

# GREATER LOCKPORT DEVELOPMENT CORPORATION

## Minutes of Board of Directors Meeting

June 28, 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
Scott Cain	Allan Jack
Franklin Knowles	Patrick Schrader
Allan VanDeMark	David Van Schoonhoven

Excused: Jackie Davis  
Kathy DiMillo  
Anne McCaffrey  
Dave Wohleben

Staff: Mr. Brian Smith  
Ms. Heather Peck

Others: Mr. John Percy

Chairwoman Aul called the meeting to order.

The reading of the Board of Directors minutes of the May 24, 2018 meeting was waived. Moved by Mr. Schrader, seconded by Mr. Cain that the minutes be approved. Ayes 8. Noes 0. Carried.

Ms. Aul introduced John Percy, the President of Destination Niagara USA (DNU). Mr. Percy stated that Ms. Aul and Ms. Peck were both former board members and that Mayor McCaffrey is currently a board member with Mr. Smith as her alternate. Mr. Percy stated that the City of Lockport will always have a seat on the DNU board as Lockport collects bed tax and remits it to the organization. Mr. Percy stated that DNU's mission is to drive visitors to Niagara County. Mr. Percy shared several handouts and pointed out some areas where Lockport was being promoted, including photos in the DNU visitor guide. Mr. Percy stated that over 600,000 copies of the visitor guide are distributed globally. Mr. Percy stated that the tourism industry recently passed agriculture as the largest GDP in Niagara County. Mr. Smith stated that the DNU staff was great and that a lot of people in the community do not know just how much DNU does for Lockport. Mr. Smith stated the onus is on Lockport to continue to ask DNU for help when needed. Mr. Smith stated DNU has provided Lockport with professional photos and video to help promote Lockport. Mr. Smith stated that Julie Gilbert, DNU's Vice President of Marketing and Brand Management, was a Locks Heritage District Corporation board member. Mr. Percy stated that DNU was offering a training program called EXP Niagara, which helps train people in the community how to interact with visitors and about some of the tourism assets here in Niagara County. Mr. Smith stated that GLDC board members completing this training was part of the GLDC's 2018 work plan.

Mr. Smith stated that the treasurer's report was an accurate representation of the GLDC's financials. Mr. Smith stated that some expenses in the monthly journal were what the GLDC incurred relating to the Downtown Revitalization Initiative application.

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

Mr. Smith stated that the microenterprise review committee had three recommended grant amounts for two startup businesses and one expanding business 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 introduced the three businesses the microenterprise review committee were recommending for microenterprise funding – Bear Bottom Wholesale, JT's Fitness, and Salon Life 716. Mr. Smith stated that Bear Bottom Wholesale was an existing retail outlet selling new and used furniture, household goods, décor, and other goods located on Ann Street in the former Ultimate Physique building. Mr. Smith stated the committee was recommending a \$13,000 award that would create two full-time jobs. Mr. Smith stated JT's Fitness was a boxing gym on Walnut Street that was recently featured in the news for their work with youth in the community. Mr. Smith stated the committee was recommending an \$8,000 award that would support the startup. Mr. Smith stated Salon Life 716 was a new salon moving into the former Blue Door space at City Centre. Mr. Smith stated the committee was recommending a \$14,500 award that would support the startup.

Moved by Mr. Jack, seconded by Mr. Bennett to award \$13,000 to Bear Bottom Wholesale, \$8,000 to JT's Fitness, and \$14,500 to Salon Life 716. Ayes 8. Noes 0. Carried.

Moved by Mr. Schrader to go into executive session to discuss contracts.

Seconded by Mr. Cain and approved. Ayes 8. Noes 0.

The board came out of executive session.

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

Mr. Smith stated that he would be sending GLDC board members information needed to complete the Niagara EXP training through Destination Niagara USA.

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

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Gary Bennett  
Secretary