

**CREATING
JOBS**

**BUILDING ON OUR
STRENGTHS**

**INVESTING IN THE
FUTURE**



*Erie County
March 31, 2014*



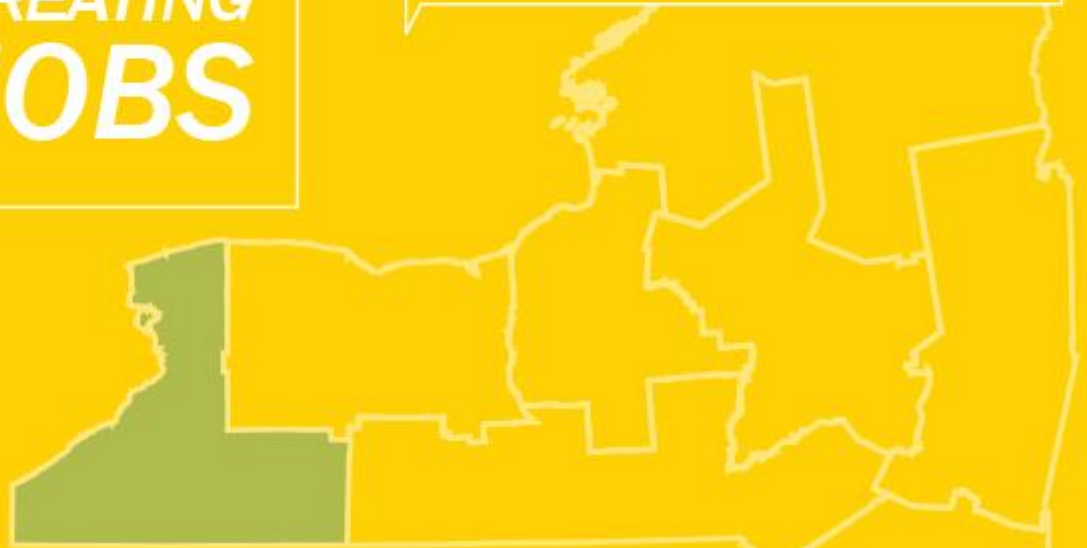
**BUILDING ON OUR
STRENGTHS**



**INVESTING IN THE
FUTURE**



**CREATING
JOBS**



WNY Regional Council



**Allegany,
Cattaraugus,
Chautauqua, Erie, &
Niagara Counties**



**Regional Planning
Consolidated Funding Applications
Buffalo Billion**

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

Assets

1000

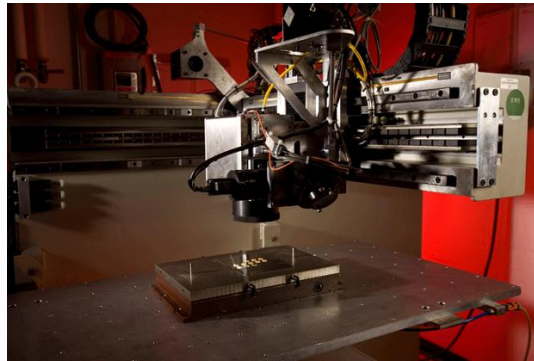
manufacturers
employ a
workforce of

42,000



74,000 students
enrolled at

12 colleges and
universities



1200

acres of
Frederick Law
Olmsted-
designed
parks, parkways
and circles



Buffalo Niagara
International Airport
serves over

5 million
passengers per year



Buffalo

is the second most
populous city
in the state of
New York

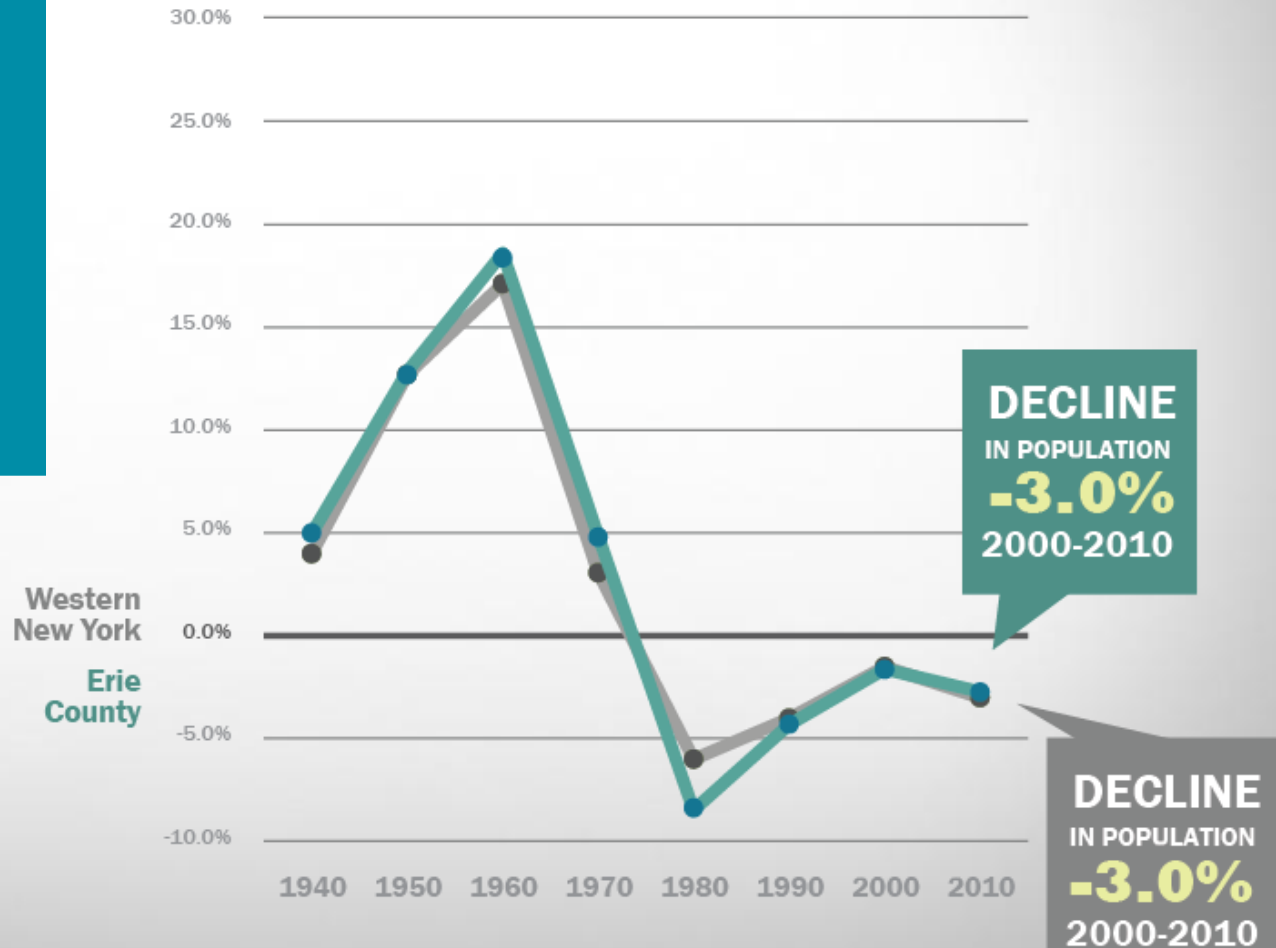
Challenges

Both Erie County and the region as a whole have experienced population loss over the past several decades.

921,202 residents (2010)

Erie County & WNY

Percentage Change in Population, 1940-2010



Source: US Census Bureau; Decennial Census, 1940-2010



Implement Smart Growth

Investing in infrastructure on smart growth principles



Smart Growth Scorecard

Print Name: _____
 Location: _____
 CEA Company: _____

1. Support of Existing Communities & Growth Centers
 (Does the project support the City's Smart Growth Strategy? Add the City's Smart Growth Scorecard to support in downtown, village centers, and/or downtown.)

	Yes	Partial	Program	No
1.1. Will the project be located in a village or a "Total Access Center"?	Yes			
1.2. Will the project be located within a designated area in a "Main Street"?	Yes			
1.3. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			
1.4. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			
1.5. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			
1.6. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			
1.7. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			
1.8. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			
1.9. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			
1.10. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			

REMARKS: _____
 RECOMMENDED SCORE: _____

2. Community Character and Vibrancy
 (Does the project support the City's Smart Growth Strategy? Add the City's Smart Growth Scorecard to support in downtown, village centers, and/or downtown.)

	Yes	Partial	Program	No
2.1. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			
2.2. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			
2.3. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			
2.4. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			
2.5. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			
2.6. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			
2.7. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			
2.8. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			
2.9. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			
2.10. Will the project be located in a designated "Opportunity Area" or at least adjacent to one?	Yes			

REMARKS: _____
 RECOMMENDED SCORE: _____



Improving downtowns, villages, neighborhoods



Implement Smart Growth

Waterfront Revitalization





Implement Smart Growth

Reclaiming
brownfields:
Welded Tube





Foster a Culture of Entrepreneurship

Supporting
and funding
start-ups



LaunchNY

STARTUPNY

Bright
BUFFALO
NIAGARA

*Aligning Investment
with Innovation*



Foster a Culture of Entrepreneurship

43NORTH

BUFFALO'S GLOBAL BUSINESS PLAN COMPETITION

Round 1
Feb. 5-May 31

World Wide
Announcement of
Competition

International Road
Show

Over 1000
Applications
Submitted

Round 2
Jun. 1-Sept. 20

Online Judging to Select
100-200 Semi Finalists

Semi-Finalists Present 10
Minute Pitches to a Panel
of Judges

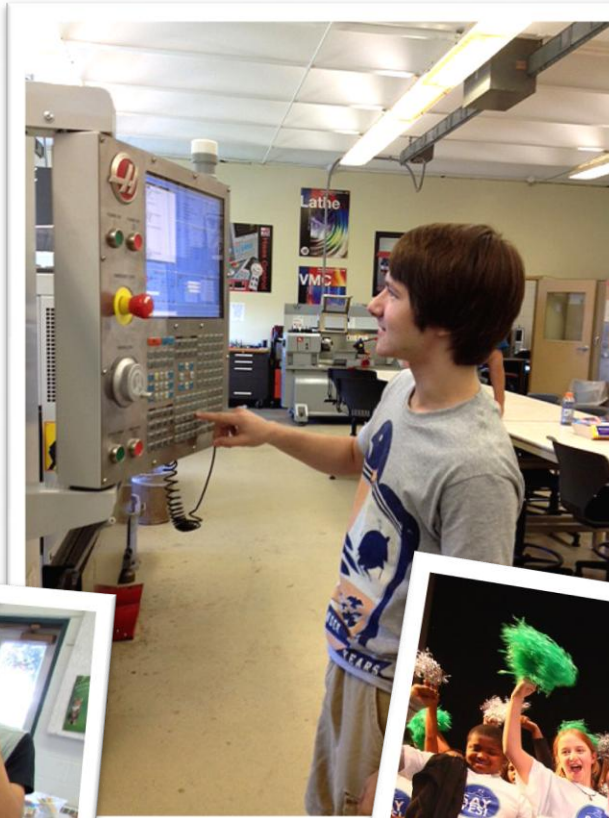
Round 3
Sept. 21 – Oct. 31

Finalists Compete for
\$5M in Prizes



Prepare Our Workforce

**Dream it. Do it. &
Say Yes Buffalo:
Working to partner
education and
business for
career development
for students**





Prepare Our Workforce

**Buffalo Arts and
Technology Center**



**Finishing Trades
Institute of
Western and
Central New York**



Prepare Our Workforce

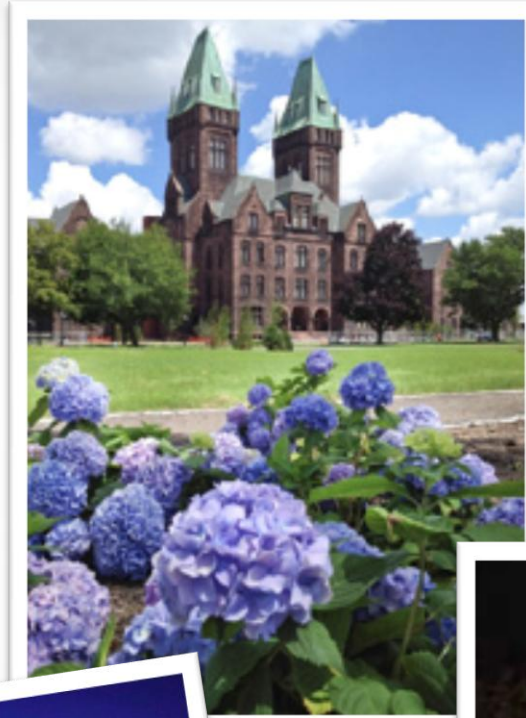
Developing an
inclusive
workforce &
aligning skills
and training
with industry
needs





Tourism

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

**Arctic Edge at the
Buffalo Zoo**



**Darwin Martin
House
Restoration**



Health & Life Sciences

Buffalo Niagara Medical Campus

public & private investment **\$750 million**

12,000 employees in 2013 **17,000** employees in 2017

\$1.5 billion economic impact

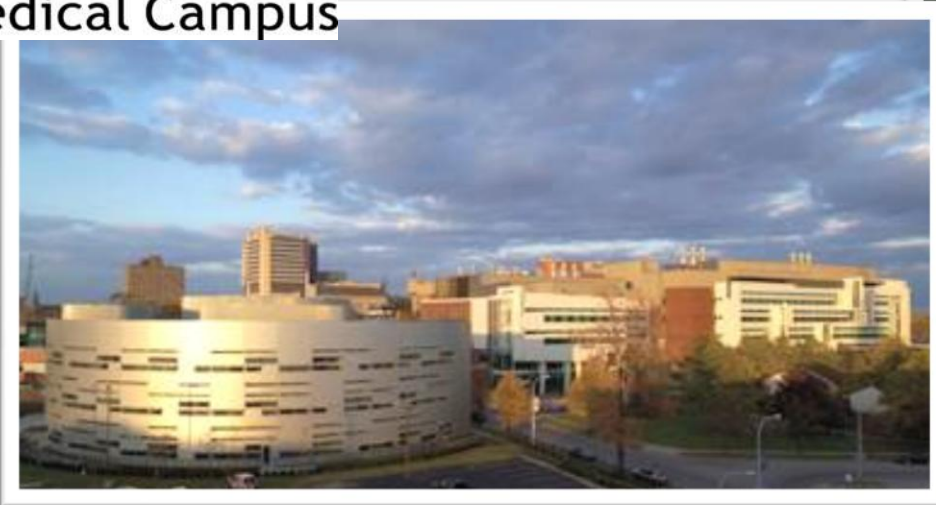


Health & Life Sciences

Progress on Buffalo Niagara Medical Campus



Buffalo Niagara
Medical Campus



Advanced Manufacturing

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





Advanced Manufacturing

**Buffalo High Tech
Manufacturing
Innovation Hub at
Riverbend**

NYS investing

\$225 million

in infrastructure, facilities and
equipment to be owned by SUNY
Research Foundation

anchor tenants

Soraa and Silevo

investing

\$1.5 billion

creating

850 jobs

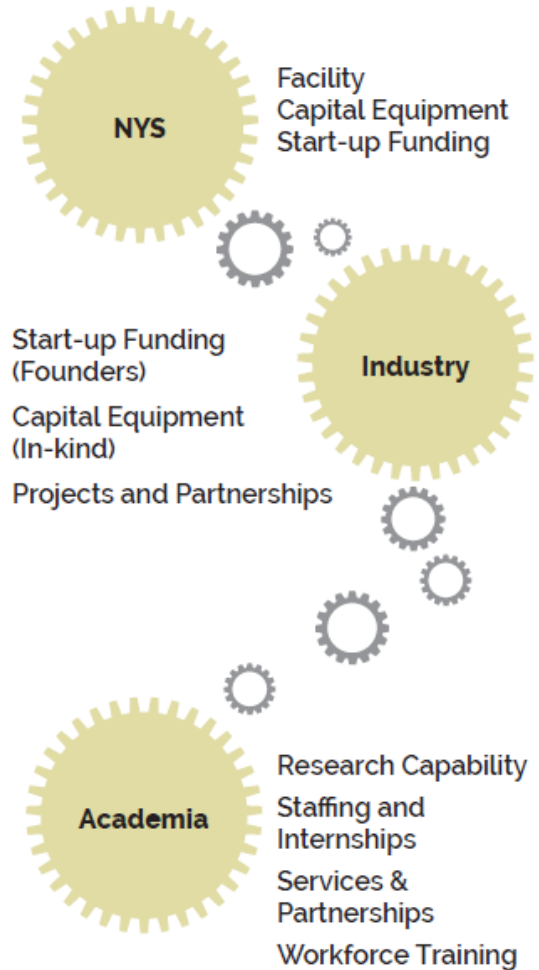
former
brownfield

Republic Steel



Advanced Manufacturing

Buffalo Niagara Institute for Advanced Manufacturing Competitiveness





Agriculture

**Branding,
innovation,
career readiness**





Agriculture

Regional food systems and food hubs



Measuring Progress: Moving the Needle

Jobs 

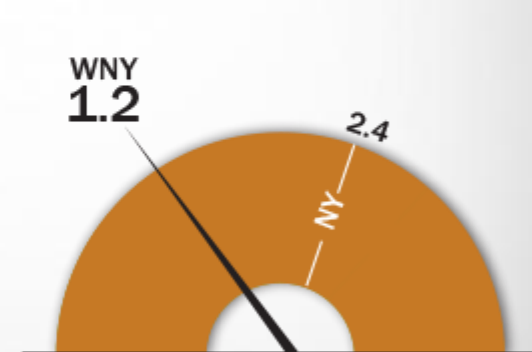
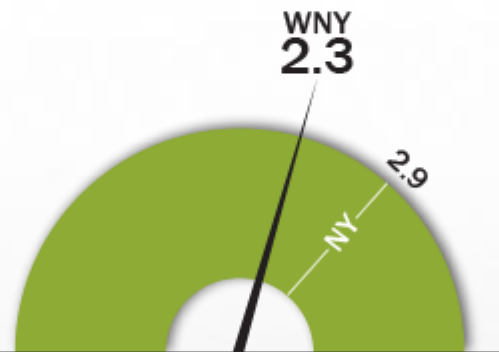
Total Wages 

Firms 

% Change
in total number of jobs in WNY
2011-2012

% Change
in total wages earned in WNY
2011-2012

% Change
in total number of firms operating in WNY
2011-2012



2011 to 2012
INCREASE
2,536



2011 to 2012
INCREASE
\$579 M



2011 to 2012
INCREASE
420

The Consolidated Funding Application (CFA)

Streamlined approach to funding requests

A single portal allowing access to millions in resources from multiple state agencies

regionalcouncils.ny.gov

Apply Online

The Consolidated Funding Application (CFA)

Available Resources for Regional Councils

**Direct Assistance to Businesses
& Other Organizations**

Community Development

Waterfront Revitalization

Environmental Improvements

Energy Improvements

Sustainability Planning & Implementation

Education/Workforce Development

Low-Cost Financing

CFA Review and Scoring

**REDC
Endorsement**

20%

80%

**Agency Technical
Review**

Regional Council Statewide Endorsement Standard

For each CFA the Regional Council reviewer will determine the degree to which the application implements the regional strategic plan and assign the corresponding number of points.

IMPLEMENTATION OF THE PLAN	DEGREE	POINTS
The proposal is identified as a priority project by the Regional Council.	Priority	20
The proposal is identified in the plan and has regional benefits	Very Strong	15
The proposal advances the plan and has local benefits	Strong	10
The proposal is consistent with the plan and has project level benefits.	Moderate	5
The proposal has limited relationship to the plan.	Weak	0

New in 2014

Letter of Interest (LOI)

Begins identifying high quality CFA's early on

**Allows access to greater technical assistance
from state agencies**

The LOI is encouraged but not required

**Submit your LOI online only at
[http://regionalcouncils.ny.gov/content/
western-new-york](http://regionalcouncils.ny.gov/content/western-new-york)**

CFA Round IV

Available now
LOI

Spring 2014
CFA
Application
Opens

Summer 2014
CFA
Application
Due

Fall 2014
Regional
Council
Updates and
Scores Due

Winter 2015
Round VI
Awards
Ceremony

New in 2014

No late
submittals



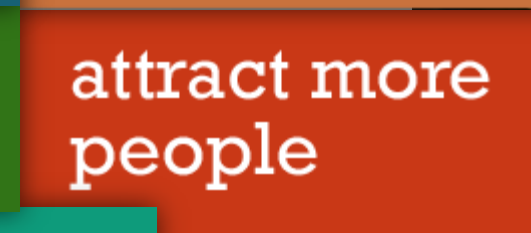
strengths of
our people



create a region
that is admired
worldwide



our rich tradition
of human innovation



attract more
people



natural
beauty

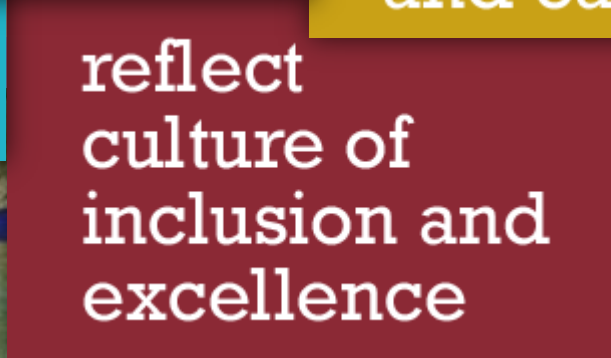
abundant
natural
resources



entrepreneurs
invest time
and capital



our unique and
strategic location



reflect
culture of
inclusion and
excellence

