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COUNCIL AGENDAS



MESSAGE FROM THE CEO

I would like to thank our Partnership council members for their dedication and commitment, without whom the creation of the 2017 Council Agendas would not be possible. The Partnership's member Councils are a core component of how we engage Western New York's business community and work with our members to grow the economy. This is the second year we have brought the Councils' action agendas together in a coordinated and aligned fashion. The results are already paying off as we continue to increase the amount of cross-council initiatives. This increased collaboration has pushed the work of each Council forward and resulted in greater, more impactful results in our key programming and a broadening of industry support for our advocacy initiatives. We anticipate even greater success in 2017 and are excited to continue to make this region a better place in which to do business.

Sincerely,



Dottie Gallagher-Cohen, President & CEO



thepartnership.org

ABOUT THE COUNCILS

Our four Councils are a vital part of the work we do. Each Council is comprised of industry and content area experts and are some of our most engaged and passionate members, dedicated to the advancement of the region.

Our Councils offer the opportunity for Partnership members to participate in efforts to grow private investment and jobs, in collaboration with like-minded business leaders and colleagues. Our Councils also enable us to sharpen our focus on specific industries and the issues that are most relevant to our members.

Meeting on a quarterly basis, members hear from special speakers and advise on Partnership initiatives to help advance their specific programming. Simultaneously, in order to advance collective member priorities, we find opportunities to bring Councils together for cross-industry collaboration. Events like joint meetings and the Cross Council Agenda Rollout help us meet these goals and increase the collective power of the group.





CANAM

2017 COUNCIL AGENDA



MISSION

The CanAm Council is a cross-industry collaboration of business leaders focused on developing our region’s bi-national economy. The Council seeks to eliminate barriers related to the international border and strengthen ties with the Southern Ontario business community to further develop our bi-national economy.

OBJECTIVES

- ▶ Achieve a more seamless international border, joining Southern Ontario with Buffalo Niagara
- ▶ Establish a collaborative bi-national business and economic development environment
- ▶ Grow coordination among Great Lakes Metros around common agendas
- ▶ Grow Buffalo Niagara as an international hub for commerce and trade

PRESENTING SPONSOR:



SUPPORTING SPONSORS:

BUFFALO AND FORT ERIE PUBLIC BRIDGE AUTHORITY

SUPPLY CHAIN OPTIMIZERS

ADVOCACY PRIORITIES

Implement border efficiency measures to better move goods and people across Buffalo Niagara’s international border crossings, including:

1. Support the passage and implementation of the Promoting Travel, Commerce, and National Security Act – a critical piece of legislation in fully executing the Beyond the Border agreement
2. Support call for the Canada Border Services Agency to employ adequate, appropriate staffing at its primary inspection booths entering Canada
3. Push for sufficient staffing of customs agents in both Canada and the United States during the Peace Bridge Rehabilitation Project

PROGRAMMING

SIGNATURE EVENT

- ▶ CanAm Now – Event focused on business opportunities in our bi-national region

INITIATIVE ENGAGEMENT

- ▶ NEXUS Niagara Campaign
- ▶ International Marketplace Directory – Develop a bi-national directory to be used as a database for companies interested in pursuing export, trade, and international business partnerships

COUNCIL EDUCATION

- ▶ Export Education – Inform the business community on exporting opportunities and connecting companies to potential international business partners

TOUR SERIES

- ▶ Insider tours of unique sites important to the region’s bi-national economy

COUNCIL CHAIR: **Christine A. Bonaguide** | Hodgson Russ LLP

COUNCIL VICE CHAIR: **Blair Severn** | enabling ideas™

PARTNERSHIP CONTACT: **Catherine Muth** | Manager, CanAm & Government Affairs | cmuth@thepartnership.org



DEVELOPMENT ADVISORY

2017 COUNCIL AGENDA

BUFFALO NIAGARA
PARTNERSHIP

MISSION

The Development Advisory Council is a broad cross-section of leading development and real estate professionals in Western New York who aim to support policy, collaboration, and educational opportunities around the sustainable redevelopment of Buffalo Niagara in the vision of One Region Forward. Tenants of this vision include the revitalization of a region attractive to new businesses and population, reinvestment into existing communities to create walkable, sustainable neighborhoods, the preservation of the region's natural resources, and the provision of exceptional and diverse qualities of life.

OBJECTIVES

- ▶ Make Buffalo Niagara attractive for businesses to grow and expand
- ▶ Foster the development of diverse, vibrant communities that can retain and attract people to the region
- ▶ Make efficient use of existing resources by directing development to areas already served by infrastructure, transit, and public services
- ▶ Provide assistance for development projects that offer access and opportunities to underserved and disenfranchised populations
- ▶ Establish a collaborative planning environment where design and development honors and preserves our region's history while also providing the opportunities to establish a new legacy

ADVOCACY PRIORITIES

- ▶ Align policy at ECIDA, NCIDA, and all local Industrial Development Agencies with the vision set forth by One Region Forward, including the following:
 - Maintain the existing Adaptive Reuse Policy
 - Advance incentive programs to encourage development that supports sustainability and inclusivity
- ▶ Remove barriers to redevelopment by incentivizing asbestos abatement and reforming remediation requirements
- ▶ Support Scaffold Law Reform

PROGRAMMING

INITIATIVE ENGAGEMENT

- ▶ Engage state delegation to discuss and refine existing asbestos remediation legislation
- ▶ Market Research
 - Engage with the City of Buffalo's Affordable Housing Study
 - Assist with the organization of an update to the Downtown Buffalo Housing Study

TOUR SERIES

- ▶ Insider tours of unique sites important to the area's development

PRESENTING SPONSOR:



INDUSTRY SPONSORS:



SUPPORTING SPONSORS:

CBRE BUFFALO LLC
CONSTRUCTION EXCHANGE
OF BUFFALO & WNY
LABELLA ASSOCIATES, D.P.C.

LECHASE CONSTRUCTION
SERVICES, LLC
NATIONAL GRID
PARKITECTS, INC.

COUNCIL CHAIR: **Dennis M. Penman** | Ciminelli Real Estate

COUNCIL VICE CHAIR: **Benjamin Obletz** | First Amherst Development

PARTNERSHIP CONTACT: **Dan Leonard** | Senior Director, Economic Development | dleonard@thepartnership.org



LOGISTICS AND TRANSPORTATION

2017 COUNCIL AGENDA

BUFFALO NIAGARA
PARTNERSHIP

MISSION

The Logistics & Transportation Council is a group of regional experts and practitioners in policy, projects and initiatives related to Buffalo Niagara's freight industries and transportation infrastructure. The Council seeks to establish a Buffalo Niagara region comprised of a diverse, interconnected, multi-modal transportation system that efficiently moves people and freight throughout, as well as into and out of, the region.

OBJECTIVES

- ▶ Establish a region in which the workforce can effectively connect to employment opportunities
- ▶ Improve and expand the region's multi-modal transportation system
- ▶ Leverage Buffalo Niagara's unique position as an international border region for freight and logistics

PRESENTING SPONSOR:



SUPPORTING SPONSORS:

NIAGARA FALLS BRIDGE COMMISSION

NIAGARA INTERNATIONAL TRANSPORTATION
TECHNOLOGY COALITION (NITTEC)

T.Y. LIN INTERNATIONAL

ADVOCACY PRIORITIES

- ▶ Support funding for the Environmental Impact Statements for the Transit Options Amherst Corridor and Transit Options Canalside/Cobblestone metro-rail expansion projects
- ▶ Support regulatory framework necessary to allow ridesharing services to operate in Buffalo Niagara and all across New York State
- ▶ Push for an adequate and dedicated source of funding to support transportation infrastructure projects aimed at fixing and maintaining our nation's crumbling highways, roads, and bridges
- ▶ Push for continued capital budget parity between the New York State Department of Transportation (NYSDOT) (Upstate) and the Metropolitan Transportation Authority (MTA) (Downstate) to help ensure Buffalo Niagara receives its fair share of transportation infrastructure funding

PROGRAMMING

COUNCIL EDUCATION

- ▶ Focused on smart cities and autonomous vehicle development

INITIATIVE ENGAGEMENT

- ▶ Skyway and other major infrastructure project studies
- ▶ 2050 Long Range Transportation Plan
 - South Buffalo & Riverbend Area Infrastructure Needs Assessment

TOUR SERIES

- ▶ Insider tours of unique sites important to the area's logistics and transportation industry

COUNCIL CHAIR: **Michael F. Leydecker** | Wendel Companies

COUNCIL VICE CHAIR: **Jack T. Ampuja** | Supply Chain Optimizers

PARTNERSHIP CONTACT: **Catherine Muth** | Manager, CanAm & Government Affairs | cmuth@thepartnership.org



MANUFACTURERS

2017 COUNCIL AGENDA

BUFFALO NIAGARA
PARTNERSHIP

MISSION

The Manufacturers Council is a large and influential cross-section of private sector leaders in the production and fabrication industries dedicated to promoting the growth and expansion of manufacturing throughout the region. The Council seeks to address the primary challenges faced by manufacturers in order to stimulate new growth throughout the region.

OBJECTIVES

- ▶ Develop a growing manufacturing workforce
- ▶ Work in collaboration with Buffalo Niagara manufacturing organizations
- ▶ Foster a healthy economic climate for industrial and technology employers

PRESENTING SPONSOR:



INDUSTRY SPONSORS:



NETWORKING SPONSOR:



BUFFALO MANUFACTURING
WORKS

C&S COMPANIES

SUPPORTING SPONSORS:

LECHASE CONSTRUCTION
SERVICES, LLC

REMEDY INTELLIGENT STAFFING

STRAIGHT-FORWARD CONSULTING, LLC

UNIVERSITY AT BUFFALO CENTER FOR
INDUSTRIAL EFFECTIVENESS (TCIE)

ADVOCACY PRIORITIES

- ▶ Support scheduled reauthorization of the Pell Grant program and expand eligibility to cover certificate programs and other job readiness training
- ▶ Support overdue reauthorization of the Perkins Career and Technical Education Act with a focus on aligning programs and funding with the needs of regional, state, and local labor markets
- ▶ Encourage city and county leaders to continue to appoint private sector employer representatives to local Workforce Investment Board (WIB)
- ▶ Continue to target WIB resources for training programs matching WNY Regional Economic Development Council priorities and targeted industry sectors

PROGRAMMING

SIGNATURE EVENT

- ▶ Manufacturing Month Kick-Off

INITIATIVE ENGAGEMENT

- ▶ Engage Buffalo Niagara Regional Workforce Development Coalition
 - Continue Focus on Pipeline, Baseline, Upskill Workforce Gaps
 - Alignment with Buffalo Public Schools Career & Technical Education
 - Development of Workforce Investment Board Pathways Prototypes

TOUR SERIES

- ▶ Insider tours of unique sites important to the area's manufacturing industry

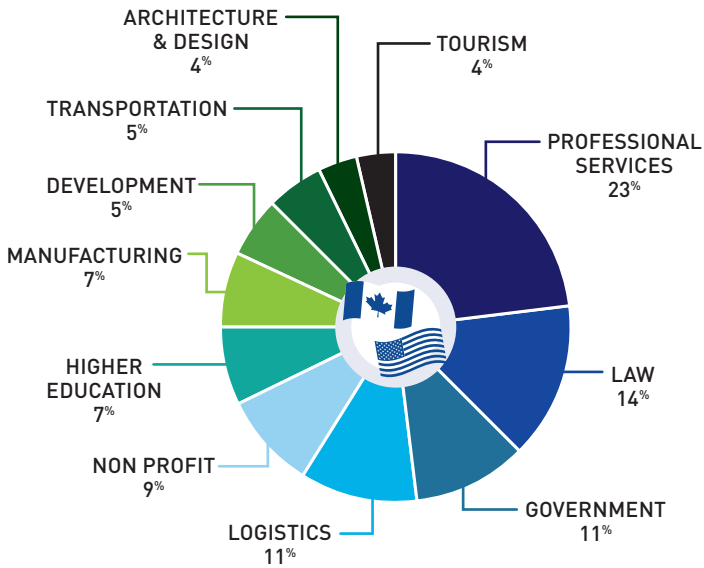
COUNCIL CHAIR: **Steve Davis** | Tapecon Inc.

COUNCIL VICE CHAIR: **Ron Ryszkiewicz** | DuPont

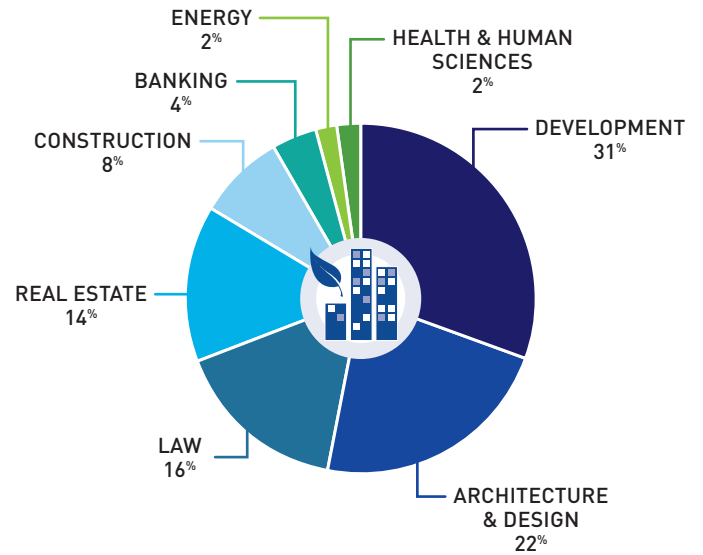
PARTNERSHIP CONTACT: **Jeff Conrad** | Senior Director, Workforce Development | jconrad@thepartnership.org

COUNCIL COMPOSITIONS BY INDUSTRY

CANAM



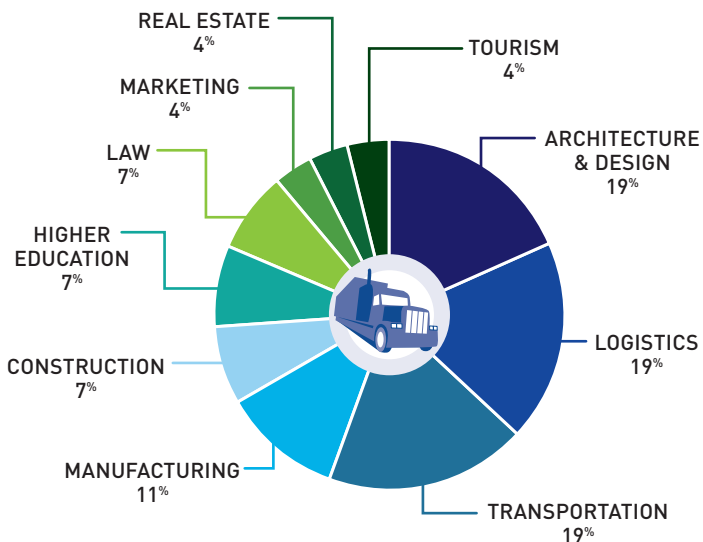
DEVELOPMENT ADVISORY



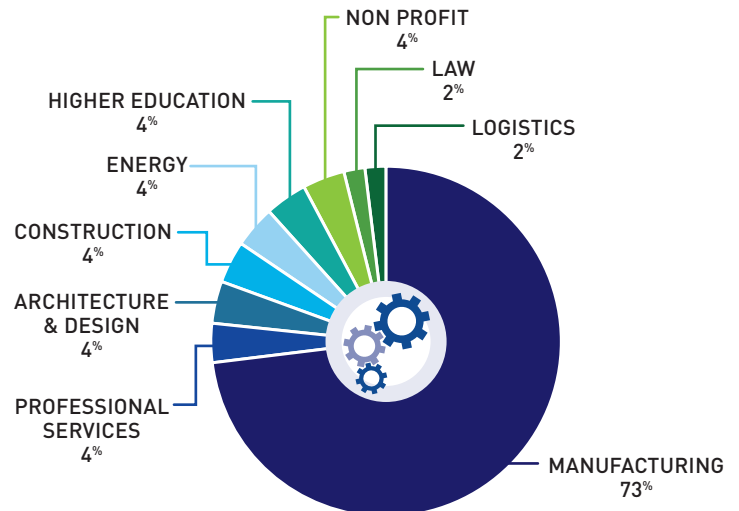
COMMON PRIORITIES ACROSS OUR COUNCILS:

- ▶ Workforce Development
- ▶ Border Efficiency & A Growing Bi-National Economy
- ▶ Smart Growth & Urban Revitalization
- ▶ Infrastructure Investment & Enhancing Connectivity

LOGISTICS AND TRANSPORTATION



MANUFACTURERS



COUNCIL MEMBERS

CANAM COUNCIL

Bank of America	Durward Jones Barkwell & Company LLP	Hebeler Corporation	Niagara College of Applied Arts & Technology	Savarino Companies, LLC
Bonadio Group	ECA Consulting, LLC	Hodgson Russ LLP	Niagara Falls Bridge Commission	Seal & Design, Inc.
Brock University	Empire State Development	Invest Buffalo Niagara	Niagara Global Tourism Institute	Seneca Gaming Corporation
Buffalo and Fort Erie Public Bridge Authority	Upstate	KPMG	Niagara International	Sonwil Distribution Center, Inc.
Can/Am BTA	enabling ideas™	Laub International, Inc.	Transportation Technology Coalition	Supply Chain Optimizers SWGi
Canada Border Services Agency	Five Star Bank	Lippes Mathias Wexler Friedman LLP	Northern Customs Services Inc.	University at Buffalo
Canisius College	Freed Maxick CPAs	Lumsden & McCormick, LLP	Phillips Lytle LLP	US Department of Commerce
Cannon Design	Greater Niagara Chamber of Commerce	M&T Bank	Predictive Success	Visit Buffalo Niagara
Chiampou, Travis, Besaw & Kershner, LLP	Gunther Mele Packaging, Inc.	McGuire Development Company, LLC	RealtyUSA.com	Wendel
Consulate General of New York	Hamilton Chamber of Commerce	Merani Hotel Group	Roar Logistics, Inc.	WeRecycleBatteries.com
County of Cattaraugus IDA	Harris Beach PLLC	New Buffalo Capital, L.P.	Rupp, Baase, Pfalzgraf & Cunningham, LLC	World Trade Center Buffalo Niagara
Dopkins & Company, LLP	Harter Secrest & Emery LLP			

DEVELOPMENT ADVISORY COUNCIL

Architectural Resources, P.C.	Chason Affinity	Hodgson Russ LLP	M.J. Peterson Corporation	T.Y. Lin International Group
Barclay Damon, LLP	Ciminelli Real Estate Corporation	Hopkins Sorgi & Romanowski PLLC	National Grid	TM Montante Development
Benchmark Environmental Engineering & Science PLLC	Construction Exchange of Buffalo & WNY, Inc.	Hurwitz & Fine, P.C.	New Buffalo Capital, L.P.	Turner Construction Co.
Benderson Development Company, LLC	Evergreen Health Services	Iskalo Development Corp.	Parkitects, Inc.	Uniland Development Company
Bond, Schoeneck & King PLLC	F.E. Blaine Realtors, Inc.	KeyBank	Pyramid Brokerage Company	Watts Architecture & Engineering, P.C.
Buffalo Development Corporation	First Amherst Development Group LLC	The Krog Corporation	Realty USA	Wendel
C&S Companies	Foit-Albert Assoc., Architecture, Engineering & Surveying, PC	LaBella Associates, D.P.C.	Renewal Housing Corp.	West Side & Black Rock-Riverside Neighborhood Housing Services, Inc.
Cannon Design	Frey Electric Construction Co., Inc.	LeChase Construction Services, LLC	RP Oak Hill Building Company Inc.	
Cannon Heyman & Weiss, LLP	Hamister Group, LLC	Lippes Mathias Wexler Friedman LLP	Savarino Companies, LLC	
Carmina Wood Morris, DPC	Harris Beach PLLC	LPCiminelli, Inc.	Schneider Development, LLC	
CBRE Buffalo		M&T Bank	Signature Development	
			Sinatra & Company Real Estate	

LOGISTICS & TRANSPORTATION COUNCIL

AAA Western and Central New York	Harlequin Distribution Center	New Enterprise Stone & Lime Co., Inc.	Nussbaumer & Clarke, Inc.	United Materials, LLC
Buffalo and Fort Erie Public Bridge Authority	Hodgson Russ LLP	Niagara Frontier Transportation Authority	Parsons Brinckerhoff, Inc.	University at Buffalo Institute for Sustainable Transportation & Logistics
CBRE Buffalo	LaBella Associates, D.P.C.	Niagara Global Tourism Institute	Roar Logistics, Inc.	Wendel
General Motors Powertrain Tonawanda Engine Plant	Lactalis American Group, Inc.	Niagara International	Sonwil Distribution Center, Inc.	
Greater Buffalo Niagara Regional Transportation Council	Linde LLC	Transportation Technology Coalition	Southwest Airlines Co.	
	Lippes Mathias Wexler Friedman LLP	Niagara University	Speed Global Services	
	Martin Davison Public Relations		Supply Chain Optimizers	
			T.Y. Lin International Group	

MANUFACTURERS COUNCIL

Ashton Potter USA Ltd.	E.I. Du Pont de Nemours & Co., Inc.	LeChase Construction Services, LLC	PeroxyChem	Switzer
Battistoni Italian Specialty Meats	General Mills, Inc.	MacLean Curtis, LLC	Power Drives, Inc.	TAM Ceramics
Bonadio Group	General Motors Powertrain Tonawanda Engine Plant	McGard LLC	Praxair, Inc.	Tapecon, Inc.
Bond, Schoeneck & King PLLC	Gooding Co., Inc.	Moley Magnetics Inc.	Rigidized Metals Corp.	Taylor Devices, Inc.
Brady Co.	Great Lakes Pressed Steel Corp.	Moog Inc.	Scheid Architectural	U.A.W. Local 897
Buffalo Games, Inc.	Greif	Multisorb Technologies, Inc.	Seal & Design, Inc.	United Materials, LLC
Buffalo Manufacturing Works, operated by EWI	HDM Hydraulics, LLC	National Grid	Sealing Devices Inc.	University at Buffalo
C&S Companies	Hebeler Corporation	Niacet Corporation	Sherex Fastening Solutions, LLC	WSF Industries, Inc.
Coca-Cola Bottling Co. of Buffalo, Inc.	Honeywell	Niagara Transformer Corp.	SolarCity	Zehnder Rittling
Direct Energy Business	International Paper	Niagara University	SoPark Corporation	
Diversified Labor Solutions	Jiffy-tite Co., Inc.	NOCO Energy Corp.	Straight-Forward Consulting, LLC	
		PCB Piezotronics	Summer Street Capital Partners LLC	



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