



Work Group Meeting Notes

Work Group Name: Bi-National/Logistics
Work Group Chair: Colleen DiPirro
Work Group Staff Leader: Craig Turner
Meeting Date: 8.29.11

Work Group Members Present:

Colleen DiPirro, Amherst Chamber of Commerce (Chair)
Greg Edwards, Chautauqua County Executive
Kathy Konst, representing Erie County Executive Chris Collins
Craig Turner, Buffalo Niagara Partnership (Work Group Leader)
Kathryn Freidman, University at Buffalo (Writer)
Ramsey Kahi, NYS DOT
Dan Barry, Erie County
Mark Celmer, Insource Healthcare Solutions
Sherry Sutton, Continental 1 (representing Meg Lauerman)
Carl Savarino, Speed Global Services
Mike Casale, Niagara County Center for Economic Development
Kim Minkel, NFTA
Bryan Roth, Canadian Consul General, Buffalo (representing Marta Moszczenska)
Sam Ferraro, Niagara County Center for Economic Development
Matt Davison, Peace Bridge Authority
Doug Nesmith, General Mills
Doug Dimitroff, Phillips Lytle LLP
Hal Morse, GBNRTC

Summary of Meeting:

SWOT Analysis Results

Strengths

- WNY region is positioned strategically to become a global gateway
 - Provides market access to major population and wealth centers within 8 hours driving distance in two countries
- Inexpensive land
- Tourism
- Intermodal capacity
- Trade infrastructure including people who are knowledgeable about cross-border trade



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Weaknesses

- How to find paths forward to updating and antiquated customs border facilities and aging infrastructure?
- How to develop a fair tax structure and regulations that allow NYS to compete with neighboring regions?
- How to find consensus on a regional/bi-national plan?

Opportunities

- Develop a bi-national regional plan.
- Develop an international marketing program by promoting all of our assets.
 - NFIA, air cargo facilities, cultural assets, etc.
- Overcoming aging infrastructure on borders.
- Draw of UB 2020 and higher education assets to the Canadian audience.

Threats

- How may we overcome the reality and perception of high unionization?
- How may we refocus the community (private, Albany, & local government) to the benefits of border location?
- How to avoid the aging infrastructure from becoming a liability?
- How to avoid the lack of long term planning from limiting investment in the region?