

BUFFALO NIAGARA ENTERPRISE

2010-2011

Annual Report to Investors

MISSION

***Attract business investment
to the Buffalo Niagara region.***

COMMITMENT

- Contribute to the growth and strength of the regional economy
- Facilitate new business development in the Buffalo Niagara region
- Assist with due diligence, research, qualified site identification and contacts
- Coordinate a regional approach to economic development
- Drive awareness of our region's strengths in our target industries

SERVICES

- Supply regional data and information
- Identify sites and buildings
- Coordinate state and local incentives
- Bring together area municipal, private and educational partners
- Host corporate and consultant visits to the region
- Bring the region's message to corporate site selectors and real estate executives, decision makers/ influencers and "c" level executives

Niagara Square is the central hub of Joseph Ellicott's original radial street pattern, designed in 1804.

Welcome to Buffalo Niagara

2010–2011 Results

Bringing the right jobs and investment to the region by acquiring new, strong partners – that's our focus.



71.4% of wins came from Canadian expansions to the U.S. Welcome Neighbors!

14 wins

\$471,858,051 investment pledged

465 new jobs pledged

\$51,331 average salary

Alpina Foods, based in Columbia, will create 50 new jobs and invest \$15 million into their new facility at Genesee Valley Agri-Business Park

AGRIBUSINESS

Alpina Foods 

LOGISTICS/DISTRIBUTION

Baltimore Scrap Corp

Fashion Village 

Shop Radio Cast 

Universal Logistics 

ADVANCED BUSINESS SERVICES

BTRG 

Commerce Advertising and Marketing 

Executive AirShare

ADVANCED MANUFACTURING

AMI Air Management 

Econ-o-pac 

Galvstar LLC

Greenpac 

JF Automation 

Kingswood Millwork 

Every community that's serious about maintaining its economy needs to develop an organization like BNE.

– Bob Brady, Moog

Anticipated investment of \$24,995,000 and 55 new jobs

Strategy

By leveraging our region's competitive strengths, including our qualified and available labor force, proximity to Canada, acclaimed universities, diverse economy and utilities, BNE is well-positioned to be proactive in competing for business investment. BNE continues to use private and public sector support, leadership and collaboration to grow our regional economy through new business attraction.

- Lead Buffalo Niagara business attraction efforts
- Maintain and enhance our economic development tool kit
- Focus business development activities around industry clusters that build on competitive advantages
- Identify emerging growth opportunities
- Engage and collaborate with the Buffalo Niagara community
- Promote Buffalo Niagara using the regional brand: Where Life Works

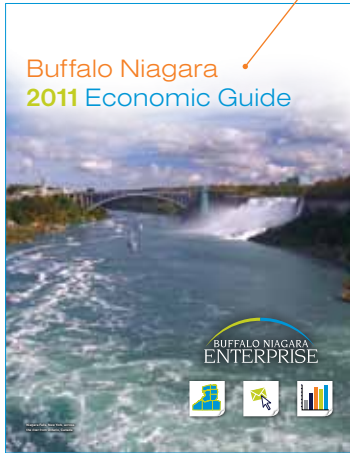
A survey of 2010-2011 wins indicated 100% client satisfaction by respondents.

BNE is a fantastic organization with an extremely well-qualified and impressive staff. In the site selection stage, we looked seriously at other locations (in the US and Canada) and BNE helped keep Buffalo at the top of our list. BNE played a key role in bringing our project to fruition in a very difficult business environment (from site selection, assistance with state/local authorities/incentives, help with lenders, bridge to local vendors and professionals, etc.). I have nothing but good things to say about BNE.

– BNE Win survey response

2010–2011 Highlights

To download our Economic Guide, visit: www.buffaloniagara.org/econguide



BNE hosted a panel of Site Selection Consultants to discuss industry trends, economic factors effecting target markets and industry perceptions of our region.



BuffaloNiagaraCLS.com, our demographic and commercial real estate listing database, was presented to more than 20 local organizations and featured in a webinar to more than 80 national economic development professionals.

136% increase in Twitter followers

456 Facebook Likes



Blog.buffaloniagara.org

BNE launched the **Buffalo Niagara Economic Development Blog** to share insights on business opportunities, assets and resources in the region.

Find new toolkit materials at www.buffaloniagara.org/brochures: Dairy Processing, Dental & Data Center Opportunity brochures, CLS site and Logistics info sheets:



Your website is spectacular, impressive and should be showcased as a 'best in class' example.

– Keith R. Gendreau, Senior Consultant, Cushman & Wakefield, Inc. (BuffaloNiagaraCLS.com)

Metrics Measurable	2010 – 2011 Actual	2011 – 2012 Goal
New Business Attraction Leads	137	72
New Business Attraction Projects	39	16
Project Wins	14	12
<ul style="list-style-type: none"> New Capital Investment from Wins 	\$471,858,051	\$72,000,000
<ul style="list-style-type: none"> New Jobs from Wins 	465	800
<ul style="list-style-type: none"> Average Payroll of New Jobs 	\$51,331	\$50,000
Total Economic Impact of Wins	\$564,851,031	\$250,000,000

With 210 active leads and 48 active projects, BNE kicked off the 2011-12 fiscal year with a strong pipeline.

BNE is the only organization that I'm aware of in the area that's looking outside-around the world-to be able to understand which companies may have a good fit for the kind of business environment and the kind of lifestyle that Buffalo has.

– Mike Colson, Senior Vice President, IT Solutions, CTG

Believe in Buffalo Niagara

Our investors – over 50 organizations, large and small – recognize that a growing economy benefits all the people and businesses in our region.

In supporting the work of BNE, our investors know that they're backing an organization that delivers a true return on the investment they make of their valuable time, money, and resources. BNE provides three levels of investment:

Steering Level (\$100,000+/year)

- Steering Level investors have full participation in BNE and play an integral part in driving strategy, setting long-term goals, and developing a solid foundation rooted in advancing our region's potential.

Board Level (\$50,000+/year)

- Board Level investors are recognized as local leaders and are able to surround themselves with others who support a progressive vision.

Partner Level (\$5,000+/year)

- Partner Level investors are able to actively participate in the BNE and often serve on various committees.

For information on how your business can become a member of this alliance, please contact Paul Pfeiffer, Investor & Public Relations Director, ppfeiffer@buffaloniagara.org 716.541.1738

Investing in organizations like the BNE ensure that the area thrives and improves. It's a major component of what we're all committed to do and it's an easy investment for companies like us to make.

– John Koelmel, President & CEO, First Niagara Financial Group

Contributions from BNE investors in our 2010-11 fiscal year totaled \$1.95M

BNE Investors:

AAA Western & Central New York	Lawley Service, Inc.
Algonquin Studios	Lippes Mathias Wexler Friedman LLP
Amherst Industrial Development Agency	Lumsden & McCormick, LLP
Astronics Corporation	Merchants Insurance Group
Bank of America	Moog Inc.
Berardi Immigration Law	M&T Bank Corporation
Buffalo Niagara Partnership	National Fuel Gas Company
Buffalo Urban Development Corporation	National Grid
Business First	Niagara County Center for Economic Development
Cattaraugus County Industrial Development Agency	NOCO Energy Corporation
Chautauqua County Industrial Development Agency	NYSEG
CTG	Orleans Economic Development Agency
Damon Morey, LLP	Phillips Lytle LLP
Delaware North Companies, Inc.	Rich Products Corporation
Dopkins & Company, LLP	The Hamister Group, Inc.
Dunn Tire LLC	The McGuire Group
Eric Mower & Associates	TM Montante Development LLC
Erie County Industrial Development Agency	Travers Collins & Company
Ernst & Young, LLP	Tops Markets
First Niagara Financial Group	TVGA Consultants
Freed Maxick & Battaglia, CPAs	Uniland Development Company
Frey Electric Construction Company	Univera Healthcare
Genesee County Economic Development Center	University at Buffalo
HealthNow New York, Inc., d/b/a BlueCross BlueShield of Western New York	WIVB-TV, Channel 4
Hodgson Russ LLP	Wyoming County Chamber of Commerce
HSBC Bank USA, NA	
KeyBank, NA	



665 Main Street, Suite 200
Buffalo, NY 14203
1.800.916.9073

BNE: your team of economic development professionals

Stay connected:



The Niagara Falls Power Project generates 15% of all power used in New York State – enough to power 1.92 million homes.