

GREATER LOCKPORT DEVELOPMENT CORPORATION

Minutes of Board of Directors Meeting

April 27, 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
Jackie Davis	Allan Jack
Anne McCaffrey	Allan VanDeMark
Dave Wohleben	

Excused: Scott Cain
 Franklin Knowles
 Patrick Schrader
 David Van Schoonhoven

Staff: Ms. Heather Peck
 Mr. Brian Smith

Others: Mr. Charles Bell
 Mr. Greg Merriam
 Mr. John Ottaviano

Chairwoman Aul called the meeting to order.

The reading of the Board of Directors minutes of the March 23, 2017 meeting was waived. Moved by Mr. VanDeMark, seconded by Mr. Wohleben that the minutes be approved. Ayes 7. 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 March. Mr. Smith highlighted a \$28,000 reimbursement for the Community Needs Assessment and a payment to the University at Buffalo for the Leadership Accelerator program he was attending. Mr. Smith also pointed out that Harrison Place had a net income of approximately \$56,000 through the first quarter of 2017. Mr. VanDeMark asked if the GLDC has considered investing funds. Mr. Smith stated that he sits on the Niagara Tourism and Convention Corporation board and that they do some investing. Mr. Smith stated the T Club project will require the GLDC to spend a decent amount of cash and wait to for reimbursement from the State, but that perhaps it should be explored after that project. Ms. Aul stated the finance committee could explore that possibility further.

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

Mr. Smith presented the completed 2016 financial audit. Mr. Jack stated that this year was another clean audit. Mr. Smith said that staff was working to implement recommendations made by Lumsden and McCormick for 2017.

Moved by Ms. McCaffrey, seconded by Mr. Wohleben to accept the completed 2016 financial audit as presented. Ayes 7. Noes 0. Carried.

Moved by Ms. Davis to go into executive session.

Seconded by Mr. Wohleben and approved. Ayes 7. Noes 0.

The board came out of executive session.

Moved by Mr. Wohleben, seconded by Mr. Knowles to approve the below Lake Effect loan resolution: Ayes 6. Noes 0. Abstention 1 (Davis). Carried.

RESOLUTION

WHEREAS, Lake Effect Ice Cream Wholesale LLC (“LEICW”) is an established successful business in the City of Lockport, and

WHEREAS, LEICW is increasing its production operations, and

WHEREAS, the increased production operations will create jobs and utilize a currently vacant property, and

WHEREAS, LEICW has demonstrated a specific financing need that cannot be addressed through conventional financing, and

WHEREAS, the Greater Lockport Development Corporation (“GLDC”) wants to promote business expansion, the creation of jobs, and the re-use of vacant buildings, and

WHEREAS, the GLDC wants to receive repayment as quickly as possible, and

WHEREAS, LEICW has been actively working on project development and financing with the Niagara County Small Business Development Corporation and the Niagara County Development Corporation, and has received strong support at the staff level.

NOW THEREFORE BE IT

RESOLVED, that the GLDC shall provide interim financing to LEICW as follows: a promissory note for the sum of \$100,000 at 4% interest per annum due within 120 days with personal guaranties by the proprietors/owners.

Ms. Aul stated that the GLDC received four responses to the Request for Proposals regarding project management of the Tuscarora Club and went through a due diligence process. Mr. Smith stated the T Club Committee was recommending that the board hire the Mancuso Management Group.

Moved by Mr. Jack, seconded by Mr. VanDeMark to authorize the President to enter into a project management agreement with Mancuso Management for the Tuscarora Club. Ayes 7. Noes 0. Carried

Mr. Smith introduced Mr. Bell and Mr. Merriam to present the South Street Neighborhood Community Needs Assessment that had recently been completed. Mr. Merriam specifically discussed the GLDC’s role on improving South Street. Ms. Davis stated that she hoped this study would result in help for the

church located on South Street across from Harrison Place. Mr. Wohleben suggested she connect with Kevin Wing from Isaiah 61 to see if there was any way they could help. Ms. McCaffrey stated there was a need to establish a group of stakeholders within the community that could act as a liaison to the City. Mr. Merriam stated that a recommendation from the report was for a GLDC-owned parking lot on South Street to become a park. Ms. McCaffrey stated that she liked that idea and that perhaps it could be named after Aaron Mossell.

Mr. Smith stated he and several other department heads within the City would be working to implement the recommended action plan.

Moved by Mr. Wohleben, seconded by Mr. VanDeMark to adjourn the meeting at 9:00 a.m. Ayes 7.
Noes 0.

Gary Bennett
Secretary