

GREATER LOCKPORT DEVELOPMENT CORPORATION

Minutes of Board of Directors Meeting

October 25, 2018

A regular meeting of the Greater Lockport Development Corporation's Board of Directors was called to order at 7:45 a.m. at the Lockport Municipal Building, One Locks Plaza, Lockport, New York. The following Directors were present and constituted a quorum:

Joan Aul	Gary Bennett
Kathy DiMillo	Scott Cain
Allan Jack	Jackie Davis
Patrick Schrader	Allan VanDeMark
David Van Schoonhoven	David Wohleben

Excused: Franklin Knowles

Staff: Mr. Brian Smith
Ms. Heather Peck

Others: Mr. John Ottaviano

I. Call Meeting to Order: Chairwoman Aul called the meeting to order.

II. Minutes: The reading of the Board of Directors minutes of the September 27, 2018 meeting was waived. Moved by Mr. VanDeMark, seconded by Mr. Cain that the minutes be approved. Ayes 10. Noes 0. Carried.

III. Treasurer's Report: Mr. Smith stated the balance sheet is an accurate representation of our cash position, and that although cash continues to decrease as projects move forward related to the T Club and checks to businesses for the Microenterprise program continue to be cut, help is on the way as the GLDC is close to being reimbursed for T Club expenses, which will be over \$100,000, and we will be submitting for a \$70,000 microenterprise reimbursement as well. Mr. Smith stated the LHDC is expected to be reimbursed by the Canal Corporation and that once they are, the GLDC will be reimbursed. Mr. Smith stated he will inform the board when this happens.

Moved by Mr. Schrader, seconded by Mr. Cain to approve the Treasurer's Report for filing with our accountant. Ayes 10. Noes 0. Carried.

IV. Topics for Discussion:

a). Downtown Revitalization Initiative: Mr. Smith stated that the Lockport community was thrilled to learn that Lockport was the 2018 recipient of Governor Cuomo's Downtown Revitalization for the WNY region. Mr. Smith reported that the mayor and city staff have already met with state representatives, and Bergmann Architectural and Engineering was chosen by the state to act as the consulting firm for the DRI. Mr. Smith stated that the next step is for the local planning committee to be vetted by the state, and then for that committee to begin making recommendations on projects to the state by March 29th.

b). Business First Event: Mr. Smith stated that the GLDC sponsored Business First's Build WNY event on October 18th at the Phillips Lytle Building in Buffalo as part of an increased marketing initiative to build on for 2018. Mr. Smith stated the sponsorship included a full-page ad and a feature in the Build WNY publication as well as an opportunity to speak at the event. Mr. Smith stated that he, Ms. Peck, Mayor

Wohleben, and Harry Sicherman all attended. Mr. Smith stated his message was to introduce or reintroduce Lockport to the Buffalo Business Community, especially on the heels of the DRI announcement.

c). Organizational Culture Workshop: Mr. Smith stated the GLDC hosted a free Organizational Culture Workshop for Lockport Businesses on Tuesday, October 23rd, 2018 at The Space Between, 12 W. Main Street in partnership with Catapult. Mr. Smith stated that the workshop went very well and approximately 17 people attended. Mr. Smith stated several non-profits were represented, and the hope is to get more businesses to attend for the next workshop.

Moved by Mr. Allan to go into executive session to discuss contracts. Seconded by Mr. Bennett and approved. Ayes 10. Noes 0.

The board came out of executive session.

Ms. Aul noted that no action was taken in executive session.

d). Properties: Mr. Smith stated that 2 proposals were received after an RFP was sent out for project engineering services for 13 W. Main Street. After reviewing both proposals – from Apex Consulting and Nussbaumer & Clarke, it was:

Moved by Mr. Schrader, seconded by Mr. Cain to allow the President/CEO to enter into a contract with Apex Consulting to provide engineering services for 13 W. Main Street once the GLDC has closed on the purchase of that property. Ayes 10. Noes 0.

Moved by Ms. Mr. VanDeMark, seconded by Mr. Allan to adjourn the meeting at 8:45 a.m. Ayes 10. Noes 0.

Gary Bennett
Secretary