

# THE TOWNSHIP OF MANCHESTER

YORK COUNTY



PENNSYLVANIA

## MANCHESTER TOWNSHIP PLANNING COMMISSION AGENDA

Wednesday – December 18, 2024 – 6:00 PM

**CALL TO ORDER**

**APPROVAL OF MINUTES FROM NOVEMBER 20, 2024**

**OLD BUSINESS**

- **Review Manchester Township Draft Comprehensive Plan**

**ADJOURNMENT**

# THE TOWNSHIP OF MANCHESTER

YORK COUNTY



PENNSYLVANIA

## PLANNING COMMISSION MINUTES November 20, 2024

### **MEETING**

The Manchester Township Planning Commission held its regularly scheduled meeting on Wednesday, November 20, 2024, at the municipal building located at 3200 Farmtrail Road, York, PA 17406. Chairperson Nicholas Hauck called the meeting to order at 6:00 PM.

### **ATTENDANCE \*(A) = Absent**

Nicholas Hauck, Chairperson  
Kenneth Stoutzenberger, Vice-Chair  
Richard Halpin, Member  
Nick Dreisbach, Member  
Daniel Spies, Member (A)

B.J. Treglia, Township Engineer  
Rachel Vega, Zoning/Planning Officer  
Marita McVey, Zoning/Planning  
Mark Henise, ELA Group  
Larry Young, Solicitor (A)  
Cory McCoy, CS Davidson Engineer (A)

### **APPROVAL OF MINUTES**

Mr. Halpin made a motion, seconded by Mr. Stoutzenberger, to approve the minutes of the November 20, 2024, Planning Commission meeting. The motion carried unanimously.

### **NEW BUSINESS**

Richard Halpin was presented with a plaque in recognition of his service, from November 2006 – January 2025, to the Manchester Township Planning Commission.

### **Review Manchester Township Draft Comprehensive Plan**

The commission members discussed the draft of the new comprehensive plan and feel the structure of the plan is unconventional.

- They would like to see Goals and Implementation as a summary in the front of the document.
- In the transportation section, the Susquehanna Trail widening project and bridge replacement should be discussed. Remove mention of the Crone Road extension. The commissioners are concerned about increased traffic and would like an assessment of what the impact would be for the anticipated land uses. They would also like to see mention of the bridge that crosses Conewago and Susquehanna Trail.
- They would like to see a better illustration of existing map features/attributes versus proposed map features.

- There was a discussion on how to prevent multiple families living in ADUs, regulating them as rentals and how the township is notified of change of occupancy. How would this and other misuse be enforced?
- They would like to see recommendations to eliminate as many dual-zoned parcels as possible.
- A question came up asking why we don't have a property maintenance code. They would like to have one.
- They would like next month's meeting to focus on the proposed rezoning map.
- It was suggested that the Prospect Hill Cemetery should be shown with accurate zoning and careful consideration for future zoning recommendations.
- Full size maps of the existing zoning and future zoning before the next meeting would be helpful and would like descriptions/definitions of the future zoning districts that are different than the existing.

#### **ADJOURNMENT**


With no additional business on the agenda, Mr. Hauck adjourned the meeting at 7:05 PM.

Respectfully submitted,

Rachel Vega  
Zoning/Planning Officer

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# SCOTT ETTIEN

 717-894-6811

 [linkedin.com/in/scott-ettien](https://www.linkedin.com/in/scott-ettien)

 [scott.ettien@gmail.com](mailto:scott.ettien@gmail.com)

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## PROFESSIONAL PROFILE

Accomplished global commercial leader with a strong track record of launching and scaling innovative sales models, expanding sales channels, and strengthening internal and external relationships to drive revenue and organizational growth for top-tier enterprises. Strategic and adaptable executive with a proven ability to translate operational, technical, and strategic vision into scalable roadmaps that consistently meet and exceed global sales goals. Skilled in building cross-functional partnerships to develop effective revenue growth and customer acquisition strategies across multiple countries. Experienced in coaching and leading high-performing sales teams to achieve key performance indicators.

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## AREAS OF EXPERTISE

- Market Research & Competitive Analysis
- Product Launches & Development
- Digital Strategy & Distribution
- Performance Metrics / KPIs
- Sales Pipeline Generation
- Global Sales Operations
- Business Development
- Go-to-Market Strategy
- Revenue Generation
- Sales Forecasting
- Global Team Management
- Commercial Underwriting
- P&L Management
- Client Relationships
- Strategic Planning

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## PROFESSIONAL EXPERIENCE

### **WTW / New York, NY**

2010–2024

#### ***Global Head of Supply Chain Finance and Head of Financial Solutions North America (2023–2024)***

Directed the strategic vision and commercial strategy for a global line of business with over 200 members, focusing on supply chain finance and trade credit insurance. Leveraged existing relationships with banks and asset managers to expand the business internationally, optimizing partnerships to penetrate new areas where insurance products support bank lines with insurance backing. Spearheaded new business development, identified partnership opportunities, and retained the existing client base through effective relationship management and strategic communication in challenging environments. Built and educated world-class teams globally to achieve organizational sales goals and execute strategic business plans.

- Achieved double-digit, multimillion-dollar global revenue growth by retaining 90% of the customer base and generating new business opportunities.

#### ***Global Head of Trade Credit and Head of Financial Solutions North America (2019–2023)***

Appointed as the first global head of trade credit at WTW, leading a team of 125+ professionals across 25 countries to operate as a cohesive global unit. Established a global management team to encourage input and local leadership, fostering a "one team, one dream" culture. Successfully managed and retained the majority of the global trade credit team during an 18-month period of uncertainty following a failed AON acquisition. Built strong relationships with regional leaders, creating effective sales strategies and implementing improvements to drive new growth, particularly in the supply chain finance product, which was previously limited to North America.

- Unified WTW's trade credit line of business into one global unit despite resistance from local leaders seeking independence.
  - Developed a global pipeline for multinational placements and cross-selling.
  - Achieved global business growth in spite of the failed acquisition and loss of multiple WTW personnel in various countries.
  - Retained over 85% of trade credit staff during the challenging period of the acquisition and the pandemic.
- Retained 100% of our bank clients during the global pandemic reinforcing relationships as potential insurance losses loomed large.

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# SCOTT ETTIEN

717-894-6811 | scott.ettien@gmail.com

## **Executive Vice President – US Head of Trade Credit (2015–2019)**

Promoted to lead the US trade credit team. Responsible for recruitment, development, and management of US trade credit team, regional sales and operating income, retention strategies and annual business growth goals. Defined and implemented sales policies, created sales campaigns, managed budgets, and facilitated rollout of supply chain finance training to entire team. Built internal WTW client relationships to expand our reach and introduce new revenue channels to other WTW colleagues for their customer base.

- Transformed the US team into the top-performing region with record revenue, growing region by 150% and surpassing all other regional teams globally.

## **Senior Vice President - Sales Agent (2010–2015)**

Excelled in a fully remote sales role, successfully prospecting and closing new business across the United States. Cultivated strong relationships within the financial industry, including partnerships with banks, law firms, certified public accountants, and the WTW P&C producer network, to build a robust directory of connections.

- Achieved the highest new business generation among all US trade credit employees at WTW.

## **Atradius Trade Credit / Baltimore, MD**

1985–2010

### **Global Head of Underwriting North America (2005–2010)**

Oversaw the global underwriting unit and multinational sales targets for North America, managing a team of 11 professional across offices in Baltimore, Mexico City and Toronto. Led new business acquisition efforts by leveraging the local sales team and identifying cross-selling opportunities within the global portfolio. Focused on driving KPIs, ensuring portfolio growth while meeting expense and profitability targets. Collaborated with broker distribution channel and cultivated relationships to generate additional sales opportunities. Managed 65% of the total premium for North America.

- Delivered consistent growth during 5 years of leadership, achieve all targets.
- Achieved the only profitable book of business for Atradius during the Global Financial Crisis (GFC).

## **Atradius Trade Credit / Baltimore, MD**

1985–2010

### **Senior Vice President – Head of Sales – East Region (1998–2005)**

Promoted to lead a 10-member regional sales team covering the Eastern United States. Led recruitment, development, and management of the salesforce, focusing on retention strategies for a \$20M book of business with 15% annual growth targets. Defined and implemented sales policies and standard operating procedures, created sales campaigns, managed budgets, and spearheaded the rollout of supply chain finance (SCF) programs. Introduced Atradius to its first SCF program, educating underwriting staff on banking nuances and demonstrating how insurance can support and enhance these programs. Built and strengthened client relationships, expanding the commercial pipeline and consistently producing profitable business with no losses under bank insurance policies.

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*Additional experience within Atradius includes Sales Associate, Trade Credit Underwriter, Accountant.*

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# SCOTT ETTIEN

## EDUCATION AND PROFESSIONAL DEVELOPMENT

University of Baltimore; Baltimore, MD: Bachelor of Science, Accounting

Elected to the Atradius Board of Directors in 2005

### **International Trading & Forfeiting Association (ITFA)**

Served as a board member and Insurance Committee Co-Head. Two key topics that I am leading are for positive change for Regulatory Capital Relief Rules (Reg. Q) to allow US Banks to receive regulatory capital relief through the use of insurance products. We have met several times with the Federal Reserve, the OCC and the FDIC to advocate for these changes. We started this project in October 2022 and continue our efforts until final decisions are rendered.

The second topic/project is to advocate for change with the New York Department of Financial Services (DFS) for changes to the Financial Guaranty rules to allow for non-payment insurance to be recognized as Credit Insurance rather than Financial Guaranty. We have met several times with the Superintendent, Deputy Superintendent and General Counsel at the DFS. We started this project in March 2023 and will continue until a final decision is made.

### **Reinsurance Association of America (RAA)**

I am currently serving as a Steering Committee member to advocate/ for changes to Reg. Q as noted above via my ITFA role. I am responsible for coordinating the efforts between ITFA, the RAA and IACPM to ensure that our messaging to the regulators is consistent with no conflicts in what we want to achieve as an industry (bank and insurance). I have been active with the RAA since December 2022.

### **International Association of Credit Portfolio Managers (IACPM)**

I am an active member of this association who represent the banking industry. Together with ITFA and the RAA, all three of these organizations have effectively come together to advocate for positive change in the banking and insurance laws to effective positive change in the area of capital relief for banks. If successful, these changes will open the door for more competitive banking for the US banks while also helping to diversify bank risk within the insurance industry. This will also provide more and lower priced capital to corporations in the US which will lead to further investment into employees.

I have been active with IACPM since October 2022.

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