



Logistics



BUFFALO NIAGARA PARTNERSHIP 2009/10 Logistics Industry Action Agenda

Buffalo Niagara's Great Lakes waterfront – Lake Ontario and Lake Erie – make our region a shipping and logistics hub, providing a market that no other city in the U.S. or Canada can match. The region is home to eight international ports of entry (4 auto, 3 rail, 1 water), facilitating \$81 billion in annual trade between Canada and the U.S. – that's 30 percent of the total trade conducted between the world's two largest trading partners, volume that is growing by 20 percent annually. Buffalo Niagara is within one day's travel reach of 55 percent of U.S. population – including nine million consumers in New York City; 65 percent of the Canadian population, including four million consumers in Toronto; and 70 percent of Canadian manufacturing firms.

Develop a Bi-National Marketing Strategy for the Buffalo Niagara region

Collaborate with logistics industry and economic development partners on both sides of the CanAm border in the development of marketing and education programs to promote the Buffalo Niagara logistics cluster locally, regionally, nationally and internationally.

Advocacy on behalf of the Logistics Industry

Monitor, advocate in opposition to, and/or provide solutions for legislation at the state and federal level that disrupts the free flow of goods and people across the CanAm border, including, but not limited to: the Western Hemisphere Travel Initiative (WHTI), “10+2,” the Lacey Act, increases in the Harbor Maintenance Tax, and protectionist “Buy American” regulations.

Facilitate coordination between Buffalo Niagara public and private logistics entities

Through events and face-to-face interaction, identify opportunities to align public sector logistics cluster initiatives with private sector efforts.

Complete Logistics Economic Development Strategy

Complete a logistics cluster economic development strategy, specifically including general recommendations on growing the Buffalo Niagara logistics cluster and explicit action steps necessary to implement those initiatives.

Employer Outreach

Engage in regular outreach visits with logistics 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 our members.