

**MONTGOMERY TOWNSHIP BUSINESS DEVELOPMENT PARTNERSHIP
MEETING MINUTES
January 21, 2025**

The January reorganization and regular monthly meeting of the Montgomery Township Business Development Partnership (BDP) was held at 8:30 A.M. at the Township Administration Building on January 21, 2025. A virtual option was available via Microsoft Teams. The members of the BDP in attendance were Jim Brusilovsky, Ryan Frazier, Mary Griffith-Alfarano, and Joy Zwicker. Also present were Marianne McConnell, Zoning Officer, Derek Muller, Public Information Coordinator, and Ava Komasz, Public Information and Administrative Assistant. Wesley Nappen of Nappen & Associates attended as a member of the public.

Reorganization Meeting

Call to Order: The meeting was called to order at 12:33 p.m.

Nomination and Appointment of Business Development Partnership Chair for 2025: Members of the BDP unanimously approved J.P. Northrop as the 2025 BDP Chair. Mr. Northrop had indicated his interest in serving as Chair prior to the meeting, although he could not attend this month.

Nomination and Appointment of Business Development Partnership Vice-Chair for 2025: Members of the BDP unanimously approved Mary Griffith-Alfarano as the 2025 BDP Chair.

Adjournment: The meeting adjourned at 12:35 p.m.

Regular Meeting

Call to Order: The meeting was called to order at 12:35 p.m.

Minutes: On a motion by Mr. Frazier and a second by Mr. Brusilovsky, the November 19, 2024 meeting minutes were approved.

Public Comment

- Wesley Nappen of Nappen and Associates introduced himself. His father, Allan Nappen, previously served on the BDP. He indicated an interest in joining the BDP. Members of the BDP reciprocated this interest. Mr. Muller indicated he would share the volunteer committee application with Mr. Nappen.

New Business

- **Presentation: The Wall That Heals** - Carolyn McCreary, Township Manager announced that The Wall That Heals, a three-quarter scale replica of the Vietnam Veterans Memorial in Washington, D.C., will be in Montgomery Township from July 10th to July 13th, 2025 at Windlestrae Park. Information about volunteer opportunities and sponsorships/donations will be available soon.
 - Visit the website for more information: [The Wall That Heals - Montgomery](#)

Township, 2025

- **Welcome News Business Swag Bags:** Mr. Muller showed the BDP the welcome packages for new businesses in Montgomery Township. They included small tote bags, folders with important information, and a pen. The committee requested one more additional, useful item like a mini desk organizer. Mr. Muller indicated he will look at some options. He will also send the “Resident Guide” draft to the BDP, as it includes key information businesses need.
 - The BDP will discuss distribution during the February 2025 meeting.
 - The BDP indicated interest in coordinating a networking event for Montgomery Township businesses, with a tentative date of Wednesday, September 24th from 5:30 p.m. to 7:30 p.m. Mr. Brusilovsky expressed interest in hosting the event at Marks Jewelers. Mr. Muller stated he will talk to the Township Manager about it.
- **Business Updates:** see the next page for business updates.
- **Confirm Meeting Dates:** The BDP will meet on the following dates as long as there is a quorum.
 - January 21
 - February 18 [Proposed presentation: GIS business maps]
 - March 18 [Proposed presentation: 2024 Banking Fraud]
 - April 15 [Proposed presentation: Employer Insurance]
 - May 20
 - June 17
 - July 15
 - No August Meeting
 - September 16
 - October 21 [Proposed presentation: Emergency Services]
 - November 18 [Proposed presentation: 2025 Banking and Markets Update]
 - No December Meeting

Old Business

Adjournment:

There being no further business to come before the BDP, the meeting adjourned at 1:23 p.m. The next meeting will be on Tuesday, February 18, 2025 @ 12:30 p.m. at the Township Administration Building. This meeting will be held in person with a virtual option available.

Business Updates – January 2025

- **Mary Griffith-Alfarano (Fulton Bank)** – The bank achieved 300% of their goal for lending in 2024, largely due to home equity loans. Fraud and scams continue to be on the rise.
- **Joy Zwicker (Iron Valley Real Estate)** – The housing market is slow, but she predicts there will be more houses on market this coming spring than there were last spring. There are more houses in Montgomery Township on the market, and days on market for housing is up 33%. The list to sale price is down to 98%, where it had previously exceeded the listing price.
- **Ryan Frazier (Citadel Credit Union)** – Consumer lending has slowed down, but commercial lending is increasing. They are seeing a leveling out in the market.
- **Marianne McConnell (Montgomery Township Planning & Zoning):** Raising Canes will open in mid-February. Chick-Fil-A completed their drive-thru expansion and are open. Information about Penn Medicine will be shared as it is available.
- **Jim Brusilovsky (Marks Jewelers)** – The business ended the year with a strong December. He indicated that there isn't much of a market for items under \$300 at Marks Jewelers. He will wait and see how the new Federal administration affects business.