

A strategy for  
**prosperity**

**Progress Report 2013**

WNY Regional Economic Development Strategic Plan  
October 15, 2013



# A Collaborative, Community Driven Process



People Reached

2,946



Presentations

62



Community Stakeholders

272



Companies & Organizations

380



Newsletter

1,900

## NEWS & PRESS

20+

News stories,  
press  
conferences  
and events

## WORK GROUPS



Advanced Mfg.



Agriculture



Bi-national/Logistics



Health | Life Sciences



Higher Education



Tourism/Marketing



Energy



Professional Business Services



Communications Committee



Opportunity Agenda

added in 2013

# Organizing Our Strategies

## 3 CORE STRATEGIES



**Prepare Our Workforce**



**Implement Smart Growth**



**Foster a Culture of Entrepreneurship**

## SECTOR STRATEGIES



**Advanced Manufacturing**



**Energy**



**Professional Services**



**Agriculture**



**Health | Life Sciences**



**Tourism**



**Bi-National Logistics**



**Higher Education**



# Prepare Our Workforce

## PROGRESS

Developing an  
inclusive  
workforce &  
aligning skills  
and training  
with industry  
needs





# Prepare Our Workforce

## PROGRESS

**Building  
the pipeline**



CORE STRATEGY



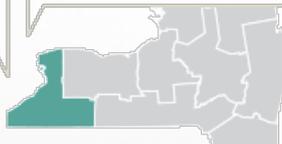
# Prepare Our Workforce

OPPORTUNITY AGENDA



**1 in 7**  
WNYERS LIVE IN  
POVERTY

Addressing poverty through collaboration, building upon capacity from within the region



Strategies

Education & Training

Access to Jobs

Removing Barriers  
to Self-Sufficiency



# Prepare Our Workforce

## OPPORTUNITY AGENDA

**Moving Generations Forward**  
*Buffalo Urban League*

**Education to Employment**  
*WNY Women's Foundation*



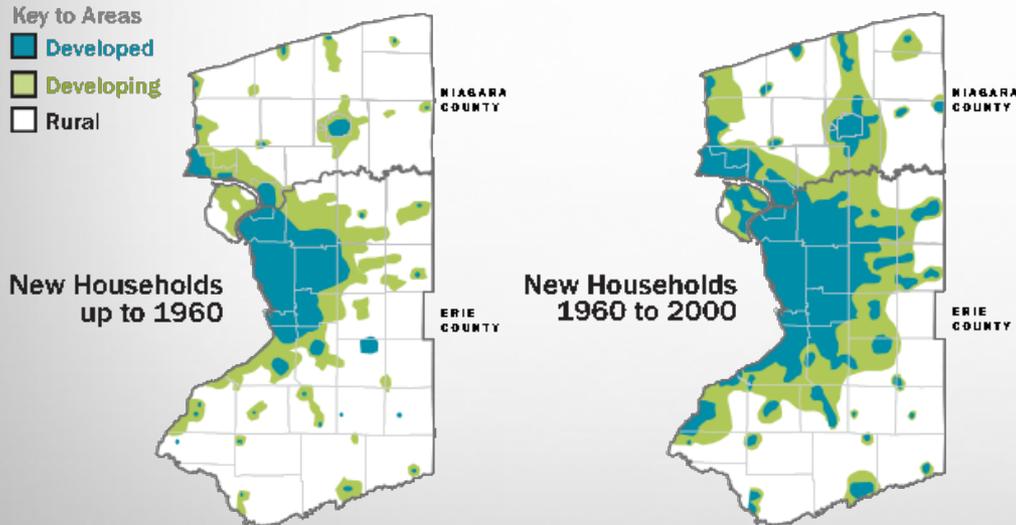


# Implement Smart Growth

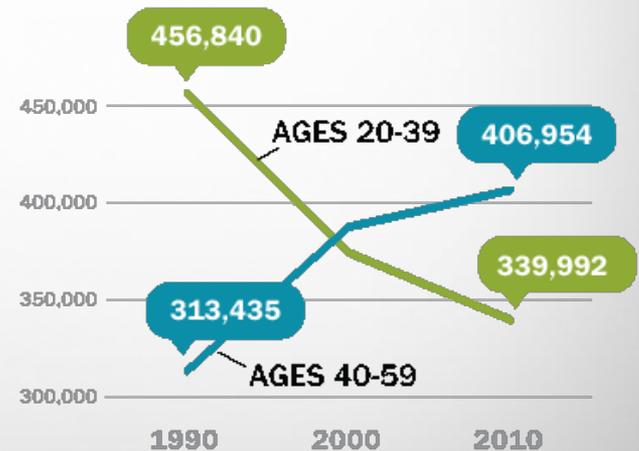
## PROGRESS

Investing in infrastructure based on smart growth principles

Growth trends over a 40 year time period...



WNY Population Changes, Ages 20-39 and 40-59, 1990-2010



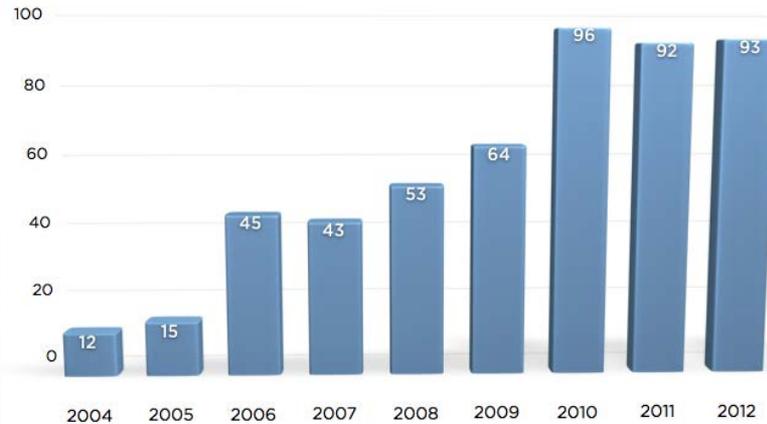
Source: U.S. Census, 1990 - 2010



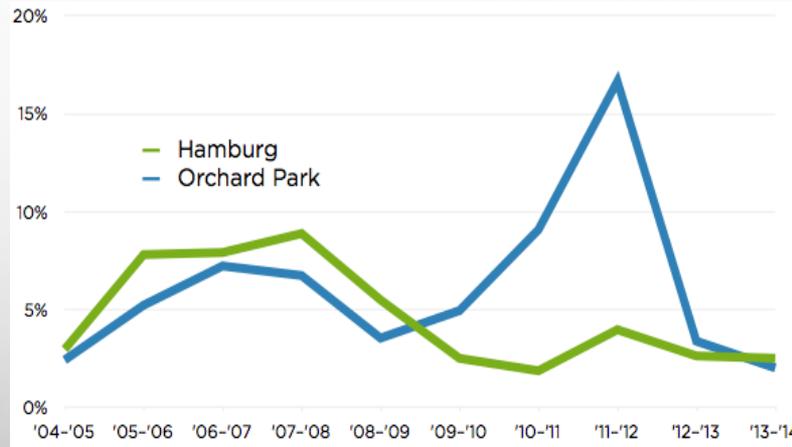
# Implement Smart Growth

## PROGRESS

**Walkable Downtowns:  
Investment Rises,  
Taxes Don't**



**Commercial Building  
Permits Issued in  
Hamburg New York**



**SmartGrowth stabilized  
Hamburg's property  
taxes before the  
Governor had to.**



# Implement Smart Growth

## PROGRESS

### Reclaiming brownfields





# Implement Smart Growth

PROGRESS

## Waterfront Revitalization

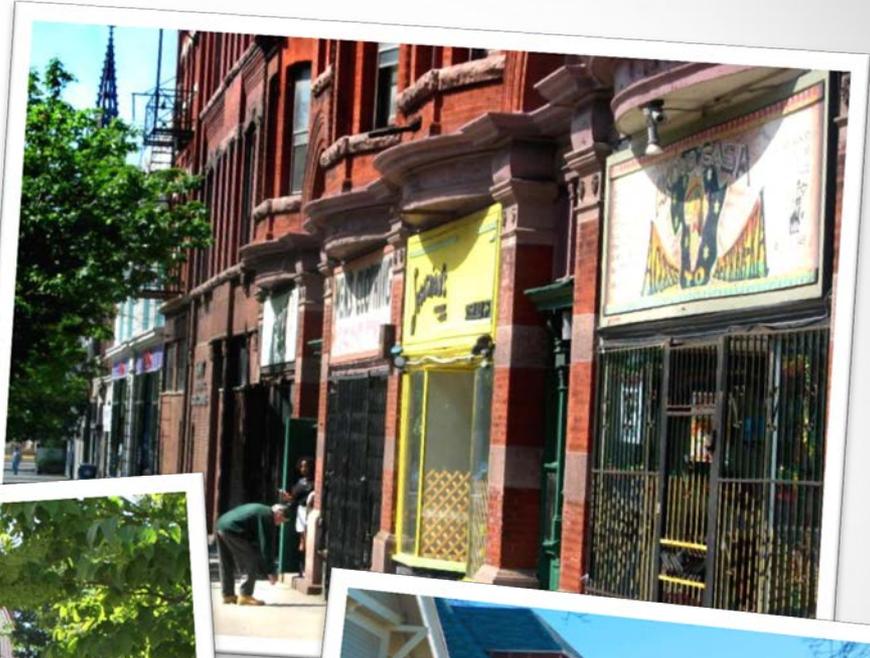




# Implement Smart Growth

LOOKING AHEAD

State Agency  
Resource  
Team  
helping  
communities





# Foster a Culture of Entrepreneurship

## PROGRESS

Fostering  
start-ups

New York State  
**Business Incubator and  
Innovation Hot Spot  
Support Program**



# STARTUPNY



# Foster a Culture of Entrepreneurship

## PROGRESS

Funding  
Start-ups

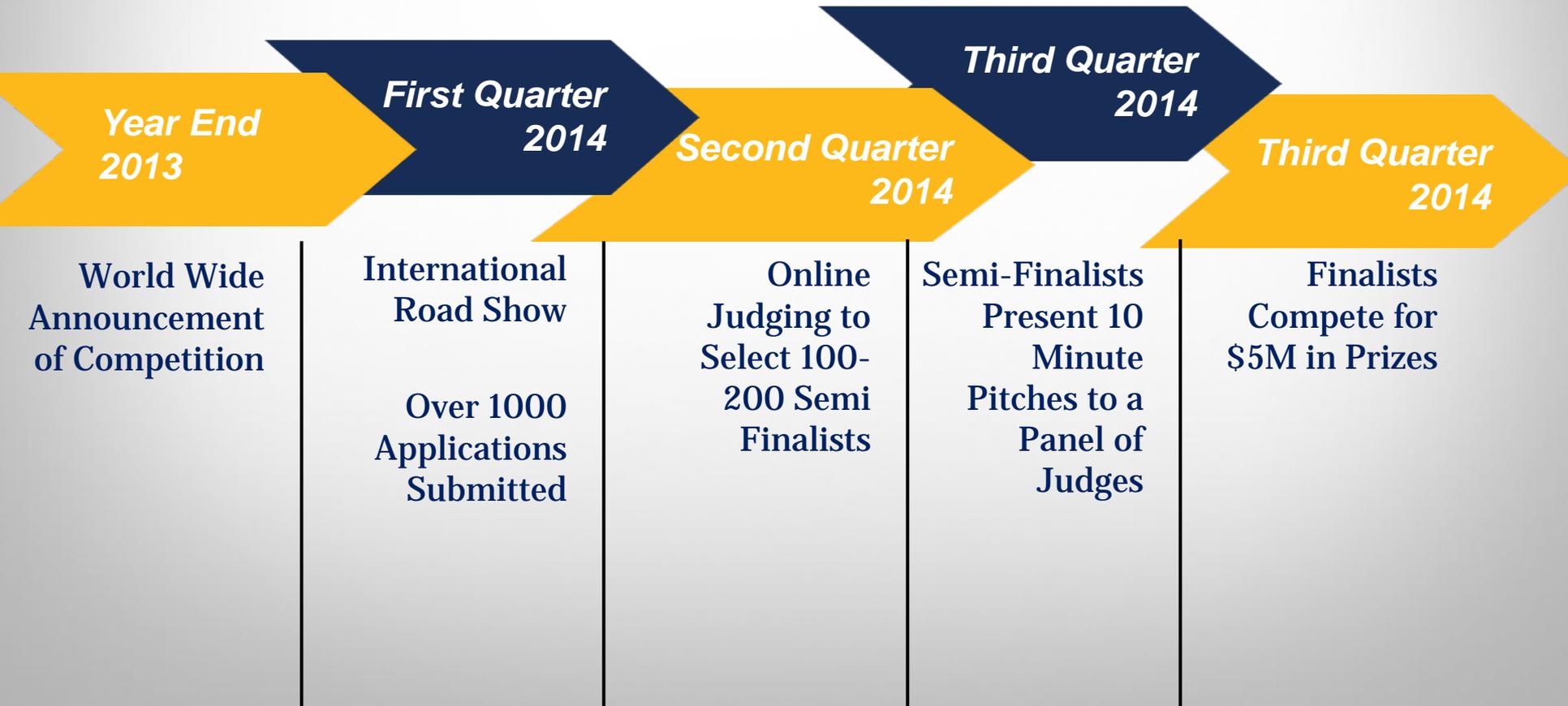




# Foster a Culture of Entrepreneurship

## LOOKING AHEAD

### The Buffalo Business Plan Competition





# Tourism

## PROGRESS

Building on our  
tourism assets

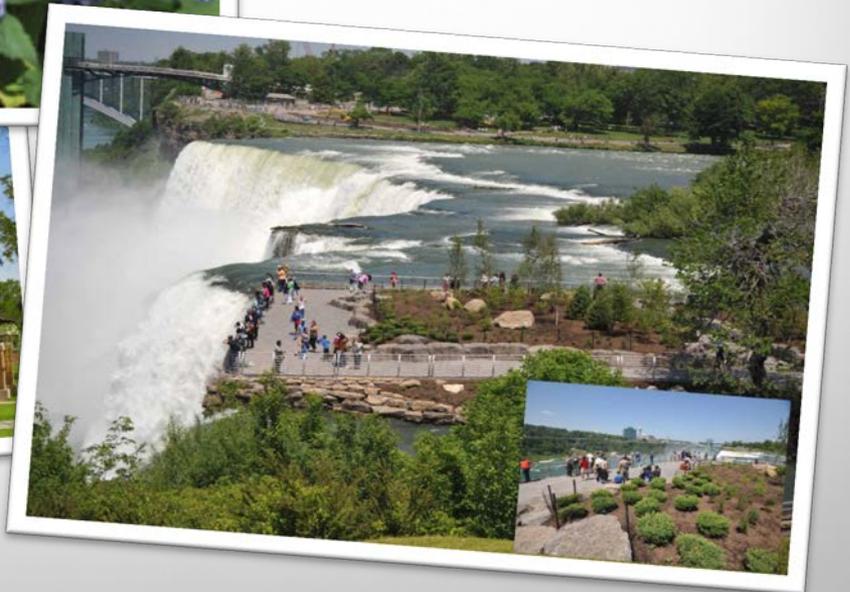


Visitors contribute  
more than

**\$2.2 billion**

to regional economy  
each year.

Nearly **12 million**  
visitors to WNY parks  
every year





# Tourism

## LOOKING AHEAD

Investing in  
asset development  
and regional brand





# Professional Services

**PROGRESS**

**Professional and  
Business Service  
Industry in WNY**

Professional Services **75,000+** employees

Since 2012, NYS invested

**\$18 million** which leveraged  
**\$214 million** in private investment

Jobs Retained  
over **3,100**

Jobs created  
almost **1,000**



PHH Mortgage



# Advanced Manufacturing

## PROGRESS

### Excelsior Investments

Manufacturing remains **3rd largest**  
employment sector

**50,000** employees **\$6.3 billion** GRP

Since 2012, NYS invested

**\$36 million** which leveraged  
**\$388 million** in private investment



SECTOR STRATEGY



# Advanced Manufacturing

**PROGRESS**

**\$50 million**  
private investment

**Welded Tube**

**121 new jobs**



**WELDED TUBE  
OF CANADA**



# Advanced Manufacturing

*LOOKING AHEAD*

**Institute for  
Advanced  
Manufacturing**



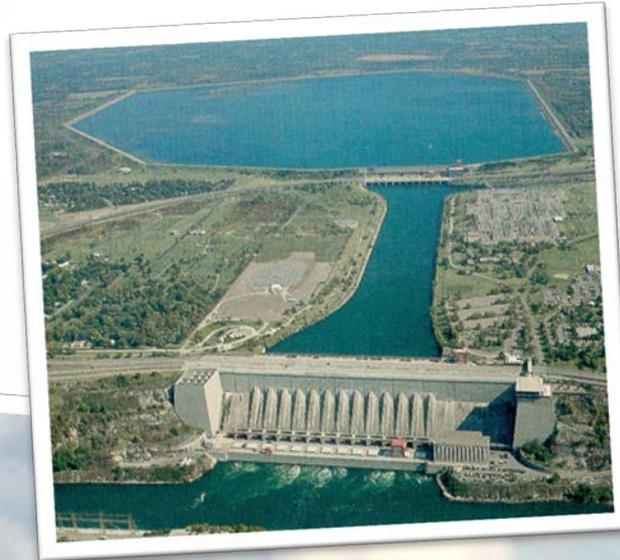
SECTOR STRATEGY



# Energy

## LOOKING AHEAD

Building on our  
resources





# Health & Life Sciences

## PROGRESS

### Buffalo Niagara Medical Campus



# Medical Campus Developments



2002-2004

# OF EMPLOYEES

7,500

# Medical Campus Developments



Cleveland  
BioLabs

Roswell Park Center for  
Genetics and Pharmacology

UB-NYS Center for Excellence in  
Bioinformatics and Life Sciences

Hauptman-  
Woodward  
Medical  
Research  
Institute

2005-2008

# OF EMPLOYEES

8,000

TOTAL INVESTMENT

\$200 M



**Medical Campus  
Developments**

**Kaleida Gates Vascular Institute,  
UB Clinical & Transitional  
Research Center,  
and The Jacob's Institute**

**Kaleida Health - HighPointe on  
Michigan (Long-Term Care Facility)**

**Multi-modal  
Transportation  
Structure**

**Kaleida  
Behavioral  
Services**

**UB Institute for  
Healthcare Infomatics**

**ZeptoMetrix**

**BNMC Innovation Center**

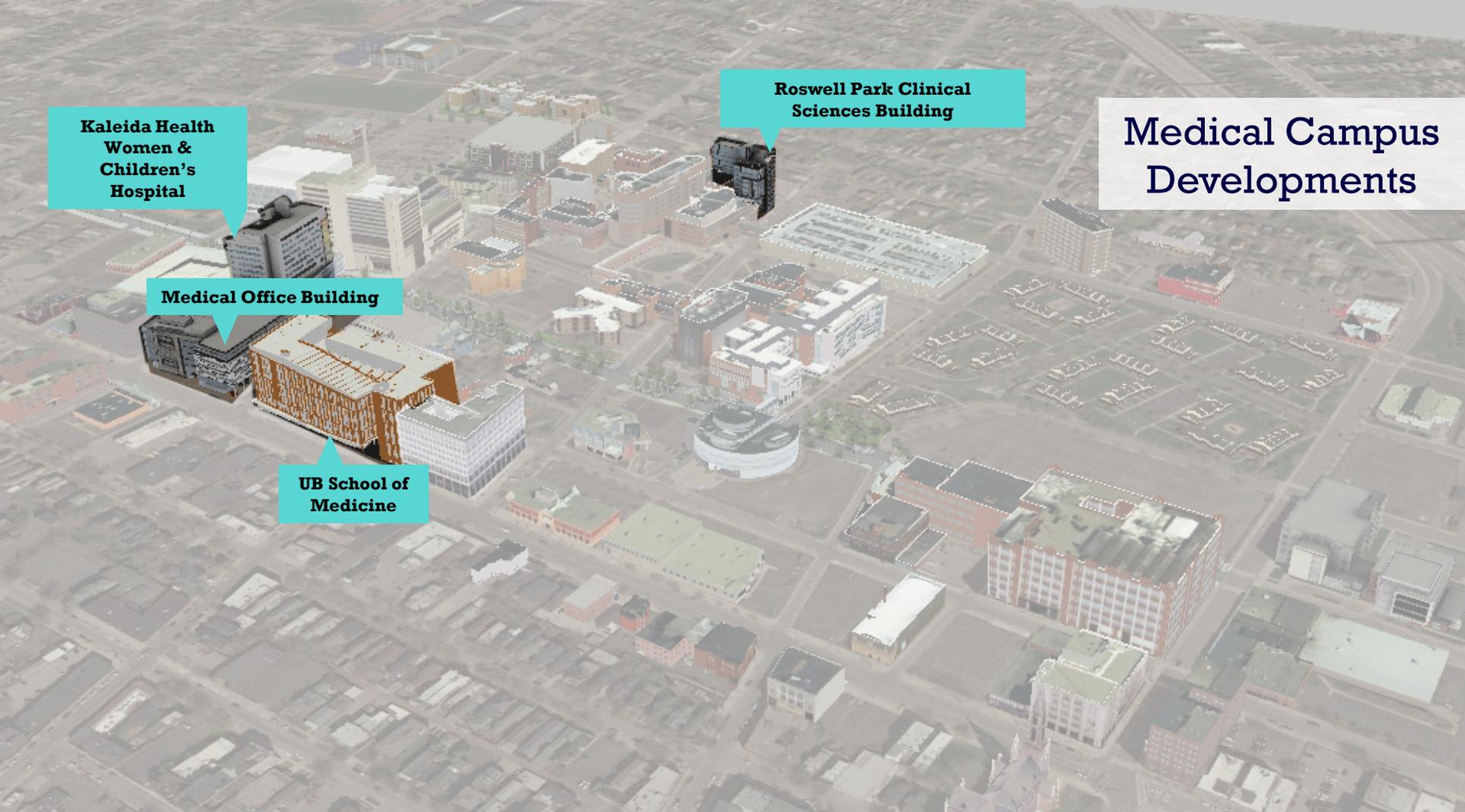
**UB Downtown  
Gateway**

**UB  
Educational  
Opportunity  
Center**

**2009-2013**

**# OF EMPLOYEES**  
**12,000**

**TOTAL INVESTMENT**  
**\$500 M**



# Medical Campus Developments

Kaleida Health  
Women &  
Children's  
Hospital

Medical Office Building

UB School of  
Medicine

Roswell Park Clinical  
Sciences Building

# FUTURE

# OF EMPLOYEES

# 17,000

TOTAL INVESTMENT

# \$500+ M



# Health & Life Sciences

## PROGRESS

**Stimulating  
business  
creation and  
job growth in  
the life sciences  
industry**



# Measuring Progress: Moving the Needle

Jobs 

2011 to 2012  
**INCREASE**  
**2,536**



Total Wages 

2011 to 2012  
**INCREASE**  
**\$579 M**

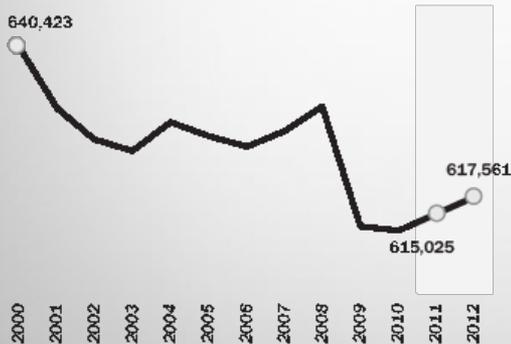


Firms 

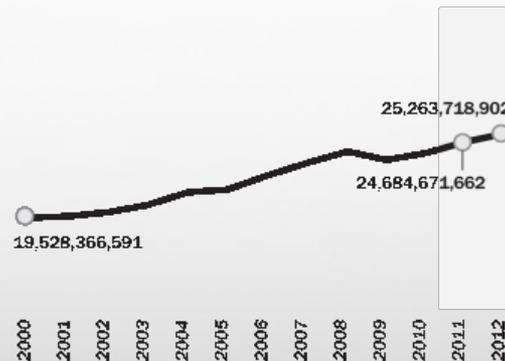
2011 to 2012  
**INCREASE**  
**420**



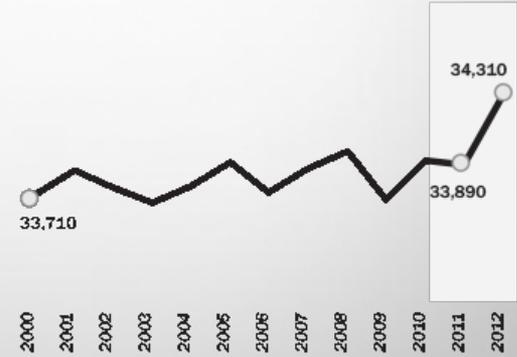
**WNY Trend**  
Total number of jobs in WNY  
2000-2012



**WNY Trend**  
Total wages earned in WNY  
2000-2012



**WNY Trend**  
Total number of firms operating in WNY  
2000-2012



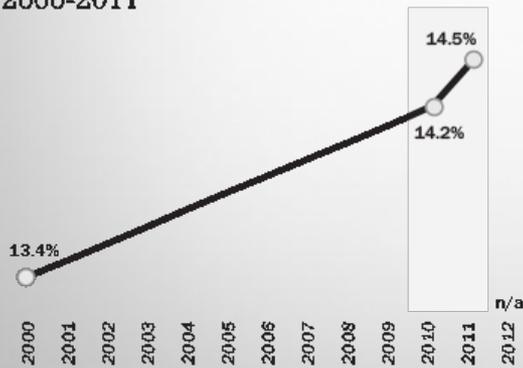
# Measuring Progress: Moving the Needle

## Minorities in Workforce



2010 to 2011  
**INCREASE**  
**1,213**

**WNY Trend**  
Percentage of minorities making up total WNY labor population 2000-2011

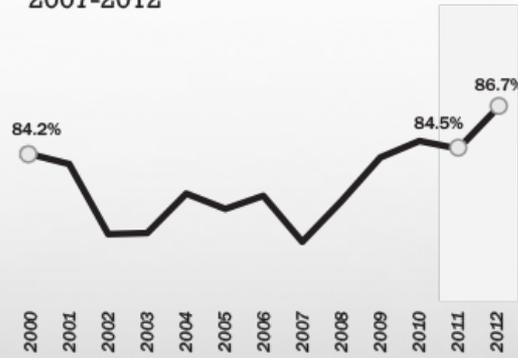


## HS Graduation Rate



2011 to 2012  
**INCREASE**  
**2.6%**

**WNY Trend**  
Rate of students who completed high school in WNY 2007-2012

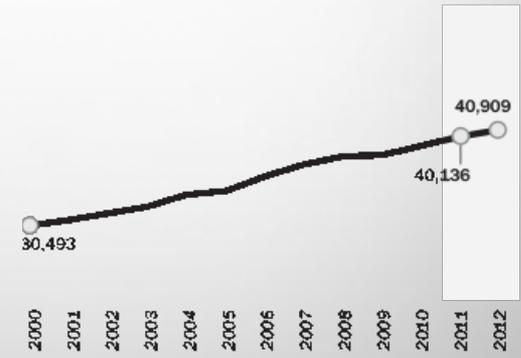


## Average Annual Wage



2011 to 2012  
**INCREASE**  
**\$773/yr**

**WNY Trend**  
Average yearly earnings in WNY 2000-2012





**WNY is on the move!**

