



A strategy for
prosperity
in Western New York



Western New York
Regional Economic
Development Council

SIAT Presentation and Recap



2015 SIAT Team

- Secretary of State, Cesar Perales
- Roann Destito, Commissioner OGS
- Matthew Driscoll, Commissioner DOT
- Jerry Boone, Commissioner Tax & Finance
- Robert Puentes, Senior Fellow Brookings MPP
- Marc Morial, President, National Urban League
- Richard Tobe, Director, Upstate Revitalization NYS
- Sabrina Ty, President & CEO EFC
- James Cox, Northeast Regional Director, United States Department of Commerce



SIAT Video



**Western New York
Regional Economic
Development Council**

Our Region is Getting Noticed

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Entrepreneurial Spirit Is
Driving Buffalo Forward

- *The Huffington Post, June 11, 2015*

“

The city has worked to capitalize
on its rich history . . . its cheap real
estate, and a growing downtown
scene . . .

- *The Boston Globe, November 20, 2014*

“

The Wind and Sun Are Bringing the Shine Back to Buffalo

- *The New York Times, July 20, 2015*

“

Millennials Are
Moving To Buffalo &
Living Like Kings.

- *gothamist,
January 28, 2015*

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For anyone who hasn't been to Buffalo in
a few years, it hits you like a sledge
hammer.

- *ESPN.com, January 22, 2015*

SINCE 2011

\$789M IN STATE FUNDING

\$3.1B LEVERAGED

OVER 14,000 JOBS RETAINED

CREATING 7,500+ JOBS

Since 2011, job creation and investment in our region has continued to grow

2011-2014 ALL PROJECTS

280 ALL PROJECTS FUNDED THROUGH THE CFA

PAST CFA PROJECTS

PRIORITY PROJECTS



\$510.2M

IN TOTAL PROJECT COSTS

\$98M

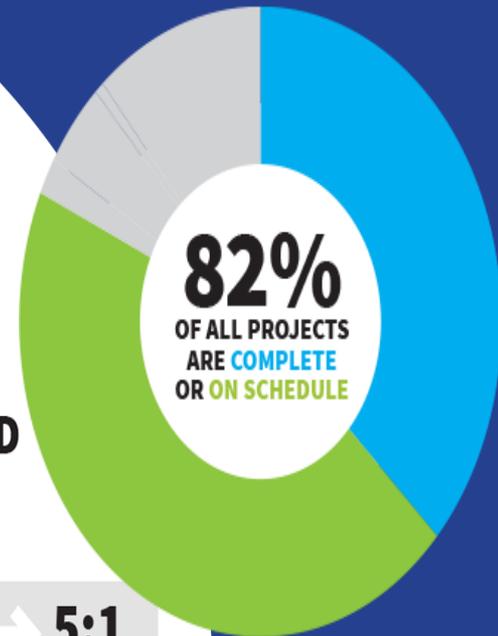
IN CFA FUNDS AWARDED

\$412M

LEVERAGED

5:1

COST TO AWARD RATIO



THE NEW WNY



A region for the 21st century

REDISCOVERING OUR TOWN AND VILLAGE CENTERS

REINVENTING BROWNFIELDS



Implement Smart Growth

A region for the 21st century

The New Buffalo links people with jobs and leads people to the waterfront.

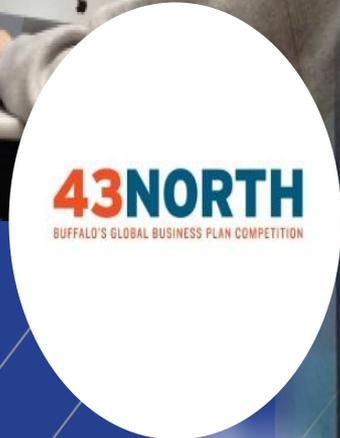


Implement Smart Growth



No longer business as usual

The New Buffalo attracts
innovators from around the
world.



Foster a Culture of Entrepreneurship

No longer business as usual

DIVERSIFYING THE
ECONOMY BY
SUPPORTING
ENTREPRENEURS

CREATING
PATHWAYS TO
CAPITAL

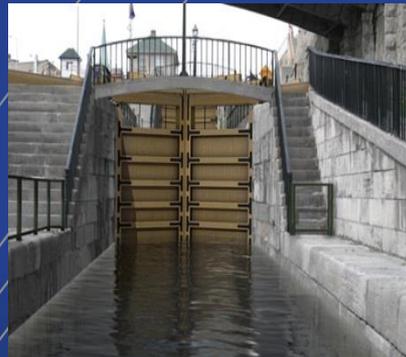


Foster a Culture of Entrepreneurship

Investing in a world-class tourist destination



BUILDING OUR ARTS & CULTURAL ASSETS



PRIORITY PROJECTS

Tourism

Investing in a world-class tourist destination

The New Buffalo transforms downtown Niagara Falls, brings our waterfront to life and markets our region to the world.



Tourism



Good jobs for a skilled workforce

EXPANDING TRAINING PROGRAMS IN HIGH DEMAND INDUSTRIES

CHAMPIONING FUTURE GENERATIONS



Prepare Our Workforce

Good jobs for a skilled workforce

Working to overcome poverty



Prepare Our Workforce

STRATEGIES

EDUCATION

TRANSPORTATION

**FOUNDATIONAL
SUPPORT FOR
SUCCESS**

38 DOL PROGRAMS
COMPLETED

2,523

PEOPLE TRAINED

2,259

WORKERS PLACED OR JOBS
RETAINED

*Catholic Charities
The Center for Industrial Effectiveness at UB (TCIE)
Jamestown Community College
Erie 1 BOCES
Buffalo Niagara Street Corridor Covenant Manor
Chautauqua County City of Lockport*

Good jobs for a skilled workforce

The New Buffalo aligns skills with industry and values diversity.



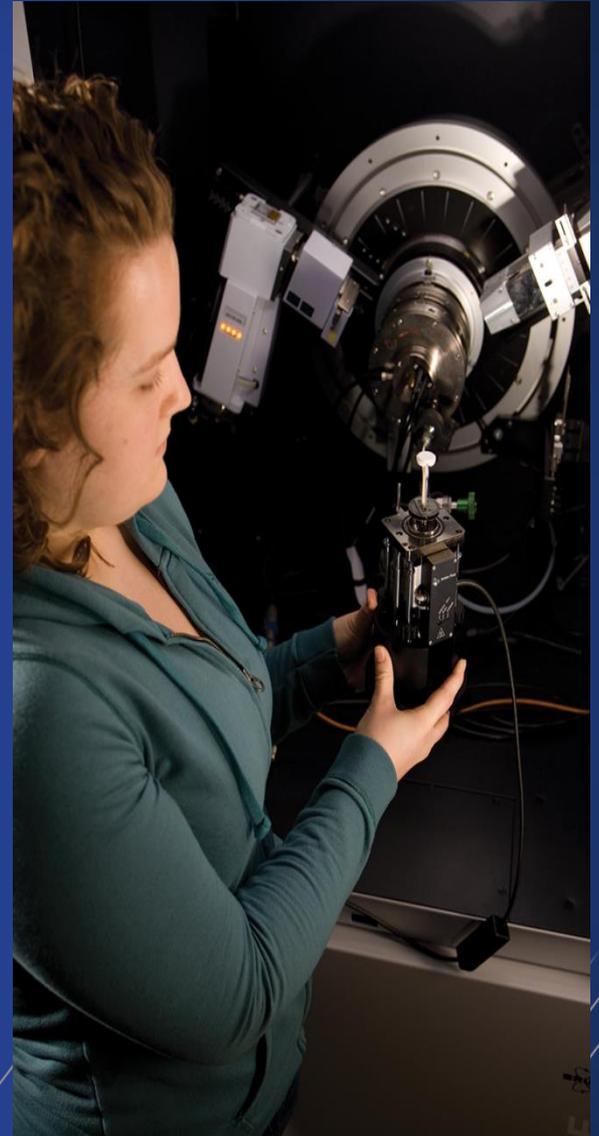
Prepare Our Workforce



Made great in WNY



STRENGTHENING OUR
MANUFACTURING BASE



Advanced Manufacturing



Materials & Machinery Manufacturing

*Materials & Machinery
Manufacturing Cluster has
potential to drive jobs and wealth
for the region*

CLUSTER ACTION PLAN

*WNY has a large number of
specialized industries in this
cluster.*

*Employment in this cluster's
industries continues to grow.*

*Wages have been on the rise in
industries across this cluster.*



Advanced Manufacturing



Materials & Machinery Manufacturing

Regional Cluster Action Plan

Grow existing or emerging companies

Attract out-of-state-companies

Strengthen key enablers for cluster growth

Align and partner with institutions, regional assets and state-wide economic development entities

Enhance coordination of cluster growth activities

Made great in WNY

DRIVING INNOVATIVE COMPANIES TO WNY

DEVELOPING THE TECHNOLOGIES TO COMPETE GLOBALLY



BUFFALO

MANUFACTURING WORKS

Operated by **EWI.**



Advanced Manufacturing



The world of
opportunities at our
doorstep

STRATEGIES

**ATTRACT AND RETAIN FOREIGN BORN
POPULATIONS**

EXPORT ASSISTANCE

BUSINESS ATTRACTION LEADS/FDI

MARKETING



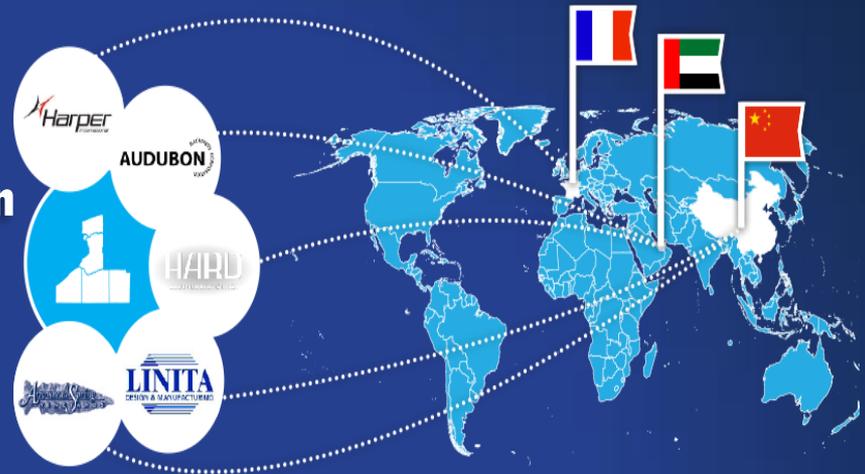
GLOBAL NY

The world of opportunities at our doorstep

EXPORTS

WNY Companies Expand Their Visibility in the Global Marketplace

5 WNY companies received STEP Grants



WNY Small Businesses Explore Export Markets

5 WNY companies participated in the EMAS program



GLOBAL NY

The world of opportunities at our doorstep

FOREIGN DIRECT INVESTMENT

Roswell Park joins Gov. Cuomo on Cuba trade mission

Developing lung cancer vaccine



WNY attracts start-ups from around the world

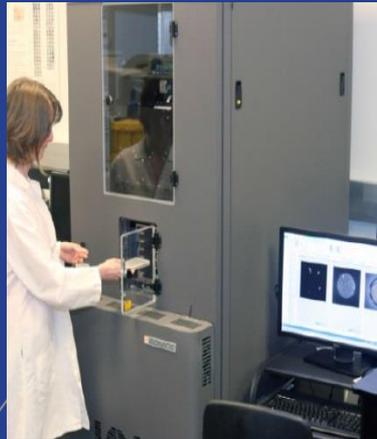
Foreign companies participate through START-UP NY and are 43North winners



GLOBAL NY

Converting research into jobs

THE BUFFALO NIAGARA
MEDICAL CAMPUS IS A PRIVATE
SECTOR MAGNET



Health | Life Sciences

Converting research into jobs

The New Buffalo has burgeoning innovation
clusters.



Health | Life Sciences



Proposed Priority Projects

TOTAL PROJECT COST

\$235,720,279

TOTAL PROPOSED ESD INVESTMENT

\$30,000,000

COST TO AWARD RATIO

8:1

DIRECT JOBS CREATED/RETAINED

401

INDIRECT JOBS CREATED

861

CONSTRUCTION JOBS CREATED

2,647

THE NEW WNY

*27 PROPOSED 2015
PRIORITY PROJECTS THAT
ADVANCE OUR STRATEGIES,
CREATE JOBS AND SPUR
PRIVATE INVESTMENT.*



Proposed Priority Projects



ADVANCING OUR STRATEGIES

 TOURISM



 ADVANCED MANUFACTURING



 IMPLEMENT SMART GROWTH



 FOSTER A CULTURE OF ENTREPRENEURSHIP

Excelsior Growth Fund Western New York Small Business Fund



 AGRICULTURE

 PREPARE OUR WORKFORCE



27 PROPOSED PROJECTS TO ADVANCE OUR STRATEGIES

Measuring Our Progress



Young Population

Population Ages 20-34

2010> 2013

262,060 276,170

% CHANGE

INCREASE
5.4%

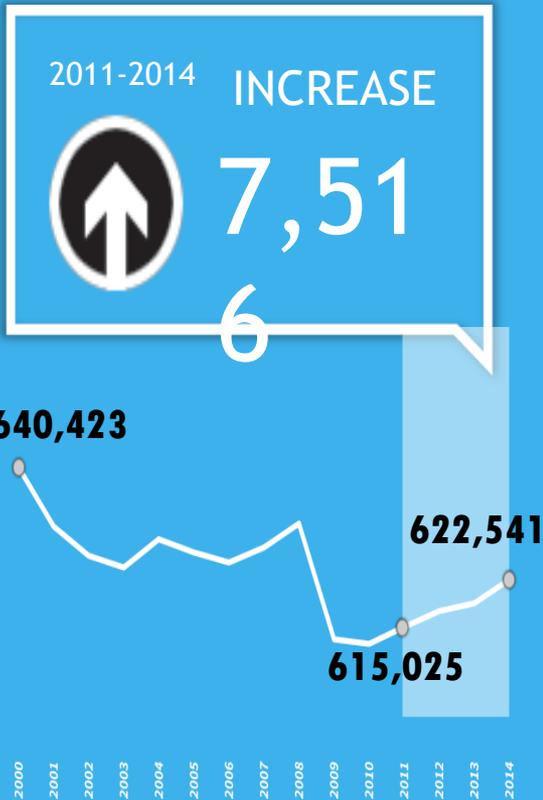


Measuring Our Progress

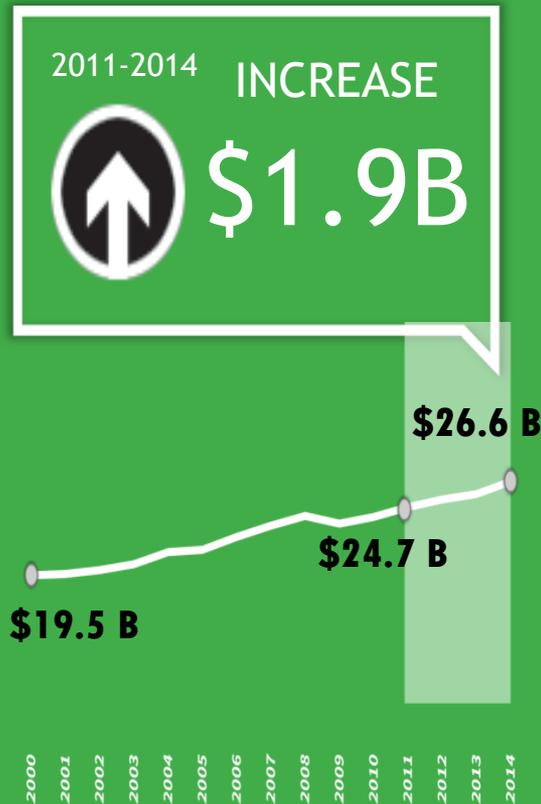
Moving the Needle in WNY - Since 2011, WNY has seen growth in jobs, wages and firms.



Jobs



Total Wages



Firms





A strategy for
prosperity
in Western New York



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