November 2, 2009
Regular Session #21
Mayor and City Council
Town of Ocean City, Maryland

Present:
Mayor Richard W. Meehan
Council President Joseph M. Mitrecic
Council Secretary Lloyd E. Martin

Council Members
James S. Hall
Margaret L. Pillas
Mary P. Knight
Douglas S. Cymek
Joseph T. Hall, II

ATTENDANCE
Mayor Rick Meehan, Council President Joe Mitrecic, Council Secretary Lloyd Martin, Council Members Jim Hall, Margaret Pillas, Mary Knight, Doug Cymek and Joe Hall, City Manager Dennis Dare, City Solicitor Guy Ayres, Assistant to City Manager Kathy Mathias, Finance Administrator Martha Lucey, City Engineer Terry McGean, City Clerk Carol Jacobs, Members of the Press and Interested Parties.

CALL TO ORDER
Council President Joe Mitrecic called this Regular Session to order at 6:00 p.m., in the Council Chambers of City Hall, 301 Baltimore Avenue, Ocean City, Maryland 21842.

PRAYER & PLEDGE
Chaplain Warren Disbrow of the American Legion led the prayer, and Boy Scout Troop 225 led the Pledge of Allegiance.

CITY MANAGER'S REPORT ON UPCOMING WORK SESSION
City Manager Dare reported that the following items will be discussed in the upcoming work session:

1. Bid openings: North Surf Park Playground and Gorman Avenue Roofing
2. Recommendation of approval for Ocean City Police Department General Order 500 R-1, entitled "*Law Enforcement Officer's Safety Act of 2004*" – presented by Ocean City Police Chief Bernadette DiPino
3. Request to purchase an automated license plate recognition system – presented by Lieutenant Brian Cardamone
4. Presentation on the Boardwalk Tram Advertising efforts and request for continuation of Comcast Agreement for 2010 – presented by Public Works Director Hal Adkins
5. Discussion of charges for private special events – presented by Special Events Director John Sullivan
6. Request to extend the contract with Party Perfect for special tent rentals – presented by Special Events Director John Sullivan
7. Resolution of 2004 Refund Bonds – presented by Finance Administrator Martha Lucey
8. Report on the Tourism Commission Meeting of October 1, 2009 – presented by Council Member Mary Knight

APPROVAL OF MINUTES
The Minutes for Regular Session #20, dated October 19, 2009, and, the Work Session, dated October 13, 2009, were approved as presented.

ITEMS PRESENTED BY THE MAYOR AND CITY COUNCIL

A. Graylin Smith of the SB & Company, LLC presented the Independent Auditor's Report for Fiscal Year ending June 30, 2009 (see Attachment A).

B. Finance Administrator Martha Lucey presented the Comprehensive Annual Financial Report for Fiscal Year ending June 30, 2009 (see Attachment B).

SPECIAL EVENT PERMIT REQUESTS

Private Events Coordinator Lisa Mitchell presented the following events for approval:

A. **Ocean City Christmas Parade,** on Saturday, December 5, 2009, from 11:00 a.m. to 1:00 p.m., starting at Old Landing Road and ending on 115th Street in the Southbound lanes of Coastal Highway. Donald Hastings of the Gold Coast Mall Merchants Association was present for questions. **Council Member Jim Hall moved to approve; seconded by Council Secretary Lloyd Martin. The vote was unanimous.**

B. **Amendments to the Step Out to Fight Diabetes** event, on Saturday, November 7, 2009. Carlos Mir of the American Diabetes Association requested bleachers, and a judge's stand, and loan of the Town's generator . **Council Secretary Lloyd Martin moved to approve; seconded by Council Member Mary Knight. The vote was unanimous.**

APPOINTMENT TO BOARDS, COMMISSIONS AND OTHER CITY ORGANIZATIONS

Lanny Hickman was sworn in to the Board of Zoning and Appeals by Mayor Rick Meehan.

ITEMS REFERRED TO AND PRESENTATIONS FROM THE CITY MANAGER

City Manager Dare made the following bid awards for approval:

- Water/Wastewater Chemicals as presented in General Services Director Joe Sobczak's Memorandum, dated October 26, 2009 (see Attachment C)
- **Peninsula Roofing**, in the amount of $16,500.00 (Budget Allocation = $30,000.00), for the Convention Center Walk-In Floor Insulation.
- **BFPE International**, in the amount of $9,379.00 (Budget Allocation = $25,000.00), for the Data Center's Fire Extinguisher,
- **Ocean City Power Wash**, in the amount of $27,000.00 (Budget Allocation = $40,000.00), for the Water Tank Cleaning project.

Council Member Jim Hall moved to approve all bid awards; seconded by Council Member Mary Knight. The vote was unanimous.

COMMENTS FROM CITIZENS

Al Wendling thanked Zoning Administrator Blaine Smith and Ocean City Development Corporation Director Glenn Irwin for reviewing the policy on outdoor displays. He also thanked Public Works Director Hal Adkins for extra pedestrian traffic due to the bus stop on Somerset Street.

ADJOURNMENT

Council Member Jim Hall moved to adjourn at 6:34 p.m.; seconded by Council Secretary Lloyd Martin. The vote was unanimous. Council President Mitrecic advised that next week's work session will be called to order at 11:00 a.m., the Council will immediately convene into closed session, then the opening meeting will begin at 1:00 p.m..

ATTACHMENT A

SB & COMPANY, LLC

EXPERIENCE • QUALITY • CLIENT SERVICE

REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

The Honorable Mayor
and City Council of the Town of Ocean City

We have audited the accompanying financial statements of the governmental activities, the business-type activities, each major fund, and the aggregate remaining fund information of the Town of Ocean City, Maryland (the Town), as of and for the year ended June 30, 2009, which collectively comprise the Town's basic financial statements as listed in the table of contents. These financial statements, schedules and supplementary information are the responsibility of the Town's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and the significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities, the business-type activities, each major fund, and the aggregate remaining fund information of the Town as of June 30, 2009, and the respective changes in financial position and cash flows, where applicable, thereof and the respective budgetary comparison for the general fund for the year then ended in conformity with accounting principles generally accepted in the United States of America.

The management's discussion and analysis and Pension Trust Funds- Required Supplementary Information as listed in the table of contents are not a required part of the basic financial statements but are supplementary information required by the Governmental Accounting Standard Board. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the required supplementary information. However, we did not audit the information and express no opinion on it.

200 International Circle • Suite 5500 • Hunt Valley • Maryland 21030 • P 410-584-0060 • F 410-584-0061

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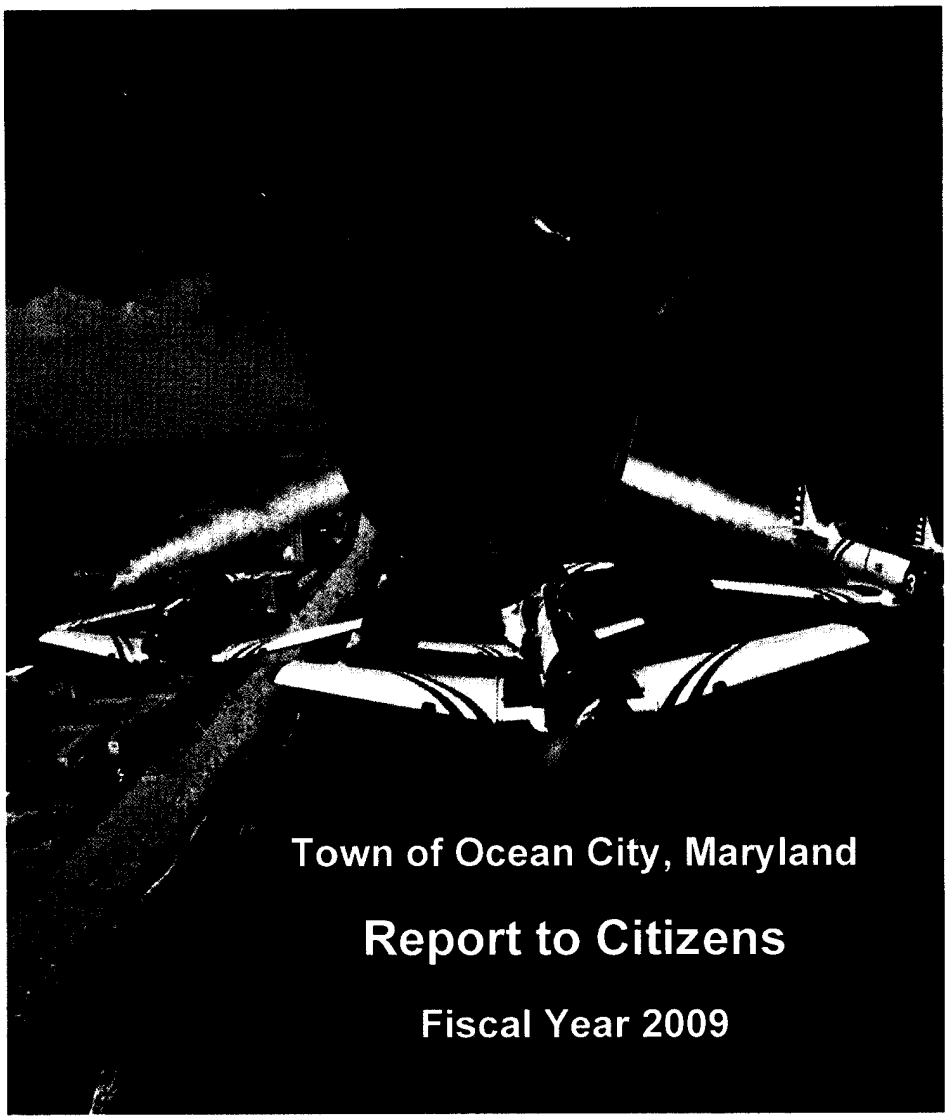
Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise the Town's basic financial statements. The accompanying introductory section, combining and individual fund statements and schedules, and statistical section, as listed in the table of contents, are presented for purposes of additional analysis and are not a required part of the basic financial statements. The combining and individual non-major fund financial statements have been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, are fairly stated in all material respects in relation to the basic financial statements taken as a whole. The introductory and statistical sections of this report have not been subjected to the auditing procedures applied in the audit of the basic financial statements and, accordingly, we express no opinion on them.

In accordance with *Government Auditing Standards*, we have also issued our report dated September 25, 2009, on our consideration of the Town's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.

SB & Company, LLC

Hunt Valley, Maryland
September 25, 2009

ATTACHMENT B



Mayor

Richard W. Meehan

City Council

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Lloyd Martin, Secretary
James S. Hall
Margaret L. Pillas
Mary P. Knight
Joseph T. Hall
Douglas S. Cymek

City Manager

Dennis W. Dare

Finance Administrator

Martha Bennett Lucey

To the Citizens of Ocean City, Maryland,

We are pleased to present this summarized report on the Town of Ocean City's finances showing what your tax dollars were used for in the fiscal year ending June 30, 2009. We have highlighted several accomplishments for the year and needs that we are still addressing. Our goal is to better communicate the results of financial operations in a report that is straightforward and easy to read.

The information presented in this report was taken from the Town of Ocean City Comprehensive Annual Financial Report for the year ended June 30, 2009, (the CAFR), which was prepared by the Finance Department. The financial statements in the CAFR, audited by SB & Company, LLC, give much more detail and disclosures and are prepared in a way that is accepted by the Governmental Accounting Standards Board. We invite you to read the CAFR that is available on the Town's website, www.town.ocean-city.md.us, or you may get a copy by contacting the Finance Department at 410-289-8858.

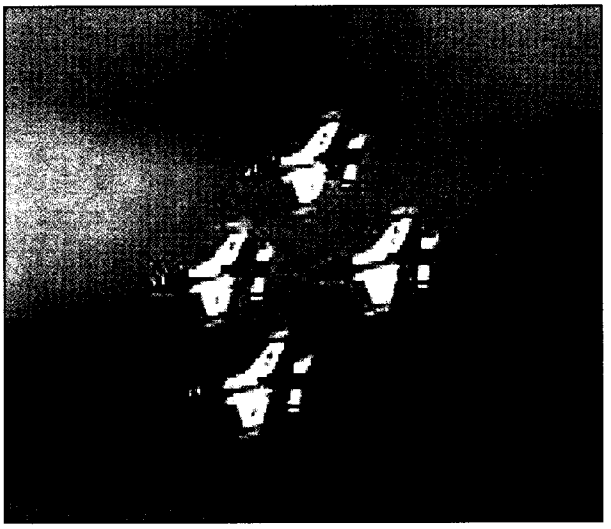
THE ECONOMY

The current global recession and crisis in financial markets has impacted individuals, businesses and governments at all levels. A tourist destination and second home community, Ocean City is particularly sensitive to economic volatility and changes in discretionary spending. However, Ocean City remains convenient to major metropolitan areas and decreases in visitor spending for the year was much less than at other, more distant tourist destinations. Hotel room sales declined 4.8% for 2009 in comparison to reported declines of 15-20% in southern resorts. In the 2009 fiscal year, Town officials focused early to reduce spending, services, and capital expenditures to prepare for an expected three-year downturn. At the same time, advertising was increased and special events such as the air show were supported to promote tourism development.

The Town relies on property taxes for 58% of its general fund revenues. Property tax revenues are directly impacted by the value of homes and new construction. Although the Town has a 3% assessment increase cap for owner-occupied homes, only 5% of properties are eligible for the cap. The assessed value of the remaining business properties, second homes and condominiums is at full market value and is highly sensitive to changing market conditions. As properties in the State of Maryland are assessed on a triennial system, property tax decreases are anticipated for a number of years and are expected to lag behind other improvements in the economy.

MAJOR INITIATIVES FOR 2009

OC Air Show



The Ocean City beach and boardwalk was bustling with people as the 2nd Annual OC Air Show came to Town in June. Over 200,000 people turned out to enjoy the spectacular display of aerial acrobatics and death defying parachute jumps.

The two-day event included military aircraft demonstrations, flyovers, parachute team jumps and civilian aerobatic performances. In addition, there were other interactive and simulated demonstrations featured, such as NASA Exploration Experience, The Virtual Army Experience, and The U.S. Air Force "Be Inspired" Tour. The U.S. Air Force Thunderbirds rounded out the day's performance. Their jaw-dropping display of precision moves proved to be a demonstration of their superior degree of skill needed to maneuver such high performance aircrafts. At times this precision placed the planes less than two feet apart. The Thunderbirds perform in shows across the world – thrilling their audiences wherever they go. The Town contributed $50,000 to the Air Show in addition to in-kind services.

Picture retrieved from www.octhebeach.com/ocean-city-air-show

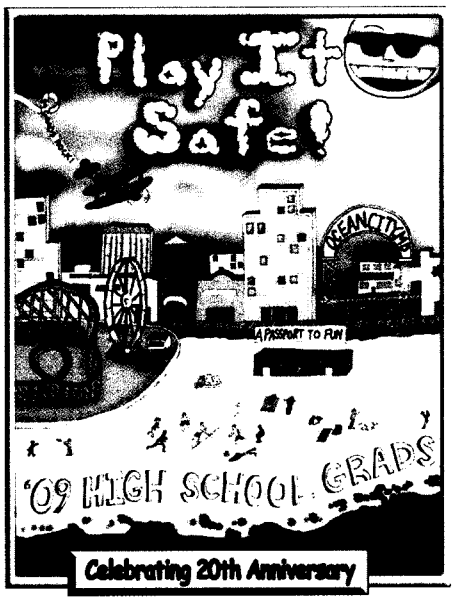
Play It Safe

In 1989, under former Mayor Roland Powell, The Ocean City Drug Alcohol Abuse Prevention task force was formed in an effort to fight underage abuse of alcohol and drugs. The task force works with state and local government, area businesses and citizens who volunteer many hours to this cause and it's successful program known as Play It Safe. Their mission is "to encourage high school graduates to make informed, healthy choices while having responsible fun without the use of alcohol and other drugs." Play It Safe provides many free entertainment alternatives such as: paintball, karaoke and dance, windsurfing and

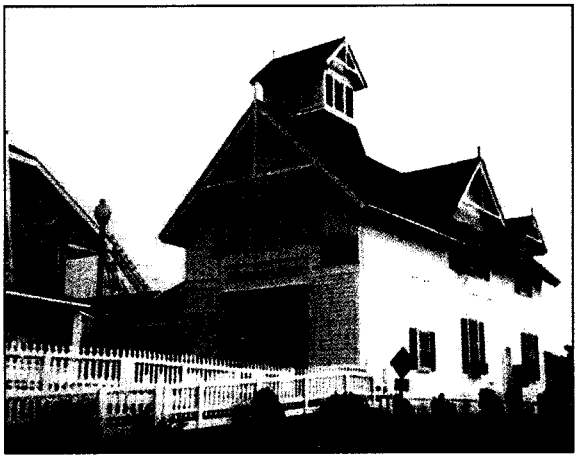
kayaking, bowling, miniature golf, volleyball, pancake and pizza eating contests, basketball, workout and dodge ball, laser tag, rock climbing, tennis, and trips to Splash Mountain in Jolly Roger Amusement Park. This year, Play It Safe celebrated its 20th year of providing a safe and fun atmosphere for recent high school graduates. Over 13,000 students participate annually in these events.

Ocean City's Play It Safe Program was recognized in *Parks & Recreation* magazine, an official publication of the National Recreation and Parks Association. Additionally, over the years, the Play It Safe Program has won several awards, such as:

- The Ocean City Police Department was a finalist in the International Association of Chiefs of Police 2008 Community Policing Award for Play It Safe.
- The Maryland Recreation and Parks Association's Showcase Video Award, 2006.
- To become an All-America City, Ocean City presented three programs where local business, government and non-profit organizations have worked together to tangibly improve the lives of residents and visitors, Play It Safe/RAAM was one of those programs, 2001.
- The Maryland Recreation and Parks Association's Innovative Program Award, 1999.



Life Saving Museum



The Ocean City Station was built at the northern edge of Ocean City in 1891. Twenty-four years later, the U.S. Life Saving Service and the Revenue Cutter Service formed the U.S. Coast Guard who utilized the building until 1964 when they moved into a new home near the inlet. From 1965 to 1977, the Town of Ocean City used the building for various government departments. When it was scheduled for demolition, citizens wanting to preserve Ocean City's heritage, formed the Ocean City Museum Society. This group was instrumental in having the building moved to its present location and dedicated on Christmas day 1978.

Since that time, the Ocean City Life Saving Museum added many exhibits, and the building has undergone several renovations. Most recently, a two-phase renovation was completed for $307,541. The first phase was completed in the winter of 2007/2008 and consisted of the north wall and window system. The second phase was completed in June 2009, which included the east, west, south, cupola, and replacement of the building's roof. During the second phase, insulation was added and window frames were rebuilt which included copper flashings and storm windows as well as many decorative features. The cupola was removed, sandblasted and repainted. Features were added so the museum is more handicap accessible. Adjacent to the museum, the historic Coast Guard watchtower was also repaired and painted.

FINANCIAL INFORMATION

The financial information in this report distinguishes functions of the Town that are principally supported by taxes and intergovernmental revenues, *governmental activities,* from other functions that are intended to cover their costs primarily from user fees and charges and are *utilities and business services.* The governmental activities of the Town include general government, public safety, general public works and beach, sanitation and waste removal, highways and streets, economic development, recreation and culture, and construction of capital assets. The utilities and business services of the Town include water, wastewater, the Roland E. Powell Convention Center, transportation, the Ocean City Municipal Airport and Eagle's Landing Golf Course.

Governmental Activities

Governmental activities such as police and public safety, solid waste collection, and community services are generally supported by taxes and revenues shared from the federal government, State of Maryland and Worcester County as the fees collected for each activity do not generally cover all expenses.

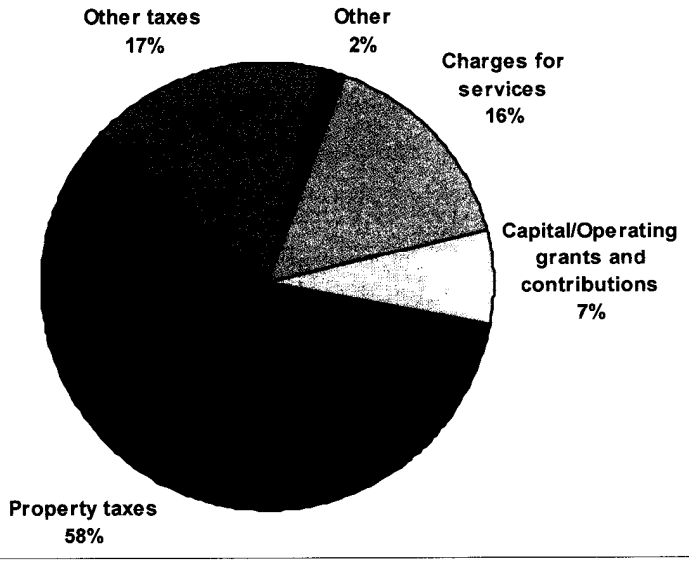
Where the Money Comes From

	2009	2008
REVENUES		
Program Revenues:		
Charges for current services	$12,712,954	$ 13,145,744
Operating grants and contributions	2,932,577	2,810,084
Capital grants and contributions	218,551	292,244
General revenues:		
Property taxes	48,025,233	44,320,692
Other taxes	13,757,540	13,789,976
Grants and contributions not restricted to specific programs	2,509,917	628,833
Other revenue	1,304,437	2,111,478
Total revenues	$81,461,209	$ 77,099,051

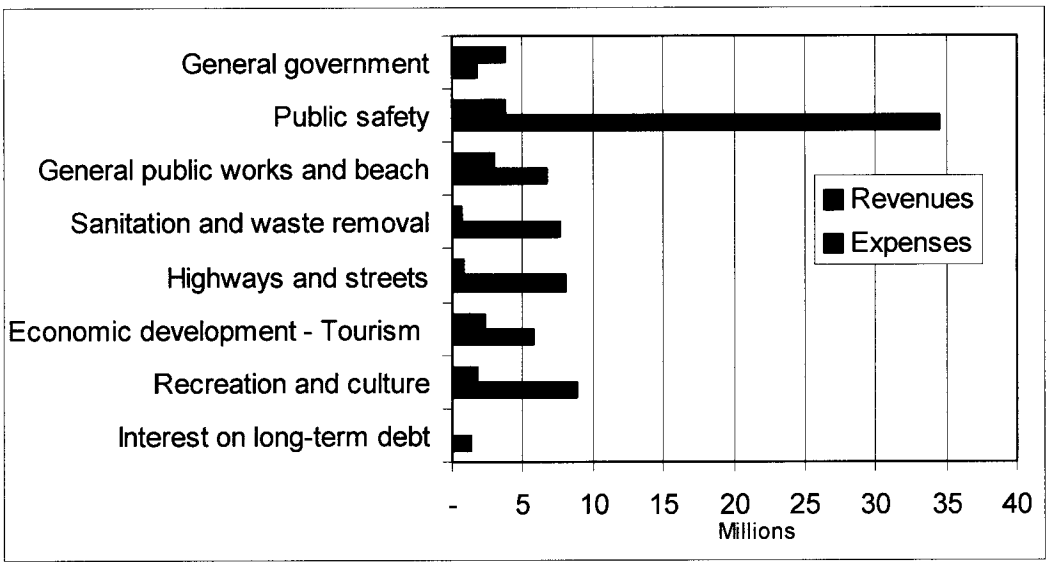
Where the Money Goes

	2009	2008
EXPENSES		
General government	$ 1,673,926	$ 2,299,373
Public safety	34,517,293	32,345,385
General public works and beach	6,675,942	6,090,271
Sanitation and waste removal	7,587,896	7,127,947
Highways and streets	8,008,372	7,338,573
Economic development - Tourism	5,739,043	5,600,101
Recreation and culture	8,795,235	8,109,675
Interest on long-term debt	1,397,984	1,449,018
Total expenses	74,395,691	70,360,343
Increase in net assets before transfers	7,065,518	6,738,708
Transfers	(5,145,366)	(5,340,728)
Increase in net assets	$ 1,920,152	$ 1,397,980

Revenues by Source - Governmental Activities

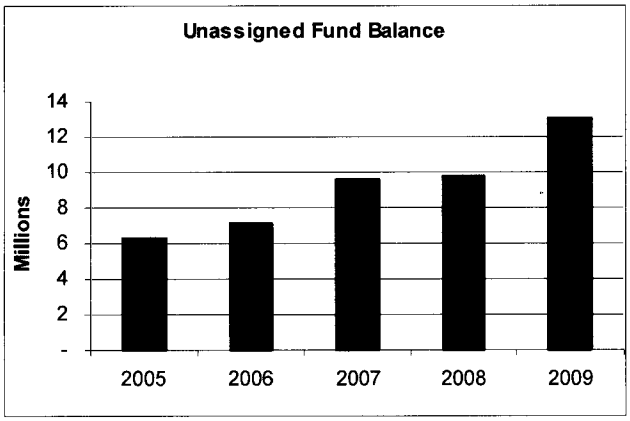


The following graph indicates the service fees and expenses of governmental activities which shows the extent which the governmental functions produce revenues to their program costs. Expenses not covered by direct program revenues and fees are covered primarily by taxes, licenses, and state and county-shared revenues. Program revenues and fees covered 21.3% of governmental expenses in FY-2009 compared to 23.1% in FY-2008.



The Town's overall financial position improved from 2007 to 2008 by $1,528,054. The increase was primarily from gains from governmental activities of $7,065,518 before transfers of ($5,145,966) to other funds. Due to increases in assessments and new construction, revenue from property taxes increased $3,704,541 or 8.4%. Revenue from service charges and other revenues increased $86,475 from the prior year. Total revenues increased 1.3%, while expenses increased $6,410,536 or 6.1%.

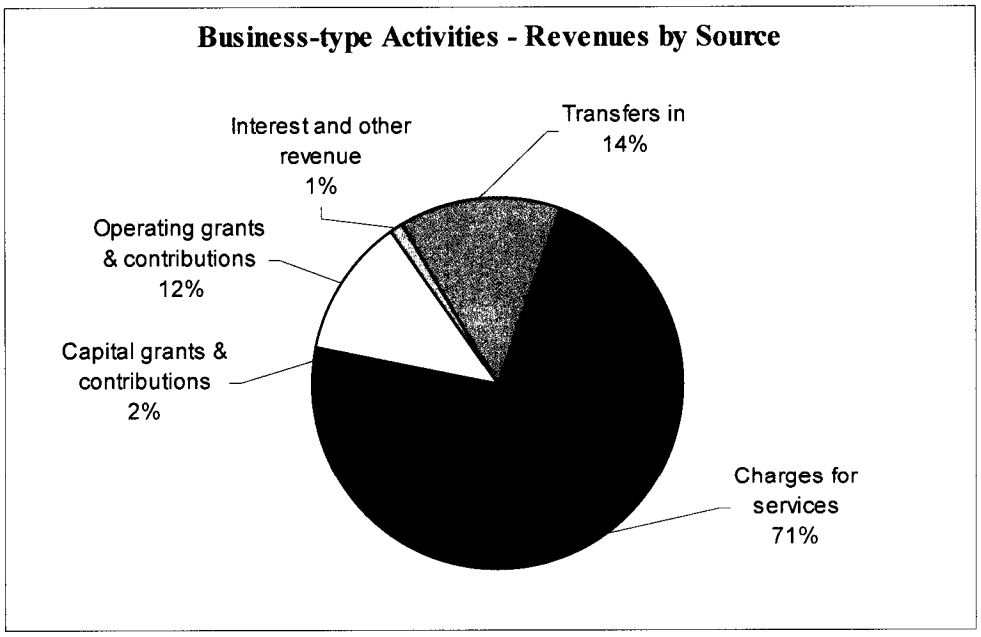
Public Safety is the largest governmental function with expenses of $34,517,293 in 2009, a 6.7% increase from 2008. It is comprised of the police department, $20,407,622, 59%; emergency medical services, $7,115,463, 22%; communications, $1,582,430, 4.6%; fire department, $1,626,648, 4.7%; fire marshal, $1,379,225, 4%; construction inspection, $809,524, 2.4%; emergency management, $552,884, 1.6%; and electronics, $352,253, 1%. With 24-hour operations, 218 of the Town's 622 full-time employees work in public safety, and an additional 165 employees are hired in the summer season.



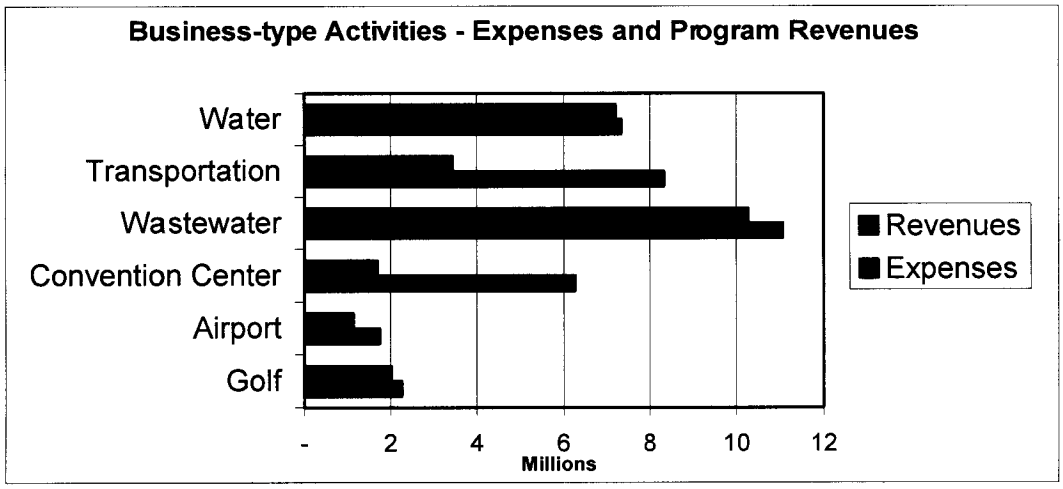
What is Fund Balance?
"Fund balance" is the difference between assets and liabilities for governmental funds and is a key measure of financial health. The Town of Ocean City subdivides fund balance into *Restricted, Committed, Assigned, and Unassigned* portions. The reserves portion represents set-asides for existing obligations. The unassigned portion represents set-asides for future purposes and is available for emergencies. Think of the unassigned as the savings account of the fund. It is the Town's policy to have a miniumum of 10% of expenses in unassigned fund balance. At June 30, 2009, the percentage was 16.9%.

Utilities and Business Services

The Town operates two utilities and four businesses and accounts for their activities similar to businesses in the private sector. Operating revenues and expenses result from providing services and delivering goods. The Water Fund operates the water treatment plants and distribution system; the Wastewater Fund operates the sewage treatment plant, pumping stations and collection system; the Convention Center Fund accounts for the activities of the Roland E. Powell Convention Center; the Transportation Fund accounts for the operations of the Town's bus system and boardwalk trams; and the Airport Fund and Golf Course Fund account for the operations of the Ocean City Municipal Airport and Eagle's Landing Golf Course. Fees and service charges are 71% of all revenues.



The following graph indicates the portion of expenses that are covered by service charges to customers for business-type activities. Water and wastewater are self-supporting and users or reserves cover all costs. The operations of the transportation, airport, golf course and convention center recovered 45% of expenses from user charges.



Utilities and Business Services

	2009	2008
Where the Money Comes From:		
Charges for current services	$25,766,728	$ 25,247,463
Operating grants and contributions	4,539,925	4,606,116
Capital grants and contributions	756,286	3,607,552
Other revenue	410,228	879,826
Total revenues	31,473,167	34,340,957
Where the Money Goes:		
Water	7,333,521	7,193,221
Wastewater	11,075,781	9,622,464
Convention Center	6,265,962	6,003,335
Transportation	8,324,858	8,036,740
Other enterprise operations	4,010,509	3,779,683
Total expenses	37,010,631	34,635,443
Increase (decrease) in net assets before transfers	(5,537,464)	(294,486)
Transfers	5,145,366	5,340,728
Increase (decrease) in net assets	$ (392,098)	$ 5,046,242

WHAT WE OWE

The Town borrows most of the money that it spends for major capital improvements by selling general obligation bonds or from loans that do not require collateral. The Town's bonds have interest rates from 3.00% to 5.05% and are paid over 20 years. At the end of 2009, the Town owed $77,918,835 in debt. Over 58% of the debt, $45,696,736 will be paid from service fees from business-type activities and $32,222,099 will be paid from general tax revenues.

> Why sell bonds? By selling tax exempt bonds, the Town obtains financing at a low interest rate and spreads the cost of the project over many years instead of adding the total cost to your tax bill in one year.

The Town has several pension plans that its employees participate in and has made a commitment to the employees to fund their future pensions. At March 31, 2009, the date of the actuarial valuation of the plans, the plans had an actuarial value of assets of $60,267,844 and an actuarial accrued liability of $86,169,121. This means that $25,901,277 still needs to be contributed to the plans. Employees contribute 5-8½% of their pay to the plans and the Town plans to fund its portion of the liability over the next ten years. The Town has an unfunded actuarial liability of $26,206,723 for retiree health benefits that is being funded over thirty years.

WHERE WE STOOD ON JUNE 30, 2009

The Town's statement of net assets provides a "snapshot" of where we stood financially on June 30th, the last day of the fiscal year. Net assets represent the Town's spendable resources and ownership (equity) in the assets that make up the Town's land, infrastructure, and buildings.

	Governmental 2009	Business-type 2009	Total 2009	Change from 2008
Cash and Current assets	$ 30,319,869	$ 21,799,773	$ 52,119,642	(7.2)
Capital assets	77,041,968	104,218,146	181,260,114	(0.9)
Total assets (Owned)	107,361,837	126,017,919	$233,379,756	(2.4)
Long-term liabilities outstanding	31,813,306	41,859,368	73,672,674	(6.9)
Other liabilities	12,330,023	9,402,393	21,732,416	(7.6)
Total liabilities (Owned)	44,143,329	51,261,761	95,405,090	(7.1)
Excess of assets over debts:				
Invested in capital assets, net of debt	44,851,930	58,489,349	$103,341,279	5.0
Restricted for capital and to pay debt	1,543,521	9,406,011	10,949,532	(13.0)
Unrestricted	16,823,057	6,860,798	23,683,855	(6.9)
Total Excess of Assets over Debts	$ 63,218,508	74,756,158	$137,974,666	1.1

Town of Ocean City's Report to Citizens

OPERATING INFORMATION FOR 2009

General Information:		**Highways & Streets:**	
Year-round Residents	7,562	Street (miles)	69
Registered Voters	5,417	Street Lights	3,024
Average Summer Population	258,726	Catch Basins	2,307
Public Safety – Police:		**Solid Waste:**	
Total Arrests	3,515	Trash Processed (tons)	28,959
Parking Violations	12,871	Trash Recycled (tons)	3,285
Classified Officers	107	**Tourism and Recreation:**	
Seasonal Officers	82	Seasonal Beach Patrol Personnel	194
Fire and Emergency Services:		**Water:**	
Fire responses	1,429	Daily Average Consumption (gallons)	5,434,695
Ambulance responses	5,529	Plants Daily Capacity (gallons)	18,000,000
Fire Safety Inspections/Re-Inspections	2,310	**Wastewater:**	
Fire Investigations	202	Daily Average Treatment (gallons)	5,428,814
Classified Fire Personnel	4	Summer Daily Treatment Average (gallons)	9,237,300
Volunteer Firemen, Life Honor, Gold Badge	220	Plants Daily Treatment Capacity (gallons)	14,000,000
Classified Emergency Medical Technicians	42	**Construction:**	
Seasonal Emergency Medical Technicians	54	Construction Permits Issued	1,500
Transportation:		Estimated Value of Construction	$49,851,387
Bus Passengers	3,315,614		

Visit our website to check your utility and tax account balances or to pay these bills online. www.town.ocean-city.md.us

For additional information or questions contact:

Town of Ocean City
Finance Department
City Hall
301 Baltimore Avenue
PO Box 158
Ocean City, MD 21843
410-289-8858

PRSRT STANDARD
U.S. POSTAGE PAID
Ocean City, MD
PERMIT #41

ATTACHMENT C

INTERDEPARTMENTAL MEMO

TO: Dennis Dare, City Manager

FROM: Joe Sobczak, General Services Director

DATE: October 26, 2009

SUBJECT: Water/Wastewater Chemical Bid Award

I have reviewed the chemical bids that were acknowledged at the October 13, 2009 Work Session. The low bidder for all chemicals does meet the bid specifications.

Based on these findings, I recommend that the awards be made as follows:

Water Department

1. **Basic Chemical Morrisville, PA**
   - Liquid Caustic Soda 50% @ $..1767/dry lb.
2. **Marubeni Specialty Chemical, Tampa, FL**
   - Potassium Permanganate @ $2.75/lb.
3. **JCI Jones Chemicals, Charlotte, NC**
   - Chlorine (1 Ton Cylinder) @ $27.50/cwt
4. **JCI Jones Chemicals, Charlotte, NC**
   - Chlorine (150 Lb Cylinder) @ $50.00/cwt
5. **Polydyne, Inc., Riceboro, GA**
   - Clarifloc A-3300P (Bag) @ $78.10/bag
6. **Pollu-Tech, Richboro, PA**
   - Clarifloc A-3320 (55 Lb. Bag) @ $78.10/bag

Wastewater Department

1. **Univar USA, Middletown, PA**
   - Chlorine (1 Ton Container) @ $26.20
2. **Intercoastal Trading, Secretary, MD**
   - HTH (100 Lb Pail) @ $157.00
3. **Univar USA, Middletown, PA**
   - Sulfur Dioxide (Tons) @ $44.40/cwt
4. **Greer Lime, Morgantown, WV**
   - Lime (Tons) @ $158.50/ton
5. **Basic Chemical, Morrisville, PA**
   - Liquid Caustic Soda 50% @ $2.83/gallon
6. **Univar USA, Middletown, PA**
   - Sodium Hypochlorite 15% @ $1.48/gallon
7. **Basic Chemical, Morrisville, PA**
   - Sulfuric Acid 66BE @ $3.21/gallon

FY'2010 CHEMICAL BIDS																
WATER DEPARTMENT	VENDOR	VENDOR	VENDOR	VENDOR	VENDOR	VENDOR	VENDOR	VENDOR	VENDOR	VENDOR	VENDOR	VENDOR	VENDOR	VENDOR	VENDOR	VENDOR
PRODUCT	**Allegiance Chemicals**	**Basic Chemical**	**Brenntag Northeast**	**Carmeuse Lime**	**Chesapeake Corporation**	**George S Coyne Chemical**	**Graymont PA Inc.**	**Greer Lime**	**Intercoastal Trading**	**JCI Jones**	**Kuehne Chemical Co.**	**Marubeni Chemicals**	**Pollu-Tech Inc.**	**Polydyne**	**Tilley Chemical**	**Univar USA**
Liquid Caustic Soda 50%	$0.3500	$0.1767 (membrane grade)	$0.4700	No Bid	No Bid	No Bid	No Bid	No Bid	$0.3200	$0.2015 (membrane grade)	$0.30	No Bid	No Bid	No Bid	$0.2150	$0.2120
Potassm.Permanganate	No Bid	No Bid	$2.9225	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	$2.75	No Bid	No Bid	No Bid	$3.0330
Chlorine (1 Ton Cylinder)	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	$50.00	$27.50	$40.00	No Bid	No Bid	No Bid	No Bid	$31.6700
Chlorine (150 lb Cylinder)	No Bid	No Bid	No Bid	No Bid	No Bid	$0.6818[b]/150 lbs $102.27	No Bid	No Bid	$88.00	50.00	No Bid	No Bid	No Bid	No Bid	No Bid	$99.0000
Praestol 2500TR (50 lb bag)	No Bid	No Bid	No Bid	No Bid	$105.18[a]	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	$100.00 (25-30 bags/pallet	$78.10	No Bid	No Bid
Naldear 8173/Calcifloc 2244G	No Bid	No Bid	No Bid	No Bid	No Bid	$161.87[c]	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	$78.10	No Bid	No Bid
WASTE WATER DEPARTMENT																
PRODUCT	**Allegiance Chemicals**	**Basic Chemical**	**Brenntag Northeast**	**Carmeuse Lime**	**Chesapeake Corporation**	**George S Coyne Chemical**	**Graymont PA Inc.**	**Greer Lime**	**Intercoastal Trading**	**JCI Jones**	**Kuehne Chemical Co.**	**Marubeni Chemicals**	**Pollu-Tech Inc.**	**Polydyne**	**Tilley Chemical**	**Univar USA**
Chlorine (1 Ton Container)	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	$50.00	$27.50	$40.00	No Bid	No Bid	No Bid	No Bid	$26.20
HTH (100 Lb. Pail)	No Bid	No Bid	No Bid	No Bid	No Bid	$184.99[d]	No Bid	No Bid	$157.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	$181.00
Sulfur Dioxide (Tons)	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	$80.00	$47.00	No Bid	No Bid	No Bid	No Bid	No Bid	$44.40
Lime (Tons)	No Bid	No Bid	No Bid	$168.74	No Bid	No Bid	$217.35[g]	$158.50	$205.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Liquid Caustic Soda 50%	No Bid	$2.83 membrane grade	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	$3.05	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Sodium Hypochlorite 15%	No Bid	No Bid	No Bid	No Bid	No Bid	$1.488[e]	No Bid	No Bid	$1.74	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	$1.48
Sulfuric Acid 66BE	No Bid	$3.21	No Bid	No Bid	No Bid	$4.732[f]	No Bid	No Bid	$5.27	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid

[a] Quoted 50 Lb. Bag
[b] Minimum 21 cyls/delivery - Chlorine Cylinders will be invoiced at $100 each if not returned in good condition at end of contract period
[c] Minimum 25 (55 lb) bags/delivery - N8173
[d] Minimum 10 pails/delivery - quoting on PPG Inductor
[e] Minimum 1500 gallons/delivery
[f] Minimum 400 gallons/delivery
[g] Minimum delivery 22 Tons - Excludes Sunday and Holiday deliveries