

A STRATEGY

FOR

PROSPERITY

PROGRESS REPORT

2014



Western NY Regional  
Economic Development  
Council Strategic Plan  
September 16, 2014

## A NEW IMAGE FOR WESTERN NY

“Shocked and awed by the rebirth of Buffalo

The Toronto Star

“In Buffalo, NY, a new vitality is giving the once-gritty city wings”

The Washington Post

“Buffalo was brimming with energy...”

The Boston Globe

“Once Just a Punch Line, Buffalo Fights Back”

The New York Times

“Things are changing for the second-biggest city in New York state.”

The Economist



# JOB CREATION AND INVESTMENT



SINCE 2011, THE WNY REDC HAS

AWARDED **\$766.3M** IN STATE FUNDING

LEVERAGING **\$2.9B** IN PRIVATE SECTOR INVESTMENT

RETAINING OVER **12,000** JOBS

CREATING MORE THAN **7,000** JOBS

# A REGION FOR THE 21<sup>ST</sup> CENTURY

Smart Growth



## BUILDING A BETTER BUFFALO BRINGING OUR WATERFRONT TO LIFE

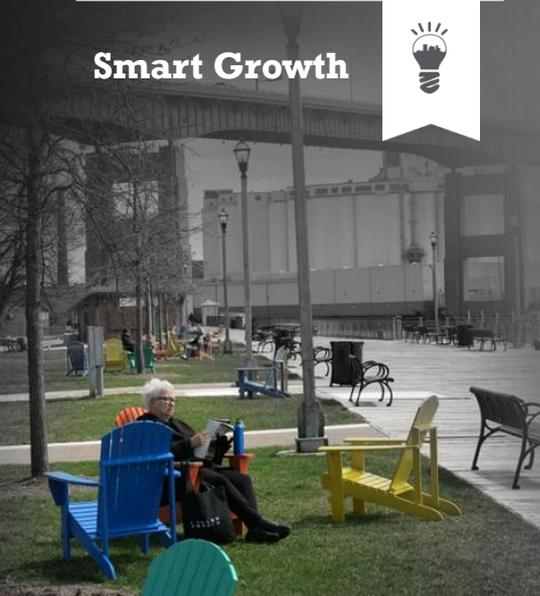


# A REGION FOR THE 21<sup>ST</sup> CENTURY

Smart Growth



REINVENTING BROWNFIELDS  
REDISCOVERING OUR TOWN AND VILLAGE CENTERS  
PROTECTING AND ENHANCING OUR WATERWAYS



# A REGION FOR THE 21<sup>ST</sup> CENTURY

Smart Growth



The New Buffalo

...links people with jobs and leads  
people to the waterfront.



# A REGION FOR THE 21<sup>ST</sup> CENTURY

Smart Growth



2014  
REGIONAL  
PRIORITIES

## BUILDING RESILIENT COMMUNITIES

### Niagara County NY Rising Countywide Resiliency Plan



A Community Driven Process  
Relationship to Regional Plans  
Assessment of Risks and Needs



Severe flooding in Niagara County,  
July 2013

# GOOD JOBS FOR A SKILLED WORKFORCE

Prepare Our  
Workforce



EXPANDING TRAINING PROGRAMS IN HIGH  
DEMAND INDUSTRIES  
CHAMPIONING FUTURE GENERATIONS



Results of Workforce Development CFA awards

26 → 2,109 → 1,852

PROGRAMS

PEOPLE TRAINED

JOBS PLACED OR  
RETAINED



# GOOD JOBS

FOR A

# SKILLED

# WORKFORCE

Prepare Our  
Workforce



## The New Buffalo

...aligns skills with industry and  
values diversity.



# GOOD JOBS FOR A SKILLED WORKFORCE

Prepare Our  
Workforce



2014  
REGIONAL  
PRIORITIES

## WORKING TO OVERCOME POVERTY

Opportunity Agenda  
EDUCATION AND TRAINING  
TRANSPORTATION  
FOUNDATIONAL SUPPORT FOR SUCCESS



GOOD JOBS  
FOR A  
SKILLED  
WORKFORCE

Prepare Our  
Workforce



2014  
REGIONAL  
PRIORITIES

A HOLISTIC APPROACH  
TO ADDRESSING  
VETERANS'  
NEEDS



110,000+  
VETERANS IN WESTERN NEW YORK

### Veterans One-stop Center of Western New York

- Barrier-free access
- Collaborative and coordinated delivery of services
- Comprehensive outreach and intake

### Looking Ahead

- Expand VOCWNY to Southern Tier counties
- Strengthen workforce development, business development and entrepreneurial services
- Promote existing programs like "Experience Counts"
- Integrate veterans strategies into REDC Plan

# NO LONGER BUSINESS AS USUAL

Foster A Culture of  
Entrepreneurship



DIVERSIFYING THE ECONOMY BY SUPPORTING  
ENTREPRENEURS  
CREATING PATHWAYS TO CAPITAL



“Contest could  
make us all  
winners”

The Buffalo News



# NO LONGER BUSINESS AS USUAL

Foster A Culture of  
Entrepreneurship



**EMPIRE**  
VISUAL EFFECTS  
**DAEMEN**  
COLLEGE

## The New Buffalo

...attracts innovators from around the world and collaborates with higher education.

“...[43North]... is changing hearts and minds about Buffalo’s image as a place for entrepreneurs.”

“Entrepreneurs and venture capitalists are focusing on cities like Buffalo...to bolster the local economy and fuel innovation”

**43NORTH**  
BUFFALO'S GLOBAL BUSINESS PLAN COMPETITION



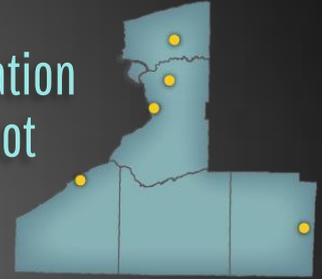
# NO LONGER BUSINESS AS USUAL

Foster A Culture of  
Entrepreneurship



DIVERSIFYING THE ECONOMY BY SUPPORTING  
ENTREPRENEURS  
CREATING PATHWAYS TO CAPITAL

WNY  
Innovation  
Hot Spot



STARTUPNY



START-UP NY=

- No biz or corp taxes.
- No sales tax.
- No property tax.
- No franchise fees.
- No income tax for

# TAPPING NEW MARKETS

Professional  
Services



## INVEST IN A DIVERSE CLUSTER OF PROFESSIONAL SERVICES

State investment of approximately \$95M in professional services companies leveraged private investment of nearly \$288M, which helped retain 4,800 jobs and will lead to the creation of more than 2,500 new jobs.



YAHOO!

The New Buffalo ...embraces the innovation economy.



IBM

KeyBank

KeyBank

# INVESTING

IN A WORLD-CLASS

# TOURIST

DESTINATION



Tourism

## BUILDING OUR ARTS & CULTURAL ASSETS

## A HOTEL BOOM TO SERVE OUR GROWING TOURISTS



# INVESTING

IN A WORLD-CLASS

# TOURIST

DESTINATION



## The New Buffalo

...transforms downtown Niagara Falls by harnessing the power of place, brings our waterfront to life, promotes adventure and exploration, and markets our region to the world.



# CONVERTING RESEARCH INTO JOBS

Health | Life  
Sciences



THE BUFFALO NIAGARA MEDICAL  
CAMPUS IS A PRIVATE SECTOR  
MAGNET



# CONVERTING RESEARCH INTO JOBS

Health | Life  
Sciences

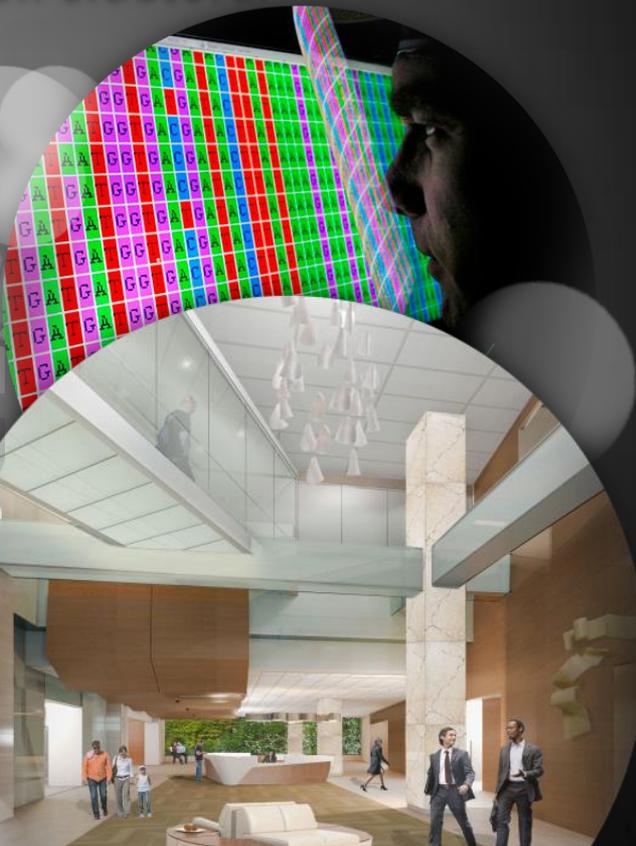


The New Buffalo

...has burgeoning  
innovation clusters.



**AMRI**



# MADE

# GREAT

# IN WNY



Advanced  
Manufacturing



## STRENGTHENING OUR MANUFACTURING BASE

Since 2011,  
the state invested nearly **\$380M** in advanced manufacturing,  
leveraging private investment of **\$2.1B**  
while retaining **5,600 jobs**  
and creating more than **2,500 new jobs.**



# MADE

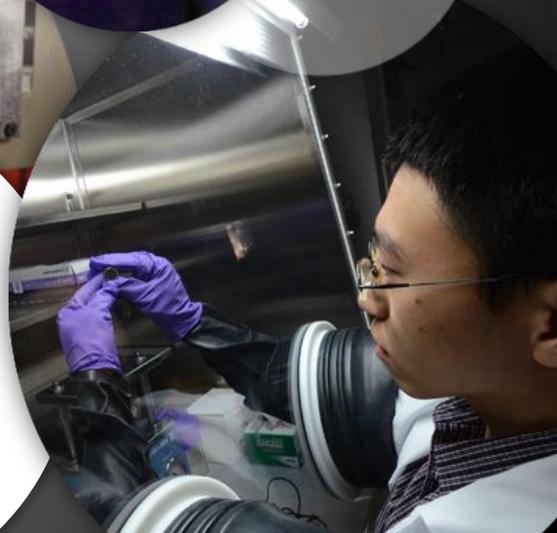
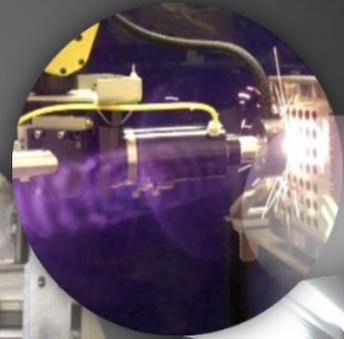
# GREAT

# IN WNY



Advanced  
Manufacturing

## STRENGTHENING OUR MANUFACTURING BASE



BUFFALO  
  
MANUFACTURING  
WORKS

Operated by **EWI.**

# POWERING

# INNOVATION

# IN WNY

Energy



## The New Buffalo

...leverages our natural resources and attracts successful companies.



REACHING  
A MARKET  
OF NEARLY  
9 MILLION  
PEOPLE

Bi-National  
Logistics



2014  
REGIONAL  
PRIORITIES

THE WORLD  
OF OPPORTUNITIES  
AT OUR DOORSTEP



WNY exports are at an all-time high,  
having grown 35% since 2003.

**\$8.0B**

Buffalo Niagara Metro Area  
Real Exports, 2012 Dollars

Leverage international graduates and foreign-born population

Identify business intelligence & international export needs

Generate higher quality business attraction leads

Make the location decision process for foreign companies easy

Create an international brand, unite the region around a competitive identity, and market upstate NY as a trade gateway



## EXCELSIOR JOB PROGRAM

IN THE PAST 12 MONTHS, THE WNY REDC HAS ENDORSED DEALS THAT  
TOTALLED

**\$24M**

FOR

**24 COMPANIES**

---

LEVERAGING

**\$181M**

CREATING AND RETAINING OVER

**5,000 JOBS**

PROPOSED  
PRIORITY  
PROJECTS  
2014



ALIGNED WITH  
CORE STRATEGIES



Prepare Our  
Workforce



Foster a Culture  
of Entrepreneurship



Implement  
Smart Growth



PROPOSED

PRIORITY

PROJECTS

2014



# ALIGNED WITH INDUSTRY SECTOR STRATEGIES



Tourism



Advanced  
Manufacturing



Health  
Life Sciences



PROPOSED

PRIORITY

PROJECTS

2014



JOB CREATION AND INVESTMENT FOR  
PROPOSED PROJECTS 2014

Direct  
Jobs 415

Indirect Jobs  
2,624

Total Investment  
\$147,727,772

Total REDC  
Grant Award  
Recommended  
by REDC  
\$25M

# MEASURING OUR PROGRESS



WNY Population  
Change  
Ages 20-34,  
2010-2012

**3.8%**

Our young adult  
population is growing

For the first time since  
1980, WNY saw a growth  
in our young population

# MEASURING OUR PROGRESS

## Moving the Needle in WNY

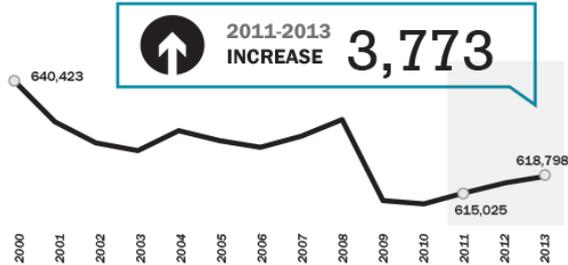


Since 2011, WNY has seen growth in jobs, wages and firms.

### Jobs



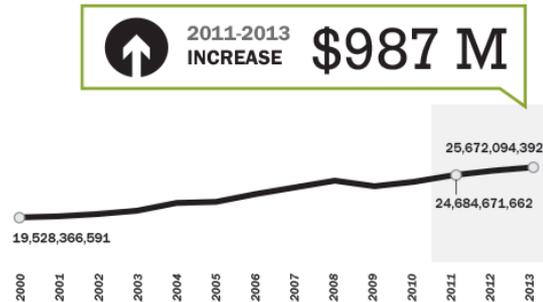
WNY Trend  
TOTAL NUMBER OF JOBS IN WNY, 2000-2013



### Total Wages



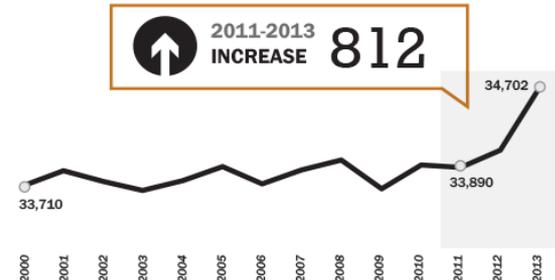
WNY Trend  
TOTAL WAGES EARNED IN WNY, 2000-2013



### Firms



WNY Trend  
TOTAL NUMBER OF FIRMS OPERATING IN WNY, 2000-2013



IMPLEMENT SMART  
GROWTH

PREPARE OUR  
WORKFORCE

FOSTER A  
CULTURE OF  
ENTREPRENEURSHIP

ADVANCED  
MANUFACTURING

AGRICULTURE

BUILDS ON OUR  
**STRENGTHS**

CREATES  
**JOBS**

INVESTS IN THE  
**FUTURE**

THE NEW  
**WNY**



BI-NATIONAL  
LOGISTICS

ENERGY

HEALTH | LIFE  
SCIENCES

PROFESSIONAL  
SERVICES

TOURISM