

GREATER LOCKPORT DEVELOPMENT CORPORATION

Minutes of Board of Directors Meeting

May 24, 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	Kathy DiMillo
Franklin Knowles	Patrick Schrader
Allan VanDeMark	David Van Schoonhoven
Dave Wohleben	

Excused: Gary Bennett
Jackie Davis
Allan Jack
Anne McCaffrey
Scott Cain

Staff: Mr. Brian Smith
Ms. Heather Peck

Others: Ms. Shelley Unocic
Mr. John Ottaviano

Chairwoman Aul called the meeting to order.

Ms. Aul introduced Shelley Unocic, the Executive Director of Lockport Ice Arena and Sports Center, Inc., which owns Cornerstone CFCU Arena. Mr. Smith stated Ms. Unocic was invited to speak to the GLDC as the latest in a series of guests to expose the GLDC board to organizations that help in the economic development of Lockport and the people involved in those organization. Ms. Unocic stated that she had just come from an interview with a local news channel which was highlighting the arena's new ice bumper cars, which were launched the previous night. Ms. Aul, Mr. Ottaviano, and Mr. Smith stated they had all been at an event the night before and were able to try the ice bumper cars. Ms. Unocic spoke about the economic impact that the arena has on Lockport, specifically mentioning that the arena generates approximately 7,000 hotel room nights annually. Ms. Unocic stated these numbers are largely a result of tournaments that choose Cornerstone CFCU Arena as the host facility. Ms. Unocic stated the Buffalo Regals, a Junior-level hockey team has moved to Cornerstone CFCU Arena as well. Ms. Unocic also stated that she was working with Lockport Main Street to develop a concierge booklet for arena patrons to help promote the City and increase the arena's economic impact on Lockport. Ms. Aul asked Ms. Unocic what items would be on a wish list to improve the arena, suggesting perhaps a hotel or more restaurants. Ms. Unocic stated that the biggest need from her perspective was team friendly restaurants that are willing to take large groups. Ms. Unocic stated that there are only a few local restaurants that handle teams well. Mr. VanDeMark stated that the Penalty Box has been a great addition to the arena. Ms. Unocic stated that the Penalty Box has been helpful in a number of community events.

The reading of the Board of Directors minutes of the April 26, 2018 meeting was waived. Moved by Mr. Schrader, seconded by Mr. VanDeMark that the minutes be approved. Ayes 7. Noes 0. Carried.

Mr. Smith stated that the treasurer's report was an accurate representation of the GLDC's financials. Mr. Smith stated that there were no immediate large upcoming bills to pay as it relates to the Tuscarora Club, but that quotes were starting to come in to resurface the parking lot.

Moved by Mr. Wohleben, seconded by Mr. VanDeMark to approve the Treasurer's Report for filing with our accountant. Ayes 7. Noes 0. Carried.

Mr. Smith stated that the microenterprise review committee had two recommended grant amounts for two startup Lockport businesses that had applied for microenterprise funding. Mr. Smith stated that the GLDC was implementing a \$200,000 microenterprise grant the City of Lockport received through the NYS Office of Community Renewal. Mr. Smith stated a total of \$175,000 was available to distribute to local businesses with five employees or less at the time of application, and that half of those dollars are required by the State to be awarded to startup businesses. Mr. Smith stated that the microenterprise review committee has changed the review process to include tours of the businesses and interviews with the business owners that are applying. Mr. Smith stated that this change was a recommendation made by Mr. VanSchoonhoven in the individual board member meetings from last year, and that it has been a very welcome change to the process.

Mr. Smith introduced the two businesses the microenterprise review committee were recommending for microenterprise funding - CJ's Italian Hotdogs and Sausages and TrueBean Coffee. Mr. Smith stated that CJ's was a startup business that would be opening in July at 207 Washburn, a currently vacant space in the South Street Neighborhood. Mr. Smith stated that this was a great opportunity to support a business investing in a neighborhood that does not often receive much private investment. Mr. Smith stated that CJ's was a minority-owned business, and that it is a goal of the microenterprise program as well as the GLDC's strategic plan to further support minority-owned businesses. Mr. Smith stated the microenterprise review committee was recommending a \$20,000 award to CJ's.

Mr. Smith stated that TrueBean Coffee was a startup coffee roasting business that would be opening in Harrison Place in August. Mr. Smith stated that the business is strictly coffee roasting and is not a café or retail space. Mr. Smith stated that the microenterprise committee was recommending a \$16,500 award to TrueBean Coffee, which would help support the purchase of the coffee roaster, the main piece of equipment necessary for the business. Mr. Smith asked Mr. VanSchoonhoven and Mr. Knowles if they had anything to add, as they were both in attendance at the meeting and were both active on the microenterprise review committee. Mr. VanSchoonhoven stated that the committee met with both businesses and asked the business owners many questions to try to get to know them, their business, and their vision for their business. Mr. Knowles stated it was nice to talk directly to the business owners. Ms. Peck stated that it was a big improvement to begin having the committee meet directly with the business owners as well. Ms. Aul asked why one business was receiving the maximum \$20,000 award while the other was not. Mr. Smith stated with only \$175,000 to go around the entire city for another 18 month long program, the committee was going to have to really dial in on which items identified in each business' application were the critical components of the project and award funding specific to those items in an effort to assist the most businesses and make the funding go further.

Moved by Mr. VanSchoonhoven, seconded by Mr. Knowles to award \$20,000 to CJ's Italian Hot Dogs and Sausages and \$16,500 to TrueBean Coffee through the microenterprise program. Ayes 7. Noes 0. Carried.

Ms. Peck stated that the GLDC held a networking event on May 9th at 80 Main Street. Ms. Peck thanked those board and committee members that attended the event. Ms. Peck stated that the attendance was a

little lower than hoped for, but that it was a good group to build upon for future events and that those that did attend seemed to feel it was a useful event. Mr. VanDeMark stated that since the Lockport Manufacturers Council stopped meeting, networking among manufacturers has been missing in the community. Mr. Smith stated that the GLDC will be hosting a workshop later in the year on Organizational Culture, which was a topic manufacturers stated they were interested in learning more about in a survey that was conducted earlier in the year.

Ms. Aul asked what the GLDC could do to further support the Palace project. Mr. Smith stated that the GLDC had already budgeted some funds in marketing to be a corporate sponsor for 2018, but that the GLDC could potentially commit to a multi-year sponsorship. Mr. Schrader stated he was concerned that doing so would set a poor precedent. Mr. Smith stated that the GLDC has been very supportive of the project through staff support for grant writing and project oversight.

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

Gary Bennett
Secretary