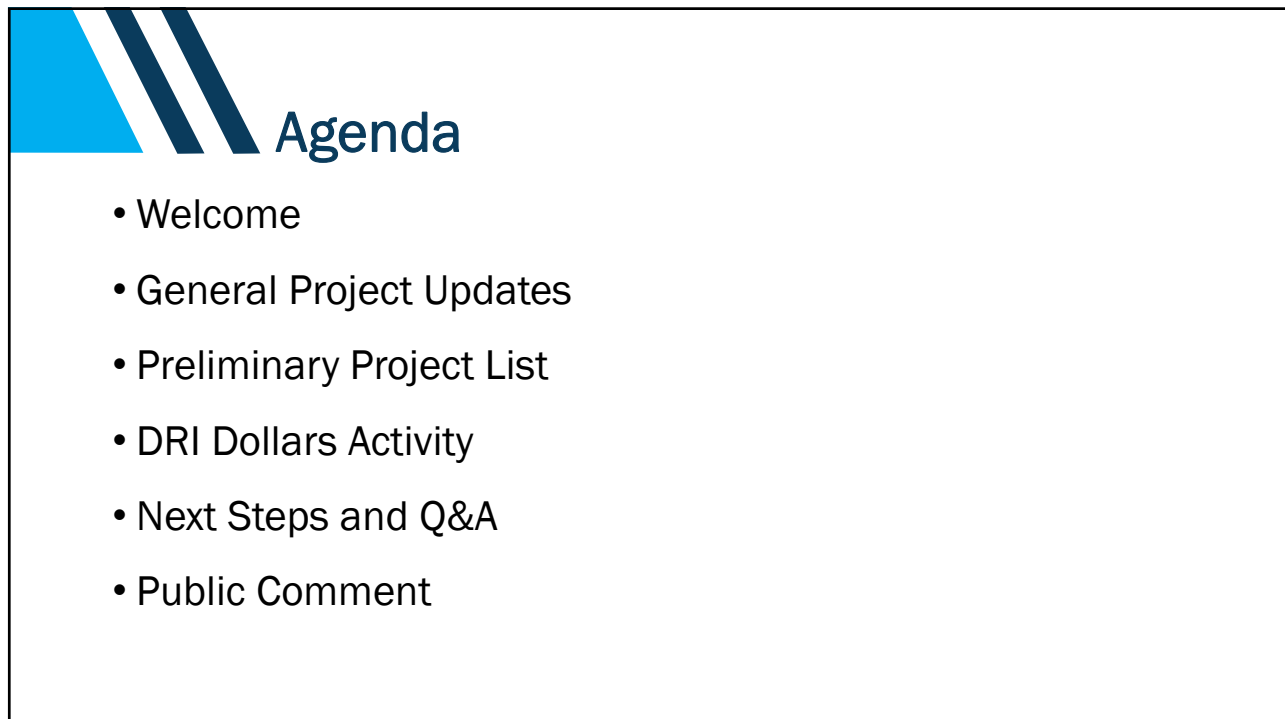





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Public Comment

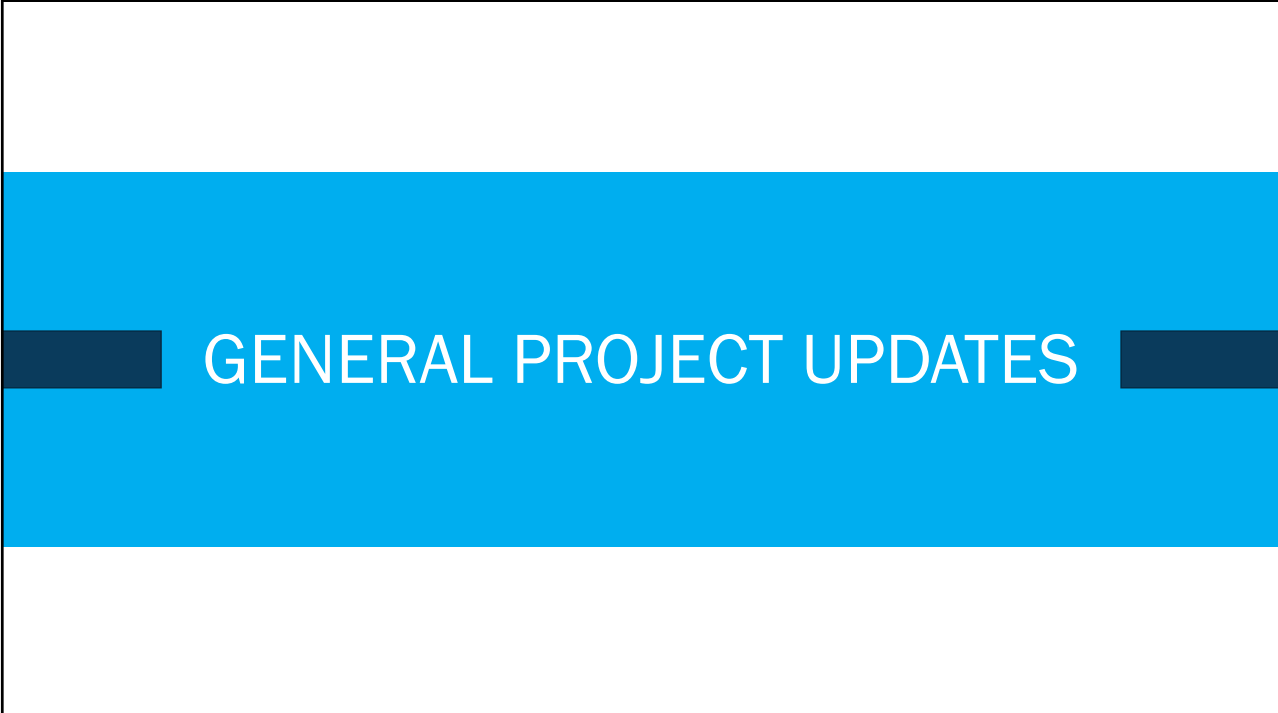
Time will be reserved for public comment at the end of the meeting.

Please reserve any comments or questions for the public comment period.

Thank you for taking the time to attend this meeting.

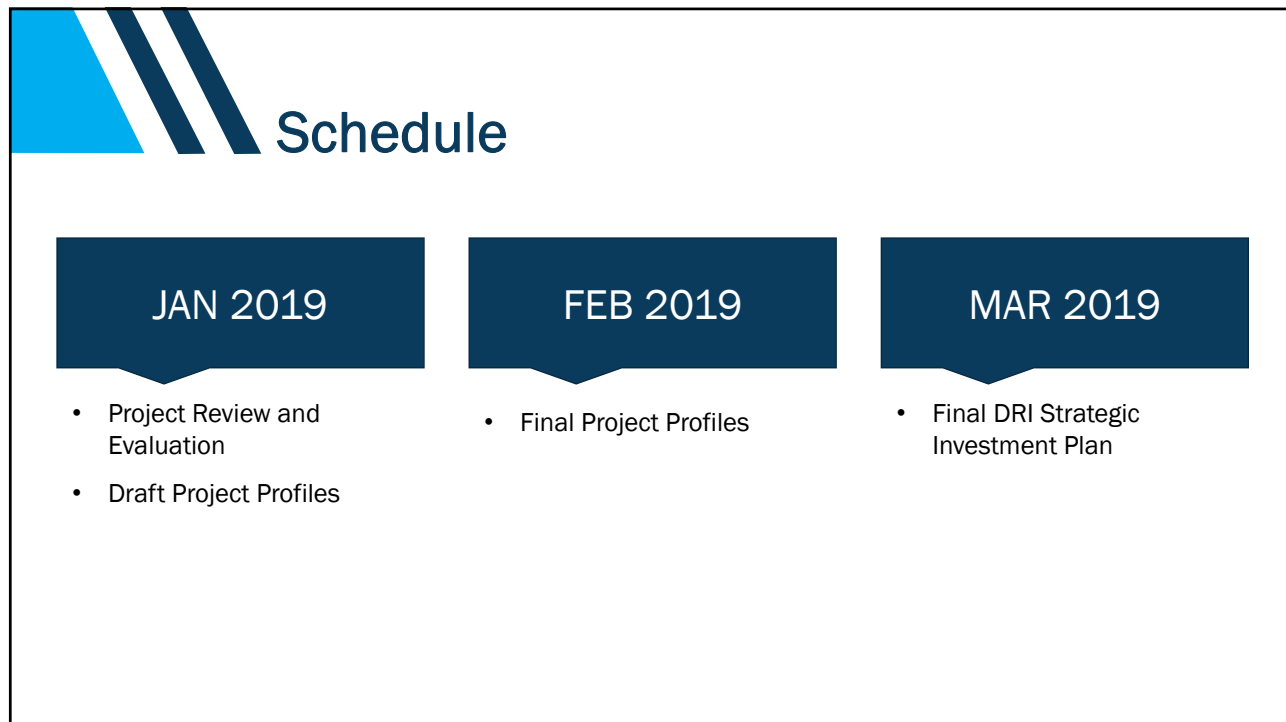
We appreciate your thoughts, comments, and feedback, and look forward to your continued participation in Lockport's DRI planning process .

3



GENERAL PROJECT UPDATES

4



5

Public Engagement

PUBLIC WORKSHOP


- Tonight at 7:30 PM!
- February 2019 – Time and Location TBD

YOUTH ENGAGEMENT

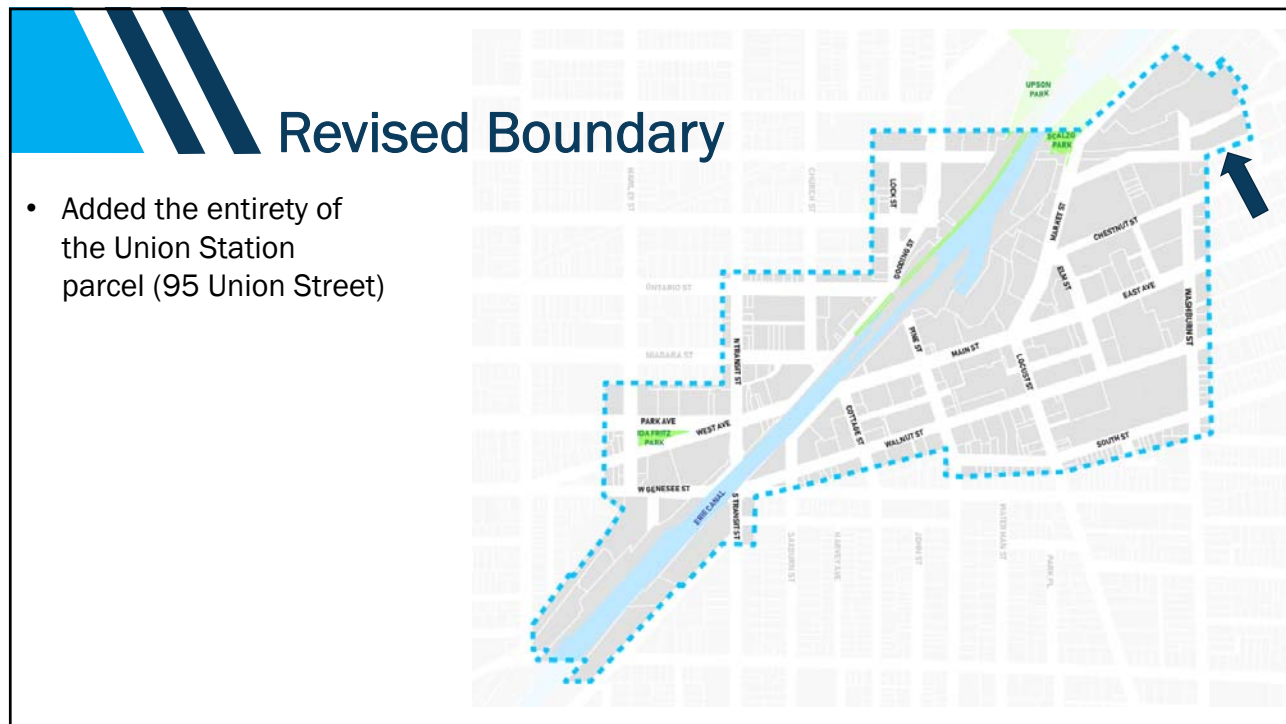
- Lockport High School – January 16th, 2019

LPC MEETINGS

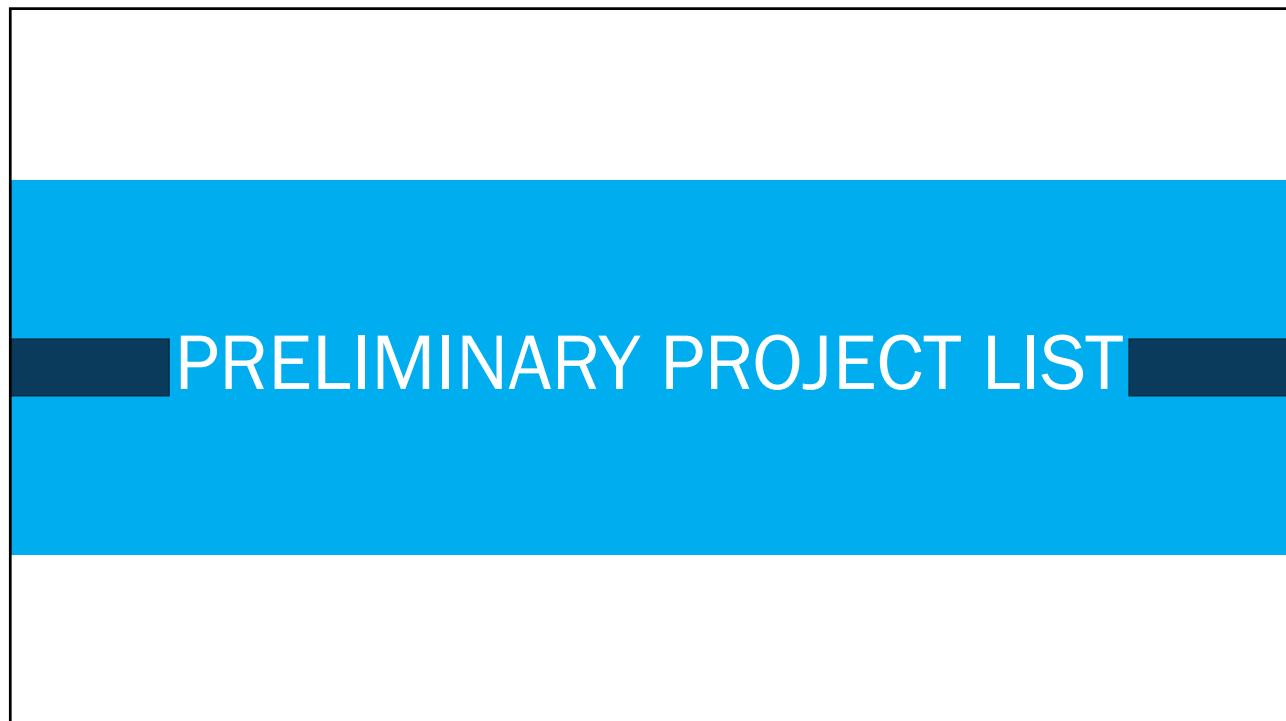
- Meeting #5– February 11th, 2019
- Meeting #6 – March 11th, 2019



6



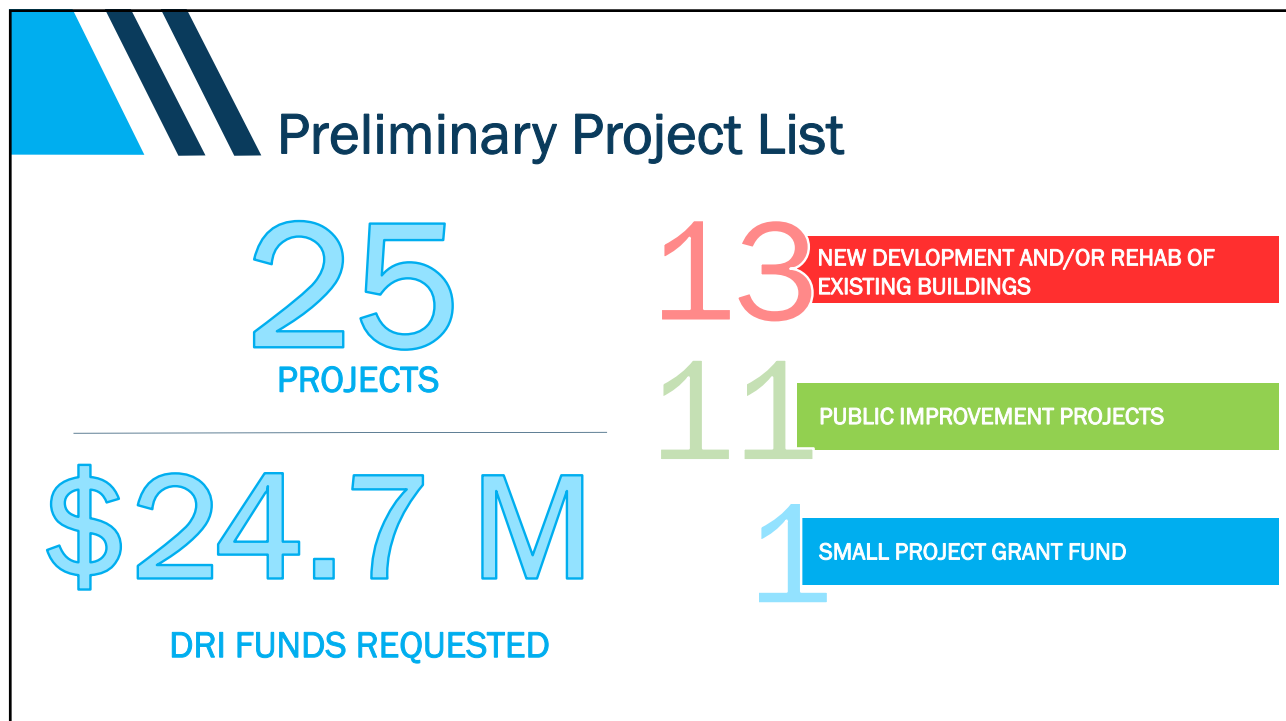
7




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9



10



Project Evaluation Criteria

- Alignment with DRI Vision and Goals, and existing local/regional plans
- Transformative and catalytic potential
- Market demand and economic feasibility
- Potential to leverage additional public or private funds
- Anticipated community/economic benefits
- Job growth and retention
- Community support
- Project readiness and timeframe for implementation
- Local capacity to sustain project implementation

11



New Development, Redevelopment & Rehab Projects



12

Spalding Mill and Historic Mill Race

PROJECT SCOPE

Create rooftop pavilion, improve ADA access and create amphitheater/gathering space

PRELIMINARY COST ESTIMATE

Total: \$2,500,000

DRI Request: \$2,200,000

Public Project: \$1,000,000

DRI Request \$1,000,000 (100%)

Private Project \$1,500,000

DRI request: \$1,200,000 (80%)



13



14



15



Downtown Hotel

PROJECT SCOPE

Acquisition of City property for construction of a four-story, 60,000 SF hotel with 70-80 rooms

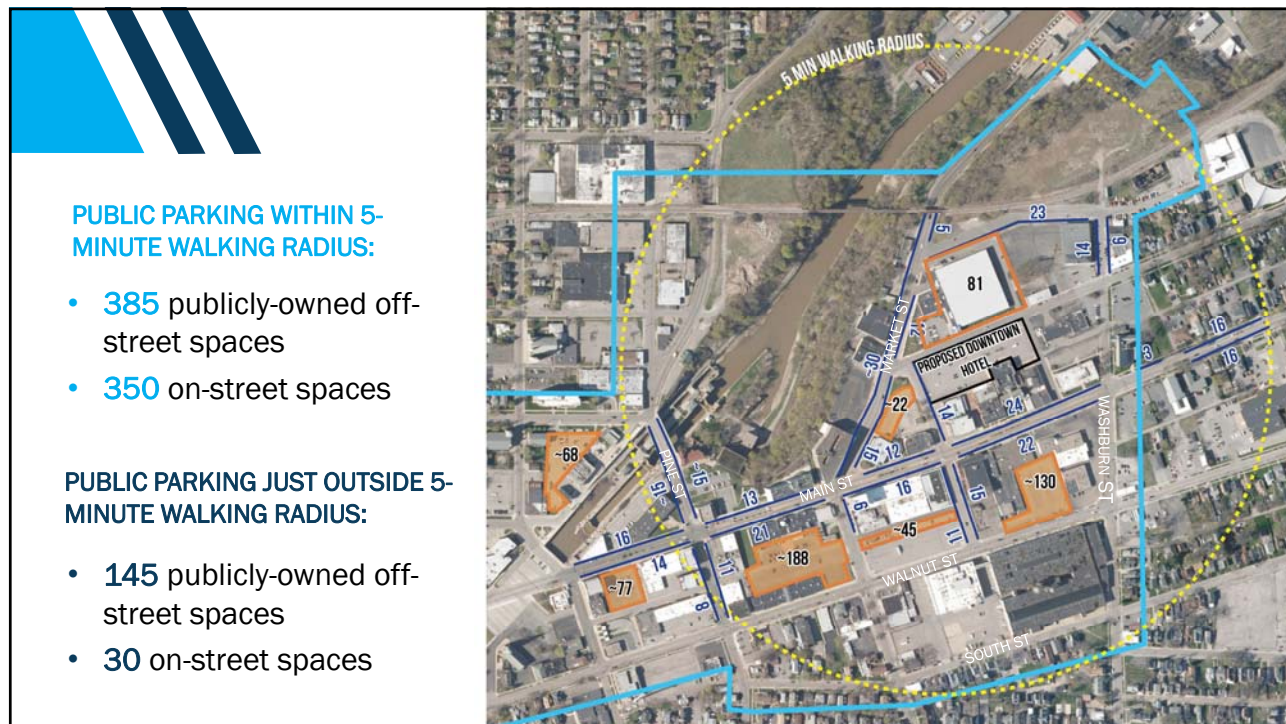
PRELIMINARY COST ESTIMATE

Total:	\$8,651,000
DRI request:	\$1,875,000 (22%)

Cornerstone
CFCU Arena



16



17

Hotel Demand Analysis

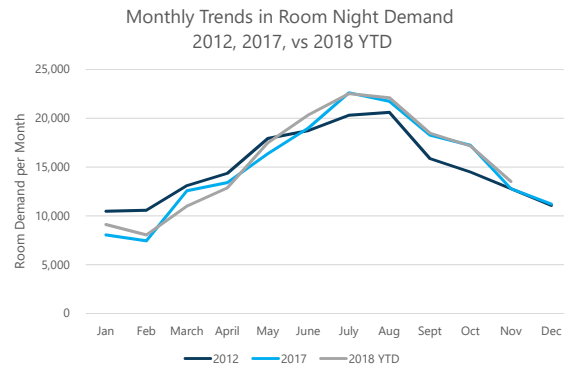
- Supply and demand
- Occupancy rates
- Room rates
- Revenue
- Traveler trends

The image shows the exterior of a Hampton Inn hotel at night. The building is illuminated, and the entrance is visible. The Hampton Inn logo is prominently displayed on the upper part of the building.

18

Supply and Demand

- In the regional market, market demand was essentially flat from 2012 to 2017
- After the Hampton Inn came online, demand rebounded 8%
- Mid to upscale hotel demand increased 7% from 2012 to 2017
- Demand peaks in July



19

Occupancy

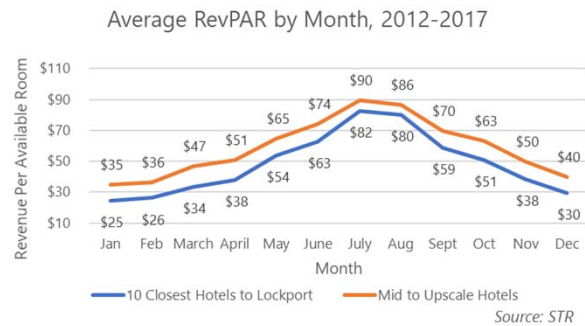
- Regionally, occupancy has declined 4.9% since 2012
- Occupancy rates peak at 83% in July



20

Revenue

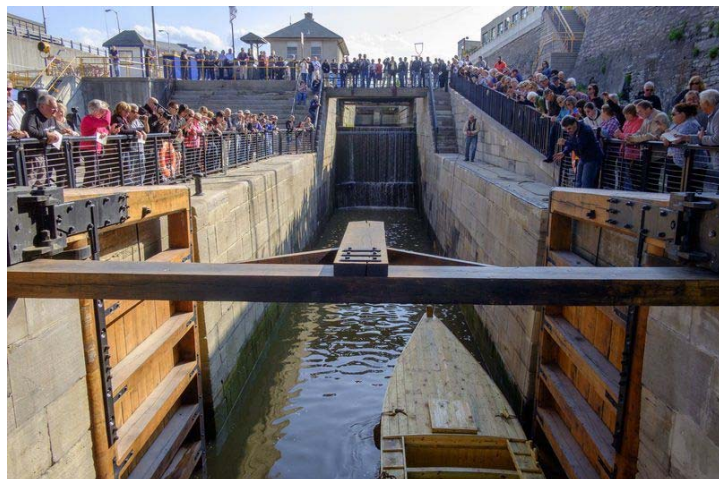
- Regionally, average daily room rates have increased from \$78 in 2012 to \$85 in 2017
- RevPAR fluctuates less for mid to upscale hotels
- But RevPAR is down due to poor occupancy trends



21

Traveler Trends

- Substantially higher visitation on Fridays and Saturday nights and in July and August
- Market is more focused on leisure travel than business



22

Key Hotel Demand Analysis Findings

- ***The market is in transition*** - Older, outdated, and/or lower scale establishments in the regional market are dragging occupancy, daily rates, and RevPAR down
- New hotel build was ***successful in increasing demand*** by better serving customers, this could continue
- More ***business travel*** and/or ***off-peak leisure*** demand (mid-week and shoulder season) would help improve the market
- A new hotel relies on the continuing transition of the market to ***newer, higher quality hotels***
- Leverage financing/funding to increase feasibility – use the new Opportunity Zones program

23

F&M Building

PROJECT SCOPE


Acquisition and redevelopment of existing building into a mixed-use facility with covered parking

PRELIMINARY COST ESTIMATE

Total: \$5,083,560
 DRI request: \$1,270,890 (25%)



24




Harrison Place

PROJECT SCOPE


Improvements to Building 3 including rebuilding the atrium clerestory, leveling the ground floor, window replacement, and development of a shared kitchen with a food hall incubator

PRELIMINARY COST ESTIMATE

Total:	\$1,205,000
DRI request:	\$995,000 (83%)



25




YMCA

PROJECT SCOPE


Renovation of existing building into 21 market-rate apartments

PRELIMINARY COST ESTIMATE

Total:	\$4,500,000
DRI request:	\$1,000,000 (22%)



26




Post Office

PROJECT SCOPE


Renovation of existing building for office space and an event venue; Improvements include a fire suppression system, kitchen infrastructure, restrooms, and an elevator

PRELIMINARY COST ESTIMATE

Total:	\$3,040,000
DRI request:	\$920,000 (30%)



27




Tuscarora Club

PROJECT SCOPE

Renovation of existing building into wedding/event venue and 10 rental units

PRELIMINARY COST ESTIMATE

Total:	\$2,290,000
DRI request:	\$800,000 (35%)



28

Historic Palace Theatre

PROJECT SCOPE

Improvements including a roof replacement, roof solar panels, installation of new stage rigging system, orchestra pit, and theatre seating

PRELIMINARY COST ESTIMATE

Total: \$1,250,000
DRI request: \$600,000 (48%)



29

Clinton Building

PROJECT SCOPE

Façade improvements and rehabilitation of the 2nd floor into three apartments

PRELIMINARY COST ESTIMATE

Total: \$445,000
DRI request: \$370,000 (83%)



30

The Warehouse

PROJECT SCOPE

Renovation of the upper floor for office/business space, including mechanical upgrades and parking area improvements

PRELIMINARY COST ESTIMATE

Total: \$498,000
DRI request: \$343,620 (69%)



31

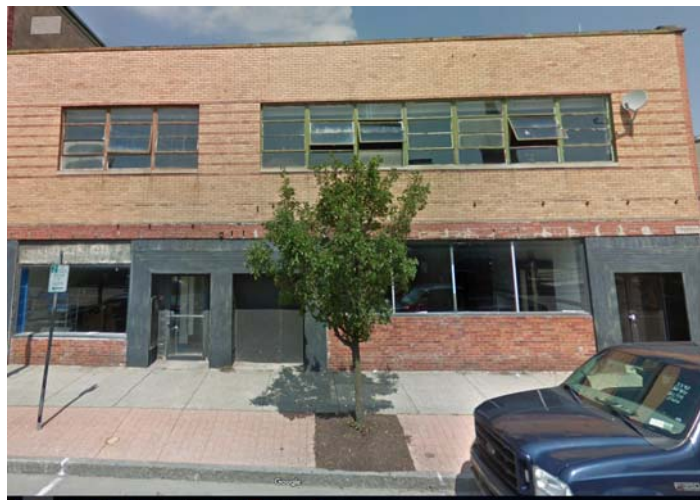
13 West Main Street

PROJECT SCOPE

Rehabilitation of existing building into a mixed-use facility with two storefronts on the lower level and office space on the upper floor (7,000 SF)

PRELIMINARY COST ESTIMATE

Total: \$504,000
DRI request: \$250,000 (50%)



32

90 Market Street

PROJECT SCOPE

Rehabilitation of existing vacant building for multi-business office space

PRELIMINARY COST ESTIMATE

Total: \$231,678
DRI request: \$115,839 (50%)



33

Lake Effect Ice Cream: 2nd Story Apartment

PROJECT SCOPE

Rehabilitation of the 2nd floor to add a two-bedroom, two bath apartment, including new staircase to access the 2nd floor

PRELIMINARY COST ESTIMATE

Total: \$148,000
DRI request: \$118,000 (80%)



34



35

Flight of Five Improvements

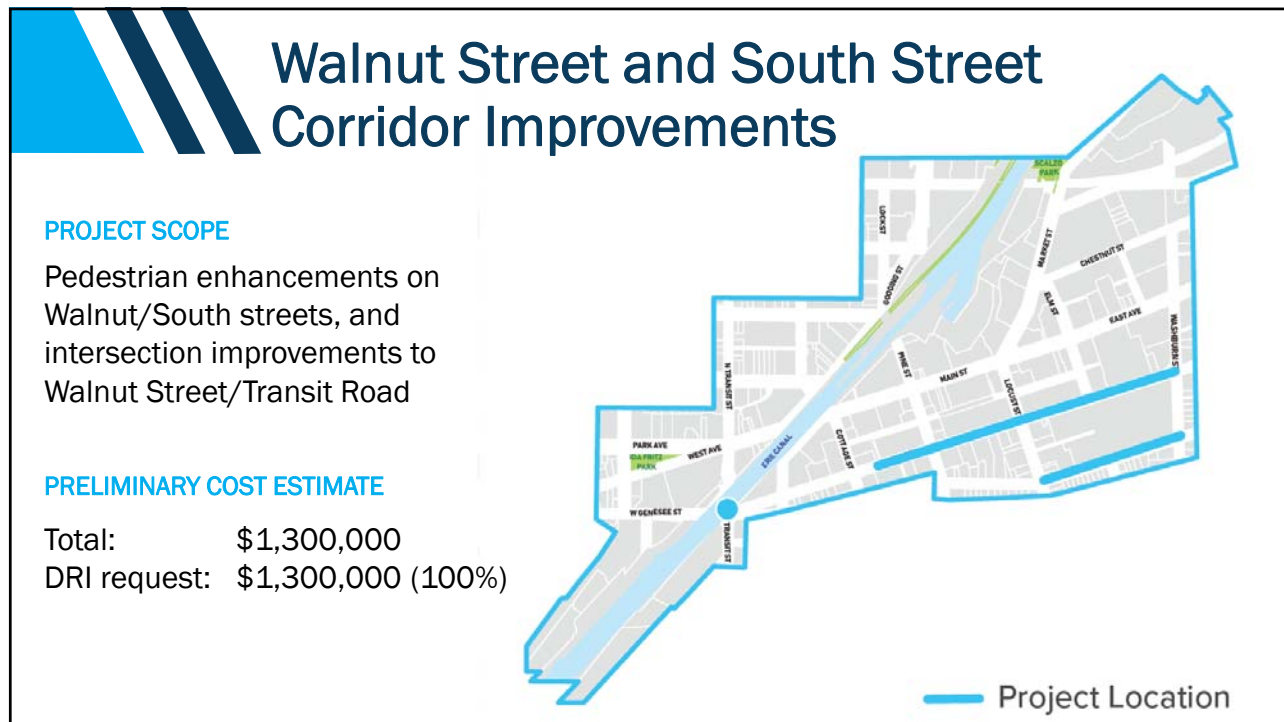
PROJECT SCOPE

Rehabilitation of Lock 67, modification to existing utility bridge (between Locks 67 and 68), installation of two sets of timber miter gates, pedestrian railing and site lighting

PRELIMINARY COST ESTIMATE

Total:	\$3,300,000
DRI request:	\$3,300,000 (100%)

36



39



40

SOUTH STREET



41



Pine Street Corridor



PROJECT SCOPE

Enhancements to Pine Street Bridge, Pine Street/Lock Street intersection, and pedestrian enhancements

PRELIMINARY COST ESTIMATE

Total:	\$995,000
DRI request:	\$995,000 (100%)



42

LOCK STREET/PINE STREET INTERSECTION



43



Market/Locust Street Improvements

PROJECT SCOPE

Pedestrian enhancements (bumpouts, amenities) and intersection improvements to Main Street/Locust Street

PRELIMINARY COST ESTIMATE


Total:	\$700,000
DRI request:	\$700,000 (100%)



44



45




Main / Park Improvements

PROJECT SCOPE
Pedestrian enhancements intersection improvements to Main Street/Park Avenue

PRELIMINARY COST ESTIMATE


Total:	\$700,000
DRI request:	\$700,000



46



47



Parking Lot Delineation

PROJECT SCOPE

Landscaping and curbing delineations to Frontier Place, Heritage Court and Chestnut Street

PRELIMINARY COST ESTIMATE

Total:	\$650,000
DRI request:	\$650,000 (100%)

48

FRONTIER PLACE




49

CHESTNUT STREET



50



Off-Road Connections


PROJECT SCOPE

Construction of pedestrian and bicycle trails to increase downtown accessibility to the Erie Canal

PRELIMINARY COST ESTIMATE

Total: \$1,700,000

DRI request: \$1,700,000 (100%)



51



52


Lock Tender Tribute

PROJECT SCOPE

Public art installation on the steps of the Erie Canal (between Locks 70 and 71) to enhance sense of place and boost tourism.

PRELIMINARY COST ESTIMATE

Total: \$490,000
DRI request: \$250,000 (51%)



53

Bright Lights Lock City (Public Art)

PROJECT SCOPE


Component 1 – Projection Lighting
Component 2 – Neon Signs/ LED Swings
Component 3 – Lockport Gateway Sign

PRELIMINARY COST ESTIMATE

Total: \$143,300
DRI request: \$111,300 (78%)



54




Union Station

PROJECT SCOPE

Creation of a community space including a covered stage and seating area, railroad boarding station, and general site improvements

PRELIMINARY COST ESTIMATE

Total:	\$122,746
DRI request:	\$87,746 (71%)



55



Small Project Grant Fund



56

Small Project Grant Fund

PROJECT SCOPE

Establish a grant fund to assist downtown property owners with small projects that improve their building and site

PRELIMINARY COST ESTIMATE


Total: \$600,000
DRI request: \$600,000 (100%)



57


NEXT STEPS

58

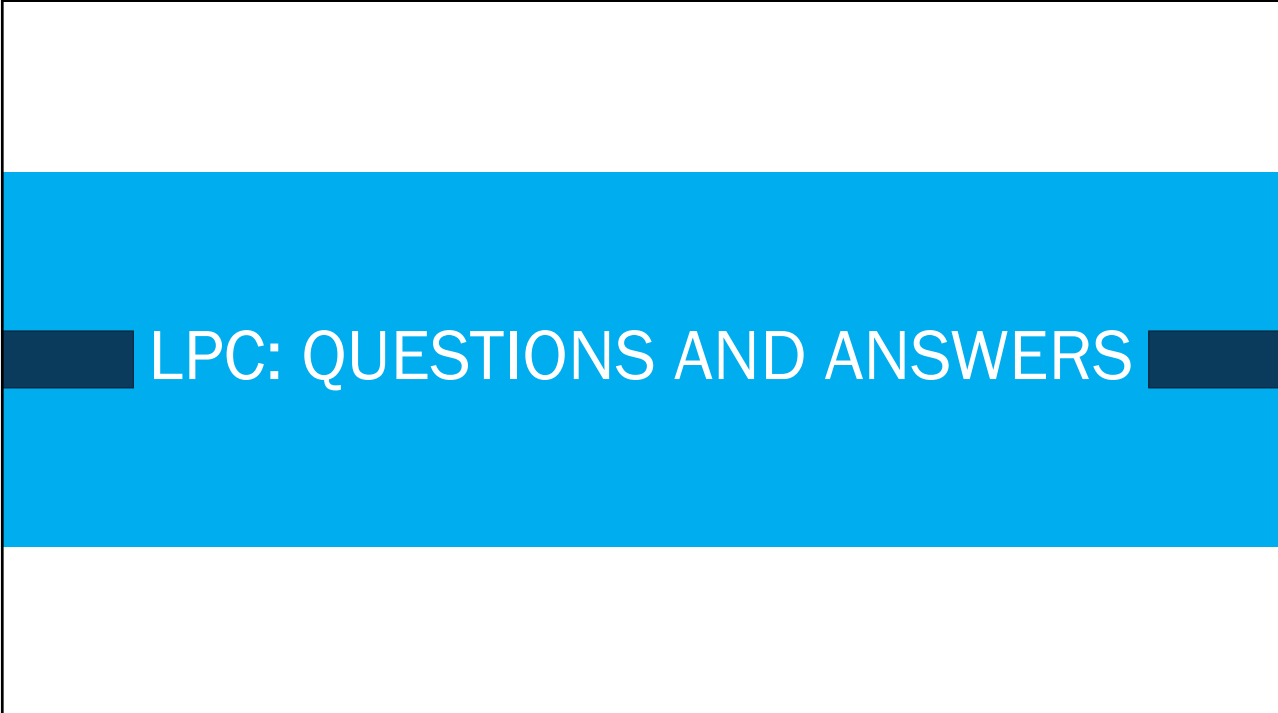


Next Steps

- Public Workshop #2 – TONIGHT!
- Refine Preliminary Project List
- Draft Project Profiles
- LPC Meeting #5 | February 11, 2019



59



LPC: QUESTIONS AND ANSWERS

60

PUBLIC COMMENT

61

Public Comment

PLEASE BE RESPECTFUL AND FOLLOW THESE GUIDELINES:

- State your name and affiliation (as applicable)
- Please limit comments to 3 minutes

Please Note:

- The project team is available to respond to questions more in-depth at the public workshop!
- Please check the following websites for additional information and clarification
 - <https://www.lockportny.gov/lockport-downtown-revitalization-initiative-dri/>
 - <https://www.ny.gov/downtown-revitalization-initiative/western-new-york-lockport>

Thank you for taking the time to attend this meeting.

We appreciate your thoughts, comments, and feedback, and look forward to your continued participation in Lockport's DRI planning process .

62

DRI DOLLARS ACTIVITY

63

DRI DOLLARS ACTIVITY

Tell Us How You Want to Spend the DRI Funding!

- Spend your \$10M DRI Bucks on the projects you think are best aligned with the Lockport DRI vision + goals
- Dollar amounts placed in jars **should be equivalent** to the value of the DRI Funding Request
- If you want to change an amount, use the post-it notes to suggest revisions to DRI funding requests



64