

GREATER LOCKPORT DEVELOPMENT CORPORATION

Minutes of Board of Directors Meeting

August 24, 2017

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

Joan Aul	Gary Bennett
Scott Cain	Jackie Davis
Allan Jack	Patrick Schrader
Allan VanDeMark	Dave Wohleben

Excused: Franklin Knowles
Anne McCaffrey
David Van Schoonhoven

Staff: Mr. Brian Smith
Ms. Heather Peck

Others: Mr. R. Charles Bell
Mr. John Ottaviano
Mr. Tom Mancuso

Chairwoman Aul called the meeting to order.

The reading of the Board of Directors minutes of the July 27, 2017 meeting was waived. Moved by Mr. Wohleben, seconded by Mr. Schroeder that the minutes be approved. Ayes 8. Noes 0. Carried.

Brian Smith updated the board on the Treasurer's Report stating that the report is an accurate representation of the GLDC's current financial position as of the end of July. Mr. Smith stated that the Lake Effect principle amount of \$100,000 would be paid back in September as there was a short delay with a scheduled closing.

Moved by Mr. Cain, seconded by Mr. Bennett to approve the Treasurer's Report for filing with our accountant. Ayes 8. Noes 0. Carried.

Mr. Smith stated that at the last meeting David Kinyon and Jessica Dittly discussed the need for bike racks on Canal Street. Mr. Smith stated that since then, the Common Council had approved the request to purchase and install bike racks on Canal Street.

Chairwoman Aul introduced Tom Mancuso, the owner of Mancuso Management, which is responsible for operating Harrison Place. Mr. Mancuso started out by saying that the campus is currently bringing in \$63,000 in rent each month and that the strategic plan is to have that number at \$65,000 in 2017. Mr. Mancuso stated that the lack of small units makes it difficult to attract new tenants at this time. Mr. Mancuso stated that while only 59% of space at Harrison Place is rented, approximately 90% of usable

space is rented. Mr. Smith stated that the hope is for the project partially funded by Empire State Development is that it will to create more usable space to be rented. Mr. Mancuso stated that the project will also make progress in Building 3, where a winter market is envisioned in the near future. Mr. Ottaviano reminded the board that Harrison Place is owned by 210 Walnut, a for profit subsidiary of the GLDC. Ms. Davis stated she was impressed by the progress that has been made at Harrison Place. Mr. VanDeMark suggested the GLDC explore ways to quantify the impact the rehabilitation has had on the community.

Mr. Mancuso stated that he was working with Mr. Smith to market the Tuscarora Club to developers as progress begins on the project. Mr. Mancuso said that the current phase includes an environmental review of the property, the installation of a sign, brick repair, and the replacement of a roof. Mr. Mancuso stated the second phase will be the demolition of a house on the south portion of the parcel and then the remediation determined necessary by the environmental review. Mr. Mancuso stated the final phase will be dictated by the amount of work necessary for remediation.

Ms. Peck stated that in 2012, she was involved with a County-wide familiarization tour with a purpose of exposing Niagara County assets to commercial real estate brokers, bankers, developers and others throughout the region. Ms. Peck stated that we are going to hold a similar event that is specific to the City of Lockport. Ms. Peck stated that the event was taking place October 6th and will include tours of City Centre, the F&M Building, Building 3 at Harrison Place, the Historic Post Office, and the Bewley Building, with a reception at Flight of Five Winery to follow.

Mr. Smith stated that he was searching for an intern to work on an industrial property inventory and asked that if anyone know of a college student with an interest in urban planning, business, or economic development to let him know. Mr. Smith stated he has reached out to UB's graduate urban planning program in search of an individual as well.

Mr. Smith stated that he would like the GLDC to become a member of the Buffalo Niagara Partnership. Chairwoman Aul stated that it would be a good opportunity to network within the region. Mr. Bell stated that it is beneficial for Lockport, and Niagara County, to be involved in those kinds of regional organizations. With no objection from the Board, Mr. Smith stated he would ensure the GLDC became a member.

Mr. Smith stated that he had passed around a sign-up sheet for members to choose a date and time to meet individually with him and Chairwoman Aul. Mr. Smith stated he and Ms. Aul were interested in hearing feedback about the organization. Ms. Aul stated that after the individual meetings, a strategic planning session will be scheduled in October.

Mr. Wohleben suggested the board needed to ensure it is focused on the South Street Initiative. Mr. Wohleben also stated that progress has been made on a city website, which would be coming soon. Mr. Smith also stated that progress has been made as it relates to the establishment of a Niagara County land bank.

Moved by Mr. Schrader, seconded by Mr. VanDeMark to adjourn the meeting at 9:00 a.m. Ayes 8. Noes 0.

Gary Bennett
Secretary