

A strategy for
prosperity
in Western New York

**BUILDS ON OUR
STRENGTHS**

**CREATES
JOBS**

**INVESTS IN THE
FUTURE**

**WNY Regional Council Meeting
Thursday, September 6, 2018
3:30PM – 5:00PM**

**Jacobs School of Medicine and Biomedical Sciences
955 Main Street
Buffalo, NY 14203**

**THE NEW
WNY**



Western New York Regional Council Meeting

Agenda

- Opening Remarks
- Jacobs School of Medicine and Biomedical Sciences Update
- 2018 Global NY Export Experts Tour
- 2018 Progress Report Presentation and Adoption
- 2018 REDC Scoring Process and Recommended Priority Projects
- REDC Vote to Adopt Recommended Scores for All Round 8 Eligible CFA's
- Closing Remarks and Adjourn

Western New York Regional Council Meeting

Opening Remarks

Jeff Belt & Dr. Virginia Horvath
Co-Chairs

WNY Regional Economic Development Council

Western New York Regional Council Meeting

Jacobs School of Medicine and Biomedical Sciences Update

Michael Cain
Dean

Jacobs School of Medicine and Biomedical Sciences

Western New York Regional Council Meeting

2018 Global NY Export Experts Tour

Mo Sumbundu
Project Manager
Empire State Development

Global NY

Bringing New York State To The World



What is Global NY?

Global NY offers one-stop shopping to both foreign businesses looking to invest in New York and to New York State businesses that want to export globally. We offer financial and technical assistance to help your company connect to the world.



Global NY Export Assistance Programs

- Export Marketing Assistance Service (EMAS)
- State Trade Expansion Program (STEP)
- Global NY Grant and Loan Fund



Export Marketing Assistance Service (EMAS)

Through a network of contract representatives in foreign markets, we can help companies export their products.



State Trade Expansion Program (STEP)

The U.S. Small Business Administration (SBA) provides STEP financial awards to state governments to assist their small businesses with export development. STEP's objective is to increase the overall number of U.S. small business exporters and to increase their export sales.

Global NY Grant Fund

The Global NY Grant Fund provides grants to help New York State's small and medium-sized businesses go global and create new jobs in New York.



Global NY Offices



Global NY Export Experts Tour

At each tour stop, the representatives will give in-depth presentations on their respective markets and take questions.

Companies will also have the opportunity to schedule one-on-one consultations with the representatives following the presentations.

WESTERN NEW YORK

Thursday, October 25
9:00 a.m.-12:00 p.m.

University at Buffalo,
Center for Tomorrow

Flint and Maple Roads
Buffalo, NY 14260

CANADA



Jay Amer

CHINA



Wendy Chen

EUROPE



Terry Potter

ISRAEL



Jerry Stoch

MEXICO



Efren Flores

SOUTH AFRICA



Richard Zurba

Tour Schedule

Long Island Thursday, October 18 Suffolk County Community College	Southern Tier Monday, October 22 Binghamton University
New York City Thursday, October 18 Galvanize	Central New York Tuesday, October 23 Syracuse University
Mid-Hudson Friday, October 19 SUNY New Paltz	Finger Lakes Wednesday, October 24 Kodak Center
Capital District Friday, October 19 Treviso	Western New York Thursday, October 25 University at Buffalo

REGISTRATION

To register for a 2018
Global NY Export Experts
Tour event or for more
information please visit:

ESD.NY.GOV/GLOBAL-NY-TOUR

Contact

212-803-2300

www.esd.ny.gov/global-ny

globalny@esd.ny.gov

Western New York Regional Council Meeting

2018 Progress Report Presentation and Adoption

Laura Quebral
Executive Director
UBRI

7

2011-2018

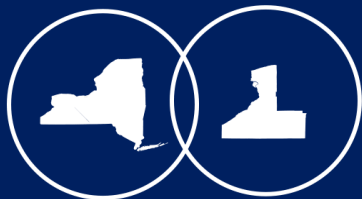
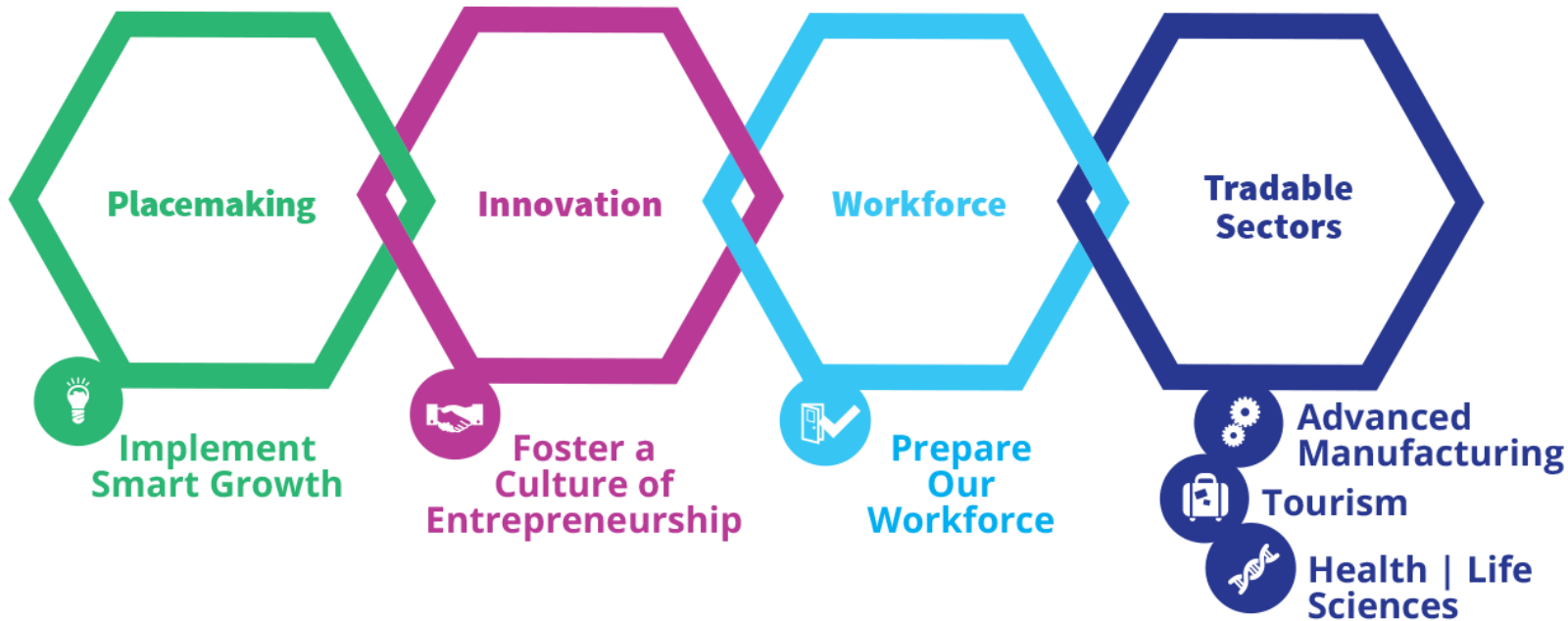
YEARS OF TRANSFORMING OUR REGION



A strategy for
prosperity



Western New York
Regional Economic
Development Council



**Strategic alignment
with statewide vision.**

IMPLEMENT
SMART GROWTH



We are focusing
investments and
transforming
places.



IMPLEMENT
SMART GROWTH



We are focusing
investments and
transforming
places.



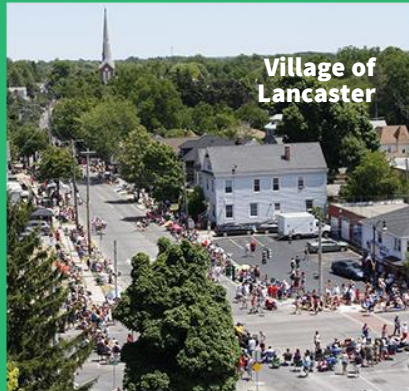
Nash Lofts



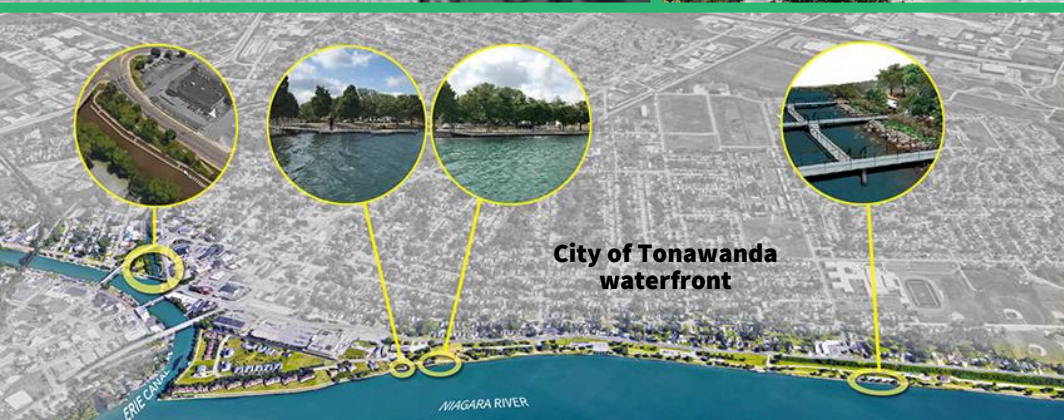
Village of Westfield



Shelton
Square



Village of
Lancaster



City of Tonawanda
waterfront

Ensuring our built environment
emphasizes accessible job centers,
sustainable infrastructure and
vibrant, livable communities.

**Better Buffalo Fund,
363 Grant St.**



**Outer Harbor
State Park**



Central Terminal



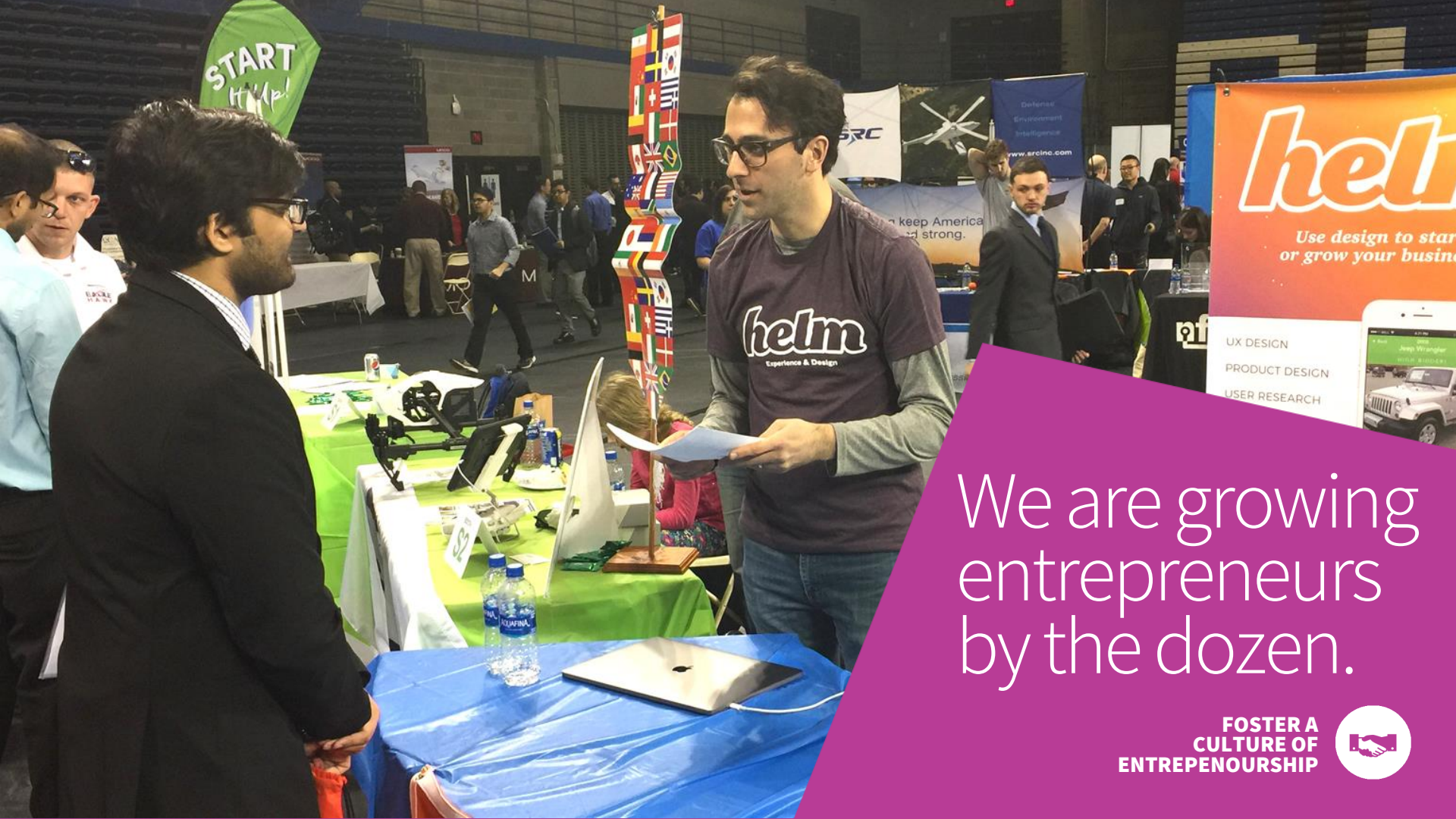
**WNY Smart Growth Community Fund –
City of North Tonawanda**

**IMPLEMENT
SMART GROWTH**



We are focusing
investments and
transforming
places.





START
HERE!

helm
Experience & Design

helm

Use design to start
or grow your business

UX DESIGN
PRODUCT DESIGN
USER RESEARCH



We are growing
entrepreneurs
by the dozen.

FOSTER A
CULTURE OF
ENTREPRENEURSHIP





Broadway Market



Olean Business Incubator

Building a
comprehensive
network of
entrepreneurial
support



We are growing
entrepreneurs
by the dozen.

FOSTER A
CULTURE OF
ENTREPRENEURSHIP





We are growing
entrepreneurs
by the dozen.

FOSTER A
CULTURE OF
ENTREPRENEURSHIP





We are
building the
pipeline for
the future.



**PREPARE OUR
WORKFORCE**

Growing the
network of
training
programs.



Buffalo Center for
Arts and Technology



Jamestown Community College,
Manufacturing Technology Institute

We are
building the
pipeline for
the future.



Gerard Place



Erie 1 BOCES



PREPARE OUR
WORKFORCE



We are
building the
pipeline for
the future



**Workforce
Development Challenge**



**Northland Workforce
Training Center**



**Northland Workforce
Training Center**



Burgard High School



**PREPARE OUR
WORKFORCE**



ADVANCED
MANUFACTURING

We are innovating
to compete in
the future.





**ADVANCED
MANUFACTURING**

We are innovating to compete in the future.

Investing in tradable
sectors give us the
opportunity to export
goods and services, and
achieve higher wages and
economic growth.



**Plesh Contract
Packaging**



MOOG Inc.



**Ellicottville
Brewing Company**



**Alfred State College
Sustainable Advanced
Manufacturing Center**



ADVANCED
MANUFACTURING

We are innovating
to compete in
the future.





TOURISM



We are investing in
destinations where
one day isn't
enough.

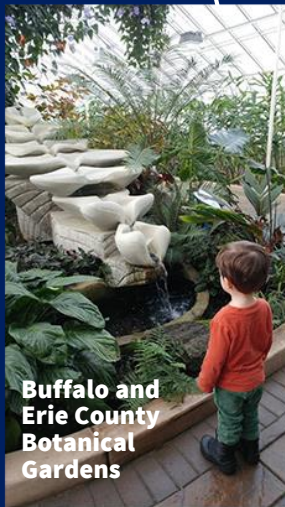


**Niagara Falls
Underground Railroad
Heritage Center**

TOURISM

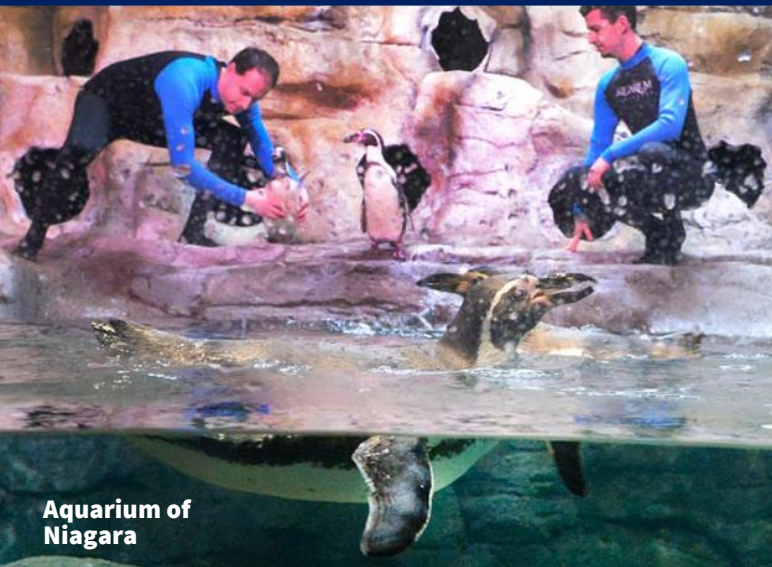


We are investing in destinations where one day isn't enough.



**Buffalo and
Erie County
Botanical
Gardens**

Investing in tourism products increases visitor spending and expands the sector's employment and wages.



**Aquarium of
Niagara**



**Lockport Cornerstone
CFCU Ice Arena**

TOURISM



We are investing in destinations where one day isn't enough.



Hotel Niagara

National Comedy Center

Niagara Gorge Trail

Darwin Martin House

A woman in a white lab coat is demonstrating medical equipment to a group of students in a clinical setting. She is holding a small device and gesturing towards it. The students are standing around her, some looking at the equipment and others looking at each other. There are blue medical carts with drawers in the background, and a patient lying on a table in the foreground. The scene is brightly lit and appears to be a teaching environment.

We are
doubling down
on the cluster.



**HEALTH
LIFE SCIENCE**

Growing our unique
health and life
science assets
generates
commercial impact.

We are
doubling down
on the cluster.



**HEALTH
LIFE SCIENCE**



**Jacobs
Institute
i2R**



**Roswell
Park Comprehensive Cancer
Center's Center for Immunotherapy**

**Jacobs School of
Medicine and
Biomedical Sciences
Simulation
Innovation Center**



**Buffalo Niagara
Medical Campus**



**John R. Oishei
Children's
Hospital**



We are
doubling down
on the cluster.



**HEALTH
LIFE SCIENCE**



We are seeing the return on the investment

2011-2017

605

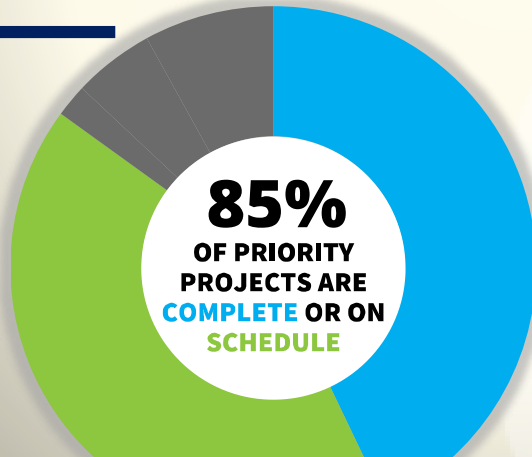
PROJECTS FUNDED
THROUGH CFA

\$197.8M

IN CFA FUNDS AWARDED

5:1 Cost to
Award
Ratio

PAST CFA
PROJECTS



2011-2017

The CFA process helped WNY **retain over 10,500 jobs** and **create close to 3,700 new jobs.**

Where are the Buffalo Billion's strategic investments?

\$975.8M

invested in innovation and industry

\$173.3M

Invested in tourism assets

\$111.7M

Invested to activate our waterfront

Public investments attract **private investment**

2011-2017

\$1.5B

Total Public Investment

\$5.2B

Total Private Investment

\$194M

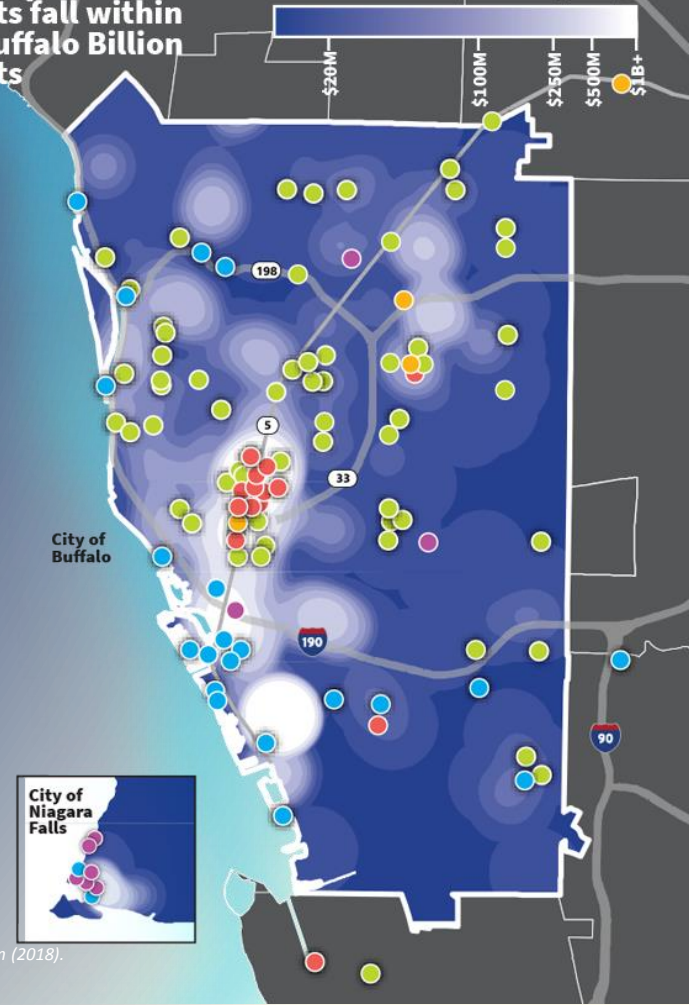
Invested to revitalize our neighborhoods and downtown

\$70.2M

Invested in workforce development

Over 97% of private investments fall within 1 mile of Buffalo Billion investments

Private Investments (2012-2017) per sq. mi.*



*Note: UBRI analysis of private investment data from the City of Buffalo Office of Strategic Planning (2017) and USA Niagara Development Corporation (2018). Projects may be in the planning stages, under construction, or completed.

How do we know our region is transforming?

The numbers tell us we're heading in the right direction.



SINCE 2011

16,720 new jobs

1,523 new firms

\$4.5B in wages

A Growing Number of Young Adult



SINCE 2010

INCREASE

6.1%

ARE WE
DOING
BETTER
THAN WE
WERE?

**COMPARING OUR PROGRESS
BEFORE REDC TO AFTER REDC**

1990-2010

2010-2017

Since 2010, WNY is rebounding and adding jobs, firms and wages

Jobs

BEFORE REDC
1990 - 2010

AFTER REDC
2010 - 2017


+2,770
per year

-987
per year

Firms

BEFORE REDC
1990 - 2010

AFTER REDC
2010 - 2017

+127
per year

+214
per year

Avg. Annual Wages

BEFORE REDC
1990 - 2010

AFTER REDC
2010 - 2017

+\$200
per year

+\$319
per year

The labor market is growing stronger

Young Adults (Ages 18-34)

BEFORE REDC
1990 - 2010

AFTER REDC
2010 - 2016

+1,887
per year

-4,291
per year

Source: US Census Bureau, 1990 and 2010 Census, American Community Survey, 2016 (5-year estimates).

Unemployment Rate

4.4% May 2018

Lowest since
October 2007

Source: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics.

New Hires Earnings

AFTER REDC
2010 - 2017

27%
INCREASE

New hires'
earnings

Source: U.S. Census, Local Employment Dynamics (LED), Quarterly Workforce Indicators, 2010 (Q3) and 2017 (Q2)

We see real signs of confidence in the WNY market

People want to
do business here...

Source: Active corporation filings with the NYS Department of State as of July 2018

45% of all WNY
ACTIVE BUSINESSES
were filed since 2010



In 2017, more businesses were filed than in any other year.

More people are
discovering the great
places in WNY...

Source: Tourism Economics, Inc.

18.8 **MILLION VISITORS**
in WNY in 2017



With a **15.8% increase**
in visitations since 2011.

We see real signs of confidence in the WNY market

The **real state market** is getting **stronger** here...

Source: Sales data obtained from NYS Association of Realtors.

+35% **HOME SALES**
Between 2010 - 2016

While the average median sales price was 14% higher.



We are unlocking the **potential for private development** here...

Source: City of Buffalo Office of Strategic Planning (2017). Includes all investments approved by city's planning board since 2006. Projects may be in the planning stages, under construction, or completed.

\$1B **INVESTED IN
BUFFALO DEVELOPMENT**
each year from 2011 to 2016

9 times higher than the average investment each year from 2006 – 2010.



Our Region is Getting Noticed

Buffalo

#1

America's Favorite Cities
for **Architecture** 2016

Travel + Leisure, March 2, 2017

#2

8 Cities Whose Entrepreneurship
Communities Are Booming

Entrepreneur Magazine, July 11, 2017

#12

The **25 Cities** Where
Millennials Are Moving

Time Magazine, June 13, 2017

“

Buffalo went from a place I didn't think about, ever, to somewhere I would consider moving.”

- *Named one of the 52 Places to Go , New York Times, June 19, 2018*

“

Buffalo, New York, is on the verge of becoming famous for more than wicked winters, spicy chicken wings and its Rust Belt legacy.”

- *CNBC.com, July 19, 2016*

“

Millennials and young people are moving back to Buffalo as ‘re-pats,’ staking their claim by helping revitalize a place they once fled.”

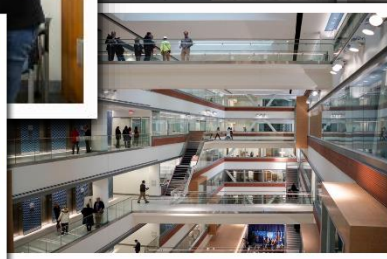
- *Chicago Tribune, March 20, 2016*

“

You can find more people on the Buffalo waterfront today than you could in its heyday. . .”

- *The Vancouver Sun, February 25, 2016*

7 YEARS OF TRANSFORMATION



NEW YORK
STATE OF
OPPORTUNITY.

Western New York
Regional Economic
Development Council

Western New York Regional Council Meeting

2018 REDC Scoring Process and Recommended Priority Projects

Christopher Schoepflin
Senior Vice President
Empire State Development

Western New York Regional Council Meeting

WNY | 2018 CFA Schedule

May 1
CFA Opened

July 27
CFA Closed At
4 PM Sharp

October 1
Regional Council
Deadline for
Progress Report

Late Fall
Round 8 Awards
Ceremony

Western New York Regional Council Meeting

WNY | 2018 CFA

- **245** CFA applications were finalized & submitted by the 4pm deadline on **Friday, July 27th**
- **239** CFA's deemed eligible for scoring
- **37** applicants applied to Empire State Development Grant funds and may be eligible as Priority Projects
- State Agencies finished the process of reviewing applications for eligibility on **August 10th**
- Score Groups met to discuss applications and determine recommended scores on **August 21st and 22nd**

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WNY | 2018 Recusals

Regional Council members that are eligible to score applications reviewed the full list of CFAs and notified ESD of any conflicts or other possible basis for disqualification.

Council members should not participate in discussion and vote of final CFA scores if a conflict of interest exists.

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2018 Priority Projects

Western New York Regional Council Meeting

Applicant	Project Name
Ninos Tile LLC	3 North Main
ALLEGANY COUNTY	
AgriAmerica Fruit Products LLC	AgriAmerica Grape Juice Factory Revitalization Project
Town of Westfield	Welchs Building Redevelopment
Northern Chautauqua Local Economic Development Initiative	White Inn
City of Jamestown	Acquire Riverfront Development Property
CHAUTAUQUA COUNTY	
Hauptman-Woodward Medical Research Institute	Center for Therapeutic Interactions
Rosina Food Products, Inc.	Protein Operation Expansion

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Applicant	Project Name
Westminster Economic Development Initiative, Inc.	West Side Bazaar Expansion
Buffalo and Erie County Botanical Garden Society, Inc.	Botanical Gardens Facilities Project
Niagara Frontier Transportation Authority	BNIA Passenger Terminal and Baggage Claim Expansion Project
Erie 1 BOCES	Equipment for New Collaborative Workforce Development Project
Roycroft Campus Corporation	Historic Roycroft Copper Shop Restoration
Shea's O'Connell Preservation Guild	The Accessibility and Long-Term Sustainability Project (Elevator Tower)

ERIE COUNTY

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Applicant	Project Name
City of Niagara Falls	St. Mary's Block Stabilization
NovoCarbon Inc.	Advanced Carbon Facility
Niagara Aquarium Foundation	Explorers Reef Touch Pools

NIAGARA COUNTY

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REDC Vote to Adopt Recommended Scores for All Round 8 Eligible CFA's

Mo Sumbundu
Project Manager
Empire State Development

Western New York Regional Council Meeting

Council to Submit the Following Lists:

- ✓ ESD Priority Project Funding Recommendations (16)
- ✓ All CFA Projects 20's(92) 15's(84) 10's(63) 5's(0)
- ✓ Downtown Revitalization /20's (4) /15's (9)
- ✓ Life Sciences Cluster /20's (2) /15's (2)
- ✓ Workforce Training /20's (24) /15's (11)
- ✓ Regional Industry Cluster /20's (2) /15's (1)
- ✓ Opportunity Agenda /20's (7) /15's (3)
- ✓ Veterans Initiative /20's (1) /15's (1)

Western New York Regional Council Meeting

Closing Remarks and Adjourn

Jeff Belt & Virginia Horvath

Co-Chairs

WNY Regional Economic Development Council