

**City Council of the Mayor and Council of New Castle**  
**Special Workshop Meeting at Town Hall – 201 Delaware Street – New Castle**  
**Tuesday – June 8, 2010 – 6:00 p.m.**

**Present:**

Council President William Barthel  
Councilperson John Cochran  
Councilperson Ted Megginson  
Councilperson Teel Petty

Not present: Councilperson John Gaworski

Also present: Treasurer Janet Carlin, City Administrator Cathryn Thomas

President Barthel said the special meeting involves presentations by two potential vendors for parking meters.

The first presentation was by Regional Vice President Duke Hanson of Duncan Solutions. He gave a brief company background. The company provides products and operates programs, including in Atlanta and other cities.

The firm, based in Milwaukee, Wisc., has more than 350 employees and more than 2,500 municipal customers in the United States. It sells single-space parking meters and multispace meters.

The company's recommendation for the City of New Castle is a pay-by-space (multispace) meter. He said it is a lower cost and easier for the customer. It is a low-maintenance and low-profile meter.

The cost to install: surface mount, costs about \$500; for subterranean would cost \$1,500.  
Return on investment: 10 meters, \$8,000 per meter so \$80,000 capital expenditure. He provided a formula for how to determine the ROI. He provided a projection based on assumptions of certain fees and usage that would provide a return on capital investment in less than one year.

There are no moving parts and the company would train City staff to perform maintenance. Most repairs take three to five minutes. Some take up to 10 minutes. Meters hold \$450 in cash. They also can take credit cards.

Councilperson Cochran asked how much time would be required for staff to handle. Mr. Hanson estimated a couple hours per week, at most, for maintenance and collection.

Councilperson Petty asked about the meters and susceptibility to burglary or tampering. Mr. Hanson said the machines are durable. The multispace are much more secure than single space meter.

Mr. Hanson said the company would prefer not to do enforcement in those places where municipalities outsource the program to the firm, but many places are asking for enforcement as well.

The company is actively seeking relationships with small size cities. In some cases it involves revenue sharing.

The second vendor was Dan West of Hectronic, a German company. Hectronic is a manufacturer of pay and display, pay space technology.

He showed one of his firm's meters to Council. The company's meters can be purchased to blend into the streetscape. The devices offer a variety of pay options.

The company has installed its equipment in Bethany Beach. They have an option that allows for advertising and information.

There are many different modules for the machines for operation and back office.

The benefit of pay for display versus pay by space is everyone has to pay, they can't piggyback on someone else's time.

The typical machine lasts seven to 10 years.

Cost of a basic machine, equipped for coin and credit cards, would be \$10,000. Customization would be extra. The company does do trials.

The special meeting adjourned at 6:50 p.m.