

**Business Advisory Committee  
Regular Meeting, February, 24, 2020  
Newtown Municipal Center, Council Chamber  
3 Primrose Street, Newtown**

***MINUTES ARE NOT FINALIZED UNTIL APPROVED BY THE BUSINESS ADVISORY  
COMMITTEE***

**Present:** Don Droppo, Jr., Curtis Packaging, Chris Hottois, Flint Ridge Development, Erica Sullivan, Castle Hill Chocolates, Carrie Swan, Black Swan Hearth & Gift Shop

**Absent:**, Michele Hanson, Farmhouse Restaurant; Adam Richichi, Dental Associates; Sue Shortt, Shortt's Farm & Garden, Dan Sorrentino, Newtown Hardware, Bruce Walczak, Relocation Consultants.

**Also Present:** First Selectman Daniel Rosenthal Christal Preszler, Wes Thompson, Chairman EDC, Helen Brickfield, Chamber of Commerce, Rick Spreyer, Purchasing Agent.

First Selectman Rosenthal called the meeting to order at 3:00p.m.

**Acceptance of Minutes:** No quorum; no action.

**Chamber of Commerce Report:** Helen Brickfield reported the Economic Forecast Breakfast will be Mach 26. The speaker will be John Traynor. This is in collaboration with People's Bank, will be held at the Community Center; the price is dropped from \$40 to \$25. Newtown Day is July 25. The Chamber is trying to get more Newtown businesses to participate. Last year 5,000 people attended, even with menacing weather. 140 people went to the Mardi Gras event at the Community Center. A third of attendees were not from Newtown. Many had never been to the campus and were very impressed with all Newtown has to offer. Small business week will be in May. There will be Lunch and Learn as well as a Volunteer Fair. There are additional networking events. The Chamber is part of the Newtown Non-Profit Council. Nicole Campbell is lending her talents and has set up a program of eight classes to help non-profits survive. The next Newtown Business Networking event is March 5 at Sal e Pepe.

**Discussion of Local Preference Option:** First Selectman Rosenthal introduced Rick Spreyer, Purchasing Agent. Any purchases between \$2,000 and \$50,000 require three quotes. There is an online business directory; two of the three quotes have to come from the local directory. Mr. Spreyer has communicated with other purchasing agents. There is a variance for local businesses which allows bids to automatically switch to the local vendor, pursuant on insurance and bonding requirements. Public bids are published on the Town website; local businesses can register to receive notification of postings. Mr. Spreyer would like a vendor registration form on the Purchasing page. C. Preszler said the Economic Development website will be updated and she will include a tab. C. Hottois said having a vendor day to educate vendors would be helpful and asked how a town vendor is defined. First Selectman Rosenthal believes a town vendor is a business registered in town that pays taxes in town. H. Brickfield said that the Chamber considers town vendors as businesses in town or a business that serve the town, such as oil companies out of Danbury. C. Hottois asked, if the definition is expanded, are we encouraging more business community, broader than Newtown that could lead to business relocated here? C. Preszler said the town is always networking with other towns around the state. E. Sullivan asked if subcontractors benefit the town, suggesting there be a caveat in the language stating x amount of overall bid packages use local vendors. C. Hottois suggested a vendor registration form be attached for businesses when they go to the tax office to update their filing. W. Thompson suggested mailing the form in tax bills.

Rec'd for Record 2-28-20 20  
Town Clerk of Newtown 1:35pm  
Debbie Aurelia Halstead

**Update on Town Branding Exercise:** C. Preszler said a North Carolina firm has been hired to update and consolidate the four different websites. The firm is the best in municipal branding and bring a fresh prospective. It is important to have a good image when marketing. First Selectman Rosenthal talked about the Heritage Trail in Sandy Hook. On February. 18, a lease for 7 Glen Road property was ratified by the Board of Selectmen; it will now move on to the Legislative Council. W. Thompson said there would be a lot of growth in addition to approved apartments. First Selectman Rosenthal talked about the extensive public interest in trails in town. The Bike & Trail Committee received a grant from the US Forestry Service to start imagining a trail connectiveness. The Bike & Trails Committee with hold a symposium on March 8 to talk more about their efforts; this is open to the public.

**Ideas/Suggestions:** n/a.

**Next Meeting Date:** The next meeting will be Monday, March 23, at 3:00pm.

Adjournment: Having no further business report of Business Advisory Committee adjourned their meeting at 3:54p.m.

Respectfully submitted,  
*Susan Marcinek*, Clerk pro-tem