

BUFFALO NIAGARA PARTNERSHIP 2009/10 Professional Services Industry Action Agenda

Buffalo Niagara has the resources to support world class professional services and back office industry. With well-developed telecom, transportation networks, and a strong workforce pipeline, the region is home to operations for some of the nation's largest employers. Over 16,000 local residents are employed in the back office functions in over 50 companies, and professional service employers provide quality services to firms around the world that rival those provided in major cities.

Local Sourcing

Implement an IDA tiered incentive policy which will reward the economic impact of local sourcing of goods and services.

Collaborate with the Buffalo Niagara Enterprise to encourage new companies to the region to “buy local” professional services.

Host a forum in spring, 2010 that demonstrates best practices for the procurement of professional services by larger firms who are outside the region and companies that have policies to “buy local” in our area.

Regional Cost Comparison Study

Complete a market rate assessment of professional services costs of local providers compared to other markets. This information will be presented to the industry for use in promoting our highly skilled service providers and competitive cost structure to other markets.

Workforce Development

Host a seminar to connect professional service providers with a panel of workforce development specialists including the Workforce Development Corporate Training Program at Erie Community College to create greater awareness among both existing and newly located companies to the many options that are available to enhance workforce activity in our region.

Employer Outreach

Engage in regular outreach visits with the professional services 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.