalynn Kenton
MARKETING CONSULTANT

POWERED BY



DOWNTOWN MILFORD INC
10 S Walnut St
Milford, DE 19963
302.839.1180

downtownmilford.org

Board of Directors

Shelby DiCostanzo, President
Deb Long, Vice President
Justin Arseneau, Treasurer
Terry Rogers, Secretary

Neyda Albarran

Craig de Mariana Aleman

Marissa King

Ben Muldrow

Joey Phillips

Mary Jane Vanvestraut

Michele Webb

Downtown Milford, Inc. (DMI) is a 501c3 volunteer driven community organization that promotes the quality development of the traditional central business district of Milford, DE in order to preserve the area's rich historic heritage and bring new life and purpose to the downtown area.



Downtown Milford, Delaware, seamlessly blends its identity as a river town, art town, and hometown, offering a unique mix of scenic beauty, vibrant cultural experiences, and a warm, welcoming community spirit.

D I S C O V E R
D O W N T O W N
M I L F O R D

THE FOUR POINT APPROACH™

Downtown Milford Incorporated is a proud participant in a state-wide and nationwide movement of Main Street communities, leveraging the unique charm of our historic downtown to fuel economic development—not to mimic others, but to celebrate and elevate what sets us apart.

The Main Street Four-Point Approach is a comprehensive method for downtown revitalization that focuses on four key areas:

Economic Vitality (*strengthening the local economy*)

Design (*enhancing physical appearance*)

Promotion (*marketing the district's unique characteristics*), and

Organization (*fostering cooperation among community stakeholders*).



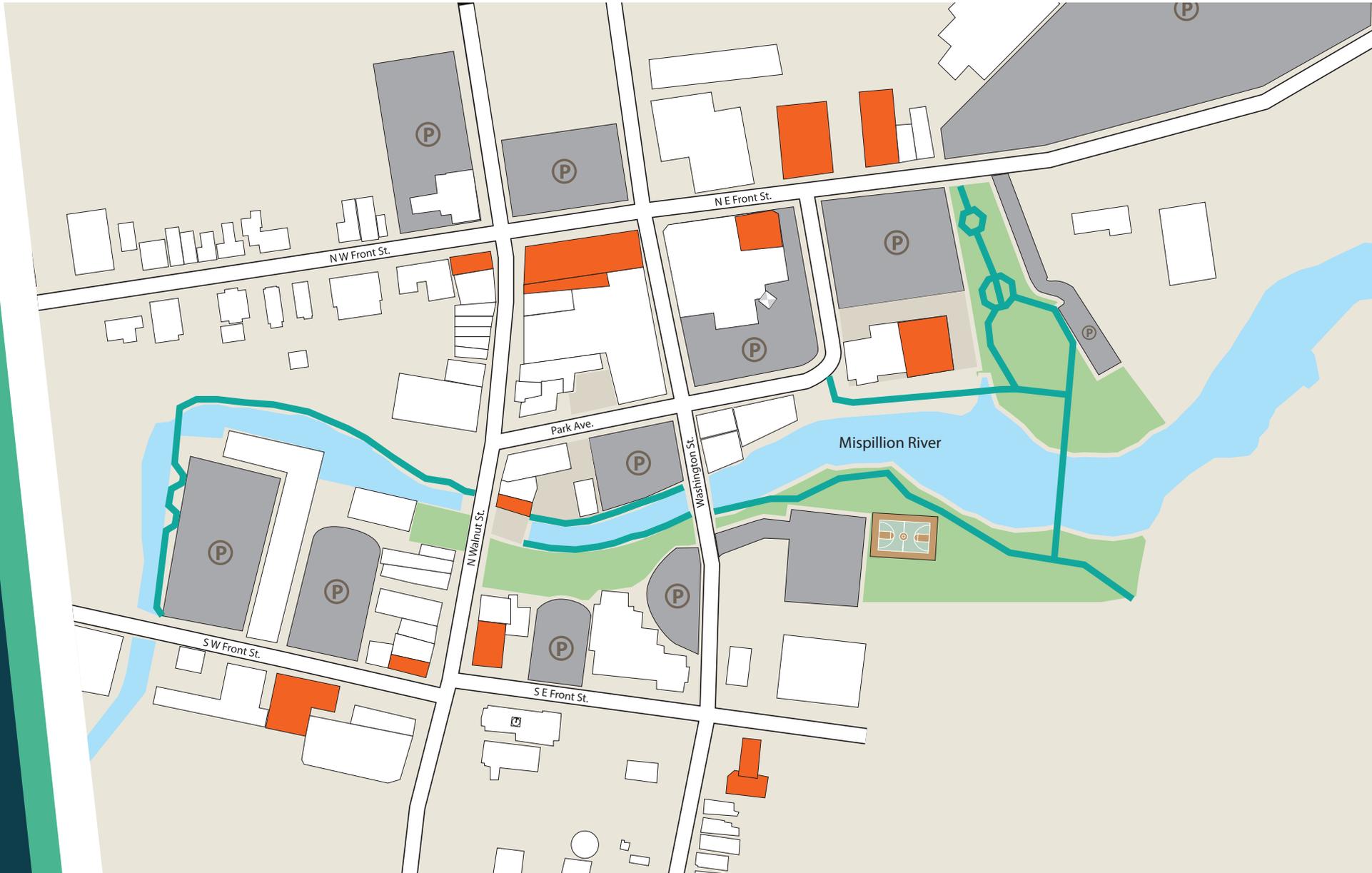


ECONOMIC VITALITY

Land is the base resource from which community prosperity is built and sustained. It must not be squandered.

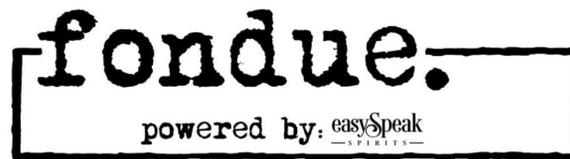
The Economic Vitality point of the Main Street Four-Point Approach focuses on strengthening the existing economic assets of the downtown area while diversifying its economic base. It involves strategies to retain and expand successful businesses, fill vacancies with complementary businesses, and attract new businesses that meet the needs of the community. This pillar emphasizes the importance of understanding the local market and leveraging the area's unique qualities to create a competitive downtown district. Strategies include fostering a supportive environment for entrepreneurs, facilitating property development, and creating financial incentives and tools that stimulate investment and economic growth.

NEW OR EXPANDED BUSINESS



DOWNTOWN MILFORD INC

NEW BUSINESSES



PLUS MORE!

DOWNTOWN MILFORD INC

EXPANDED BUSINESSES



My Sister's Fault

bread . breakfast . baker 

Elevate

Sports Performance
and Personal Training

@ Studio You

Renew

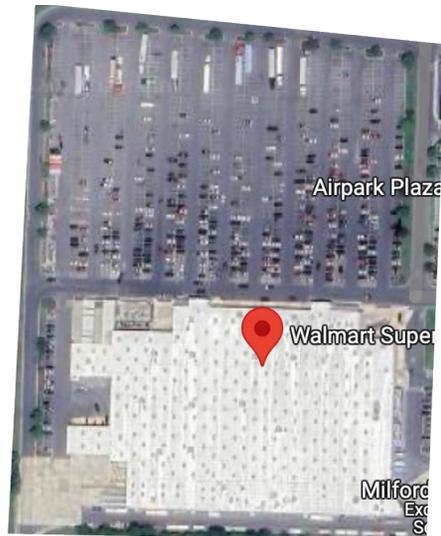
Salon and spa

@ Studio You

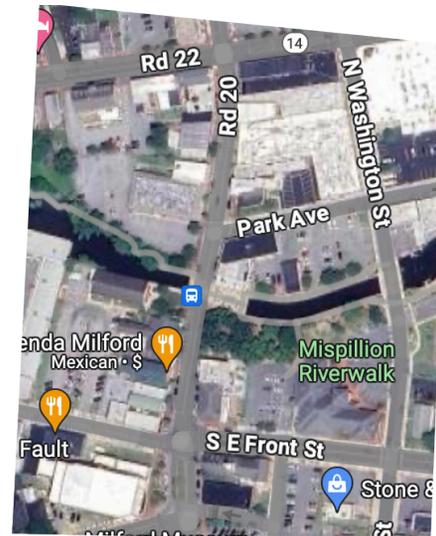
 **june bugs**
beauty | boutique

PLUS MORE!

ECONOMICS DOWNTOWN



Walmart
18.45 acres
\$4,778,800



Downtown
18.45 acres
\$5,973,190

WHAT DOES THIS MEAN?

Downtown's Value Per Acre is 25% higher than on the Highway

RETAIL LEAKAGE

DEMAND

\$371,622,444
2023 Customer Expenditures

\$305,685,153
2018 Customer Expenditures

SUPPLY

\$656,837,647
2023 Store Sales

\$537,778,837
2018 Store Sales

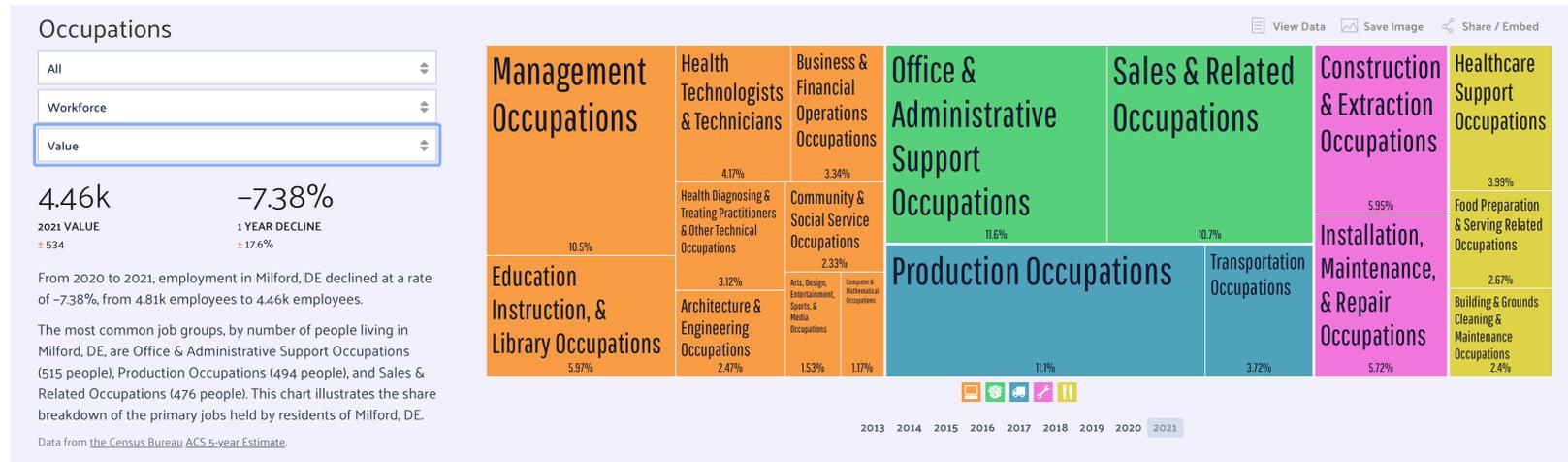
RETAIL LEAKAGE

\$285,215,203
2023 Leakage

\$232,093,080
2018 Leakage

MARKET KNOWLEDGE

EMPLOYMENT TRENDS



INDUSTRIES

Employment by Industries

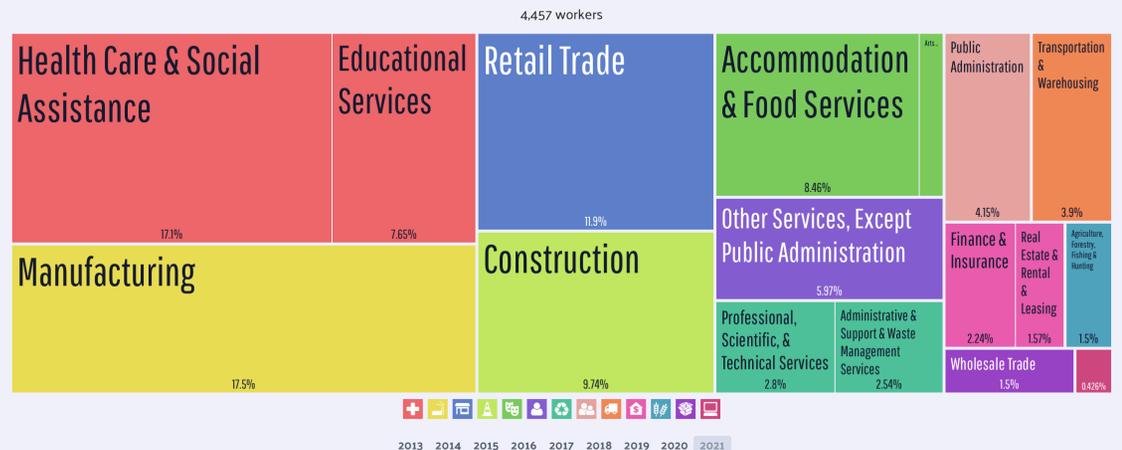
Workforce
All
Value

4.46k **-7.38%**
2021 VALUE **1 YEAR DECLINE**
± 534 ± 17.6%

From 2020 to 2021, employment in Milford, DE declined at a rate of -7.38%, from 4.81k employees to 4.46k employees.

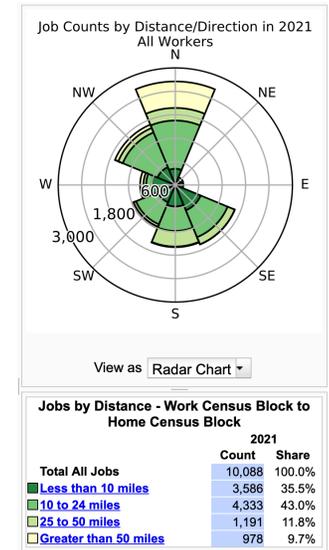
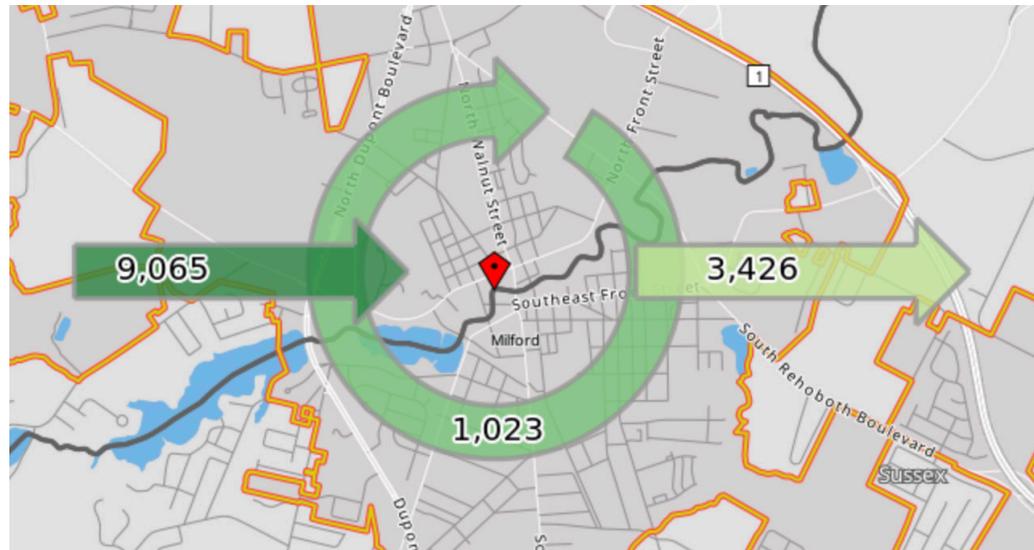
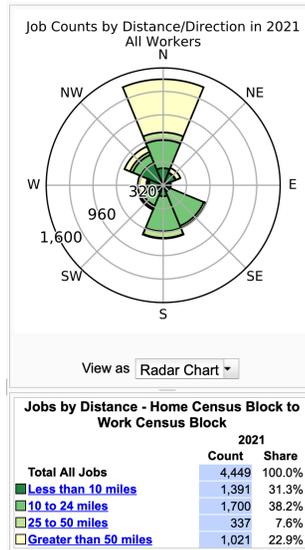
The most common employment sectors for those who live in Milford, DE, are Manufacturing (781 people), Health Care & Social Assistance (763 people), and Retail Trade (531 people). This chart shows the share breakdown of the primary industries for residents of Milford, DE, though some of these residents may live in Milford, DE and work somewhere else. Census data is tagged to a residential address, not a work address.

Data from the [Census Bureau ACS 5-year Estimate](#).



MARKET KNOWLEDGE

WORKFORCE TRAVEL HABITS



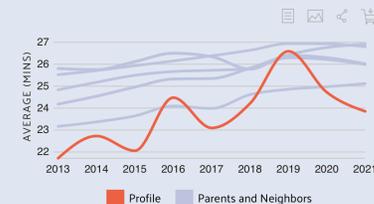
Commute Time

23.9 minutes

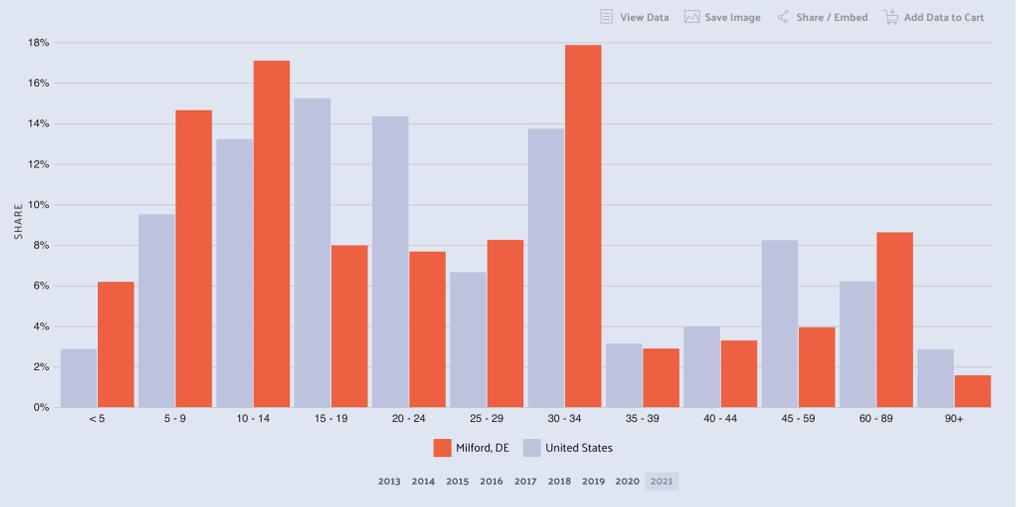
AVERAGE TRAVEL TIME

Using averages, employees in Milford, DE have a shorter commute time (23.9 minutes) than the normal US worker (26.8 minutes). Additionally, 1.57% of the workforce in Milford, DE have "super commutes" in excess of 90 minutes.

The chart below shows how the median household income in Milford, DE compares to that of its neighboring and parent geographies.

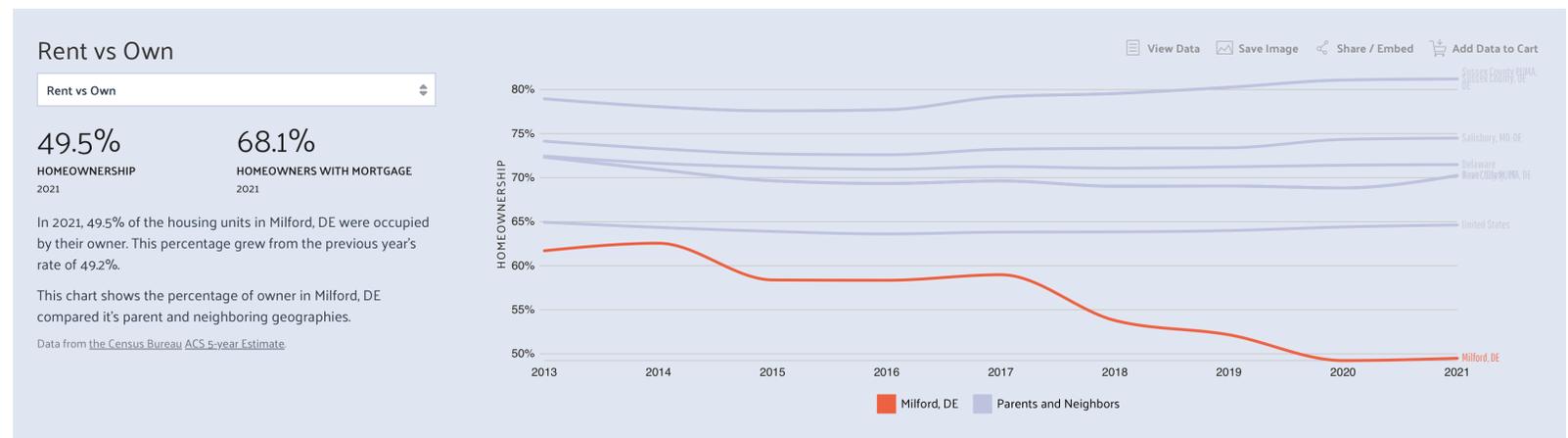
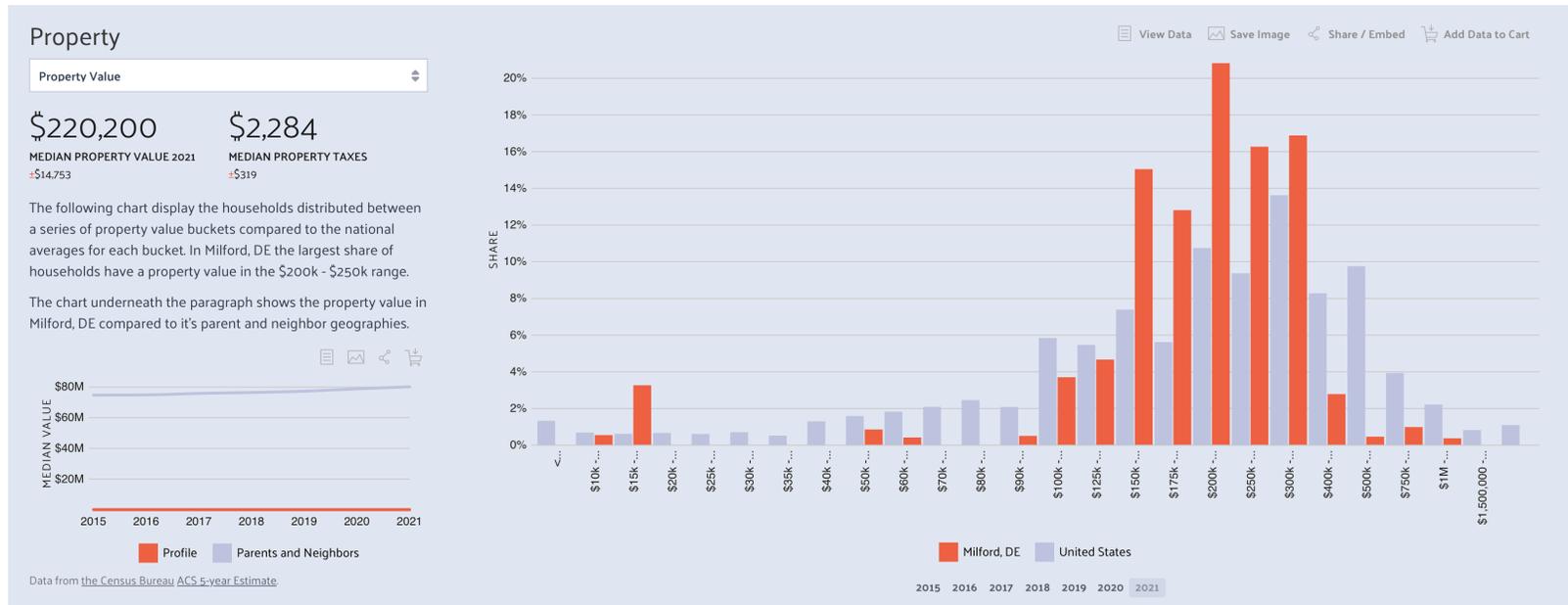


Data from the [Census Bureau ACS 5-year Estimate](#)



MARKET KNOWLEDGE

PROPERTY TRENDS



SHORT TERM RENTAL MARKET

RENTAL DATA

134

Total Listings

\$309

Average Daily Rate

\$55,600

Annual Revenue

\$167

RevPAR

50%

Occupancy Rate

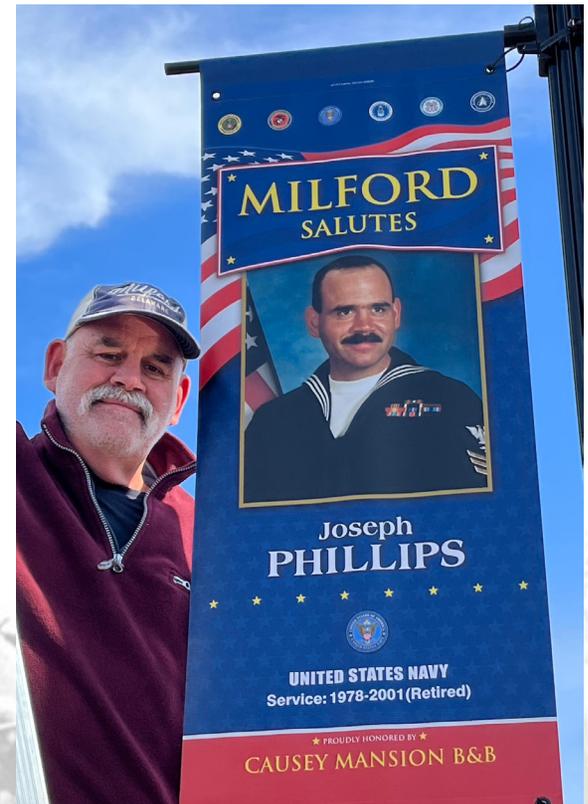
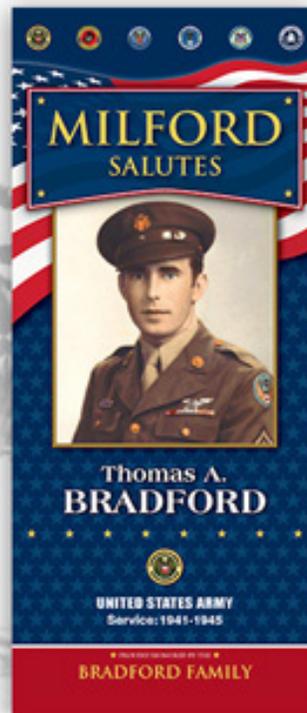


*“Look at how cool this place is.”
That is our goal.*

The Design point of the Main Street Four-Point Approach emphasizes enhancing the physical appearance and attractiveness of the downtown area. This includes improving the streetscape, storefronts, and public spaces to make the area more inviting and accessible. The focus is on preserving historic buildings, fostering good maintenance practices, and encouraging quality building improvements, all aimed at creating a visually appealing environment that respects the community’s heritage and encourages people to shop, work, and live in the area.

STREET BANNERS- ART IN MOTION

The Downtown Milford Inc. (DMI) Design Committee has rejuvenated their street banner program in downtown Milford and along the Riverwalk, beginning around Christmas 2021 with festive, colorful holiday-themed banners. This initiative was made possible through the installation of new hardware by the City of Milford, which facilitates the attachment of these banners. The program aims to beautify the area and enhance the downtown experience for residents and visitors alike .



DOWNTOWN MILFORD INC

MILFORD IN BLOOM

The Milford in Bloom project, orchestrated by the Downtown Milford Inc. (DMI) Design Committee, is a beautification effort that brings vibrant floral displays to downtown Milford. This effort involves the installation of flowering baskets on poles throughout the downtown area, enhancing the visual appeal and ambiance of the streets. The project not only aims to beautify the city but also to foster a sense of community pride and engagement among residents and visitors.



FIVE FOR FIVE

Downtown Milford Inc.'s (DMI) Five for Five Program assists businesses located within the DMI boundary when improving the appearance of their business. This is a matching program: DMI will pay for one gallon of paint for every one gallon of paint the business owner purchases (up to five gallons). The maximum amount of reimbursement allowed for five gallons of paint is \$375.00, or \$75 per gallon.



FIVE *for* FIVE

Downtown Milford, Inc.

**Matching Paint Program (up to 5 gallons)
Application Form 2023**

DMI PROMOTION

*Events bring our streets to life.
They teach people how to
fall in love with our place.*

The Promotion point of the Main Street Four-Point Approach focuses on marketing the unique character of the downtown area to residents, visitors, and investors. It emphasizes creating a strong image that showcases the district's distinct attributes, cultural events, and local history, aiming to increase foot traffic and business activity by highlighting what makes the downtown area a desirable destination.

DOWNTOWN MILFORD INC

PUB CRAWL & IRISH FESTIVAL

DMI kicked off 2023 with the very popular Pub Crawl, bringing almost 500 people into downtown Milford. Visitors were provided transportation to businesses outside of the downtown area, including Mispillion Brewing and EasySpeak Spirits. Downtown, they enjoyed food and drink specials as well as tastings at many of the downtown businesses. This small event raised almost \$4,000 for DMI.

Just a few days later, DMI continued celebrating the Luck o'the Irish with the Irish Music and Dance Concert at the Senior Center. Sponsored by Irish Rose Gift Shop, this event brought almost 300 people who enjoyed Irish foods, music, dance and even a leprechaun! Eugenia Sparks handed DMI a check for almost \$3,000 after the event ended.

800
PEOPLE

\$7000
EARNED



DOWNTOWN MILFORD INC

MILFORD COMMUNITY CLEAN-UP

DMI partnered with the City of Milford and the Chamber of Commerce for Greater Milford for the annual Community Cleanup. Volunteers spent a beautiful Saturday morning removing trash from areas of town.

1000
PEOPLE

3000+
HOURS



DOWNTOWN MILFORD INC

BUG & BUD FESTIVAL



For the 19th year, DMI brought spring to Milford with the Annual Bug and Bud Festival the end of April. Almost 6,000 people walked the streets of the town, enjoying delicious foods, participating in contests and watching children enjoy the many games available that day. This event raised just under \$4,000 for DMI.

6000
PEOPLE

\$4000
EARNED



DOWNTOWN MILFORD INC

LADYBUG FESTIVAL

The Ladybug Festival returned to Milford in July with a full female-led lineup of musicians. Although DMI did not earn income from this event, it did bring more than 1,500 people into downtown for the festival.



1500
PEOPLE

FREE
FOR ALL

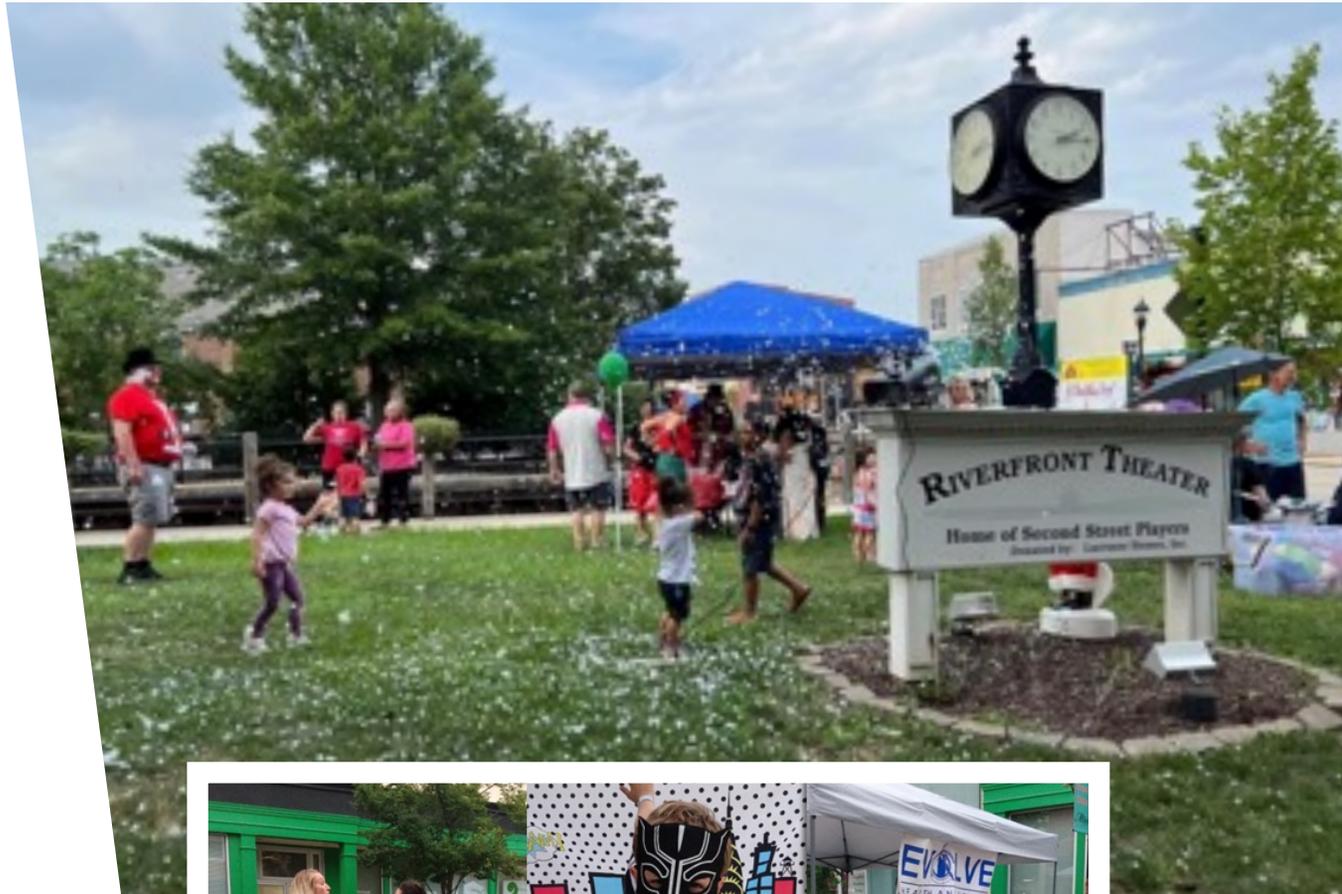
MILFORD

GET READY MILFORD! *Milford*
LADYBUG MUSIC FESTIVAL
SAT., JULY 30TH
2-9 PM
IN BEAUTIFUL DOWNTOWN
MILFORD, DELAWARE
RAIN DATE: JULY 31
PRESENTED BY **Beebe Healthcare**
ALL AGES
ALL FREE
ALL FUN
ALL FEMALE ARTISTS
@LADYBUGMUSICFEST
THELADYBUGFESTIVAL.COM

DOWNTOWN MILFORD INC

THIRD THURSDAY

Throughout the summer, DMI celebrated Third Thursday with three fun themed events. Spring Fling, Christmas in July and Superheroes brought hundreds of people downtown to visit businesses, try out food trucks and check out the wares of different vendors.



NEW FOR 2024



After several years of cultivating activities and teaching people that Downtown Milford is a viable option at night during the work week, our Promotions committee has set their eyes on the weekend. The extended hours retail promotion is meant to cultivate loyal customers and extend the profitability of the Milford market.



This catered brunch will bring the Walnut Street bridge alive with a culinary adventure in the heart of downtown. This organizational fundraiser will give a unique experience while helping to fuel DMI's work in downtown.



Revitalizing downtown is not just about restoring buildings, but about rekindling the community's heart

The Organization point of the Main Street Four-Point Approach focuses on building a cooperative framework among various stakeholders, including business owners, local governments, community members, and organizations, to work towards a common goal of revitalizing the downtown area. This involves establishing a strong governance structure, securing funding, and developing effective communication and volunteer networks. The emphasis is on collaboration and consensus-building, ensuring that all voices are heard and that the revitalization efforts are inclusive and representative of the community's diverse interests. By fostering a sense of ownership and shared responsibility, the Organization point aims to create a sustainable foundation for the ongoing development and success of downtown revitalization initiatives.

DOWNTOWN MILFORD INC

DMI REBRANDING

The Organization Committee of Downtown Milford Inc. collaborated closely with a national branding firm renowned for its expertise in Main Street organization branding. Together, they developed an innovative toolkit designed specifically to enhance the visibility and appeal of Downtown Milford, tailoring strategies and materials that resonate with the community's unique character and aspirations. In an act of remarkable generosity, the branding firm donated all their services to the organization, demonstrating a deep commitment to the revitalization and growth of downtown Milford.

\$12,000
VALUE



DOWNTOWN MILFORD INC

RIVERWALK FARMERS MARKET

The Riverwalk Farmers Market is the longest running farmers market in the State of Delaware, with the upcoming 2024 year marking the 29th annual market. We are a seasonal farmers market located in Downtown Milford and we are open from May through October with a Fall Market in November. Our vision to provide an opportunity to 'buy local' produce/products. Support farm families, agriculture and the environment. Preserve the small town feel of Milford.

Help build a sense of community and raise awareness on environmental/health issues. Promote Downtown Milford as a center of economic activity.



Photo by John Mollura

\$185,000
SEASON SALES

REINVESTMENT STATISTICS

RENTAL DATA

24
FULL TIME JOBS

16
PART TIME JOBS

\$1,025,000
PRIVATE SECTOR INVESTMENT

5284
VOLUNTEER HOURS

\$156,195
VOLUNTEER VALUE

DMI Budget

Organization Name: Downtown Milford Inc
 Community: For 07/01/2023 thru 06/30/2024
 Date: 1/9/24

Income	Operating
Grant: Community Foundation	\$7,500.00
Grant: Corporation	
Grant: Financial Institution	
Contribution: City	\$50,000.00
Contribution: County	
Contribution: Business Owner(s)	\$300.00
Contribution: Property Owner(s)	
Contribution: Residents	
Contribution: Community Groups	
Contribution: Corporate/Industrial In-kind	\$6,000.00
Major Event Revenue	
Transformation Strategy #1 Revenue	
Transformation Strategy #2 Revenue	
Design Projects Revenue	\$10,000.00
Economic Vitaly Projects Revenue	\$8,000.00
Promotions Projects Revenue	\$28,000.00
Organization Projects Revenue	
Other income (specify)	
Rental Income	\$2,200.00
Interest Income	\$400.00
	\$112,400.00

Expenses	
Administrative	
Wages and benefits	\$67,500.00
Rent/Mortgage	\$11,000.00
Utilities/Phone/Internet	\$3,200.00
Insurance	\$1,595.00
Professional Development/Travel	\$2,500.00
Supplies	\$1,000.00
Web development	\$2,000.00
Printing	
Fees: Bank, Administrative	\$145.00
Interest	
Membership Dues/Subscriptions	\$1,218.00
Office Expenses	\$2,060.00
Professional Fees	\$800.00
Other expenses (specify)	
Total Administrative Expenses	\$93,018.00
Strategic Programming	
Transformation Strategy #1	
Goal 1 (specify)	
Goal 2 (specify)	
Existing Programming	
Design Projects Expenses	\$8,300.00
Economic Vitaly Projects Expenses	\$4,500.00
Promotions Projects Expenses	\$9,458.00
Organization Projects Expenses	
Other expenses (specify)	
Total Existing Programming	\$22,258.00
Total Operating Expenses	\$115,276.00
Excess (Deficit)	\$(2,876.00)

MOU & Operations Budget Request

Downtown Milford, Inc is currently under the revised & extended 2018 contract with the City of Milford that began at approximately \$45,000 with adjustments based upon mid-Atlantic CPI per year in key stakeholder funding from the city. In 2023, DMI received \$50,000 from the City for execution of the MOU with Downtown Milford Inc.

For FYE 2024, Downtown Milford Inc is requesting operations funding from the city in the amount of \$53,500 after adjustments based upon mid-Atlantic CPI per year. This amount will be used to support operations within Downtown Milford and includes rent, staff salary and benefits payments, and utilities.

Carlisle Fire Company, Inc. FY25 Request

Carlisle Fire Co., Inc.

Fiscal Year 2025 Request- \$230,000

- City Electric/Water/Trash- \$35,000
- Employee Health and Dental- \$35,000
- Salary/Payroll Tax- \$160,000

Total \$230,000

DEMEC



Delaware Municipal Electric Corporation



City of Milford GRIP Grant Funding Opportunities

Scott Lynch, VP Asset Development

Delaware Municipal Electric Corporation

Agenda

1. Federal Funds: Grid Resilience and Innovation Partnerships (GRIP)

2. GRIP Grant Funding Topic Area 1 (Grid Modernization)

- *Application Schedule*
- *Anticipated Approval Timeline*
- *Next Steps*

3. GRIP Grant Funding Topic Area 2 (DEMEC/AMP AMI Solution Program)

- *AMI Enhancements*
- *Grid-Edge Benefits*
- *Application Schedule*
- *Anticipated Approval Timeline*
- *Next Steps*
- *Letter of Commitment FAQs*

Federal Funds: Grid Resilience and Innovation Partnerships (GRIP) Program

Part of the Bipartisan Infrastructure Law (BIL) and funds projects that:

- Enhance grid flexibility and resilience against growing threats of extreme weather
- Accelerate the deployment of transformative projects that will help to ensure the reliability of grid infrastructure

The program has three topic areas. Topic areas 1 & 2 are most applicable to your community.

Topic Area 1: Grid Resilience Utility & Industry Grants

- Supports hardening infrastructure with digitization and automation
- Improving tools to restore power to the grid during outages
- Investing in technologies to improve the efficiency of the grid, such as advanced conductoring and reconductoring

Topic Area 2: Smart Grid Grants

- Supports increasing capacity of the transmission system
- Improving interconnection processes to accelerate clean energy build out
- Integrating renewable energy at the transmission and distribution levels
- Facilitating the electrification of vehicles, buildings, and other grid-edge devices.

GRIP Grant Funding **Topic Area 1**

(Grid Modernization)

GRIP Grant Funding: **Topic Area 1** (*Grid Modernization*)

Summary:

- **DEMEC submitted a list of projects to AMP** for consideration for GRIP Topic Area 1 funding to modernize the electric grid and reduce impacts due to extreme weather and natural disasters, and any other event that can cause a disruption to the power system.
 - The list was *non-binding* (only submitted to vet projects and show interest)
 - A project area submitted by DEMEC for the City of Milford included battery storage

Member	Project Type	Size	Total Project Cost	Potential Grant Savings
Milford	Battery Storage	Up to 13 MW	\$26,000,000	\$13,000,000
TOTAL			\$26,000,000	\$13,000,000

GRIP Grant Funding: Topic Area 1 (Grid Modernization) cont.

Funding Eligibility:

The funding award request must not exceed the total of the applicant's last three (3) years on efforts to reduce the likelihood and consequences of disruptive events. DOE will interpret "efforts to reduce the likelihood and consequences of disruptive events" as those activities, technologies, equipment, and hardening measures that are eligible for grants under this provision.

Example: If Utility (A) allocated \$1M a year over the last three years to projects that improve reliability, then that utility would have up to \$3M of eligibility for funding.

Impact of this requirement considering project cost:

1. Example 1: Project cost is **\$6M**. Eligible funding is \$3M due to utility hardening. If approved, the project would receive maximum eligible incentive of **\$3M or 50% (\$3M/\$6M)** for the project.
2. Example 2: Project cost is **\$26M**. Eligible funding is \$3M due to utility hardening. If approved, the project would receive maximum eligible incentive of **\$3M or ~11.5% (\$3M/\$26M)** for the project.

GRIP Grant Funding: Topic Area 1 (Grid Modernization) cont.

Lewes BPW Impact:

- For this funding request, the City of Milford would need to provide details on the investment in system hardening over the last three (3) years
 - *Investments should meet or exceeded \$13M to maximize the potential incentive and cost effectiveness*
 - *If at least 50% of the project cost will be funding eligible, grant application has greatest benefit*
 - *Examples of hardening include:*
 - Substation upgrades or additions
 - Distribution line and pole hardening
 - Distribution line burial
 - Distribution transformer and recloser upgrades
 - Vegetation management

Member	Project Type	Size	Total Project Cost	Potential Grant Savings
Milford	Battery Storage	Up to 13 MW	\$26,000,000	\$13,000,000
TOTAL			\$26,000,000	\$13,000,000



GRIP Grant Funding: **Topic Area 1** (*Grid Modernization*) cont.

DEMEC conducted the following preliminary benefit/cost analysis to detail the best-case scenario of a DEMEC-owned battery in Milford's territory as of the current available data and federal grant requirements.

Lewes BPW Analysis	Cost
20 Year Battery	\$13M
Annual Payment @7% interest	~ \$1.2 M
Annual Savings	~ \$918K
Net Annual Savings <i>Capacity & Transmission Value Only</i>	- \$282K
Additional Value Streams	TBD

Initial cost projections for the battery project

While this approach **is not** cost effective, DEMEC is exploring other battery developments that may be better options.

GRIP Grant **Topic Area 1** - *Application Schedule*



* A letter of commitment is required to move forward with submitting a GRIP grant application on behalf of your community. DEMEC staff will be requesting time in front of member councils/boards for February/March. Some communities may require more than one approval for various projects submitted.

Anticipated Approval Timeline

April 17, 2024 - Full Topic Area 1 grant application due to DOE

Anticipated DOE Response Timeline:

- Summer/Fall 2024 – DOE Selection Notification
- Winter 2024/2025 – DOE Award negotiations
- Spring 2025 - DEMEC contract negotiations with member
- Fall 2025 – GRIP approved project can begin initial contracting/purchasing

Next Steps

Initial Process

- ✓ Presentation to the City of Milford on 3/13
 - Is the City of Milford interested in moving forward with Topic Area 1?
 - If so, request board to issue a resolution committing to participate in the GRIP program and issue a letter of commitment by ~March 25, 2024
- Continued Discussion with the City of Milford in March (*if needed*)
- DEMEC to email AMP by ~April 1, 2024
 - Letter of commitment
 - Any required data (*3-Year hardening investment data, at minimum*)

Development Process

- DEMEC & Milford
 - Execute a contract and project purchase agreement with DEMEC as needed

Project Deployment Planning & Kickoff

GRIP Grant Funding: Topic Area 2 (DEMEC/AMP *AMI Solution* Program)

GRIP Grant Funding: Topic Area 2 (DEMEC/AMP AMI Solution Program)

Program Details	2024
Basic AMI Electric Included?	Yes – For members without AMI
AMI Enhancements	Itron Grid Edge Optimizer & Distributed Energy Resource Management (DERM)
AMI Enhancement Capabilities	<p>Enhanced transparency to identify/analyze EV and solar installations</p> <p>Enhanced real-time monitoring of transformer loading/usage</p> <p>Enable communities to enroll customers with various DER technologies in demand response program</p> <p><i>Example: Customer thermostats, electric vehicle charging, smart inverters and battery storage</i></p>
AMI Enhancement Capabilities Cost Structure	Setup fee plus cost per enrolled meter.*
GRIP Incentive	GRIP incentive would reduce the cost of the project by up to 50% with the first 5 years of ongoing costs also reduced by up to 50%.

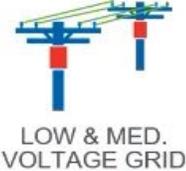
*Indicative pricing for these enhancements is still being gathered. In addition, due to DOE project review, pricing will still be subject to change until final negotiations are complete. Milford would reserve the right to exit if final pricing was not acceptable up until contract execution between AMP and DOE.

AMI Enhancements



Grid Edge Optimizer

Delivering real-time visibility to the distribution grid



LOCATION AWARENESS

Providing the foundation for AMP Solution Network (Itron GenX)



DER AWARENESS

Recognizing both EV + Solar



TRANSFORMER MONITORING

Real-time load and voltage monitoring

Real-time Analytics & Alerts | Any Endpoint at the Edge | Integration in OT | New Workflows

Grid-Edge Enhancement Benefits



Smart Grid – Edge Computing Project

Project Benefits/Attributes

- Improve overall grid resilience
- Solution hosted by AMP within AMP's cybersecurity protocols
- Facilitate the aggregation and integration of electric vehicles (EVs)
- Enable the integration of intermittent retail BTM renewable energy resources
- Improve local grid operation to protect against faults or other system disturbances
- Enable implementation of Time of Use rates to:
 - Encourage load to match resources
- Enable, implement and manage demand response/load shedding programs to:
 - Protect/stabilize the grid;
 - Reduce transmission peaks/costs; and
 - Reduce capacity obligations/costs

GRIP Grant Topic Area 2 - *Application Schedule*



Anticipated Approval Timeline

May 22, 2024 - Full AMI grant application due to DOE

Anticipated DOE Response Timeline as experienced in 2023:

- Summer/Fall 2024 – DOE Selection Notification
- Winter 2024/2025 – DOE Award negotiations
- Spring 2025 - DEMEC contract negotiations with member
- Fall 2025 - GRIP equipment ordered (Delivery - 20 Weeks minimum)
- Winter 2026 - AMI Deployment
- Spring 2026 - First AMI payments due to AMP
- Summer 2026 - AMI Deployment complete

Next Steps

Initial Process

- ✓ Presentation to City of Milford on 3/13
 - Is the City of Milford interested in moving forward?
 - If so, request City of Milford to issue a resolution committing to participate in the GRIP program and issue a letter of commitment if final pricing is reasonable
- Continued Discussion with City of Milford in March and April (*if needed*)
- DEMEC to email AMP by May 6, 2024
 - Letter of commitment
 - Requested data if required

Development Process

- DEMEC & City of Milford
 - Execute a contract and project purchase agreement with DEMEC
- AMP & Vendors
 - Execute Statements of Work and Issue Purchase Orders

Project Deployment Planning & Kickoff

Letter of Commitment – *FAQs*

1. What is a Letter of Commitment and what does it do?

- Issuing a letters of commitment means your community is committing to enroll in AMI and utilize the AMP GRIP grant for enhanced AMI services

2. Is the Letter of Commitment binding?

- It does become binding after AMP signs with US. Department of Energy (DOE) after contract negotiations in Winter 2025

3. Can a utility withdraw its commitment?

- Yes, if AMP does not receive funding from GRIP
- Yes, however DEMEC members are encouraged to fully commit after best and final quotes from AMP are received
- No, after AMP has signed the contract with the DOE

4. What is the impact if a member withdraws?

- DEMEC members could withdraw their commitment prior to AMP signing with the DOE, however, it could have an impact on AMP's grant application

5. If the utility do not wish to move forward, can they apply in future years?

- GRIP funds are intended to be available for up to 1 additional year. AMP intends to assess future interest, however, there is a risk in waiting such as: cost increases or funds become exhausted

6. Can a utility do AMI through AMP without going through GRIP?

- Yes, however additional GRIP enhancements and funding may not be included

DEMEC



Delaware Municipal Electric Corporation

Thank You

Contact:

Scott Lynch, CEM

VP Asset Development

slynch@demecinc.net

Office: 302.653.2733

PublicPowerDE.com

Let's be
friends!  @DEMEC

March 7, 2024

Department of Energy
Grid Deployment Office
1000 Independence Ave. SW
Washington, DC 20585

RE: *Grid Resilience and Innovation Partnerships (GRIP) Topic 2 Commitment Letter*

As a committed partner/end-user in American Municipal Power's Smart Grid: Using Edge Computing to Build Grid Resiliency project, this letter serves as City of Milford's commitment to participating in the project.

Our community, like so many in the country, requires new and innovative solutions to ensure that our residents can access technology that will improve their health, safety, and economic vitality. Currently, our grid system lacks substantial "smart grid edge" technology/capabilities, which could affect our system's reliability and power distribution capability. We face pressing challenges as demand on our infrastructure increases, including:

[Please pick all statements below that apply. Feel free to include details such as recent incidents, agenda items in a strategic/master plan, etc. that support your chosen statement.]

- We currently lack the capability to support: any material increases in electric vehicle charging, distributed renewable energy integration, and grid edge technology, all of which can allow for more efficient energy usage and a reduction of Greenhouse Gas (GHG) emissions.
- Our community is susceptible to events that increase our system's vulnerability, including extreme inclement weather (droughts, storms, tornadoes, blizzards, etc.) and vegetation overgrowth.
- Constrained budgets require innovative solutions and strong partnerships to overcome cost barriers to implementation of grid-advancing technologies.

AMP's project to enhance service capabilities by incorporating a Smart Grid - Edge Computing Solution will have a direct improvement upon our current operations. Completion of this project will enable the City of Milford and AMP, working together, to maximize existing generation, transmission, and distribution assets; minimize inefficiencies and mitigate rising demands in our distribution grid; access and manage distributed energy resources, better match energy resources with load; serve as a foundation for further enhancement of the grid; and maintain overall grid stability and resiliency.

The Mayor and City Council look forward to the opportunity to be part of the implementation of this exciting project and a collaborative partner with AMP and its team.

Respectfully,

Mayor Arthur J. Campbell
City of Milford

CITY OF _____, DELAWARE

RESOLUTION

A RESOLUTION APPROVING A LETTER OF COMMITTEMENT TO AMERICAN MUNIPCAL POWER FOR ITS GRID RESILIENCE AND INNOVATION PARTNERSHIP INCENTIVE APPLICATION; AND AUTHORIZING OTHER MATTERS RELATED THERETO.

WHEREAS, the City of _____ (“Municipality”) is a municipality, duly organized and validly existing under the laws of the State of Delaware (the "State"); and

WHEREAS, The Delaware Municipal Electric Corporation ("DEMEC") is a municipal electric company and joint action agency (“Member”) incorporated in the State, established by certain cities and towns, and formed pursuant to Chapter 13 of Title 22 of the Delaware Code (the "Act"); and

WHEREAS, American Municipal Power, Inc. ("AMP") is an Ohio nonprofit corporation, organized to own and operate facilities, or to provide otherwise, for the generation, transmission or distribution of electric power and energy, or any combination thereof, and to furnish technical services on a cooperative, nonprofit basis, for the mutual benefit of its members ("Members"), such Members, including Municipality, being, as of the date hereof, political subdivisions that operate, or whose members operate, municipal electric utility systems in Delaware, Ohio, Indiana, Kentucky, Michigan, Pennsylvania, Maryland, Virginia and West Virginia; and

WHEREAS, seeking to bring projects at the lowest viable cost to their members, DEMEC and AMP have identified a funding opportunity in the Bipartisan Infrastructure Law that may serve to reduce a portion of the cost of an Advanced Metering Infrastructure (“AMI”) Capital Project(“Project”); and

WHEREAS, as part of the Bipartisan Infrastructure Law, the Grid Deployment Office as part of the United States Department of Energy (DOE) is administering a \$10.5 billion Grid Resilience and Innovation Partnerships (GRIP) Program to enhance grid flexibility and improve the resilience of the power system against growing threats of extreme weather and climate change; and

WHEREAS, this program will accelerate the deployment of transformative projects that will help to ensure the reliability of the power sector's infrastructure, so all American communities have access to affordable, reliable, clean electricity anytime, anywhere; and

WHEREAS, American Municipal Power (AMP) has responded to the GRIP funding opportunity announcement by sending a concept paper to the DOE which includes AMI as a GRIP option for Bipartisan Infrastructure Law (BIL) funds; and

WHEREAS, AMP is preparing a Grid Resilience and Innovation Partnerships ("GRIP") grant application for submission to the Department of Energy ("DOE") for funding relating to AMP's Smart Grid: Using Edge and DERMS Computing to Build Grid Resiliency project (the "Project"); and

WHEREAS, in light of the benefits the Project can be expected to provide to Municipality and its utility customers, Municipality desires to confirm to the DOE its intended participation in the Project; and

WHEREAS, AMP's application will be enhanced if it includes a Letter of Commitment from the Municipality expressing their commitment to participating in AMP's GRIP incentive option; and

WHEREAS, such a letter shall be duly authorized by resolution of the Municipality's local regulatory body; and

NOW, THEREFORE, BE IT RESOLVED by the City Council of the Municipality as follows:

Section 1. Authorization of Letter of Commitment. This resolution authorizes the City of _____ Mayor to prepare and submit a Letter of Commitment to AMP expressing the Municipality's commitment to participating in AMP's GRIP option.

Section 2. DEMEC Assistance. This resolution authorizes the City of _____ staff to support DEMEC with any additional actions necessary to assist AMP with its GRIP application including but not limited to providing any necessary data.

Section 3. Formal Action. That it is found and determined that all formal actions of this Council concerning and relating to the passage of this Resolution were taken in conformance with applicable open meetings laws and that all deliberations of this Council and of any committees that resulted in those formal actions were in compliance with all legal requirements including any applicable open meetings requirements.

Section 4. Adjudication. If any section, subsection, paragraph, clause or provision or any part thereof of this Resolution shall be finally adjudicated by a court of competent jurisdiction to be invalid, the remainder of this Resolution shall be unaffected by such adjudication and all the remaining provisions of this Resolution shall remain in full force and effect as though such section, subsection, paragraph, clause or provision or any part thereof so adjudicated to be invalid had not, to the extent of such invalidity, been included herein.

Section 5. Final Review. The Municipality reserves the right after review of final pricing from AMP and prior to any binding commitment to AMP or DEMEC to either continue forward with participation by executing agreements with AMP or DEMEC or elect to decommit from the AMI Project.

Section 6. Effective Date. This Resolution shall take effect immediately upon the passage hereof and the approval hereof by the Mayor.

Adopted by not less than a majority vote of the City Council of the City of
_____ on

APPROVED BY: _____
Mayor