The Buffalo Niagara region is on the cusp of a sustained resurgence. As the regional chamber of commerce and privately funded economic development organization, the Buffalo Niagara Partnership is proud to have played an important role in helping to bring about the region’s renaissance.

The Partnership’s work is critical to ensuring that our region continues to strengthen and grow. We are grateful to our members—especially the Circle members recognized on these pages—for their generous investment and support.

As the Partnership presents its 2018-2019 Annual Report to Members, we are looking ahead to the future and evolving to meet the most pressing needs of our members. We remain committed to our mission to grow private investment and jobs in the Buffalo Niagara region and we look forward to continuing this important work. Thank you for your support.

Sincerely,

Arthur G. Wingerter  
Chairman of the Board, Buffalo Niagara Partnership  
President, Univera Healthcare

Dottie Gallagher  
President & CEO, Buffalo Niagara Partnership

I think it is incumbent on all businesses in the area to get involved in creating a better place to live and work. We all gain from the work the Partnership does and we can all contribute to ensure they remain the leading forum for business in Buffalo Niagara.” - John Scannell, Chairman & CEO, Moog, Inc.
Special Thank You

We would like to extend special thanks to the following members for their investment in our programs and events throughout the year. Their support makes our work possible.

**PRESIDENT’S CIRCLE**

The Buffalo News
Independent Health
National Fuel
Rich’s
Tops Friendly Markets
UB University at Buffalo

**LEADERSHIP CIRCLE**

Bank of America
Chartier Communications
HSBC
Kaleida Health
National Grid
Northwest
Univera Healthcare

**DIRECTOR’S CIRCLE**

Delco
Driftwood
D’Youville
Elderwood
ECMC
Lamar
Life Storage
Lumsden & McCormick
M & M Western & Central New York

**PARTNERSHIP CIRCLE**

Aleron
ASG – Applied Sciences Group, Inc.
Astronics Corp.
Athenex
AT&T Services, Inc.
Barclay Damon, LLP
Bene-Care Agency, LLC
BestSelf Behavioral Health, Inc.
Buffalo Rising, Inc.
Buffalo State, State University of New York
Citizens Bank
ClearView Social, Inc.
Ellicott Development Co.
First Amherst Development Group LLC
Frey Electric Construction Co., Inc.
Harlequin Distribution Center
Harmac Medical Products, Inc.
Harter Secrest & Emery LLP
Hodgson Russ LLP
Hotel Henry Urban Resort Conference Center
Hunt Real EstateCorp.
Hurwitz & Fine, P.C.
JP Morgan Chase Bank, N.A.
Key Resource Group
Lawley
Lippes Mathias Wexler Friedman LLP
McCullagh Coffee
New Enterprise Stone & Lime Co., Inc.
New York Power Authority
NOCO Energy Corp.
NYSEG
People Inc.
Performance Management Partners, Inc.
Power Drives, Inc.
Software Solutions Group
St. Bonaventure University
The Community Preservation Corporation
Tomkins Bank of Castile
Try-it Distributing Co., Inc.
United Airlines
Walsh Duffield Cos., Inc.
Waste Management of Western New York
Wendel
West Herr Automotive Group
WKBW-TV - Scripps Media Inc.
Zenger Group, Inc.
Working together to strengthen the region’s economy

Effective advocacy, convening, and collaboration are among the many reasons why the Buffalo Niagara Partnership is the premier employer organization in our region. Like no other privately funded organization in the Buffalo Niagara region, the Partnership mobilizes its members, elected officials, community leaders, area colleges and universities, economic development agencies, and other groups around the common goal of building a more robust and competitive regional economy.

SETTING THE AGENDA

The Partnership’s annual Advocacy Agenda details the local, state and federal policy priorities of Buffalo Niagara employers. This year, we made the case against new state employer mandates, called for a robust federal infrastructure package, and pushed for an increase in local tourism funding, among other issues. NYS Assemblyman Robin Schimminger talked with members following the release of our 2019 Advocacy Agenda.

TRADE TALK WITH MANUFACTURERS

Neil Bradley, the Executive Vice President and Chief Policy Officer of the U.S. Chamber of Commerce, delivered the keynote address during the Partnership’s Manufacturing Month Summit. During his talk, Bradley spoke with local manufacturing leaders about the United States-Mexico-Canada Agreement (USMCA) and the impact of tariffs.

LAUNCHING VOTER VOICE

The Partnership launched Voter Voice, an online platform designed to better connect Partnership members with elected officials at all levels of government. Now with a just click of a mouse, members can tell their elected officials how they feel about key issues impacting the Buffalo Niagara economy.

FINGER ON THE PULSE

Talent issues shot up to the top concern in our Member Pulse Report, which summarizes the findings of our annual member survey. Fifty percent of respondents said workforce is a significant pain point right now for their organization, jumping 12 points from the previous year. As a result, the Partnership deepened our commitment to helping members meet their workforce needs by investing in staff and training to deploy proven talent pipeline strategies locally.

I don’t know any group in Western New York that can speak more effectively for the business community and for economic opportunity than the Partnership. They have so many members across so many different businesses and industries that can exact a higher order of influence in their advocacy work.”
ADVOCACY IN ACTION: ALBANY
Grant Loomis, the Partnership’s Vice President of Government Affairs, traveled to Albany with members of Unshackle Upstate to meet with NYS Senate Majority Leader Andrea Stewart Cousins and discuss issues critical to Upstate New York.

ADVOCACY IN ACTION: WASHINGTON
The Partnership traveled to Washington, D.C. with the Great Lakes Metro Chambers Coalition (GLMCC) to meet with White House staff and members of Congress to fight for Great Lakes Restoration Initiative funding and discuss trade, infrastructure, and workforce development priorities. The Partnership is a founding member of the GLMCC.

MAKING THE TAX CAP PERMANENT
The Partnership achieved one of its top advocacy priorities when lawmakers made the state’s property tax cap permanent as part of the state budget. Dottie had the honor of introducing Gov. Andrew Cuomo at a Buffalo event where he pushed for a permanent cap.

FIGHTING PREVAILING WAGE EXPANSION
The Partnership joined other Unshackle Upstate leaders in pushing back against the expansion of prevailing wage on private development projects at a press conference in the New York State Capitol. The Partnership is a founding member of Unshackle Upstate.

ACCESS
The Partnership carries the ball as the advocate on issues that affect our business community. If not them, who? It’s hard for small businesses and large companies to have an impact on their own. Investment in the Partnership gives us the connections necessary to make a difference for area businesses.”
Addressing the talent challenge

A full 75% of Buffalo Niagara Partnership members say that workforce is a significant pain point now or that it will be in the next couple of years.

The Partnership serves as the backbone of the Employ Buffalo Niagara coalition. The 180-member group, led by employers, is comprised of education and training, workforce, and non-profit organizations that seek to build talent pipelines to help low-wage workers upskill into meaningful careers. The coalition’s mission is to remove the barriers to full employment for these important members of the workforce.

Additionally, the Partnership manages employer collaboratives, which are a demand-driven, employer-led approach to closing the skills gap. These collaboratives build talent supply chains aligned to dynamic business needs.

The Partnership would like to thank these members for their involvement in our employer collaboratives:

- Applus
- Dunn Tire
- Eastman Machine Co.
- IIMAK
- International Paper
- Modern Disposal Services
- National Fuel
- NOCO Energy Corp.
- Pegula Sports & Entertainment
- Rosina Food Products
- Sealing Devices, Inc.
- SoPark
- Switzer
- Tapecon, Inc.
- Wegmans
- Zehnder Rittling

Dottie Gallagher, our President & CEO, was invited to speak at the Federal Reserve Bank of New York’s Investing in America’s Workforce conference on improving outcomes for workers and employers. She was joined by, from left, Stuart Andreason of the Federal Reserve Bank of Atlanta; Julie Gehrki, the Vice President of Philanthropy at the Walmart Foundation; and Dave E. Altig, the Executive Vice President and Director of Research at the Federal Reserve Bank of Atlanta.

"The work of the Partnership has a major impact on the community and its future. It is the one organization steering the agenda of what we need to be talking about for our future. If we did not have the Partnership, I am not sure where the business community’s collective voice would come from.”
CREATING A DIVERSE AND INCLUSIVE REGIONAL BUSINESS CLIMATE

The Partnership’s Diversity & Inclusion Council provides employers with the insight and information they need to attract a more diverse workforce and increase talent retention by creating inclusive corporate cultures.

55 REGIONAL EMPLOYERS ARE COUNCIL MEMBERS
14 NEW EMPLOYERS JOINED THE COUNCIL IN 2018-19

The Council’s work focuses on:

- **Human Resources**: Increasing diversity in management through enhanced attraction, retention, and development practices
- **Community Outreach & Philanthropy**: Raising awareness of organizations that serve diverse populations and offering opportunities for greater impact
- **Communications**: Assisting companies in establishing communication plans that promote belonging

A FULL 20% OF OUR REGION’S WORKFORCE IS EXPECTED TO RETIRE IN 10 YEARS

That’s why recruiting and retaining young professionals is more important than ever. BN360, the Partnership’s young professional engagement and development program, is foundational to the Partnership’s work in talent retention and workforce development.

1,700+ individual members
54% increase in membership over 2017-18
59 corporate members
18+ events and programs annually

ENCOURAGING COMMUNITY INVOLVEMENT

The 2019-20 Young Professional’s Guide to Networking & Development doubled in size to include more than 50 professional development groups and opportunities for community involvement. Nearly 300 young professionals attended the event at which the 2019-20 Guide was released, a 65% increase over attendance at last year’s event.

CREATING A CAREER DESTINATION

The Partnership surveys young professionals to understand their perceptions of the region and advise community and business leaders on the action needed to ensure that the Buffalo Niagara region becomes a career destination for young professionals. More than 880 young professionals took the 2018 survey, doubling participation over the 2017 survey.

“... The Partnership helps lead the conversation on issues such as workforce development, diversity, and other topics of importance to today’s business. Those issues are critical to the future of Buffalo Niagara. The Partnership’s role in collaboration and convening gives us the opportunity to work together toward a better future.”

Michael Keating, Senior Vice President, Wegmans Buffalo Division
Engaging members and building relationships

Each year, the Partnership hosts more than 60 events that draw approximately 5,400 attendees. Our events bring members together for learning and networking opportunities and for the relationship-building that is so critical to our region’s economic well-being.

**BRINGING MEMBERS & DECISION MAKERS TOGETHER**

The Partnership’s Government Affairs series connects members to elected leaders at all levels of government and helps inform the debate on key issues critical to our economy. The series features several sold-out events including our annual Advocacy Agenda Rollout and Public Officials Reception, which is attended by dozens of elected officials such as Buffalo Mayor Byron Brown.

**ENABLING MEMBERS TO MAKE CONNECTIONS**

The Partnership hosts a variety of events throughout the year to give our members the opportunity to build their circles of influence. More than 400 people attended HobNob and spent a memorable evening enriching their business relationships.

**TACKLING PRESSING REGIONAL ISSUES**

The Partnership brought more than 125 people together for a two-part series that explored the opioid epidemic, its impact, and how employers and community leaders could respond. Dr. Howard Hitzel, the president and CEO of BestSelf Behavioral Health, joined Erie County Health Commissioner Dr. Gale Burstein and Erie County Executive Mark Poloncarz at an event designed to help employers better understand the opioid epidemic and its effect on the region’s workforce.

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“There are a lot of bright, energetic people running companies across Western New York. It is important that there be a forum for them to share ideas and best practices. The Partnership is that forum that brings together complementary ideas that otherwise may not intersect. That strengthens local business, which in turn benefits the entire region.”

— Stewart Haney, President & CEO, Wendel
BUILDING CROSS-BORDER RELATIONSHIPS

Members of the Partnership’s Economic Councils, as well as our associate members from the Hamilton and Greater Niagara chambers of commerce, set off on a boat tour of the Buffalo River and the Outer Harbor. The annual event is one way in which we convene business leaders with the goal of building and enhancing the cross-border relationships that ensure the economic health of our bi-national region. All three chambers renewed their membership agreement for another three years.

HONORING WOMEN LEADERS

The Partnership is proud to showcase the valuable contributions made by women leaders. Their work is critical to the advancement of the Buffalo Niagara region. PowerUp brought nearly 200 women together for an afternoon of celebrating, learning, and networking. JoAnn Falletta, the music director of the Buffalo Philharmonic Orchestra, delivered the keynote address and shared the leadership lessons she has learned from 20 seasons leading the BPO.

An at-capacity crowd filled the Buffalo Niagara Convention center for the 29th Annual ATHENA Awards Luncheon, the region’s most prestigious event recognizing the professional accomplishments of exceptional individuals who are dedicated to the advancement of women.

MAXIMIZING THE VALUE OF DIVERSITY AND INCLUSION

Recent studies have linked innovation, profitability, and talent attraction to diversity and inclusion. In June 2019, the Partnership and the Community Foundation for Greater Buffalo hosted a day-long Diversity & Inclusion Symposium to help employers develop strategies to hire and retain a diverse workforce. Mary-Frances Winters, the President & CEO of The Winters Group and a renowned expert in the field, delivered the keynote address to a crowd of nearly 250 attendees.

COLLABORATE

Sometimes organizations get stuck in their own world, whether business or not-for-profit, but we have some very common goals and issues we need to agree on. The Partnership is very powerful in enabling the collaboration necessary among these organizations, large and small, so that we can work together for the benefit of the entire region.”
## 2018-2019 Board of Directors

<table>
<thead>
<tr>
<th>Name</th>
<th>Title and Company</th>
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<tbody>
<tr>
<td>David Anderson</td>
<td>President &amp; CEO, BlueCross BlueShield of WNY</td>
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<tr>
<td>Douglas Bean</td>
<td>Vice Chairman, Chief Brand Officer, Mower</td>
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<td>Paul Bonaro</td>
<td>VP, Data Center Operations, Verizon Media</td>
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<tr>
<td>Warren Colville</td>
<td>Publisher &amp; President, The Buffalo News</td>
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<td>Michael Cropp</td>
<td>President &amp; CEO, Independent Health</td>
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<td>Frank Curci</td>
<td>Chairman &amp; CEO, Tops Markets, LLC</td>
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<td>Jonathan Dandes</td>
<td>Vice President of Governmental Relations &amp; Special Projects, Rich Baseball Operations</td>
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<td>Steven Davis</td>
<td>President, Tapecon, Inc.</td>
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<tr>
<td>Donna DeCarolis</td>
<td>President, National Fuel Gas Company</td>
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<tr>
<td>Clotilde Dedekker</td>
<td>President &amp; CEO, Community Foundation for Greater Buffalo</td>
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<td>Jim Dentinger</td>
<td>President, McGuire Development Company</td>
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<td>James Domagalski</td>
<td>Partner, Barclay Damon, LLP</td>
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<td>Julie Dotton</td>
<td>President &amp; CEO, Applied Sciences Group</td>
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<td>Thomas Emmerling (Treasurer)</td>
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<td>President &amp; CEO, Buffalo Niagara Medical Campus, Inc.</td>
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<td>Ann Evanko</td>
<td>President &amp; Managing Member, Hurwitz &amp; Fine, P.C.</td>
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<tr>
<td>Lynne Marie Finn</td>
<td>President &amp; CEO, Aleron</td>
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<td>Rhonda Frederick</td>
<td>President &amp; CEO, People Inc.</td>
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<tr>
<td>Kent Frey</td>
<td>CEO, Frey Electrical Construction Co., Inc.</td>
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<tr>
<td>Holly Gagnon</td>
<td>President &amp; CEO, Seneca Gaming Corporation</td>
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<tr>
<td>Dottie Gallagher</td>
<td>President &amp; CEO, Buffalo Niagara Partnership</td>
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<td>Robert Gioia</td>
<td>President, The John R. Oishei Foundation</td>
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<td>President &amp; COO, M&amp;T Bank</td>
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<td>Martin Griffith</td>
<td>President, Bank On Buffalo</td>
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<td>Stewart Haney</td>
<td>President &amp; CEO, Werdel</td>
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<td>Frank Heard</td>
<td>President &amp; CEO, Gibraltar Industries, Inc.</td>
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<td>William Hochul, Jr.</td>
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<td>David Hore</td>
<td>President, PCB Piezotronics, Inc. - MTS Systems Corporation</td>
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<td>John Hurley</td>
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<td>Candace Johnson, PhD</td>
<td>President &amp; CEO, Roswell Park Comprehensive Cancer Center</td>
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<td>Laurie Irish Jones</td>
<td>CEO, Irish Companies</td>
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<td>Patrick Kaler</td>
<td>President &amp; CEO, Visit Buffalo Niagara</td>
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<td>Michael Keating</td>
<td>Senior Vice President, Buffalo Division, Wegmans Food Markets, Inc.</td>
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<td>Thomas Kucharski</td>
<td>President &amp; CEO, Invest Buffalo Niagara</td>
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<td>Regional Director, National Grid</td>
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<td>Tim Loftis, Esq.</td>
<td>Member, Bond, Schoeneck &amp; King, PLLC</td>
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<td>Jody Lomoio</td>
<td>President &amp; CEO, Kaleida Health/Great Lakes Health</td>
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<td>James Maher, C.M.</td>
<td>President, Niagara University</td>
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<td>Timothy McPoland</td>
<td>Director, Freed Maxick CPA, F.C.</td>
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<td>Kimberley Minkel</td>
<td>Executive Director, Niagara Frontier Transportation Authority</td>
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<td>Michael Montante</td>
<td>Vice President, Development, Uniland Development Company</td>
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<td>Kevin Murphy</td>
<td>Northeast Regional Executive, Business Banking Bank of America</td>
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<td>David Murray</td>
<td>Partner, Phillips Lytle LLP</td>
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<td>David Nasca</td>
<td>President &amp; CEO, Evans Bank, N.A.</td>
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<td>Michael Newman</td>
<td>Executive Vice President, NOCO Energy Corp.</td>
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<tr>
<td>Benjamin Obletz</td>
<td>Secretary, President &amp; CEO, First Amherst Development Group, LLC</td>
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<td>Louis Panzica</td>
<td>President &amp; CEO, Power Drives, Inc.</td>
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<td>Gary Quenneville</td>
<td>Upstate New York Regional Executive, KeyBank</td>
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<tr>
<td>Kevin Quinn</td>
<td>Managing Director, HSBC Bank USA, N.A.</td>
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<td>Ram Ramanujam</td>
<td>Plant Director, General Motors Powertrain Tonawanda Engine Plant</td>
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<td>Sharon Randaccio</td>
<td>President &amp; CEO, Performance Management Partners, Inc.</td>
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<td>Mary Roberts</td>
<td>Executive Director, Martin House Restoration Corp.</td>
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<td>David Rogers</td>
<td>CEO, Life Storage</td>
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<td>Christopher Ross</td>
<td>Principal, Laxley</td>
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<td>John Scannell (Vice Chair)</td>
<td>CEO &amp; Chairman of the Board, Moog Inc.</td>
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<tr>
<td>John Somers</td>
<td>President &amp; CEO, Harmac Medical Products, Inc.</td>
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<td>Anthony Spada, Jr.</td>
<td>President &amp; CEO, AAA Western and Central New York</td>
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<td>Rocco Surace</td>
<td>Partner, Bonadio Group</td>
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<td>Satish Tripathi</td>
<td>University President, University at Buffalo</td>
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<td>David Uba</td>
<td>CEO, Excelsior Orthopaedics</td>
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<td>Paul Valone</td>
<td>Partner, Hodgson Russ LLP</td>
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<td>President &amp; CEO, Try-It Distributing Co., Inc.</td>
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<td>Edward Walsh, Jr.</td>
<td>CEO, Walsh Duffield Cos., Inc.</td>
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<td>Michael Weiner</td>
<td>President &amp; CEO, United Way of Buffalo &amp; Erie County</td>
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<tr>
<td>Arthur Wingert (Chair)</td>
<td>President, Univera Healthcare</td>
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<td>Stephen Zenger</td>
<td>President &amp; CEO, Zenger Group</td>
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- Unique perks, like up to $200 just for going to the dentist and a $300 wellness debit card
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UniveraForBusiness.com

KeyBank thanks Buffalo Niagara Partnership for making a difference.

When people work together, anything is possible. It’s why we support organizations that bring people within our community closer. They reinforce the bonds we share and help us celebrate the traditions we hold dear. It’s just one part of our investment in our neighbors and the community.

KeyBank thanks Buffalo Niagara Partnership for making a difference.

KeyBank
Use the red key.

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The strength of our community is its greatest asset.

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KeyBank
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We’re putting our energy behind Buffalo.

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Committed to our customers. Nonstop.

Proud member of the Buffalo Niagara Partnership.