



## Lancaster City Merchant Meeting Minutes

January 15, 2020 - 8:30 am  
The Ware Center

65 in attendance

### Introduction/Announcements:

Marshall Snively welcomed everyone to the first meeting of the new year.

Sandy Gambone introduced herself to the group. She is the Business Ambassador for Water Street Mission. She shared that Water Street is in need of clothing items their guests can wear during the winter season. See the attached [flyer](#) for more details on how to help.

Zac Nesbitt shared that Commonwealth on Queen is planning a pop-up dinner on Valentine's Day. Altana is also working on a special Valentine's menu.

Maureen Wheeler with Lancaster Barnstormers reported there are 114 days until Opening Day at Clipper Magazine Stadium!

Gary Davis with Holiday Inn Lancaster was wearing his Rotary of Penn Square hat and shared information on their "Hearts for Lancaster". Red hearts are available to purchase and will be hung on lampposts in the Downtown area. Proceeds from this fundraiser sustain the Rotary Club's projects and grants. You can order your heart [here](#).

Alan Friedland of Ream Jewelers was pleased to share this is their 85<sup>th</sup> year in Downtown.

Carol Gifford with the Lancaster Parking Authority reminded everyone that in order for residents to utilize the parking garages for free parking during winter weather, a winter weather emergency must be declared by the Mayor. Watch local media and social media for the Mayor's declaration in order to park in the garages for free.

Amber Strazzo, Communications Manager for the City of Lancaster, shared that the "State of the City 2020" will be held January 28<sup>th</sup> from 6 pm – 7 pm at The Ware Center. A limited number of tickets are available at [here](#).

Kathlene Sullivan with Lancaster City Alliance shared that the dates for Lancaster City Restaurant Week will be March 2nd – 8th. The 2nd Lancaster City Indie Retail Week was just scheduled for July 17th – 24th. She encouraged everyone to support both events.

Karen Foley with Lancaster LGBTQ+ Coalition distributed copies of their brochure "Courage & Authenticity for All".

Christine Schneider shared that she is now working with Susan Eberly at Alegre Events.

Susan Eberly of Alegre Events shared that the YWCA's Race against Racism is set for April 25th and registration is now open. The "Walk a Mile In Her Shoes" event will be rebranded and held on June 5<sup>th</sup>. If anyone is interested in obtaining tickets for Monday's Dr. Martin Luther King, Jr. Breakfast at the YWCA, please see Susan.

Corinn Kirchner with PPM Real Estate mentioned they have several listings for small office space available.

Chris Fitz introduced himself to the group. He is the Executive Director, Community Engagement for Advoz, Mediation and Restorative Practices. Their organization offers alternative services for dispute resolution.

Andrea Miller was excited to share she recently purchased j.a. sharp, a custom jeweler in the 300 Block of North Queen Street.

Bill Speakman with Tellus360 reported they just reopened after completing renovations which included replacing the front windows with new doors and lighting was added to the dance floor.

Scott Drackley with Penn Square Music Festival invited everyone to attend “Lift Every Voice & Sing – A Concert of African American Composers” on February 23rd from 3 pm to 5 pm at The Ware Center.

Matt Stetler with Penn Square Music Festival shared they are preparing for the next show in their Opera: Up Close & Personal Series entitled Tenors & Tequila on March 25th at 6 pm at the Holiday Inn.

Dani Decker with Central Market reported they are partnering with Taste the World for a “Taste the World: Market Edition” on Saturday, February 29th from 7 am – 9 am. Tickets will be available through Taste the World’s website shortly.

Meg Titter with Max’s Eatery shared they are planning for an Ice Cream for Breakfast event on February 1st at 9:00 am. Also, February 13<sup>h</sup> is Galentine’s Day – Gal-Pal Chats and lots of waffles!

Kevin Molloy with the Lancaster County Convention Center shared that the MLK volleyball tournament will be held this weekend bringing lots of people to the City. Zenkaikon will be returning March 20th - 22nd. Quilt Week will be March 25th – 28th.

Julia Ressler with Penn Medicine Lancaster General shared that Narcan is available, along with training, to any business that is interested. Please contact Julia at [Julia.ressler@penmedicine.upenn.edu](mailto:Julia.ressler@penmedicine.upenn.edu).

Sue Lackmann with Penn Medicine Lancaster General shared that she has flyers and cards for businesses to post for their employees offering help for alcohol and other drug problems. Please contact Sue to obtain copies at [Susan.Lackmann@penmedicine.upenn.edu](mailto:Susan.Lackmann@penmedicine.upenn.edu).

Guy McIntosh introduced himself to the group as the new Manager of the Lancaster Symphony Orchestra. They are working on rebranding which will include a new website. They are celebrating their 40<sup>th</sup> season. He invited everyone to attend the Winter Romance Concert on February 15th at the Fulton Theatre.

Larry Keating of SCORE was happy to report they now have 70 mentors and all the services they provide are free.

Christiana David shared that her gallery will be holding a special dinner for Valentine’s Day.

Wyatt Behringer with LOOP is starting to work on the 2020 Visitor’s Guide. Anyone interested in being part of the Guide may contact Wyatt at [WyBehringer@cityoflancasterpa.com](mailto:WyBehringer@cityoflancasterpa.com).

Rebecca Addington of Ville + Vue is excited to be open in 101NQ. She invited everyone to stop by the store on February 2nd for a special Groundhog Day event. Raven Ridge Wildlife Center will be bringing a groundhog named “Poppy” to the store from 12 pm – 3 pm. The store will be unveiling a pillow featuring Poppy and a portion of the sale proceeds will go to Raven Ridge Wildlife Center.

Bob Herbert with Lancaster YWCA shared they are holding a Children’s Community Wide Celebration of the life of Dr. Martin Luther King Jr. on Monday. One hour programs for children begin at 9 am and include snacks, crafts and book readings. Children get their own copy of the book compliments of Willow Valley Communities.

Marshall Snively shared that the next Cultivate event – “A Healthier Business (Expo)” will be Thursday, January 23rd at Aspire’s Smart Health Innovation Lab. Registration fee is \$10.00. This event provides great resources for entrepreneurs.

**Merchant Survey Question** for January is “How was the 2019 Holiday Shopping Season at your business?” Kathlene Sullivan encouraged everyone to participate in answering the monthly question. The survey results are reviewed by the MIM Committee and help in planning. Please take a moment to answer the survey question now [here](#).

**Monthly Spotlight** – Sweetish Candy & Goods presented by Tyler Graybeal

Click [here](#) for synopsis

**Special Presentation** – UGI Utilities, Inc. – Prince Street & Overview of Projects in Lancaster in 2020

Click [here](#) for synopsis

Jose Figueroa, Operations Manager in Lancaster, gave an overview of the projects UGI is actively working on and future projects on James, Lemon and Lime Streets. UGI is pushing to get their work completed by the 4th quarter of 2020 but inclement weather, conditions and delays occur beyond their control. Anyone having any questions or concerns may contact Jose at 717-255-1437 or [jfigueroa@ugi.com](mailto:jfigueroa@ugi.com).

Jose shared that if there are events planned for streets they are working on, such as the YWCA's Race in April, to let him know so they can plan accordingly.

Amber Strazzo shared that the City's website keeps a list of current construction projects which can be viewed [here](#).

Marshall Snively suggested we schedule a future meeting with UGI and businesses along the Lime Street corridor.

## **Member Intra-Marketing Committee Report**

Minutes from January 9, 2020 Meeting:

1. Future Spotlights are:
  - February – Decades
  - March – Zoetropolis Cinema Stillhouse
  - April – FARBO Co
  - May – Advoz (tentative)
  - June – LGBTQ+ Coalition
  - July – Penn Square Music Festival
  - August – Typothecary Letterpress
  - September – Turn N Headz Studio
  - November – SCORE Lancaster-Lebanon
  - Shop Small Season Committee Report – Wyatt Behringer
2. Shop Small Season
  - We received excellent anecdotal feedback from merchants regarding both Small Business Saturday and Lancaster Shops Late. Wyatt is preparing a Shops Small Season survey to distribute to participating merchants to collect data on their experience
3. Merchant Meeting Special Presentations
  - November – CWS Lancaster – The Benefits of Employing the Local Refugee & Immigrant Community
  - January 15 – An overview of UGI Utilities, Inc. Prince Street work presented by UGI
  - February 19 – Fulton Theatre - An encore presentation on the latest developments in the Breakthrough Performance Campaign by Nicole Hackmann
  - March 18 – Places2040 Summit presented by Scott Standish
  - April 15 - Joining Forces: coordinating efforts to reduce deaths from opioids & heroin presented by Julia Ressler
  - September 16 - Downtown Quality of Life Issues with Public Service Representatives – David Aichele
4. Merchant Mixer on Thursday, January 16 at Lancaster VR Lounge
  - The committee had previously suggested that a Facebook event be created for these events on the Lancaster City Business Owners Facebook Group. That choice is producing positive results.
  - David Wenger and Lori Secord will be volunteering at the registration/welcome table.
5. Merchant Survey Question
  - The Merchant Survey Question for January is: How was the 2019 Holiday Shopping Season at your business?" You can view the survey [here](#).
6. New Business

The [Anniversary Tracker Survey](#) is now native to the Lancaster City Alliance Survey Monkey Account, and the survey has been updated to capture contact data and other information that is relevant to present Merchant Meeting needs. The survey link will be introduced during the MIM report with anyone who has not provided us with the start date of their business urged to complete it. We will also be sharing it often in social media posts on the Lancaster City Business Owners Facebook Group and in the Litrak January Merchant Meeting email blast.

- The Member Milestone Dates for 2020 are:
  - March 18 – Member Milestone Award (1<sup>st</sup> Quarter)
  - June 17 – Member Milestone Awards (2<sup>nd</sup> Quarter)
  - September 16 – Member Milestone Awards (3<sup>rd</sup> Quarter)
  - November – Member Milestone Awards ( 4<sup>th</sup> Quarter)

Next Merchant Meeting – February 19, 2020 - 8:30 am – The Ware Center

Please let us know the Anniversary of your business by completing the following short [survey](#).

Add value to your business with Downtown Dollars Gift Certificates! Merchants interested in participating in the program should contact Lancaster City Alliance via email at [info@teamlanc.org](mailto:info@teamlanc.org) or by calling 717.394.0783.

Upcoming Events:

▪ January Merchant Mixer	January 16
▪ Lancaster City Restaurant Week	March 2 - 8
▪ Quilt Week	March 25 - 28
▪ Launch Music Conference	April 30 - May 3