

Bi-National Location | Logistics Work Group
Meeting Minutes 9/12/11

Enhancement of multi-modal transportational capabilities?

- Multi-modal linkage (7)
- True free trade zone bi-nationally (3)
- Increased marine shipping (3)
- Enhanced rail-inter-modal facility (3)
- Develop at deep-water ports in Lake Ontario (3)
- Bethlehem site in new, capable ownership (2)
- Increased intermodal capacity (2)
- A "model" freight village/logistics park (1)
- Signature bridge that opens the world's eyes to the bi-national economy (1)
- Improve access to all four class I railroads to region
- Partner with private sector to develop deep water port
- Remove existing bottlenecks
- Push railroads to increase container traffic
- Strengthen border policy toward trade
- Identify alternative trade routes
- How do we build deep water port in Ontario and not take away from Bethlehem site?
- Determine other bi-national examples/ best practices
- Technical capabilities and connectivity

Take advantage of our borders through strategic and tactical approaches // Make a commitment to the completion of Rt. 219

- Collaborative bi-national regional planning (9)
- Bi-national economic center recognized internationally (8)
- A "Welcome" at our borders (7)
- Signage to cut lying areas within the region (6)
- True global gateway in and out of North America (6)
- Bridge head congestion relief (4)
- Promoting and marketing (4)
- Complete Rt. 219 SEIS (2)
- Increase in intermodal traffic going to Canada (2)
- Developing awareness of Buffalo Niagara as a center of logistics for North America (2)
- Market our region to international audience (2)
- Complete Rt. 219 funding plan (1)
- Capture freight moving through region (1)
- Pre-inspection/shared border management
- Build new relationships with growing MTA (Toronto)
- Better bi-national communication
- Cementing a permanent bi-national relationship Signs saying "Welcome to the bi-national Buffalo Niagara region"

Advocate policy to attract and facilitate growth and development

- Shared border management (9)
- More bi-national collaboration (7)
- Buffalo Niagara center for light manufacturing(4)
- Cheaper energy (hydro, air) (3)
- Industrial land re-use (1)
- Push new H-1B (1)
- Commit to smart road technology (1)
- Medical economic development (1)
- Medical research (1)
- Difficulty in getting visas High labor costs discourages new investment in region
- Canadians must be US citizens to get SBA assistance
- Border security regulations? Can they be made less stringent while maintaining security?
- EB-5 visas/ job creation/ regional center
- Integrated planning and policies
- NYS strategically incentivize private sector components of logistics hub plan
- Collaborative political relationships on all levels
- Influence tax (federal and state) policy as it relates to logistics companies and opportunities

Linking education/research/training across border and to logistics/supply chain industry

- Retain graduates/workers that are not raised here (5)
- Support entrepreneurs and new ideas like structure and funding (3)
- More bi-national education links (3)
- More training in basic trade skills like machinery, etc. (2)
- University agreements like integration (1)
- Cross border jobs with no barriers (1)
- Existing versus needed manpower incentives for bi-national research and patent development
- Bi-national incubation
- Canadian involvement with local Workforce Investment Board
- Bi-national internship program
- Reform of workforce programs to proactively meet industry needs

Creation of regional centers for industrial & commercial distribution and light manufacturing

- Niagara Falls airport as Southern Ontario air cargo hub (11)
- Congestion reliever for Toronto, i.e. JFK (3)
- Development of air cargo opportunities at NFTA (4)
- Warehouse distribution light assembly (1)
- Increase in physical warehouse space used by businesses (1)
- Public private partnerships
- Niagara region locations
- Enhanced foreign trade zone in U.S.
- How to compete with Hamilton for air cargo
- Inequities in import export fees for U.S. and Canada
- Available land within a 3 to 5 mile radius of NFTA for warehouse, distribution, and logistics Available space
- Army Reserve property 25 Acre 2005
- Niagara Falls Airport needs to be bigger
- Bethlehem Steel and Center

Marketing and branding our region as an international trade center and logistics hub // Support bi-national tourism development and promotion

- A consolidated marketing effort of region's freight capabilities (6)
- Promotes as a go-to location for manufacturing and distribution by top rail, road, and cargo carriers (1)
- Galvanize public opinion; re: need for increased infrastructure (4)
- Direct communication to those traveling of what we have to offer (1)
- Welcome center to all of NYS at Ripley, NY (1)
- Identify diversity of activities and things to do (3)
- Tourism: people movers (1)
- Toronto: welcome to celebrate new immigrants (2)
- Like Vancouver: trade city, multi-cultural, functional, and beautiful (1)
- Marketing the bi-national region
- Celebrate our histories
- Collaborate with Bills & Sabres regarding bi-national marketing plan
- CSX & Mersk: create cooperative marketing plans
- Eliminate barriers to bi-national marketing
- Recognize collectively that we are the hub to over 50% of North America (within 600 miles)
- Creation of stakeholder-driven marketing plan
- Product development and marketing key assets bi-nationally
- Target new tourism markets
- Understanding what the customer wants and will pay for like research
- Use new 21st century technology and customer relations tools rather than old means
- One Greater Niagara bi-national marketing organization
- Market Buffalo Niagara to companies as centralized region for US and Canadian markets
- Halifax major hub, Halifax to Toronto to Detroit to NFTA corridor