

**DOVER TOWNSHIP
INDUSTRIAL COMMERCIAL DEVELOPMENT COMMITTEE
MINUTES
APRIL 26TH, 2023**

The Dover Township Industrial Commercial Development Committee (I/CDC) Meeting for April 26th, 2023, was called to order at 4:02 PM by Industrial/Commercial Development Chairman Brian Caden. Committee members present were Kathy Herman, Ashley Spangler Jr., Ashley Spangler Sr., and Tyler Lerman. Kim Hogeman, Charles Benton, and Anthony Sarago were absent with prior notice. Also, in attendance were C. Snyder, Borough Council Member; Laurel Oswalt, Township Manager; John McLucas, Township Planning Director; Stephen Parthree, Township Supervisor, John Popovich, Representative Seth Grove and Brooke Searce, Township Secretary. There were 2 members of the public present.

At the commencement of the meeting there was not a quorum, so Shanna Terroso of RAYAC was moved up on the agenda to give her presentation and the items requiring action were put on hold to see if additional members would arrive.

Presentation by Shanna Terroso for Rayac Regarding Real Estate Trends

Shanna Terroso introduced herself as the CEO of the Realtors Association of York and Adams County (RAYAC). A copy of the full presentation is attached to these minutes for reference.

Ms. Terroso shared some activities and trends of the current housing market. In 2022, 6,454 homes were sold. The 2022 number of home sales is down 12% since 2021. For Dover Township, 2022 was not the highest year. 2021 was slightly higher (395 in 2021/ 345 in 2022).

J. McLucas questioned if there was data on the national scale showing what states have residents relocating to Pennsylvania.

Ms. Terroso stated that those states are Maryland, Florida, New York, Delaware.

Based off of the heat map, J. McLucas questioned why Hanover and Dillsburg are highly populated areas considering they are high density areas.

(At this time, both Ashley Spangler Jr. and Sr. arrived to meeting, providing the necessary quorum).

Ms. Terroso stated that she is unsure without doing a survey.

Manager Oswalt stated that there is a lot of industry in those areas.

C. Snyder stated that she was surprised to see how many people are moving from Lancaster County to York County.

Ms. Terroso stated that York County's inventory area is tight, but Lancaster County's has an even tighter market. Lancaster is rated one of the best places to live not only in Pennsylvania but also in the entire country. People are attracted to Lancaster because of the rail system which makes it easy travel to Philadelphia and other mass transit options.

J. McLucas stated that he was at a conference earlier this week and during the conference there was discussion on 45,000 people leaving Pennsylvania per year. Is there any reasons as to why so many people are moving out of Pennsylvania?

Ms. Terroso stated that there are a lot of Pennsylvania residents who move to Florida mostly because of the income taxes and the weather. While Pennsylvania has stayed steady or lost population, York County's population went up 5%. York County is not a hard community in which to sell real estate; we are close to everything. York County is within an 8 hours' drive of 65% of the United States population.

T. Lerman questioned who are the top home builders in York County.

Ms. Terroso stated the County does well with local builders some of which are as follows; Inch and Company, Burkentine Home Builders, Ryan Homes, and JA Myers.

Unfortunately, as a result of the pandemic, some local new construction home builders shifted their businesses to do remodels because they see that business as having higher margins.

S. Parthree questioned what are the new trends for 2023. When driving around you can now see for sale signs in yards for a couple of days whereas within the past couple of years the house was sold before it was on the market.

Ms. Terroso stated that as of now within terms of listing there are 522 up for sale and this time last year there was only 491 listings. The number of listings this year compared to last year is slightly higher.

J. McLucas noted that the Dover Township permit department is about 50% ahead of last year with new construction homes, a lot of that is due to the new constructions being tied up in the planning stage for two years.

APPROVAL OF MEETING MINUTES FOR MARCH 22ND, 2023

Motion by T. Lerman and seconded by K. Herman to approve the March 22nd, 2023, Industrial Commercial Development Committee meeting minutes as presented. **Passed** with 4 ayes.

PUBLIC COMMENT

None offered.

BUSINESS ASSOCIATION UPDATE

B. Caden stated there is a meeting on Thursday, May 11 scheduled for 7:30 AM at Dover Valley Restaurant. There is guest speaker who will be present at the breakfast. It is a marketing individual who owns a marketing firm in York who has helped Greer's and 2Delicious. He also noted that there is still a treasurer position that is open, but the secretary position as been filled.

B. Caden noted that the Facebook page has gained followers. A goal for the year is 500 followers and they are up to 83.

OTHER BUSINESS:

Comprehensive Plan Action Items

None were noted.

OLD BUSINESS:

Sign Placement for Priority Parcel Update

Manager Oswalt stated there will possibly be a sign placement update next month.

J. McLucas noted that as a result of last meeting, he did speak with Steven Stefanowicz, and he was not in favor of his property having a sign placed on it as a priority parcel.

C. Snyder questioned if the sign placement will be for a totally new parcel.

J. McLucas stated they are going to review a new commercial property. There are two other possible locations for the sign as well.

Additional Priority Parcels

Nothing was noted.

Home Grown Business Applications

J. McLucas stated that the digital application was sent out via email.

Manager Oswalt stated that we have enough for quarterly updated this year. Ascom was just put on the website.

J. McLucas stated they are still waiting on an application from 2Delicious.

J. McLucas handed out the Dover Recreation Sponsorship Guide.

Review of Draft Employer Training Needs Survey Discussion

B. Caden questioned if everyone had enough time to review the updated questionnaire.

Hearing no further comments, Manager Oswalt stated the questionnaire would be posted on all social media platforms.

Development Update

J. McLucas noted that Moove in Self Storage located at 3025 Carlisle Road applied for a parking variance that was denied on 4/19/2023. He also noted that there was a pre-application meeting with Enel and it is likely that they will be filing a plan in June or July.

With no further business, the meeting was adjourned at 4:54 PM by Chairman B. Caden.

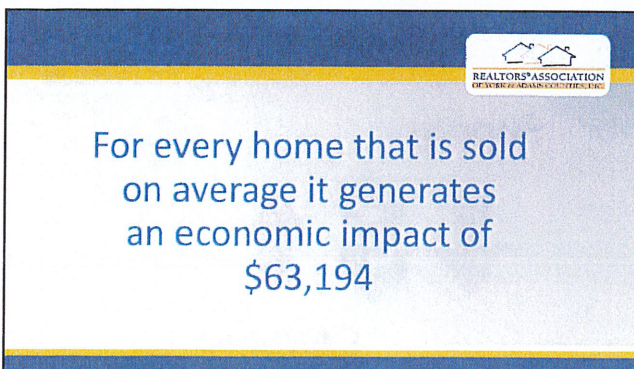
Respectfully submitted by: Brooke Searce

Brooke Searce, Township Secretary



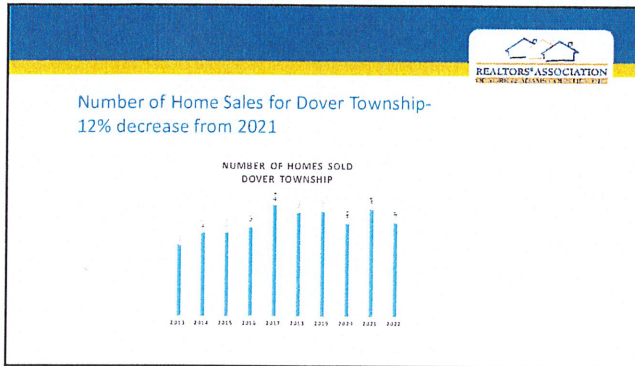
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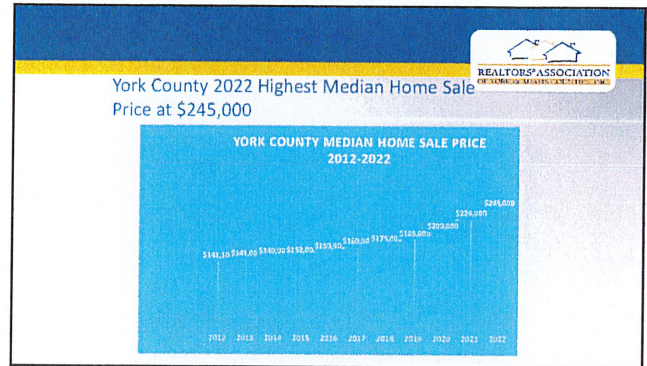


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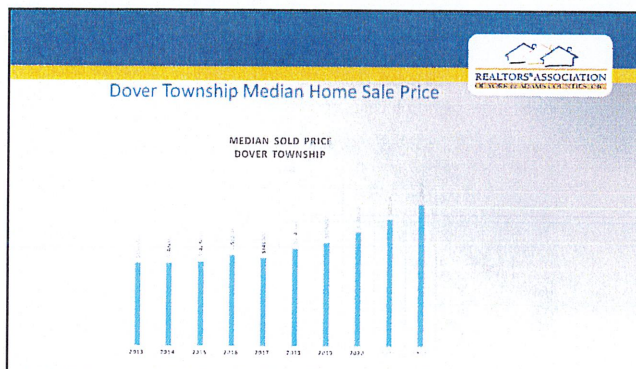
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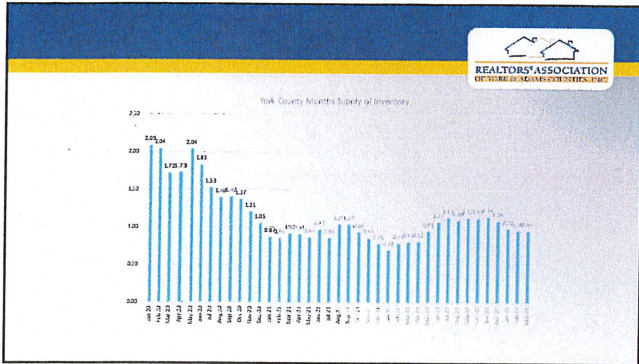
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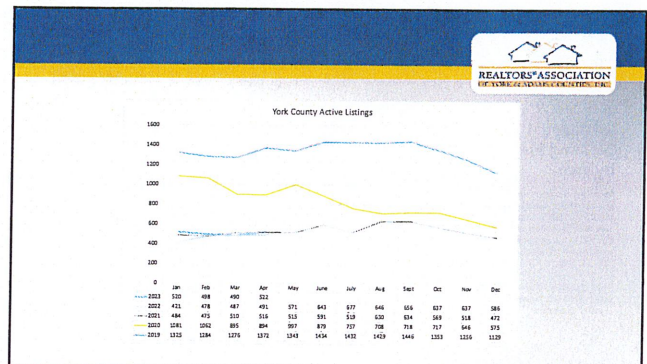
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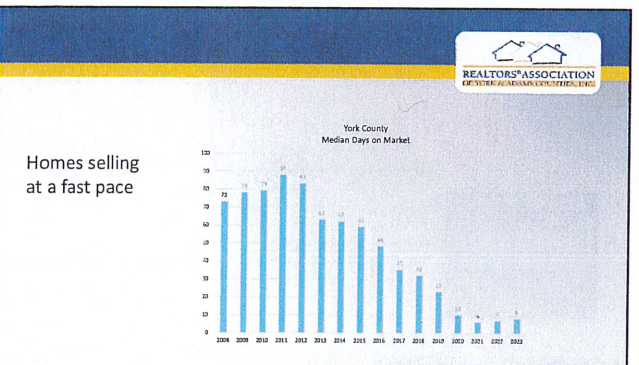
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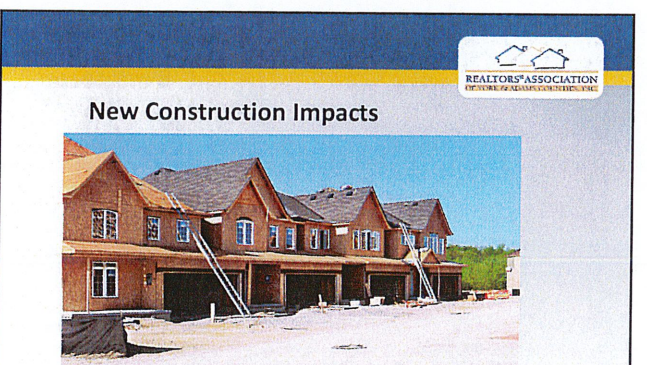
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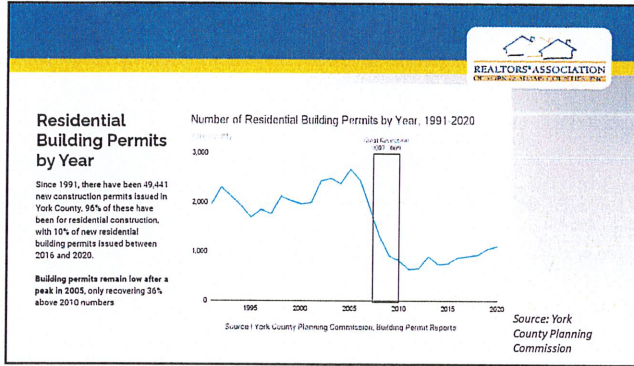
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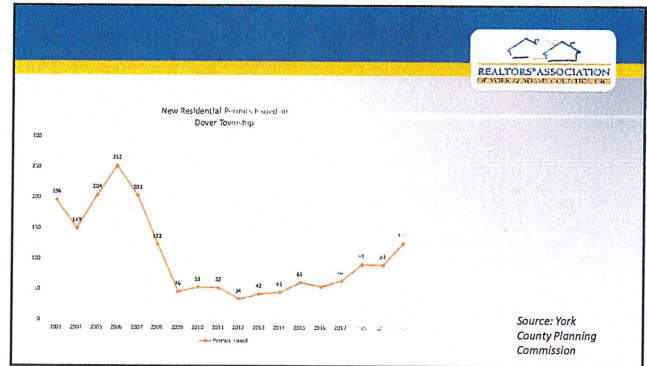
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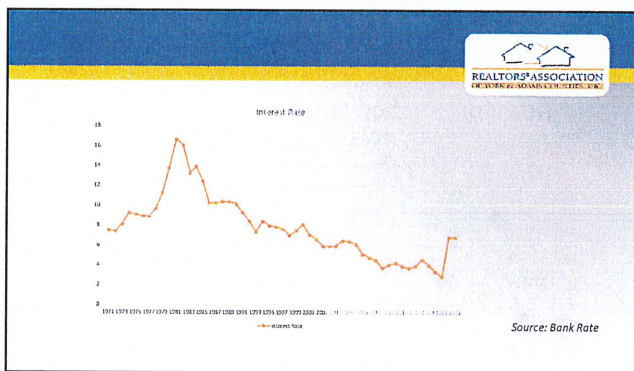
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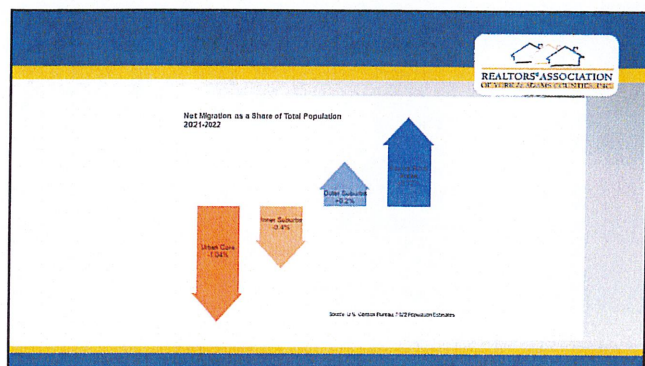
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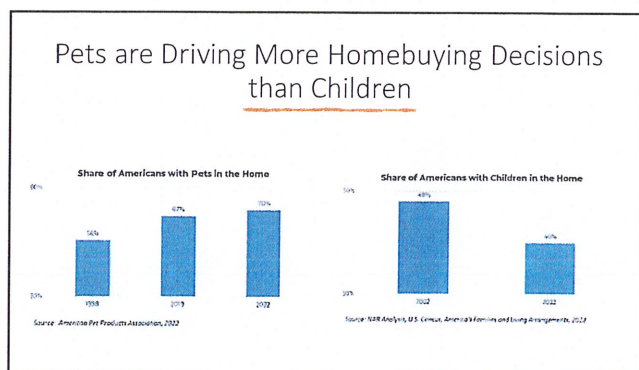


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Characteristics of Home Buyers

- Only 26% of buyers in 2022 were first time homebuyers an all time low.
- First Time Homebuyer age 36 and Repeat buyer age was 59. Both all time highs.
- 61% of recent buyers were married couples, 17% were single females, 9% were single males, and 10% were unmarried couples. This is the highest share of unmarried couples recorded.

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York County Relocation Report

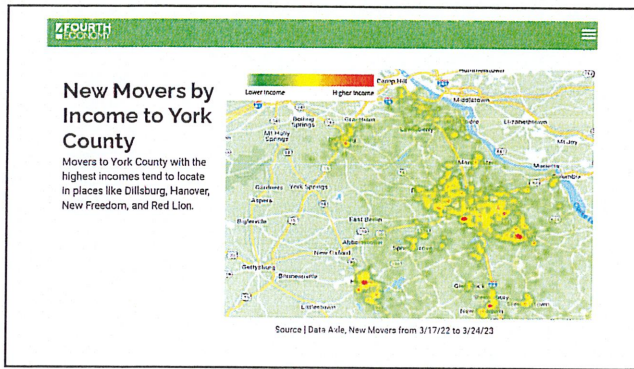
York County: 9,150 new households moved into York County

Lancaster County	988	Lebanon County	104
Cumberland County	893	Berks County	100
Adams County	881	Chester County	87
Baltimore County	660	Franklin County	81
Dauphin County	545	Perry County	74
Carroll County	321	Howard County	67
Harford County	312	Allegheny County	66
Baltimore city	207	Montgomery County	65
Anne Arundel County	136	Bronx County	62
Philadelphia County	118	Frederick County	54

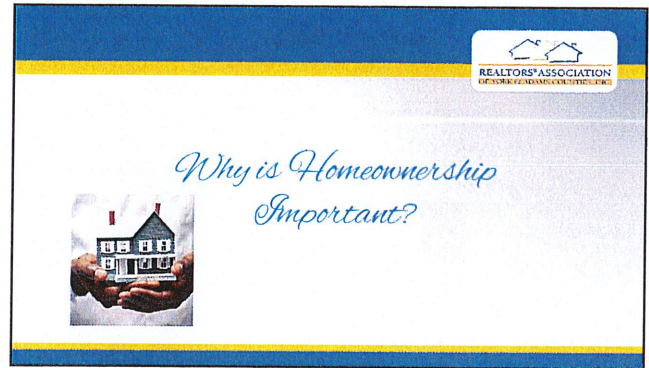
Source: U.S. Census

REALTORS ASSOCIATION OF YORK COUNTY, PA

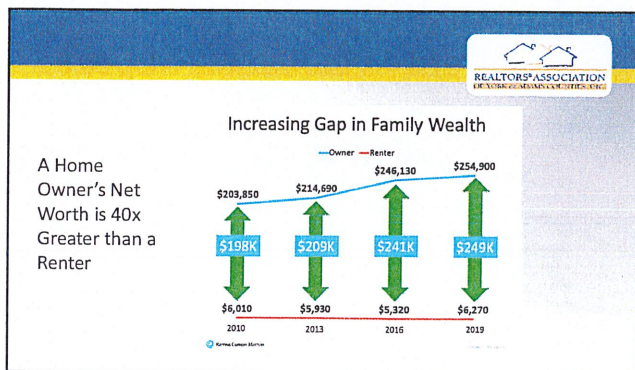
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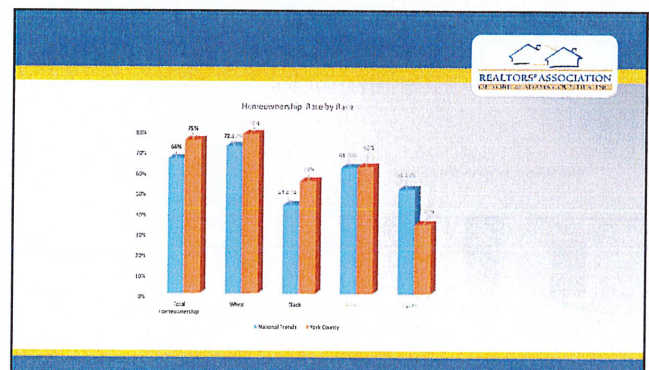
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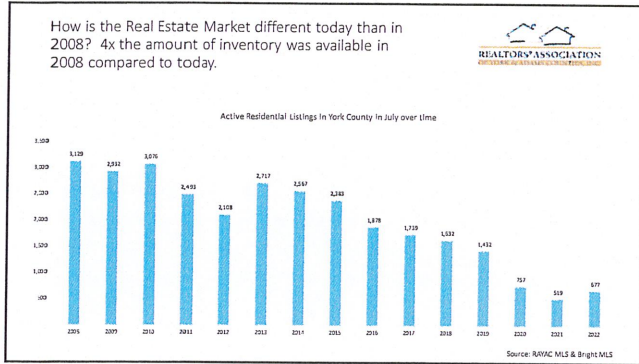
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York County Annual Sale Price and Growth

Year	Unit Sales	Home Price	Dollar Volume
2018	-3%	+3%	+1%
2019	+6%	+6%	+11%
2020	+4%	+8%	+12%
2021	+10%	+12%	+23%
2022	-12%	+9%	-3%
Jan-Mar 2023	-23%	+11%	-16%
2023 Forecast*	-11%	-2%	-13%
2024 Forecast*	+18%	+3%	+21%

*NAR Chief Economist Dr. Lawrence Yun forecast for national housing market

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For Home Sale Statistics:

www.RAYAC.com/statistics

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