Aligned for success in Buffalo Niagara.
As I complete my tenure serving as Chairman of the Board of the Buffalo Niagara Partnership, I am inspired by the accomplishments of this past year, made possible by the shared vision and goals of our members and strategic partners.

The possibilities for the future of Buffalo Niagara are what drive us, moving the Partnership forward and aligning us in the same direction for the economic health of our region. This is the common ground we share.

Like the Buffalo Niagara region itself, the Partnership has come a long way in the past few years. We have listened more closely through initiatives such as our 2015 Member Survey to inform advocacy and council priorities. We have collaborated more closely with city and county leadership to strengthen priorities for regional development. Additionally, our own internal realignment at the Partnership has enhanced the ways we embrace team efforts and organizational actions.

The foundation has been set for the Partnership to stay focused on advocacy and economic development work and continue the momentum and growth underway in Buffalo Niagara.

I wish to express sincere gratitude to our members and strategic partners, Board members, Council members and Partnership staff who make it happen. I invite you all to learn more about how you can be a part of the mission of the Buffalo Niagara Partnership.

I am pleased to present the 2015-2016 Annual Report to Members from the Buffalo Niagara Partnership.

The work of this past year – the collaboration among members and strategic partners – is yet another reminder to me of what an honor and privilege it is to play a role in leading the Partnership.

We have witnessed an unprecedented alignment of goals and objectives among our membership by working together to pinpoint the advocacy issues that matter most in Buffalo Niagara. We have continued efforts with city and county leaders to put us on the same page for construction and development initiatives. We have strengthened our ability to align key stakeholders for greater results in advocacy, economic development and networking opportunities.

Furthermore, because everything we do at the Partnership is for the benefit of our members, we have undergone an internal alignment to help us provide even better service.

You will read about these alignment efforts in the pages that follow. Keep in mind, this is just the beginning, the solid foundation on which we will build for the future. Exciting things are happening in Buffalo Niagara and now the private sector will be more important than ever to help drive this progress forward.

Your voice is important and your feedback is always welcome. Contact me at dgc@thepartnership.org or on twitter @dottiegc.
<table>
<thead>
<tr>
<th>Name</th>
<th>Title/Position</th>
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<tbody>
<tr>
<td>David W. Anderson</td>
<td>President &amp; CEO BlueCross BlueShield of WNY</td>
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<tr>
<td>Douglas C. Bean</td>
<td>Chief Operating Officer Eric Mower and Associates</td>
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<tr>
<td>Clifford G. Benson</td>
<td>President ABARTA Beverage West</td>
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<tr>
<td>Peter E. Benzino</td>
<td>President &amp; CEO Buffalo Sabres</td>
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<tr>
<td>Donald K. Boswell</td>
<td>President &amp; CEO WNY Public Broadcasting - WNED</td>
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<tr>
<td>Russell Brandon</td>
<td>President and Alternate Governor Buffalo Sabres</td>
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<tr>
<td>Paul E. Buckley</td>
<td>President Applied Sciences Group, Inc.</td>
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<tr>
<td>Frank L. Ciminelli II</td>
<td>Senior Executive Vice President LPCiminelli, Inc.</td>
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<tr>
<td>Randall L. Clark</td>
<td>Chairman Dunn Tire Corporation</td>
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<tr>
<td>Warren T. Colville</td>
<td>Publisher &amp; President The Buffalo News</td>
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<tr>
<td>Michael W. Cropp</td>
<td>President &amp; CEO Independent Health</td>
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<tr>
<td>Gary M. Crosby</td>
<td>President &amp; CEO First Niagara Bank</td>
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<tr>
<td>Frank Curci</td>
<td>President &amp; CEO Tops Markets, LLC</td>
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<td>Mark J. Czarnecki</td>
<td>President M&amp;T Bank</td>
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<tr>
<td>Jonathan A. Dandes</td>
<td>President Rich Baseball Operations</td>
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<tr>
<td>Donna DeCarolis</td>
<td>Vice President of Business Development National Fuel Gas Company</td>
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<tr>
<td>Clotilde Perez-Bode Dedecker</td>
<td>President &amp; CEO Community Foundation for Greater Buffalo</td>
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<tr>
<td>James A. Dunlop, Jr.</td>
<td>Executive Vice President &amp; Chief Financial Officer Catholic Health</td>
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<tr>
<td>Dennis W. Elsenbeck</td>
<td>Regional Executive National Grid</td>
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<tr>
<td>Thomas R. Emmerling (Treasurer)</td>
<td>Managing Partner Doppins &amp; Company</td>
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<tr>
<td>Matthew K. Enstice</td>
<td>President &amp; CEO Buffalo Niagara Medical Campus</td>
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<tr>
<td>Ann E. Evanko</td>
<td>President Hurwitz &amp; Fine, P.C.</td>
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<tr>
<td>James R. Fashano</td>
<td>President Alliance Advisory Group, Inc.</td>
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<tr>
<td>Lynne Marie Finn</td>
<td>President Superior Group</td>
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<tr>
<td>Kent P. Frey</td>
<td>CEO Frey Electrical Construction Co., Inc.</td>
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<tr>
<td>Dottie Gallagher-Cohen</td>
<td>President &amp; CEO Buffalo Niagara Partnership</td>
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<tr>
<td>Robert D. Gioia</td>
<td>President The John R. Oishei Foundation</td>
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<tr>
<td>Mark E. Hamister</td>
<td>Chairman &amp; CEO The Hamister Group, Inc.</td>
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<tr>
<td>Stewart C. Haney, PE PMP</td>
<td>President &amp; CEO Wenzel</td>
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<tr>
<td>Frank Heard</td>
<td>President &amp; CEO Gibraltar Industries, Inc.</td>
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<tr>
<td>David T. Hore</td>
<td>President PCB Group, Inc.</td>
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<tr>
<td>Jed Hunter</td>
<td>Chief Operating Officer West-Her Automotive Group</td>
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<td>John J. Hurley</td>
<td>President Canisius College</td>
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<tr>
<td>Laurie Irish-Jones</td>
<td>CEO Irish Companies</td>
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<tr>
<td>Dr. Candace Johnson, PhD</td>
<td>President &amp; CEO Roswell Park Cancer Institute</td>
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<tr>
<td>Michael P. Keating</td>
<td>Sr. Vice President, Buffalo Division Wegmans Food Markets</td>
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<tr>
<td>Matthew R. King</td>
<td>President Delaware North Companies, THS</td>
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<tr>
<td>Thomas A. Kucharski</td>
<td>President &amp; CEO Invest Buffalo Niagara</td>
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<tr>
<td>Tim C. Loftis</td>
<td>Partner Bond, Schoenbeck &amp; King, PLLC</td>
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<tr>
<td>Jody L. Lomeo</td>
<td>President &amp; CEO Kaleida Health &amp; Great Lakes Health</td>
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<tr>
<td>Father James J. Maher, C.M.</td>
<td>President Niagara University</td>
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<tr>
<td>James Manno</td>
<td>Vice President Sales &amp; Marketing Sonwil Distribution Center</td>
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<tr>
<td>Kimberley A. Minkel</td>
<td>Executive Director Niagara Frontier Transportation Authority</td>
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<tr>
<td>Michael J. Montante</td>
<td>Vice President Uniland Development Company</td>
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<tr>
<td>Kevin J. Murphy</td>
<td>Northeast Regional Executive Bank of America</td>
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<tr>
<td>David J. Murray</td>
<td>Partner Phillips Lytle LLP</td>
</tr>
<tr>
<td>David J. Nasca</td>
<td>President &amp; CEO Evans Bank, N.A.</td>
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<tr>
<td>Michael Newman</td>
<td>Executive Vice President NOCO Energy Corporation</td>
</tr>
<tr>
<td>Benjamin N. Obletz (Secretary)</td>
<td>President First Amherst Development Group, LLC</td>
</tr>
<tr>
<td>Louis P. Panzica (Vice Chair)</td>
<td>President &amp; CEO Power Drives, Inc.</td>
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<tr>
<td>Jack E. Pederson, Jr.</td>
<td>Account Manager - WNY Linde LLC</td>
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<tr>
<td>Dennis M. Penman</td>
<td>Principal &amp; EVP Ciminelli Real Estate Corporation</td>
</tr>
<tr>
<td>Bruce G. Popko</td>
<td>Executive Vice President of Business Development Pegula Sports &amp; Entertainment</td>
</tr>
<tr>
<td>Gary D. Quenneville (Chair)</td>
<td>Regional Sales Executive for New York Region KeyBank</td>
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<tr>
<td>Kevin B. Quinn</td>
<td>SVP/Head of Corp. Banking HSBC Bank USA, N.A.</td>
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<tr>
<td>Sharon D. Randaccio</td>
<td>President &amp; CEO Performance Management Partners, Inc.</td>
</tr>
<tr>
<td>Mary F. Roberts</td>
<td>Executive Director Martin House Restoration Corp.</td>
</tr>
<tr>
<td>Gregory P. Rustowicz</td>
<td>VP Finance/COO Columbus McKinnon Corporation</td>
</tr>
<tr>
<td>John Scannell</td>
<td>CEO/Chairman of the Board Moog Inc.</td>
</tr>
<tr>
<td>Paul L. Snyder</td>
<td>President &amp; COO Snyder Corp.</td>
</tr>
<tr>
<td>Anthony Spada, Jr.</td>
<td>President &amp; CEO AAA Western and Central New York</td>
</tr>
<tr>
<td>Shandra J. Spicer</td>
<td>President &amp; CEO Spicer Group</td>
</tr>
<tr>
<td>Rocco Surace</td>
<td>Partner The Bonadio Group</td>
</tr>
<tr>
<td>Dr. Satish K. Tripathi</td>
<td>President University at Buffalo</td>
</tr>
<tr>
<td>Paul J. Vallone, Esq.</td>
<td>Partner Hodgson Russ LLP</td>
</tr>
<tr>
<td>Paul V. Vuketic</td>
<td>President &amp; Chief Operating Officer Try-it Distributing Company</td>
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<tr>
<td>Edward F. Walsh, Jr.</td>
<td>President &amp; COO Walsh Duffield Companies, Inc.</td>
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<tr>
<td>Edward D. Watts, Jr.</td>
<td>President Watts Engineering &amp; Architecture, PC.</td>
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<tr>
<td>Michael Weiner</td>
<td>President &amp; CEO United Way of Buffalo &amp; Erie County</td>
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<tr>
<td>Arthur G. Wingert (Vice Chair)</td>
<td>President Univera Healthcare</td>
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<tr>
<td>Stephen R. Zenger</td>
<td>President &amp; CEO The Zenger Group, Inc.</td>
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</table>
BRINGING STAKEHOLDERS TOGETHER TO SET US APART

We have the unique ability to leverage our many relationships and align priorities of our diverse set of members, board, strategic partners, industry experts and government officials - all for the benefit of our members and the business community.

The alignment of our efforts enables us to increase member offerings such as target-industry events and networking opportunities and connect some of the most influential members of the business community both in person and through our many marketing efforts in order to achieve greater results in advocacy and economic development.

EVENT HIGHLIGHTS:

By hosting approximately 4,000 people at over 60 events, our annual program of events is one of the main ways we connect people – and attendance keeps growing every year!

Increase in attendance:
- ATHENA Awards: 40%
- BN Night in Albany: 33%
- Regional Agenda Rollout: 22%
- Scramble Series: 20%

INCREASE IN SOCIAL FOLLOWERS:

- LinkedIn: 29%
- Facebook: 26%
- Twitter: 25%

Success Stories highlight how members have utilized Partnership resources to grow their business, make connections and improve our region.

Read the full stories at thepartnership.org/success-stories
PARTNERSHIP ALIGNMENT EFFORTS

Looking at the big picture of the Partnership, it is sometimes hard to tell where economic development priorities begin and our advocacy objectives end. Often, both groups work together towards the same goals and require coordination with multiple strategic partners and member companies to make real progress. This work takes long-term planning, cooperation and enduring effort.

This year, the Partnership re-envisioned our processes to ensure that our advocacy and economic development priorities were streamlined, transparent and helped to better address member concerns.

This member survey was the first of its kind and led to a year of aligned advocacy efforts.

It ensured that the priorities of our members, as representatives of the business community, formed the basis of advocacy priorities for the year.

The survey data was shared with the Councils to form the advocacy priorities in the first Cross Council Agenda. Reflects the ongoing collaboration among the 5 key target industry Councils, the dedication to member priorities and a push towards increased transparency.

Our policy priorities at the federal, state and local level in one document. An expansion on survey results and Council priorities, it reflects what it will take to improve the business climate in Buffalo Niagara.

Member Survey
MEMBER CONCERN FROM SURVEY:
Cost of electricity and natural gas is a barrier to business growth

Council Priorities
COUNCIL PRIORITY ADAPTATION:
Support upgrades to New York’s aging power grid

Advocacy Agenda
ADVOCACY AGENDA ADAPTATION:
Elimination of remaining section of 18-a Utility Tax

“There are so many opportunities offered through the Partnership, membership can be tailored to what is best for the company.” – Elizabeth Galanis-Miller, Market Account Manager, Sealing Devices Inc.
**Shared Direction in Advocacy**

**MEMBER PRIORITIES BROUGHT TOGETHER INTO A UNITED MESSAGE**

Our commitment to advocacy was stronger than ever with participation in more than 100 meetings with government leaders and their staff members throughout the year. Based on member input, we sought collaboration in bringing a united message to elected officials, the media and the public on what matters most to area businesses.

### 2015-2016 Advocacy Efforts

#### Employer Mandates
We continue to advocate against new and costly employer mandates that add to the tax and regulatory burden facing employers.

#### Border Efficiencies
After years of aggressive advocacy to improve the flow of commerce at our regional border crossings, we saw two significant objectives advanced this year.

#### Transportation Infrastructure
Maintaining and improving our transportation infrastructure is key to economic development, and, as a result, always a part of our advocacy efforts.

<table>
<thead>
<tr>
<th>MINIMUM WAGE</th>
<th>AUTOMATED FEE COLLECTION</th>
<th>FAST ACT</th>
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<tbody>
<tr>
<td>We helped lead the effort in mobilizing opposition to the proposed $15 statewide minimum wage increase. Nearly 60 state, regional and local organizations supported the Minimum Wage Reality Check campaign. This collective advocacy is the reason we have a minimum wage of $12.50 and not $15.</td>
<td>The Department of Homeland Security announced its plan to implement an automated fee collection system pilot program at the Peace Bridge. The program will impact trucks entering the United States, potentially reducing wait times by 6.5%.</td>
<td>After years of advocating for a long-term federal transportation bill, Congress passed and the President signed the Fixing America’s Surface Transportation (FAST) Act. The legislation allocates $305B over 5 years in surface transportation funding.</td>
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<tr>
<th>PAID FAMILY LEAVE</th>
<th>LEWISTON-QUEENSTON BRIDGE MODERNIZATION</th>
<th>PARITY FOR UPSTATE INFRASTRUCTURE</th>
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<tr>
<td>We stood up for employers to oppose the most generous paid family leave program in the nation. Proponents ignored the impact such a plan will have on employers, especially small businesses. Joining with advocates, we convinced the Governor and Legislature to push back the program’s start date and lengthen the amount of time someone must be employed before becoming benefit eligible.</td>
<td>The federal government gave final approval to a $50M modernization plan that will update the US plaza of the Lewiston-Queenston Bridge. The project will increase the number of inspection lanes, improving the speed at which traffic can move across the bridge.</td>
<td>Working together, business and labor groups came together in 2016 and successfully convinced the Governor and State Legislature to restore parity funding between the capital budgets of Upstate’s Department of Transportation (DOT) and the Metropolitan Transit Authority (MTA) covering New York City and surrounding areas.</td>
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</table>
WORKING TOGETHER FOR A GREATER IMPACT

We work closely with our strategic partners to achieve our common goal of improving the competitiveness of business in Buffalo Niagara. By working together and combining resources, we are able to make a bigger impact on our advocacy and economic development goals on the local, state and federal level.

**On Track in Economic Development**

FEDERAL

- Coalition formed to promote policy to grow the Great Lakes economy.

STATE

- Bipartisan coalition focused on fixing state government, and making it more accountable to New York taxpayers.

LOCAL

- Mission to promote a vigorous and growing state economy, encourage business investment and job creation.
- The region’s nonprofit, privately funded economic development organization focused on job creation.
- Not-for-profit development agency, reclaiming distressed land for future development in the City of Buffalo.

- For years, we have advocated for a long-term federal transportation bill that would fund projects around the country; now the FAST Act has been signed into law.
- Without the efforts of Unshackle Upstate, any advocacy progress we made towards our minimum wage, paid family leave or infrastructure initiatives would not have been possible.
- Connected over 460 Local Companies to SolarCity
  - We collected and submitted 462 Supply Intake Forms to SolarCity. Through the form, companies across WNY detailed their ability to provide products or services to SolarCity in order to develop a strong local supply chain.
- Raised $10M for the BBRP Loan Fund
  - Created through the Buffalo Building Reuse Project (BBRP), the loan fund was established to create a long-term, continuing resource to assist with project gap financing and other factors that may hinder downtown redevelopment.
  - Thanks to an infusion of $10M from five local banks – Evans Bank, M&T Bank, First Niagara, HSBC Bank and Key Bank, as well as the New York Business Development Corporation – the program will be able to significantly increase the number of deals each year.

“I was very impressed with resources the Partnership employed to help influence this [Brownfield Cleanup Program] important legislation.” – Sam Savarino, CEO, Savarino Companies
Council Cooperation

CROSS COUNCIL COLLABORATION

Our councils tap into some of the regions most engaged business community leaders and are one of the most direct ways we access and utilize our members to accomplish and advance the goals of the business community. This year led to even greater collaboration, coordination and networking among the councils through our first Cross-Council Agenda and corresponding event series, in addition to our first joint Logistics & Transportation and CanAm council meeting to discuss key importing and exporting issues. This year’s highlights are noted below, visit our website for the full Cross-Council Agenda.

CANAM COUNCIL
ADVOCACY CONTRIBUTIONS: Border efficiency wins (pg. 6)
HIGHLIGHT: Held 1st signature event, Unleashing the Power of the Mega-Region. Partnered with Greater Niagara Chamber of Commerce and Hamilton Chamber of Commerce to increase cross-border discussion and alignment

DEVELOPMENT ADVISORY COUNCIL
ADVOCACY CONTRIBUTION: BBRP $10M loan fund win (pg. 6)
CURRENT INITIATIVES: Stimulate revitalization of the urban core through incremental initiatives like establishing a vacant property registry and revising Buffalo’s vault policy
HIGHLIGHT: Hosted a Medical Campus tour as the kickoff to the Tour Series

ENERGY COUNCIL
FEATURED SPEAKER: Audrey Zibelman, NYS Public Service Commission Chair spoke to the council on how businesses can shape energy policy
HIGHLIGHT: Began Tour Series with an all access tour of Covanta Niagara

LOGISTICS & TRANSPORTATION COUNCIL
ADVOCACY CONTRIBUTIONS: FAST Act & Parity Funding Wins (pg. 6)
HIGHLIGHT: 2016 State of Logistics: Setting a Course for Growing Buffalo as a Logistics Hub – Chris Gutierrez, President of Kansas City SmartPort

MANUFACTURERS COUNCIL
STRATEGIC PARTNER: The Workforce Development Coalition (pg. 9)
HIGHLIGHT: Began the first pilot into workforce development planning, focused in manufacturing. Led by council expertise to drive the discussion on needs and potential solutions to inform coalition recommendations

Increase in Membership

“The Manufacturers Council is testament to the commitment of the Partnership to the manufacturing sector and its workforce in Buffalo Niagara.” – Steve Davis, President, Tapecon
INVESTED IN MEMBERS’ WORKFORCE NEEDS – FOR TODAY AND TOMORROW

The Buffalo Niagara Partnership’s workforce development efforts are centered around partnerships with other community leaders and are unique in that they are employer driven.

We seek to support member workforce development needs and align all efforts to enhance the region’s economic stability and prosperity by helping to ensure area employees have the knowledge and skills employers need to grow and succeed, all while representing the voice of the business community in larger workforce development initiatives.

WORKFORCE TASKFORCE

Spearheaded by the Partnership, a group of board members and regional employers, formed to identify our role in and define the workforce development landscape. It resulted in three recommendations that are being carried out today.

1. THE BUFFALO NIAGARA REGIONAL WORKFORCE DEVELOPMENT COALITION

Initiated out of the workforce taskforce, the coalition brings together a diverse set of key decision makers from industries like government, education, philanthropy and the private sector to address systemic workforce development issues.

Over the past year, we were able to align the different industry viewpoints, establish a common understanding of issues and agree upon a common set of clear goals and objectives to create a long-term plan that addresses this complex social issue.

VISION: An inclusive workforce system driven by employer needs that prepares all members of the community for high-quality careers.

Communities That Work Partnership (CTWP) – As 1 of only 7 communities chosen for the CTWP Program, the Coalition has been able to learn best practices from other larger cities that have already made progress addressing their own workforce issues. By aligning with the CTWP, the Coalition has completed the planning phase 9 months faster than anticipated, while simultaneously enhancing the quality of output.

2. SAY YES BUSINESS COUNCIL

Since forming in early 2015, we have facilitated internships for Say Yes students and helped member companies reach individuals they might not normally connect with.

BUFFALO NIAGARA 360

BN360 demonstrates our commitment to workforce development and retention. The program aims to cultivate our next generation of business and community leaders, focusing on networking, leadership development and community engagement.

2015-2016 Highlights:

- Individual Membership up 10%
- Corporate Membership up 86%

We increased and diversified programming by adding the Legal Briefs series, aimed to prepare young leaders for common legal issues.

“BN360 is a very useful program for me, as it is much easier networking with people in my age range and with similar interests.” – Antonio Samedi, Information Systems Coordinator, University Pediatric Dentistry

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**Realigned, Rebranded and Re-Energized**

Just as our external efforts were focused on alignment, so were the inner workings of the Partnership. This year we undertook many significant organizational initiatives, all with the same goals – improve the Partnership and provide better service to our members.

<table>
<thead>
<tr>
<th>2015</th>
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<th>2016</th>
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<tbody>
<tr>
<td>July</td>
<td>Launched a new CRM system to streamline processes, increase efficiency and grow productivity.</td>
<td>Throughout the year, we hired eight new full time staff members and worked with several interns and fellows.</td>
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<td>Reorganized content experts with member services staff in order to improve content communication, member services and industry expertise.</td>
<td>Launched our new website with more interactive features, an enhanced member directory and easier navigation.</td>
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**About the Partnership**

The Buffalo Niagara Partnership is a privately-funded, economic development organization and the regional chamber of commerce, comprised of some of the most established regional employers.

By mobilizing members and strategic partners around common goals, the Partnership grows private investment and jobs in Buffalo Niagara through three areas of focus: Convening, Economic Development and Advocacy.

**Vision:** Buffalo Niagara is one of the nation’s most vibrant, relevant and attractive economic regions.

**Mission:** To connect and mobilize employers, and advocate for businesses to create economic growth and opportunity in Buffalo Niagara.

"We would not have had the success we experienced this past year with our wellness program without the Partnership’s assistance."  – Frank Pietrantoni, Pharmacy Business Relations Manager, Wegmans
Special Thank You

OUTSTANDING INVESTMENT IN 2015-2016 PROGRAMMING & EVENTS

CHAIRMAN’S CIRCLE

BlueCross BlueShield of Western New York
KeyBank
M&T Bank
MOOG

PRESIDENT’S CIRCLE

Bank of America
BN Northerm Buy The Buffalo News
Delaware North
FIRST NIAGARA
Independent Health
RCHS
TopS Friendly Markets
UB University at Buffalo

LEADERSHIP CIRCLE

GIBRALTAR INDUSTRIES
HSBC Commercial Banking
John R. Oishei Foundation
National Fuel
nationalgrid
SeneCA resorts & CASings
SolarCity
TIMWAR NER CABLE Business Class
UNIVERA HEALTHCARE

DIRECTOR’S CIRCLE

Alliance Advisory Group
The Bonadio Group
BOND Schoeneck & King
Buffalo State, State University of New York
Catholic Health
Delta
Hamister Group, LLC
Scheid Architectural
DelTA
Hodgson Russ
Kaleida Health
LPCiminelli
Lumsden Mccormick
University At Buffalo
NOCO
Natural Gas & Electric
Phillips Lytle LLP
Remedy
UNILAND Development Company
Yahoo!

PARTNERSHIP CIRCLE

AAA Western and Central New York
AT&T Services, Inc.
Barclay Damon, LLP
Buffalo and Fort Erie Public Bridge Authority
Buffalo State, State University of New York
Citizens Bank, N.A.
Dopkins & Company, LLP
Dunn Tire LLC
Ecology & Environment, Inc.
Enabling ideas
EnergyMark, LLC
Erie County Medical Center Corporation
Ernst & Young LLP
First Amherst Development Group LLC
Freed Maxick CPAs
Frey Electric Construction Co., Inc.
GEICO
General Mills, Inc.
Harmac Medical Products Inc.
Hunt Real Estate Corp.
Jeffrey M. Goldfarb & Associates
JP Morgan Chase Bank, N.A.
LeChase Construction Services, LLC
Merchants Insurance Group
National Fuel Resources, Inc.
New York Power Authority
NYSEG
Performance Management Partners, Inc.
Pole Position Raceway
RealtyUSA, Inc.
Roswell Park Cancer Institute
Scheid Architectural
Snyder Corporation
Sonwil Distribution Center, Inc.
Southwest Airlines Co.
Spectra
Summer Street Capital Partners LLC
Superior Group
Supermarket Management, Inc.
The Westin
Tim Hortons USA Inc.
Try-It Distributing Co., Inc.
Walsh Duffield Cos., Inc.
Waste Management of Western New York
Wegmans Food Markets, Inc.
Wendel
West-Herr Automotive Group

thepartnership.org
committed to your success

KeyBank is your single source for total financial solutions.

As one of the nation’s largest bank-based financial services institutions, we offer an extensive array of products and services delivered personally and objectively through professional advisors.

From personal to commercial banking, to wealth management, investments, and small business solutions, we offer individualized plans for growth, access to capital, and strategic financial planning.

Find out how a bank with nationwide resources combined with local insights can help you in your business, personal, and professional life.

go to key.com

call 800-KEY2YOU®

visit your local branch

Wow!

We’re excited by all the great things happening in Western New York.

And we’re proud of the hard work and accomplishments of the Buffalo Niagara Partnership.

Awesome!

Looking forward to all we can do in 2016!

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LUMSDEN McCormick is proud to support the Buffalo Niagara Partnership as you continue to grow private investment and jobs in the Buffalo Niagara Region through convening, economic development and advocacy.

Architectural Resources

John Doster, AIA
jdoster@archres.com
716.883.5566

www.archres.com
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