

MONTGOMERY TOWNSHIP BUSINESS DEVELOPMENT PARTNERSHIP
MEETING MINUTES
November 18, 2020

The monthly meeting of the Montgomery Township Business Development Partnership (BDP) was held at 8:30 A.M. using the virtual meeting platform, TEAMS. The members of the BDP in attendance included Lisa Martin - Chair, JP Northrop, Allen Nappen, Bob Cole, Mary Griffith-Alfarano, and Jay Haenn. Also present was Candyce Fleuhr Chimera, Board of Supervisors' liaison to the Committee, and Carolyn McCreary, Township Manager.

Call to Order: The meeting was called to order at 8:35 a.m.

Minutes: No minutes were submitted for review and approval.

New Business: Each Committee member provided an update on their business operations and any issues they are dealing with as a result of the current pandemic. Ms. Martin reported Costco is strongly enforcing the mask mandate and if a member wishes to enter the store and cannot wear a mask they will be provided a face shield. She stated that once again their inventory is being depleted because of the latest COVID-related mandates. Mr. Haenn, Lansdale Chrysler Dodge Jeep, spoke about the car sales and the fluctuating inventory. Mr. Cole, World Wide Stereo, reported the supply chain is being adversely affected again. Ms. Karpf, Simon Properties, stated the Montgomery Mall is preparing for the holidays with Santa arriving on Friday. She advised a COVID testing booth will be located outside of the mall within two weeks. Ms. Griffith-Alfarano, Fulton Bank, spoke about operations, noting the models in banking may change in 2021 as a result of the pandemic. She pointed to customers liking the idea of banking by appointment along with the convenience of the existing drive-thru facilities. Concerning the PPP loans forgiveness, she stated the banks have 60 days to review and then the SBA has an additional 30 days to review so the process takes time. Ms. Chimera spoke about her experiences in the current market as a realtor with 20 years of experience, noting it continues to be a "hot market" with homes receiving multiple bids that exceed the asking price. She stated the inventory cannot keep up with the demand and she has fielded calls from residents of Philadelphia who desire to relocate to the suburbs.

In response to a question from Ms. Martin about the economy, Mr. Northrop explained the "market" is very different from the overall economy of our country. He stated small business drives the economy, which is why there is so much concern. Whereas, the stock market's performance is driven by other factors and counts on the status quo in Washington, which would result in no major tangible changes that could adversely affect it. He noted there will likely be an infrastructure bill and some legislation to reduce prescription drug prices, with the former gaining consensus by both parties and the latter needing negotiation as both parties have want to see drug prices reduced but have different ideas for doing this.

District Judge Andrea Duffy attended the meeting as a guest and spoke about the impact COVID has had on the courts with varying hours, continuances and virtual hearings. She noted the newly

formed Montco/New Britain Rotary which was meeting on the first and third Mondays at Michael's Restaurant. She stated they are looking to publicize the club, recruit new members and find ways to benefit the community. She also spoke about the Drug Addiction Resource Alliance (DARA) which is a collective of local resources in the community that are available to those who may be suffering from a substance use disorder.

Joanna Chodorowska attended the meeting as a guest and introduced herself to the Committee, stating she is a member of the Montco-New Britain Rotary and a holistic nutrition coach with a business in the Township focusing on inflammation and traumatic stress injuries.

Old Business: Mr. Northrop inquired about the master spreadsheet being developed to communicate with the businesses in the Township. Ms. McCreary stated the email addresses had been imported into Robly, the Township's e-news program with invitations being sent to the businesses to accept communications from the Township. She noted Kelsey Whalen, the Township's Public Information Coordinator is now on maternity leave and this would be followed up on when she returns.

Adjournment:

- Ms. Martin thanked everyone for their updates and participation in the meeting. There being no further business to come before the BDP, the meeting adjourned. The consensus of the Committee is to meet virtually next on December 15, 2020.