



WNY GLOBAL ENERGY HUB MEETING  
FRIDAY, MAY 11, 2012; 1:00 – 2:00 pm  
UNIVERSITY AT BUFFALO, 567 CAPEN HALL

Meeting Notes

**Work Group Members Present:**

Deanna Alterio Brennen	Alex Cartright
Ed Damico	Dave Denk
David Flynn	Linda Hardie
Robert Knoer	Susan Langdon
Mary Martino	Lou Paonessa
Kim Richardson	

**Draft of WNY Global Energy Hub's Mission Statement**

Group members reviewed and discussed the WNY Global Energy Hub's draft mission statement:

***Mission Statement:***

- **Vision:** We will enable the WNY energy industry to, once again, become a regional differentiator that will drive transformational economic expansion for our region. To accomplish this, we will **connect, develop, and promote** the regional energy assets.
- **Connect:** We will **connect and develop** our regional assets, including private enterprise expertise, unique facilities, and academic resources.
- **Promote:** We will **promote the regions** energy innovation, an entrepreneurial environment, a regional "can and must do" positive attitude, and materials development and manufacturing capabilities, to ensure **worldwide recognition** of our collective **accomplishments**.
- **Impact:** Our efforts will **benefit** our area's **current and future citizens**, our **evolving regional economy**, our **growing business community**, and our already **impressive educational assets**.

**Member Input Regarding Mission Statement**

The group reviewed the original draft mission statement and suggested items to be added, changed, etc.

- Linda Hardie drafted a revised version of the mission statement and suggested to "separate Mission from Vision."
- Think better "branding."
- Should mention technology and energy.
- Should mention resources and materials.
- WNY lost its manufacturing base; consider a statement about manufacturing. For example, "growing the economy and manufacturing base."

The group then collaborated to create a reworded and more inclusive mission statement.

***Mission Statement:***

- *Connect, develop and promote the WNY energy industry to drive transformational, sustainable economic expansion in the region.*

**Vision:**

- *A collaboration of private enterprise expertise, academic resources and entrepreneurs to create a region recognized as a global leader in the development, demonstration and adoption of innovative applications of energy resources, materials and advanced manufacturing to the benefit of our current and future citizens by growing and transforming the regional economy.*

**Organizational Entity Issues**

The group discussed what entity type the Hub should be, for example:

- 501(c)3 not for profit
- Public or private entity
- Partnership
- Offshoot of the University at Buffalo
- Collaborative group

The group also discussed the following regarding the organization and function of the WNY Global Energy Hub:

- Should we take inventory of our regional environmental assets first before we try to organize as a group? For example, create a bibliography of research studies, etc. and/or compile a list of energy experts?
- Should we consider the marketplace and what other people are doing?
- What will the Hub be in regard to the industry?
- How will the Hub perform?
- Will we partner with universities, etc.?
- In what projects will we be involved?
- We will need at least an office and a phone number.
- How have other local environmental energy hub type groups taken off and developed?
- We need to draft a “business plan” type of outline to determine how we will start.
- We need to seek advice on how to organize and seek funding.
- Should we ask other people or groups for advice? (Christina Orsi)
- We can have a vision for the Hub but how can we attract support and bring in funding?
- Will The Hub be an “umbrella” organization or other type? We need to determine this first before we start projects.
- Could we meet with the Economic Development Council?
- Would The Hub ever involve controlling disbursements of funding?

**Leadership Issues**

The need to identify a person to be the leader of the Hub was discussed along with the following issues:

- Our group will be identified with this individual and we must choose carefully.
- Where could we get resources for that?
- We need feedback. Maybe ask Christina Orsi at Empire State Development?
- What would we tell this person to do and how experienced would this person need to be?
- We need a person with “cache” and good connections, maybe even pre-existing connections.
- What skill sets would this person have? For example, science as well as management knowledge?
- How will we find this person? Search committee, etc?
- Could we get funding to take preliminary inventory of what’s there and what we need?
- Could we approach some person or group and say, “We want to form an institute or group and we want to form a search committee and find a leader...” Ask people or groups whose judgment we trust.

- UB Energy Diversification Initiative is searching for people/staff now. Could the Hub work with UB maybe?
- Could the person found be split 50-50 between UB and the Hub? But with a safety net of becoming a full time UB employee if the Hub does not progress as planned?

### **Funding Issues**

The group discussed several issues and questions regarding future funding for The Hub and its proposed ventures:

- How will we apply for funding?
- “Buffalo Billion” funding, a.k.a. potential economic development funding being offered by the Governor.
- Needs to be both public and private partnership with funding.
- Jobs, economic growth?
- What kinds of applications for funding are we going to seek?
- How will we model ourselves as a group? To where shall we look for advice? (Christina Orsi)
- We may eventually need a set address, staff, etc.
- Could we apply for government funding and possibly foundation funding?

The group also discussed the need to seek clarification on the CFA funding process:

- Need to familiarize ourselves with details of the CFA (Consolidated Funding Application) process for New York State funds.
- CFA funding is likely different from “Buffalo Billion” funding?
- Governor’s proposed incentive/funding, a.k.a. “Buffalo Billion,” Buffalo is in the “Top Four.”
- Aim for transformative projects that leverage private funding as well.
- Do subgroups, NYSERDA etc., get allocations of the Governor’s billion? Remember that the billion is not all “cash;” some of it may be tax breaks, etc.
- Do we still need to contact the agencies individually?
- Some items are not on the CFA or would be too big or complex to or require too many details to be listed on the CFA. NYSERDA examples: proof of concept letters, etc. Some proposals are sent to NYSERDA directly, etc.

### **Other General Questions**

- Would the Hub attract attention from big energy companies?
- Would it bring more money and attention to the region?
- Projects and establishments to consider for guidance: Buffalo Niagara Medical Campus, the Niagara Falls Honeywell project with Maziarz?

### **Next Steps**

- When will future meetings be?
- Must report back to Economic Development Council and Empire State Development and let them know we are meeting regularly.
- What groups or individuals should we “reach out to” and contact?
- What about “low hanging fruit” for startup funding/assistance? Private industry?
- Maybe get a speaker about the Honeywell project? (a possibility when there are commitments in place)
- Members bring ideas to next meeting?