

GREATER LOCKPORT DEVELOPMENT CORPORATION

Minutes of Board of Directors Meeting

September 28, 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	Franklin Knowles
Patrick Schrader	Allan VanDeMark
David Van Schoonhoven	Dave Wohleben

Excused: Anne McCaffrey

Staff: Mr. Brian Smith
Ms. Heather Peck

Others: Mr. R. Charles Bell
Ms. Jessica Dittly
Ms. Sara Vescio

Chairwoman Aul called the meeting to order.

The reading of the Board of Directors minutes of the August 24, 2017 meeting was waived. Moved by Mr. VanDeMark, seconded by Mr. Schrader that the minutes be approved. Ayes 10. 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 August. Mr. Smith stated that the Lake Effect loan had been paid off. Mr. Smith stated it was important for the GLDC to be in a good cash position, as work on the Tuscarora Club had begun.

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

Chairwoman Aul introduced Jessica Dittly, Program Manager for Lockport Main Street. Ms. Dittly stated the organization is focused on establishing and growing community engagement events that allow community development from the ground up. Ms. Dittly stated Lockport Main Street would be hosting the fourth annual Locktoberfest on September 30th. Ms. Dittly also said they were sponsoring a local Jane's Walk October 7th on Main Street, which invites community members to give feedback on ways to improve the community. Ms. Dittly stated Lockport Main Street was also coordinating a Lockport Pints for Progress event, modeled after a program Niagara Falls has been working on for several years, where community members can pitch ideas for projects they want to implement themselves and have an opportunity to win a small amount of funding to make the project happen. Ms. Dittly also stated Lockport Main Street was preparing for Shop Local Saturday, an event that promotes local businesses for the shopping season. Ms. Dittly also stated that 2017 had 18 community market days during the season and that a winter market would be coming to Harrison Place later this year.

Chairwoman Aul introduced Sara Vescio, Executive Director of the Women's Business Center (WBC) at Canisius College. Ms. Vescio stated that the WBC's purpose is to bring education to women entrepreneurs and is funded by the Small Business Association. Ms. Vescio stated that the WBC was in its fifteenth year and that she has been the Executive Director for four years. Ms. Vescio stated that when she became the Executive Director, she reflected on the local landscape of services for women entrepreneurs to ensure what the WBC did was not a duplication of services and brought real value. Ms. Vescio stated the WBC has found its niche in teaching collaboration and helping women divulge issues and find solutions. Ms. Vescio stated that the WBC was awarded a grant through the Yahoo Community Benefit Fund to expand their E-Network program to Niagara County, specifically four focus areas that include North Tonawanda, Lewiston, Niagara Falls, and Lockport. Ms. Vescio stated the program empowers women to develop their business and network. Ms. Vescio stated the program was \$150 per participant. Mr. VanDeMark stated that it would be great for the WBC to have a storefront in Lockport and that the GLDC should help market the E-Network program.

Mr. Smith recommended that the GLDC consider sponsoring up to ten participants in the E-Network program from the City of Lockport. Mr. Smith stated that there was room in the Special Projects budget line to fund the up to \$1,500 expense. Mr. Van Schoonhoven asked how the sponsored participants would be selected. Mr. Smith said that would be left to the WBC. Mr. Smith asked if a resolution was required. Mr. Cain stated that with the budget having already been approved, no resolution should be required. Mr. Smith stated he would move forward with the sponsorship.

Ms. Peck stated that preparation for the October 6th Familiarization Tour was going very well, with 30 individuals having RSVPed up to this point. Ms. Peck stated that the tour included Ulrich City Centre, the Tuscarora Club, the F&M Building, Building 3 of Harrison Place, the Historic Post Office, and the Bewley Building with a reception to follow at Flight of Five Winery. Ms. Peck stated it should be a good day and hoped board members that could attend would do so.

Ms. Peck presented a brief write-up on the grants the GLDC has been administering or secured or applied for over the last year. Mr. Smith stated they include over \$3 million, not including the City's Flight of Five grant and Downtown Revitalization Initiative application.

Moved by Ms. Aul to go into executive session.

Seconded by Mr. Cain and approved. Ayes 10. Noes 0.

A conversation was had relative to the compensation for GLDC President Brian Smith. It was noted that Mr. Smith's primary salary is paid by the City, with a minor portion of that paid by the GLDC. In light of the fact that Mr. Smith has had an excellent year leading the GLDC, and in an effort to keep his compensation competitive with similar positions in Niagara County, discussion centered around the concept of rewarding Mr. Smith with a \$10,000 bonus to recognize his efforts.

Moved by Ms. Aul, seconded by Mr. VanDeMark to approve a one-time \$10,000 bonus to be awarded immediately. Ayes 9. Noes 1. Carried.

The board came out of executive session.

Moved by Mr. Bennett, seconded by Mr. Knowles to adjourn the meeting at 9:00 a.m. Ayes 10. Noes 0.

Gary Bennett
Secretary