

**MONTGOMERY TOWNSHIP BUSINESS DEVELOPMENT PARTNERSHIP
MEETING MINUTES
January 18, 2022**

The 2022 reorganization meeting and the regular monthly meeting of the Montgomery Township Business Development Partnership (BDP) were held at 8:30 A.M. virtually via Microsoft Teams. The members of the BDP in attendance included JP Northrop, Mary Alfarano, Allen Nappen, Jay Haenn, and Ryan Frazier. Also present were Carolyn McCreary, Township Manager, Marianne McConnell, Deputy Zoning Office, and Derek Muller, Public Information Coordinator.

Reorganization Meeting

1. **Call to Order** – The 2022 BDP Reorganization meeting was called to order at 8:35am
2. **Consider Appointment of Business Development Partnership Chair & Vice-Chair for 2022** – On a unanimous vote by all present members of the BDP, the 2022 BDP Chair will remain the same as 2021. The 2022 BDP Chair will continue to be Lisa Martin, and the 2022 BDP Vice-Chair will continue to be JP Northrop.
4. **Adjournment** – There being no further business, the meeting was adjourned at 8:36am.

Regular Meeting

Call to Order: The meeting was called to order at 8:36 a.m.

Minutes: On a motion by Mr. Northrop and a second by Mr. Haenn, the November 2021 meeting minutes were approved.

Public Comment

There was no public comment.

New Business

- a. **Committee Membership Update-** With the exception of one member, membership in the BDP remains the same this year. The Township hopes to add a Montgomery Mall contact to the committee soon. The minimum of 7 business owners has been met, but there are three available committee positions.
- b. **Business Updates – The members of the BDP went around and shared updates for their businesses.**
 - a. **Mary Alfarano (Fulton)** – Staffing continues to be an issue, especially as COVID cases surge. Commercial loan rates are ticking up (currently at 4.3%). Borrowers are looking for 10 year fixed rate loans. Fulton will be focusing on electronic banking moving forward.
 - b. **Ryan Frazier (Citadel)** – Like Fulton, staffing is a challenge. They have been lucky to remain open during the COVID surge. He is curious to see the deposit and lending rate trends this year.

- c. **Jay Haenn (Lansdale Chrysler Dodge Jeep)** – Business is doing okay. Luckily, there have been no major challenges during the surge of COVID. Supply shortages still affect inventory, but for some vehicle lines this issue is getting better.
 - d. **Allan Nappen (Nappen & Associates)** – Industrial Real Estate is in high demand. Real estate rental rates are increasing, along with the cost of construction.
 - e. **Carolyn McCreary (Montgomery Township)** – The COVID surge is causing a challenge for staffing. The Board of Supervisors reorganized on January 3rd. The Township is making a push for volunteers to apply to serve on its various advisory committees.
 - f. **JP Northrop (Edward Jones)** – As a result of “The Great Resignation,” people are changing careers and rolling over their 401(k) accounts. Business is busy on the investment side, and clients are rebalancing investments based on recent market changes.
- c. **Finalize Future Meeting Times for Public Advertisement** – The BDP members in attendance unanimously agreed to maintain the 8:30am time every third Tuesday of the month. A virtual option will be intact even when the meeting is in-person.
 - d. **Future Meeting Topics/Speakers** – A discussion regarding ideas for presentations and speakers was held. Some ideas included:
 - a. Comprehensive Plan Updates
 - b. Fire Department Information for Businesses
 - c. Healthcare Updates
 - d. Transportation in the Township
 - e. Internet Fraud/Scams Information
 - f. Police Department Update

Other/Old Business

- Following a question about recent new business in the Township, Ms. McCreary explained that the Zoning Code dictates who is allowed to do business in the Township. Additionally, the State regulates medical marijuana retail.
- Comprehensive Plan meetings are underway, and they are held the first Thursday of each month in-person at the Montgomery Township Administration Building at 7:30pm.
- Montgomery Mall has been purchased recently. The exact future of the Mall remains uncertain, but the Township hopes to have a dialogue with them in the near future to work together.

Adjournment:

There being no further business to come before the BDP, the meeting adjourned at 9:14am. The next meeting will be on Tuesday February 15, 2022 @ 8:30am. The format is TBD.