

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

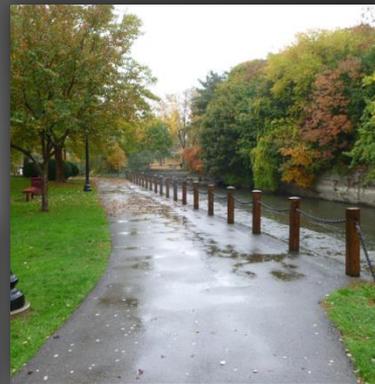
CREATING MORE THAN **7,000** JOBS

A REGION FOR THE 21ST CENTURY

Smart Growth



BUILDING A BETTER BUFFALO BRINGING OUR WATERFRONT TO LIFE

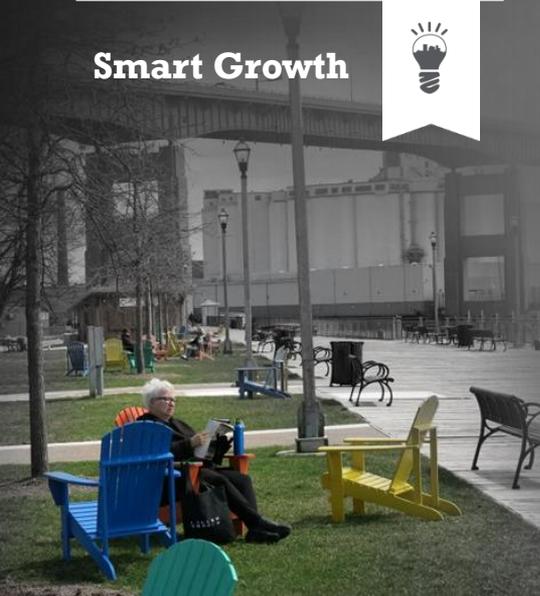


A REGION FOR THE 21ST CENTURY

Smart Growth



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



A REGION FOR THE 21ST CENTURY

Smart Growth



The New Buffalo

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



A REGION FOR THE 21ST 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



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.



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



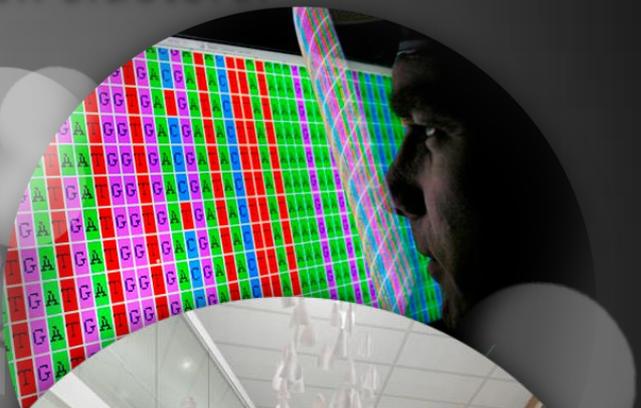
CONVERTING RESEARCH INTO JOBS

Health | Life
Sciences



The New Buffalo

...has burgeoning
innovation clusters.



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.**



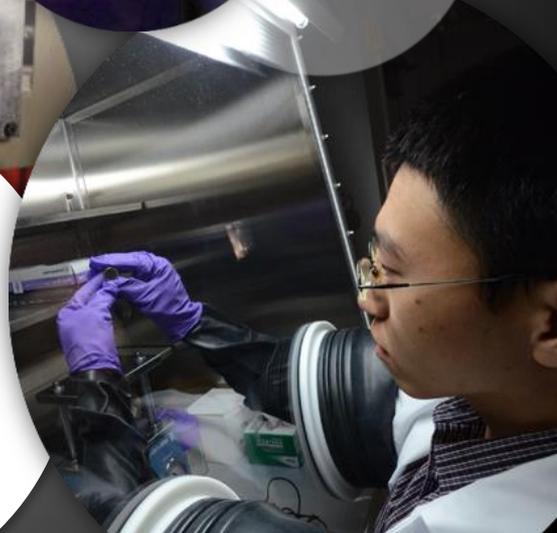
MADE GREAT

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

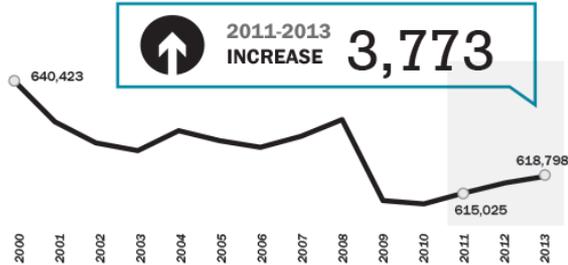


Since 2011, WNY has seen growth in jobs, wages and firms.

Jobs



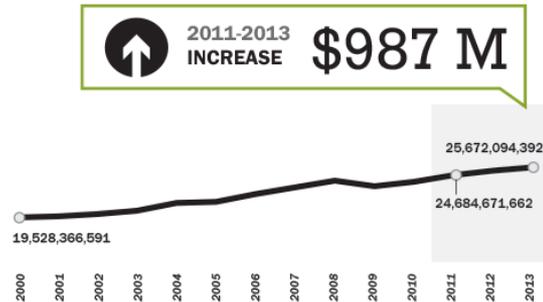
WNY Trend
TOTAL NUMBER OF JOBS IN WNY, 2000-2013



Total Wages



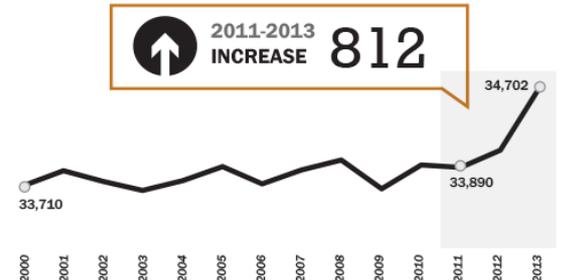
WNY Trend
TOTAL WAGES EARNED IN WNY, 2000-2013



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