

## **BUCKS COUNTY CONSORTIUM**

**Thursday, September 9, 2004**

### **Meeting Minutes**

A meeting of the Bucks County Consortium was held at the Bucks County Sewer & water Authority on September 9, 2004. The following individuals were present:

Janya Awckland, Milford Township  
Eileen Bradley, Wrightstown Township  
Dana Cozza, Buckingham Township  
Melisza Escher, Dale Carnegie Training  
Frank Farry, Middletown Township  
Tom Harwood, Newtown Township  
Sara Hetrick, Dale Carnegie Training  
Ben Jones, Bucks County Sewer & Water Authority  
Dan Kerr, West Rockhill Township  
Rick Lee, Delaware Valley Insurance Trust  
Anna Linn, Delaware Valley Insurance Trust  
William McCauley, Bensalem Township  
Bob Pellegrino, Newtown Township  
Skip Reynolds, Dale Carnegie Training  
Richard Sabol, Upper Southampton Township  
Gail Weniger, Warwick Township  
Jeff Vey, Milford Township  
Linda Wieand, Tinicum Township  
Paul Williams, Dublin Borough

### **Preliminary Remarks**

Frank Farry called the meeting to order, announced the morning's agenda, and thanked the Bucks County Sewer and Water Authority for hosting the September meeting of the Bucks County Consortium.

### **Approval of Minutes**

A motion was made by Bob Pellegrino, and seconded by Jeff Vey, to approve the *Minutes of May 6, 2004*. Motion carried.

### **Treasurer's Report**

The Treasurer's Report for August was presented. A motion was made by Jeff Vey, and seconded by Paul Williams, to approve the Treasurer's Report for August. Motion carried.

### **Presentation: "Building Relationships in the Workplace" & "Stress Management"**

Sara Hetrick, Skip Reynolds, and Melisza Escher from Dale Carnegie Training presented. The speakers introduced their organization, and then asked the Bucks County Consortium membership to identify local government changes and challenges. Changes identified by the membership included those related to leadership, land development, slowed growth, impacted revenue, increased costs, and homeland security. The challenges identified by the membership were funding, prioritizing, balancing demands, and planning for the future. After discussing several ways to handle the local government changes and challenges, Dale Carnegie Training was offered as a method for “facing challenges and changes in a different way.”

To embrace change and challenges several Dale Carnegie Training “drivers” were introduced. The drivers included: creating a vision, setting “breakthrough” goals, discarding old habits, and developing a new set of habits or rules to live by. The goal is to teach individuals how to lead with confidence, sell themselves and their ideas, communicate persuasively, generate enthusiasm, and influence others to their points of view.

The membership discussed the experience of Consortium members that have sent employees to Dale Carnegie Training. Also, discussed was the organization’s history. For more information on how the program works contact Sara Hetrick at 610.783.6509 or visit the Dale Carnegie Training website at [www.dalecarnegie.com](http://www.dalecarnegie.com) .

### **New & Old Business**

Warwick Township volunteered to hold the October meeting.

A request to contribute funding for an ICMA University Workshop to be held on Thursday, 30 September 2004, was tabled.

### **Adjourn**

Frank Farry thanked the guest speakers. The meeting was adjourned without motion at approximately 10:45.

Respectfully submitted,

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