

A strategy for
prosperity
in Western New York

**BUILDS ON OUR
STRENGTHS**

**CREATES
JOBS**

**INVESTS IN THE
FUTURE**

**WNY Regional Council Meeting
Thursday, January 25, 2018
2:30PM – 4:00PM**

**Conference and Events Center Niagara Falls
Cataract Room
101 Old Falls Street
Niagara Falls, NY 14303**

**THE NEW
WNY**



Opening Remarks

Jeff Belt & Virginia Horvath
Co-Chairs

WNY Regional Economic Development Council

Agenda

2017 Year in Review and Building the Project Pipeline in 2018

Downtown Revitalization Initiative Round 2 Awardee Update

Northland Workforce Training Center

Buffalo Manufacturing Works

Niagara Falls Update

Closing Remarks & Adjourn

2017 Year in Review and Building the Project Pipeline in 2018

Michael Ball

Executive Director

WNY Regional Economic Development Council

WELCOME TO
**Western
NY**

\$68.8 Million
AWARDEE



CONGRATULATIONS TO THE 2017 CFA WINNERS!

to
ORK
EDC
REMONY



2017 WNY CFA Awards Recap

- 224 Eligible CFA's submitted in 2017
- WNY was awarded \$68.8 million for 112 projects
- \$10 million for 21 Priority Projects
- Total Project Investment = \$97.4M

2017 WNY CFA Awards Recap

Priority Projects

Business Name	Project Name	Award Amount	Project City	Project County
Alfred University	Southern Tier Business Center at Alfred University	\$1,000,000	Alfred	Allegany
City of Olean	Bradner Stadium Forness Park Trail	\$59,000	Olean	Cattaraugus
Historical Cattaraugus	Historical Cattaraugus Hotel Project	\$1,500,000	Cattaraugus	Cattaraugus
Fitzpatrick & Weller Inc.	Fitzpatrick & Weller Inc. Facility Renovation	\$500,000	Ellicottville	Cattaraugus
City of Jamestown	West 2nd St. Streetscape Improvements - Public Piazza	\$140,000	Jamestown	Chautauqua
Jamestown Renaissance Corporation	STRIVE 2017 - 10-12 West 2nd St.	\$100,000	Jamestown	Chautauqua
Roswell Park Cancer Institute	Division of Integrative Immunology (DIIO)	\$1,000,000	Buffalo	Erie

2017 WNY CFA Awards Recap Priority Projects

Business Name	Project Name	Award Amount	Project City	Project County
City of Buffalo	Seneca Street Infrastructure Project	\$500,000	Buffalo	Erie
Gerard Place Housing Development Fund Company	Gerard Place Community Center Phase II	\$435,000	Buffalo	Erie
African American Center of Buffalo Inc.	African American Cultural Center Urban Cultural Campus Project	\$600,000	Buffalo	Erie
Sheet Metal Air Rail Transportation Union SMART	SMART 71 Training Center Expansion	\$377,000	Buffalo	Erie
City of Buffalo	Broadway Market Exterior Restoration Project	\$120,000	Buffalo	Erie
Richardson Center Corporation	Richardson Olmsted Campus Utility Infrastructure Project	\$145,000	Buffalo	Erie
Buffalo Erie County Naval Military Park	BNMP 2017 Project	\$144,000	Buffalo	Erie

2017 WNY CFA Awards Recap Priority Projects

Business Name	Project Name	Award Amount	Project City	Project County
Center for Computational Research	Expansion of High Performance Computing Infrastructure to Support Industrial Innovation and Economic Development	\$1,000,000	Buffalo	Erie
Industrial Support Inc.	DryRoom Assembly Expansion	\$240,000	Buffalo	Erie
Style Craft Buffalo LLC	Style Craft Plant Expansion	\$405,000	Buffalo	Erie
K-TECHnologies	K-TECHnologies F-35 Program	\$100,000	Hamburg	Erie
Niagara Falls National Heritage Area	Niagara Falls National Heritage Area Shuttle	\$67,000	Niagara Falls	Niagara
City of Niagara Falls	SouthEnd Gateway District Revitalization	\$1,500,000	Niagara Falls	Niagara
Niagara Aquarium Foundation	Jellyfish Exhibit and Marketing	\$68,000	Niagara Falls	Niagara

2011-2017 in Review

CFA Priority Projects (ESD): Round 1-7

- State Investment = \$76.3M
- Total Project Investment = \$648M
- 8:1 Cost to Award Ratio

2011-2017 in Review

ESD Grants, Loans, Tax Credits, REDC Priority Projects, WNY Power Proceeds Fund, and Buffalo Billion

- State Investment = \$2.1B
- Total Project Investment = \$6.1B
- 18,761 Jobs Created; 49,435 Jobs Retained

2017 Year in Review

2017 CFA Workshops and Public Information Sessions:

Location	Attendance
Fredonia (CFA Workshop)	110
Buffalo (CFA Workshop)	204
Alfred University (CFA Public Information Session)	16
Holiday Valley (CFA CFA Public Information Session)	51
Niagara Falls (CFA Public Information Session)	20
Total	401

2017 Year in Review

Meetings and Tours with Government and Community Leaders
in Niagara County

- City of Lockport
- Niagara County
- City of North Tonawanda
- City of Niagara Falls



2017 Year in Review

Meetings and Tours with Government and Community Leaders in Erie County

- Village of Angola
- Town of Amherst
- City of Buffalo
- Town of Evans
- Town of Grand Island
- City of Lackawanna
- Village of Lancaster
- NFTA
- Village of Springville
- City of Tonawanda
- Town of Tonawanda
- Village of Williamsville

2017 Year in Review

Meetings and Tours with Government and Community Leaders in Cattaraugus County

- City of Olean
- City of Salamanca
- Town of Ashford
- Village of Cattaraugus
- Village of Ellicottville
- Village of Gowanda



2017 Year in Review

Meetings and Tours with Government and Community Leaders
in Chautauqua County

- City of Jamestown
- City of Dunkirk
- Village of South Dayton
- Village of Sinclairville



2017 Year in Review

Meetings and Tours with Government and Community Leaders
in Allegany County

- Allegany County
- Village of Wellsville



2017 Year in Review

2017 CFA Technical Assistance

The WNY REDC and the University at Buffalo Regional Institute provided technical assistance to:

- Town of Ripley
- Village of Wellsville

2017 Year in Review

Downtown Revitalization Initiative Round Two:

- The City of Olean received the \$10M DRI award to continue building on the current momentum of projects such as its walkable Olean initiative and leverage ever greater economic impacts.

2017 Year in Review

In October, Governor Cuomo Announced the Winners of the Western New York Smart Growth Community Fund

Recipients of the Western New York Smart Growth Community Fund are:

- City of Dunkirk: Up to \$2.5 million
- City of North Tonawanda: Up to \$2.5 million
- City of Lackawanna: Up to \$2.5 million
- Village of Gowanda: Up to \$2.5 million

2017 Year in Review

Restore NY

In Round 4 of the Restore NY competition:

- Fifteen (15) municipalities in WNY were awarded over \$7.5M .

In Round 5 of the Restore NY competition:

- WNY received thirty-four (34) Intent to Apply letters, the largest response statewide, and fourteen (14) applications for consideration in the current round.

2017 Year in Review

Better Buffalo Fund

- Through two rounds of applications, the BBF has funded 35 projects and awarded over \$20M.
- The third round of the Better Buffalo Fund launched in December.
- Applications are due on February 1st at 4 p.m.

Building the Project Pipeline in 2018



Identify
projects
early on



Ensure
success
from the
start



Expand
access
to state
resources



Serve
diverse
populations



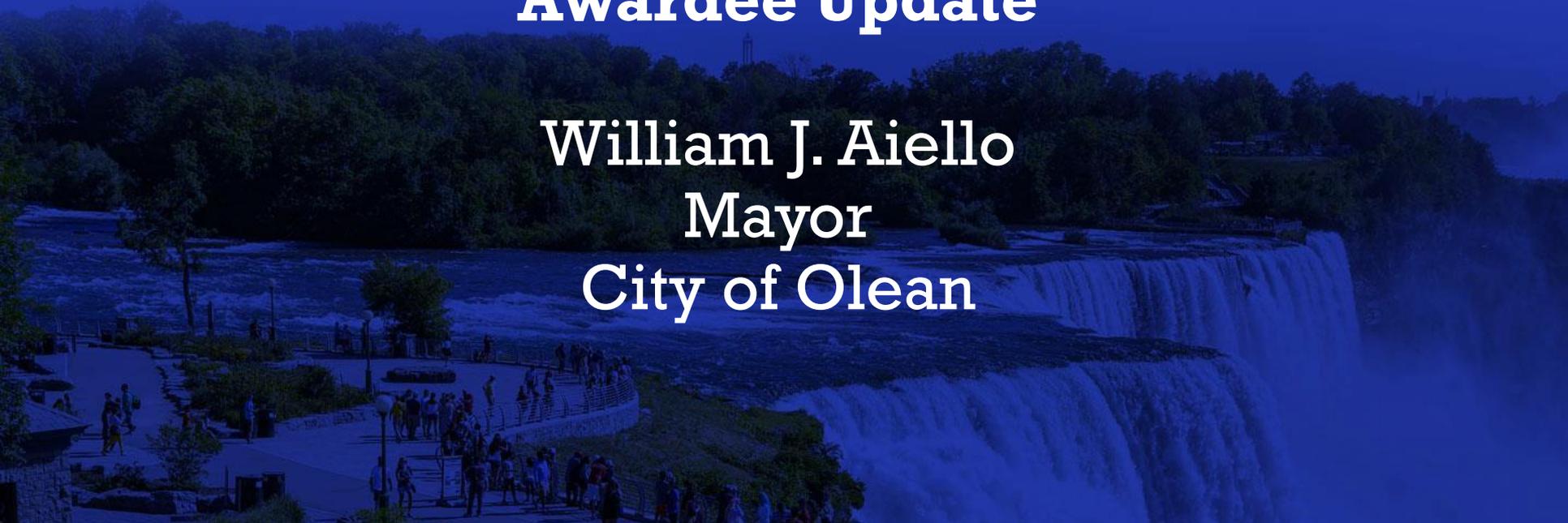
Build capacity
in small
communities

Building the Project Pipeline in 2018

- CFA Workshops
 - Letter of Interest (LOI)
 - Staff Level Technical Assistance
 - Open House
- 
- A large, multi-tiered waterfall cascades down a rocky cliffside. The water is white and frothy as it falls. In the foreground, a paved walkway with a metal railing runs along the edge of the waterfall. A group of people is walking along the path, some looking towards the falls. The background is a dense forest of green trees under a clear sky.

Downtown Revitalization Initiative Round 2 Awardee Update

William J. Aiello
Mayor
City of Olean





**Office of Planning
and Development**

Governor Andrew Cuomo's

Downtown Revitalization Initiative

Regional Economic Development Council

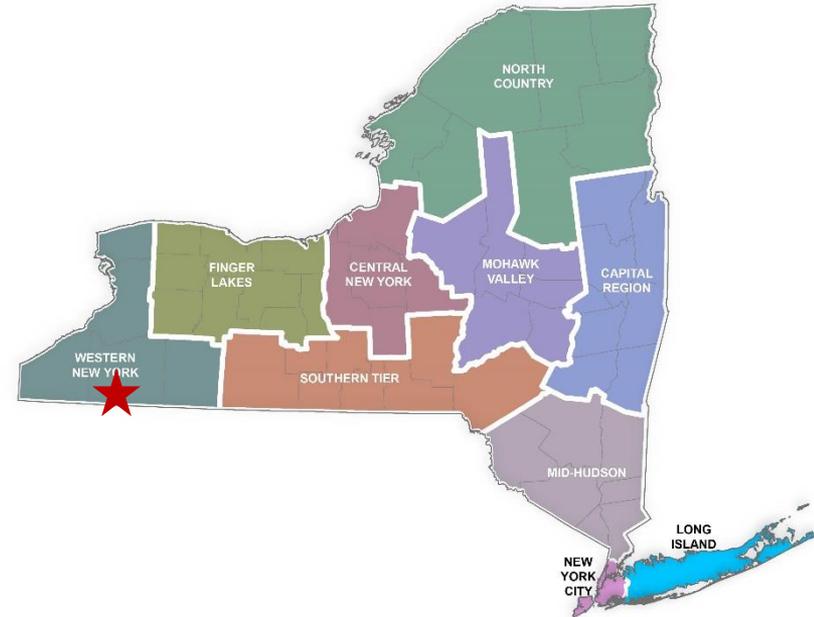
An Office of the New York Department of State

January 25, 2018



The Downtown Revitalization Initiative (DRI)

- \$100 Million State Investment in 10 downtown neighborhoods nominated by REDCs
- Strategic Investment Plans will identify projects for potential funding through the DRI, and other projects funded by other public & private resources



Key Ingredients of a DRI Plan



- Strengths, challenges and opportunities.
- A clear vision.
- Goals and strategies -- to accomplish the vision.
- An action plan and timeline for projects & initiatives.
- A strategic investment plan with catalytic projects.

Projects will implement the community's vision



Downtown Vision

Guiding framework for the DRI Strategic Investment Plan.



Goals

Identify conceptual ideas that DRI Plan should address.

Priority Projects are organized by Goal to ensure that the DRI Plan addresses core objectives.



Strategies

Specific outcomes that the DRI Plan should achieve.

Strategies can be used to develop metrics to track the impact of Priority Projects.

Public Engagement Process



- Interviews with community leaders and representatives
- Public open houses and workshops
- Workbooks and online materials
- Project web page



Purpose: To both inform and to solicit project ideas!

Key DRI Tasks



	2017			2018		
	Oct	Nov	Dec	Jan	Feb	Mar
Community Engagement						
Downtown Profile and Assessment						
Downtown Vision, Goals, and Strategies						
Priority Project Profiles						
Downtown Management and Implementation						
Final DRI Plan						

DRI Vision



Olean's vision is to make our City vibrant, and to provide our residents with cause for optimism regarding opportunities to work, to learn and to thrive here—including, importantly, younger and educated residents who are selective about where they settle and start their families.

Our DRI priority projects will invest in public places in order to improve quality of life for all residents while catalyzing a cycle of private investment and population growth in our downtown neighborhood.

DRI Goals



Downtown Olean will be:

Lively and Prosperous – a place full of established and new businesses that bring people to Downtown, encourage investment and help grow the city's economy

Livable and Complete – a place with a variety of attractive, affordable housing options and a range of amenities for residents

Green and Beautiful – a place that conserves, uses and celebrates its heritage buildings and landscapes as catalysts to encourage and leverage investment

Connected and Walkable – a welcoming place easy to navigate and which encourages walking and cycling

Creative and Fun – a place for creative enterprises and where County residents gather to enjoy art, culture and entertainment

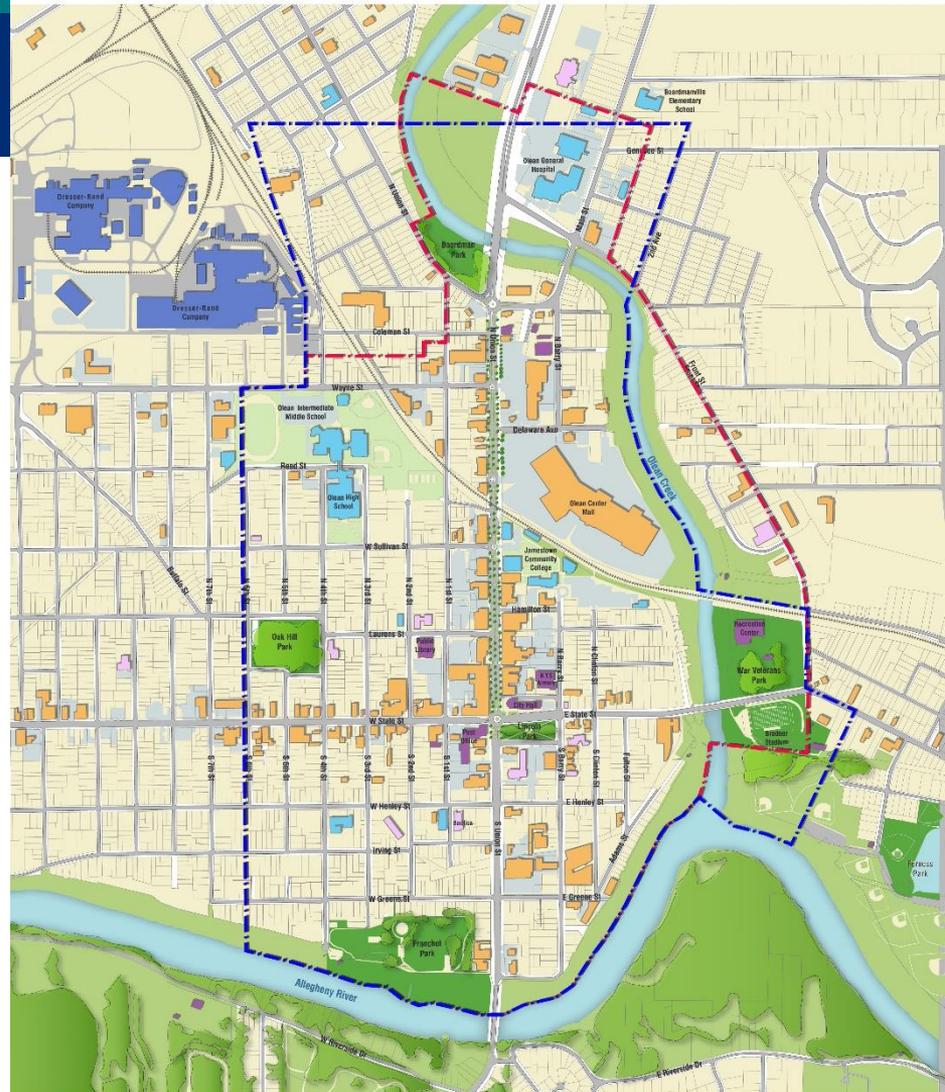
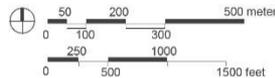


Olean reached a peak population of 24,000 people in 1954



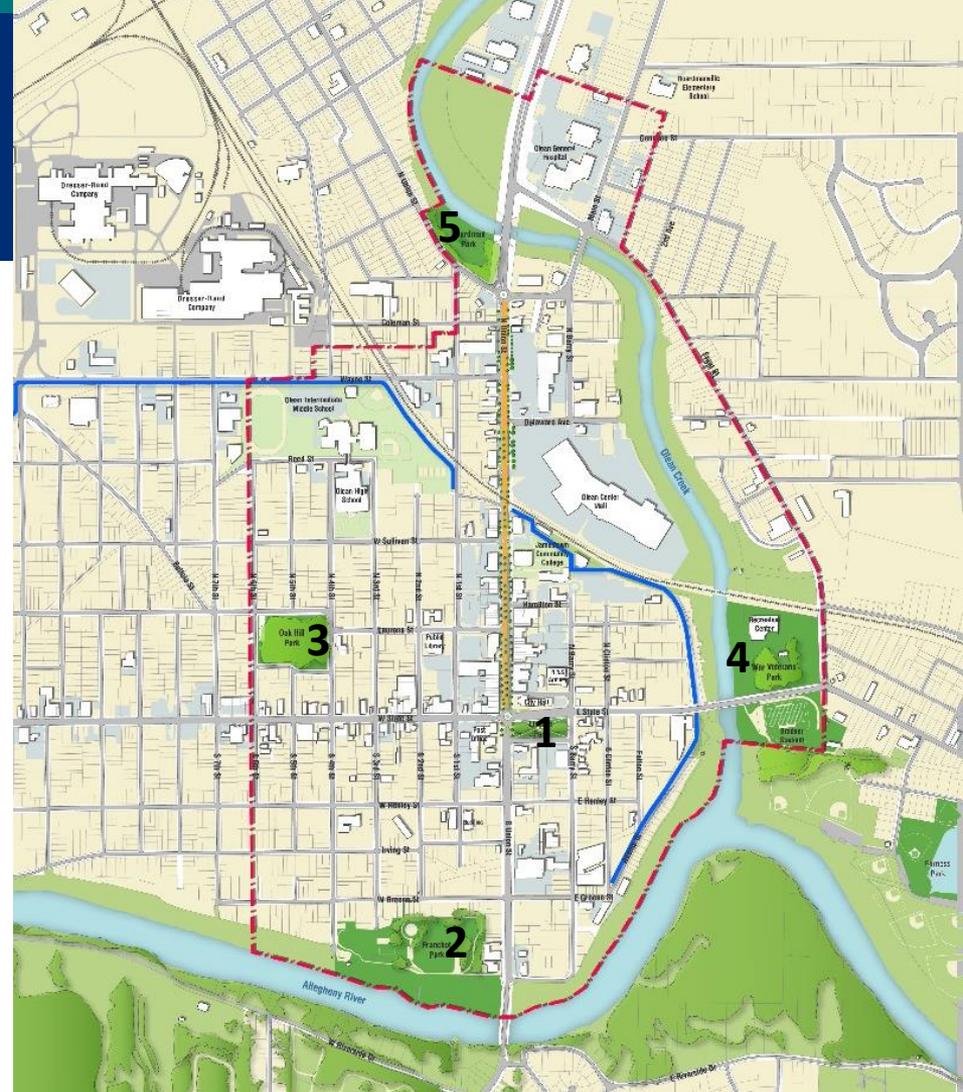
Geography of Downtown

- Union Street is the retail spine
- State Street is the busiest road in the County with many small businesses
- The river and creek frame the city center
- Olean General Hospital, Bradner Stadium/ Smith Rec. Center and JCC are important anchors



Downtown's 5 Parks

1. **Lincoln Park** is centrally located but underutilized.
2. **Franchot Park** is on the River .
3. **Oak Hill Park** is an attractive, hill-top neighborhood park.
4. **War Veterans Park** has many recreational facilities.
5. **Boardman Park** transitions from commercial to residential at the north edge of downtown.



Physical Characteristics



Single-family neighbourhoods



Car-oriented retail boxes



Traditional main street



Strong civic gestures

Historic Resources



- Downtown Olean grew when the City was a major center of commerce, industry, and agriculture in the late 19th & early 20th century.
- Our DRI area has two registered historic districts and many properties on the State and National Register of Historic Places.





A City & Area-wide “Request for Project Information” ...

Yielded 59(!) projects from a wide range of proponents

Vetting by the LPC has reduced the number of projects to 21

- 7 Rehabilitation of existing structures projects
- 8 Public realm/infrastructure improvements
- 1 Grant & loan fund
- 4 Business expansion projects
- 1 Branding and marketing projects

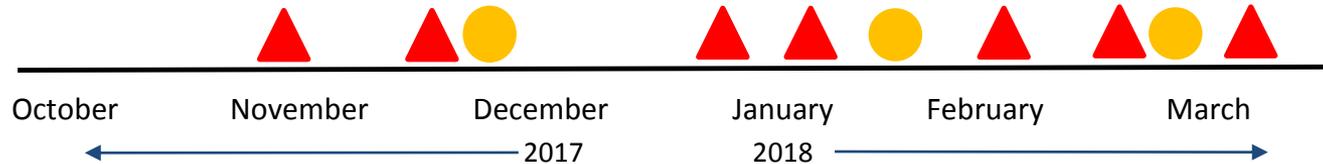
Project Schedule



WE ARE HERE



CONSULTATION



LPC Meeting

Open House



Downtown Revitalization Initiative

Thank you for selecting Olean as one of the ten DRI Round 2 communities!

Northland Workforce Training Center

Stephen Tucker
President & CEO



NORTHLAND

WORKFORCE TRAINING CENTER

Train for what's next.

**Great careers in Advanced Manufacturing & Energy
start at Northland Workforce Training Center**



N
NORTHLAND
BELTLINE
WESTERN NEW YORK
WORKFORCE
TRAINING CENTER

Governor Andrew Cuomo's signature workforce initiative under the Buffalo Billion

Why Advanced Manufacturing



- **It's all about innovation and technology**
 - More than 20,000 jobs available within the next ten years
 - The average salary for mid-level advanced manufacturing occupations is \$47,943



Why Energy

- **Governor Andrew M. Cuomo's comprehensive energy plan—called Reforming the Energy Vision (REV)**
 - REV will create new jobs in need of highly skilled workers
 - Entry-level utility line workers can earn between \$40,000 and \$50,000 annually



A Collaborative Approach

The vision of Northland is to be the premiere model of a public/private partnership providing education, training and workforce development services that is industry driven and employment focused.



Evidenced Based Best Practices



The mission of Northland is to meet the needs of the advanced manufacturing and energy sectors, while providing opportunities to job seekers as well as pathways to gainful employment, career advancement and economic sustainability for WNY'ers.

Northland is uniquely designed for individuals 18 years or older to reduce all the major barriers that prohibit students from enrolling and completing post-secondary education, such as transportation, childcare, academic readiness and affordability.

For credit education & training with a focus on job placement & careers



- Recruitment and Assessment
- Career Coaching
- Financial Aid Counseling
- For Credit Stackable Training
- Wrap Around Services
- Job Placement Assistance
- Follow up and Support for up to 3 years



SUNY Partners



CNC Operator
Mechatronics Technician
Utility Line Worker

Machine Tool Technology
Welding Technology
Construction & Maintenance
Electrician

Entry Level Salaries Between \$30,000.00 & \$50,000.00

Little to no out of pocket expenses for those who qualify based on financial need



Minimum Requirements

- Must be 18 or older at time of enrollment
- Resident of the State of New York
- High School/TASC Diploma or GED
- Must achieve a minimum TABE score of 10th grade math and reading
- Must be able to pass a drug test to be placed in employment

Who Should Apply



- **Recent H.S. Graduates**
- **Job Seekers**
- **Unemployed/Underemployed**
- **Veterans**
- **Minorities**
- **Women**
- **Returning Citizens**
- **Immigrants and Refugees**
- **Anyone interested in a career in manufacturing and energy**



Interested Candidates

- Complete Prospective Student Information Sheet
- Visit northlandwtc.org online and click “Apply Now”
- Email info@northlandwtc.org to schedule 1 on 1 intake assessment
- Call office number 716.436.3229 to schedule appointment



Enrollment Timeframe

- Prospective Student Information Sheet – January 2018
- One on One Intake Assessment – January 2018
- TABE Testing & Academic Remediation – January 2018
- Career Coaching & Wrap Around Services – January 2018
- Potential Summer Internships – June 2018
- For Credit Education & Technical Training – Aug/Sep 2018

Questions



NORTHLAND

WORKFORCE TRAINING CENTER

Train for what's next.

Northlandwtc.org

716.436.3229

Buffalo Manufacturing Works

Michael Ulbrich
President

Buffalo Manufacturing Works

Buffalo Manufacturing Works Overview



BUFFALO
MANUFACTURING
WORKS
OPERATED BY **EWI**

Buffalo Manufacturing Works helps innovation-driven organizations excel by partnering with their internal manufacturing, engineering and R&D teams to deliver better products, grow and compete.

- ◆ **Launched in April 2015**
- ◆ **21 Associates – local and national talent**
- ◆ **Since inception: hundreds of customer interactions, 100+ technical projects**
- ◆ **Addressing key manufacturer needs**
- ◆ **Putting WNY on the map as a hub of manufacturing technology innovation**
- ◆ **Already on path to sustainable impact**

WNY REDC addressing a core regional asset to answer an industry need in a sustainable fashion

Specific Example – Bak USA



- **Company:** Electronics manufacturer with fully manual assembly and inspection processes
- Socially conscious mission statement focused on job creation and human-centric manufacturing
- Interested in exploring benefits of advanced automation to enable anticipated product volume ramp
- Seeking technical expertise and advisement to help de-risk the innovation process

The Impact

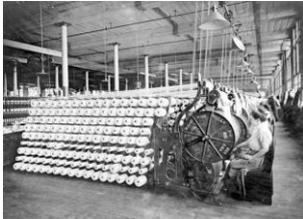
- BMW conducted a current state assessment and developed a list of technology recommendations tied to key business drivers, commitment to company mission
- This exercise inspired a critical R&D project to develop product assembly cells that leverage human-collaborative robots (cobots), allowing the company to meet new product launch volumes, remove ergonomic issues and create more jobs
- Bak USA and BMW developed an ongoing advisory relationship for strategic technology planning and deployment

“The industry leadership and technical expertise demonstrated by Buffalo Manufacturing Works has been critical. Following on the success of the first exploratory project, the BMW and Bak USA teams are now working on a full-scale program towards the socially conscious implementation of automation into our manufacturing process. The technology solution being developed by BMW will result in a truly unique electronics assembly process.”

The Manufacturing Revolution

◆ WNY manufacturers are facing a manufacturing revolution

- Only 25% of manufacturers think they are improving faster than their industry
- Pace of change today leads to a general sense of overwhelm
- Small and medium-sized manufacturers impacted



**Industrial Revolution,
mechanical
production, water and
steam power**

1780s-1860s

**Mass production,
electric power, labor
division and assembly
line**

1870s-1960s

**Production automation
electronics and IT**

1970s-2010s

**Digital manufacturing and
smart production, 3D
printing, digitization and
capital efficiency**

2020s-Future

New Program: Shift

◆ Shift offers the rare opportunity for manufacturers to transform their business and increase competitiveness through technology

- Equips manufactures with the latest technology trends, customized assessments, core skills, a support network, and access to experts



SCORE

Get an Innovation Scorecard that assesses key business risks and capacity for innovation.

61



LEARN

Join industry and business experts at workshops to learn about the latest technological innovations and how to position your business for growth.



AUDIT

Receive an On-Site Review with specialized engineers to identify opportunities for innovation.



IMPROVE

Implement innovations and improvements with the help and support of Buffalo Manufacturing Works.

The Future of Buffalo Manufacturing Works

- ◆ Sustained Western New York economic impact through manufacturing innovation
- ◆ Address structural, but surmountable, challenges head on to drive innovation into the local manufacturing economy
- ◆ Key next steps:
 - Implement **Shift** Innovation Capacity Building Program (Ongoing)
 - Relocate to **Northland Central** (Summer 2019)
 - Build out **STEM Learning Lab** as complement to Workforce Training Center (Ongoing)
 - Establish an **SMM Innovation Loan Fund** (TBD)



21st century manufacturing

Industrial innovation center is already making a difference in region's economy

Buffalo Manufacturing Works, the industrial innovation center at 847 Main St., is proof positive that this area can once again become a powerhouse, one that is on the cutting-edge and from where groundbreaking ideas are conceived and tested.

The \$45 million in state money from the Buffalo Economic Development Initiative is the engine power behind this worthy endeavor. The center opened in April 2011 and it has been a whirlwind of ideas springing from the design board to the testing stage in hopes of one day becoming one of the tools in the company toolbox.

With local manufacturers in mind, the purpose of the center was to allow companies to develop new products and "innovative production methods that would make them more competitive."

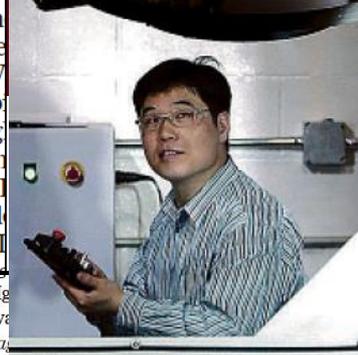
News business reporter David Robinson delved into the inner workings of a place that just, well, works.

It does so with \$8 million in equipment housed at the former SmartPill building on the Buffalo Niagara Medical Campus. More money, \$5 million, is expected. It will be put to good use.

The center is a marketplace of ideas. It is a place where

always afford to buy. It is already supplied and is state of the art. It is useful even to a company such as Moog, which has annual sales topping \$2.5 billion. It can be even more valuable to smaller manufacturers whose innovative ideas are at higher cost and higher risk to test, may not be flight ready. In a survey conducted in 2008, a Gallup survey found that 16 percent of respondents said terrorism was the most likely cause of a major economic downturn in the next five years. See **Terrorists** on Page A2

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Troye Siva
Gusto, Pa



Buffalo Manufacturing Works becomes force for innovation

Center offers firms cutting-edge tools to sharpen future

By DAVID ROBINSON
NEWS BUSINESS REPORTER

A little more than a year after



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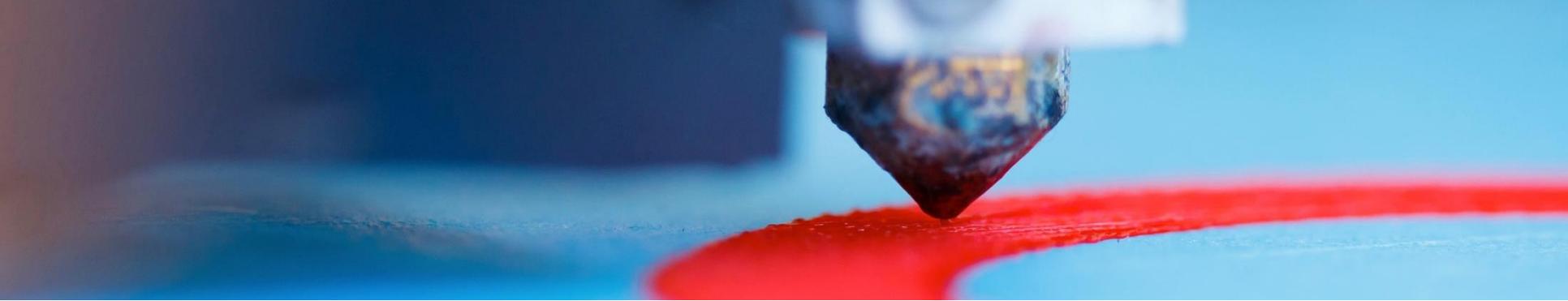
Measuring innovation center's impact
Manufacturing Works at a glance

\$45M
State money from Buffalo Billion economic development initiative.

50+
Companies that the center has worked with in first year.

35
Projects with companies that the center has worked with.

15
Center's staff, which is likely to keep getting bigger.



Thank You For Your Support



*PROUD TO BE PART
OF THE BUFFALO BILLION*

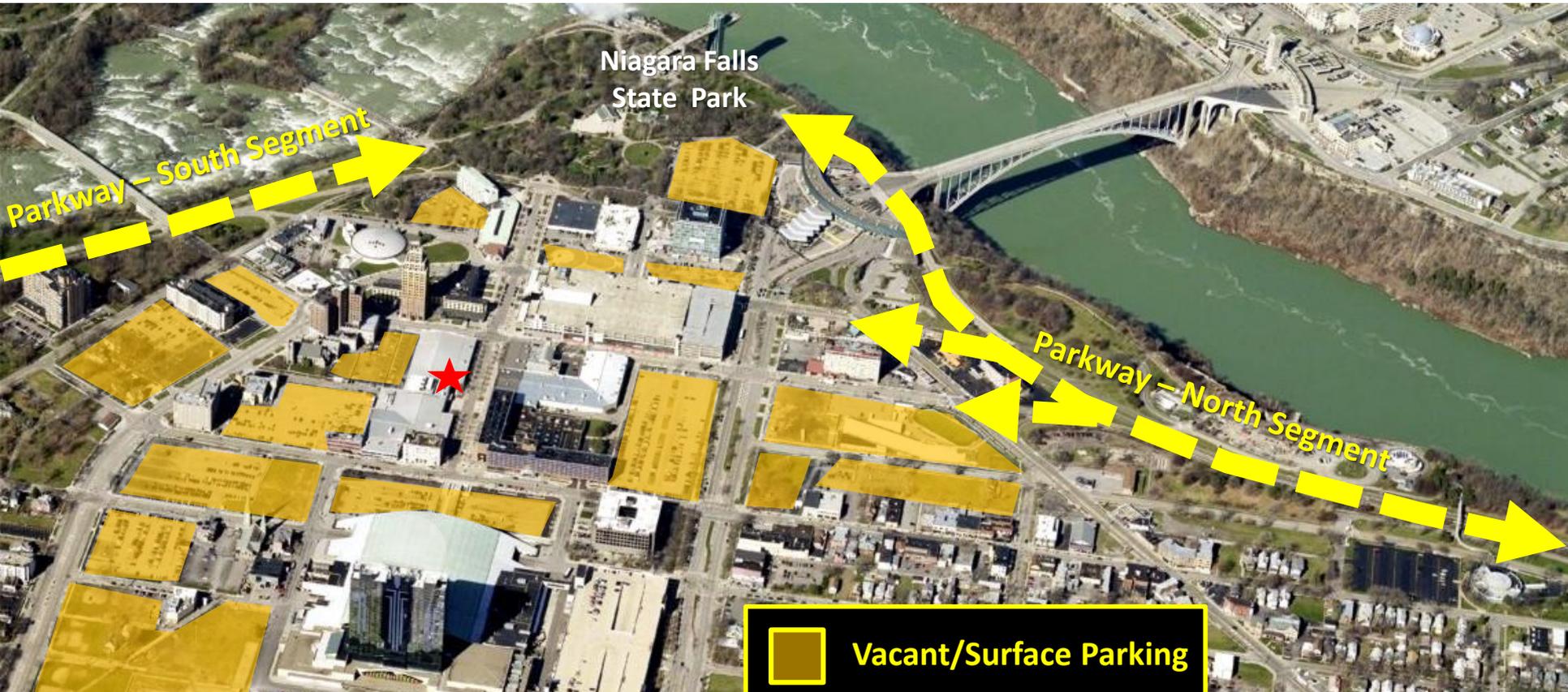


Niagara Falls Update

Paul Tronolone
VP Planning and Policy WNY

- Overall Context
- Riverway Project
- Riverway-Related Development Projects
- Niagara Gorge Corridor:
Parkway Removal – Main Street to Findlay Drive
- Upcoming Hotel Projects

Context - Existing

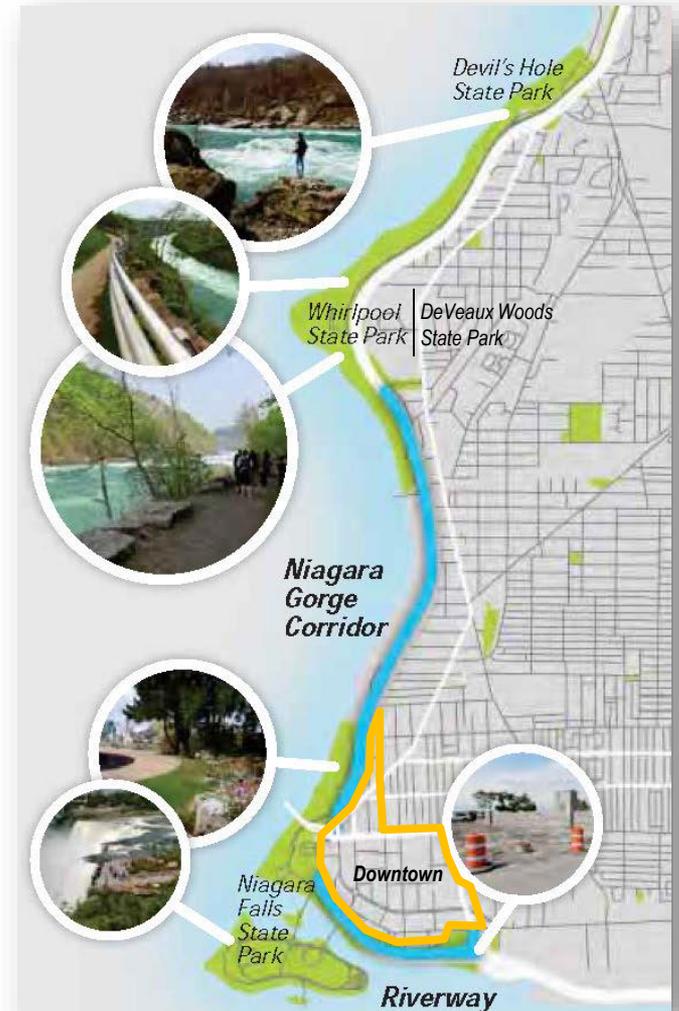


Context – Sustainable Downtown Neighborhood

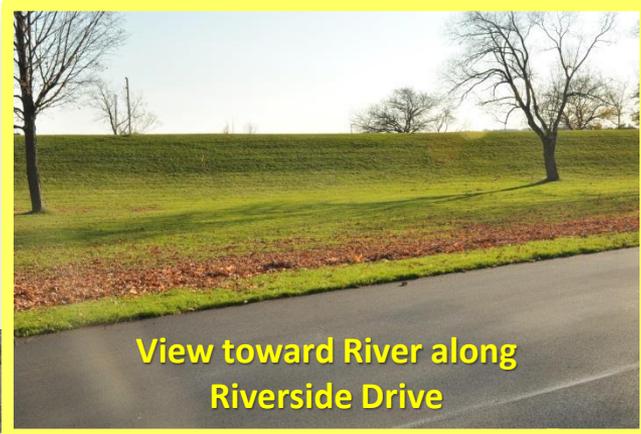


Parkway Removal

- **Former Robert Moses Parkway**
 - **Riverway:**
One Mile of Expressway along Upper Niagara River in Niagara Falls State Park
 - **Niagara Gorge Corridor:**
Two Miles of Expressway from Downtown to Whirlpool/DeVeaux Woods State Parks



Riverway





View Location

NOTE: Bridge distortion from Google Earth Image



- \$25 MM Construction Costs
- \$11.5 MM REDC/Buffalo Billion Investment
- 260,000 CY of Earth Movement (20,000 truck-loads)
- Hazardous Materials Clean-Up
- Elimination of 1.5 acres of pavement
- Project Completed Nov 30, 2017

Port Day Pond Feature



Riverway – 25 MPH Park Road

New Roundabout

Terminus of Parkway at Daly Blvd



Winter on the Riverway

New Park Gateway



Winter on the Riverway



New Park Gateway – Night

Winter on the Riverway



View toward river along Riverside Drive

Winter on the Riverway



View toward river along Riverside Drive

Winter on the Riverway



View toward River near Old Main Street

Riverway-Related Projects



Holiday Inn
\$4 million
Upgrade 189 Rooms
Great American
Arcade
Anchor Bar



Riverway-Related Projects

Wingate Inn by
Wyndham
\$10.2 million
110 Rooms
Twisted Olives
Restaurant



Riverway-Related Projects



**Fairfield Inn
by Marriott**
\$8 million
75 Rooms
Patio Dining



Riverway-Related Projects



**Doubletree Inn
by Hilton**
\$37 Million
200 Rooms
Parkway Prime
Restaurant



Riverway-Related Projects

**Courtyard
by Marriott**
\$13 million
82 Rooms
Bistro Restaurant



Niagara Gorge Corridor

North 



- ~Two-Mile Corridor: Main St. to Findlay Dr.
 - Whirlpool Street: Cedar St. to Findlay Dr.
 - Third Street: Main St. to Cedar St

Niagara Gorge Corridor

North 



- ~Two-Mile Corridor: Main St. to Findlay Dr.
 - Whirlpool Street: Cedar St. to Findlay Dr.
 - Third Street: Main St. to Cedar St

Niagara Gorge Corridor

Project Budget

Preliminary Design/Env. Review	\$1,595,000
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Final Design	\$3,500,000
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Construction	\$35,000,000
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Construction Management/ On-Site Inspection	<u>\$3,500,000</u>
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TOTAL	\$43,595,000
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Sources: New York Power Authority	\$41,595,000
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NYS Parks	\$2,000,000
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*Existing view
looking south at
Cedar Avenue*



*Proposed view
looking south at
Cedar Avenue*



***Existing view
looking south at
Orchard Parkway***



*Proposed view
looking south at
Orchard Parkway*



***Existing view
looking north at
Division Avenue***



***Proposed view
looking north at
Division Avenue***



Niagara Gorge Corridor

Milestones

- Preliminary Design Approval & State/Federal Environmental Reviews 23 Feb 2017
- Final Design Start Apr 2017
- ADPs Dec 2017
- Plans, Specifications, Estimates (PS&E) Feb 2018
- Contract Letting April 2018
- Ground Breaking Late June 2018
- Construction (phased) 30-36 months

Other Upcoming Projects

- **Hyatt Place Hotel**
- \$35 MM Investment
- 128 rooms
- 7,000 retail
- 14,500 banquet
- Opening
Late Spring 2018



Other Upcoming Projects

- **Hotel Niagara**
- \$42 MM Investment
- 130 Rooms
- Two Restaurants & Lounge
- In Due Diligence
- Target Opening 2019/20



Closing Remarks & Adjourn

Jeff Belt & Virginia Horvath
Co-Chairs

WNY Regional Economic Development Council