



BUFFALO NIAGARA PARTNERSHIP 2009/10 Life Sciences Industry Action Agenda

Buffalo Niagara is home to the institutions and businesses that are developing and creating the products that make our lives healthier. From the major centers of research such as the Buffalo Niagara Medical Campus to the cutting edge medical device and pharmaceutical manufacturers, Buffalo Niagara is home to nearly 130 businesses and institutions employing more than 6,500 employees. Our bi-national Buffalo Niagara region, located within the Golden Horseshoe, gives companies access to expanded global opportunities.

Advocacy on behalf of the Life Sciences Industry

Participate in advocacy efforts to have elected leaders understand how existing and proposed laws and regulations positively or negatively impact the local life sciences industry. Policy items can include but are not limited to:

- Empire Zone Reform: Follow-up to Empire Zone legislation should enhance the already existing opportunities provided to life science companies
- SBIR Funding: Federal SBIR funding remains at current levels or is increased to help grow small technology based business
- Capital: Establish a state-based early stage venture fund to better support the innovations happening at research institutions and firms

Life Sciences Industry Connections

Develop a vehicle to communicate industry news and events through an enhanced electronic newsletter in collaboration with local life science support organizations. This monthly electronic newsletter will include company and researcher profiles, local and state events of interest, policy updates, and act as a repository for the community's life science information.

Revitalize and update the Buffalo Niagara Life Science Resource Guide and Directory. The benefits of this publication are twofold: provide local companies with access to information on the local industry and act as a marketing tool to highlight our activities outside of the region.

Life Sciences Gap Analysis

Conduct a gap analysis to look at what is currently available on a regional and state level and create programming through the LSIC as well as other organizations to ensure the industry is well represented and served. After the completion of a gap analysis, a protocol will be delivered to coordinate local activities as it relates to maximizing the resources of all of our partners.

Employer Outreach

Engage in regular outreach visits with life sciences industry employers in coordination with the efforts of other strategic partners, including BNE, ECIDA, Erie County, City of Buffalo and ESD to ensure Partnership activities are aligned with the needs and opportunities of the Buffalo Niagara employer community.