

# GREATER LOCKPORT DEVELOPMENT CORPORATION

## Minutes of Board of Directors Meeting

September 27, 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
Kathy DiMillo	Scott Cain
Allan Jack	Franklin Knowles
Patrick Schrader	Allan VanDeMark
David Van Schoonhoven	

Excused: David Wohleben  
Jackie Davis

Staff: Mr. Brian Smith  
Ms. Heather Peck

Others: Mr. John Ottaviano

Chairwoman Aul called the meeting to order.

The reading of the Board of Directors minutes of the July 26, 2018 meeting was waived. Moved by Mr. VanDeMark, seconded by Mr. Jack that the minutes be approved. Ayes 9. Noes 0. Carried.

Mr. Smith stated that the treasurer's report was an accurate representation of the GLDC's financials. Mr. Smith stated that although cash continues to decrease as we pay for projects related to the T Club and microenterprise program, help is on the way. The GLDC is close to being reimbursed for T Club expenses, which will be over \$100,000, and we will be submitting for a microenterprise reimbursement as well.

Moved by Mr. Cain, seconded by Mr. VanDeMark to approve the Treasurer's Report for filing with our accountant. Ayes 9. Noes 0. Carried.

Mr. Smith stated that the GLDC will be hosting a FREE Organizational Culture Workshop for Lockport Businesses on Tuesday, October 23<sup>rd</sup>, 2018 from 8:00 am to 12:00 noon at Space Between, 12 W. Main Street in partnership with Catapult.

Mr. Smith stated that no new microenterprise applications have been handed in in the last month, but that there are more businesses that have expressed interest in the program. Approximately \$95,000 in funding remains in the program. Unfortunately, one of the recipients, CJ's Hotdogs has closed the business. Mr. Smith has already met with Mr. Jones and has begun discussing terms for repayment.

Mr. Smith informed the board the GLDC recently received a \$20,000 New York Main Street Technical Assistance Grant. This award will be split evenly between four properties in downtown Lockport – 13 and 17 W. Main Street, the T Club and the Historic Palace Theatre for the purpose of developing design plans/architectural drawings. Each property owner will also contribute \$1,000 to the project.

As part of the GLDC's strategic planning session, the board identified increased marketing as a key initiative to build on for 2018-19, and set aside funding in the budget to do so. In keeping with this plan, Mr. Smith spoke about a marketing opportunity with Business First. The GLDC is sponsoring Business First's Build WNY event on October 18<sup>th</sup> at the Phillips Lytle Building in Buffalo. The sponsorship includes an ad and a feature in the Build WNY publication as well as an opportunity to speak at the event. This is a great opportunity to "introduce" or "reintroduce" Lockport to the Buffalo Business Community, specifically targeting commercial real estate decision makers, and commercial developers.

Moved by Mr. Schrader to go into executive session to discuss contracts. Seconded by Mr. Bennett and approved. Ayes 9. Noes 0.

The board came out of executive session.

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

Moved by Mr. Schrader, seconded by Mr. Bennett to allow to Mr. Smith to enter into a contract with Sara S Milani and Thomas G Milani for the purchase of 13 West Main Street in Lockport, NY for a purchase price of \$100,000.00 in accordance with the terms of the contract presented and reviewed by GLDC attorney John Ottaviano and the GLDC Board of Directors. Ayes 9. Noes 0.

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

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Gary Bennett  
Secretary