



THE ERIE COUNTY LEGISLATURE

**ECONOMIC
DEVELOPMENT
COMMITTEE**

Howard J. Johnson,
Jr.
Chair

Timothy J. Meyers
Vice-Chair

Meeting No. 10 – June 3, 2021 – 9:35 AM

TAB R&F APP

1.	<u>COMM. 6E-35 (2020)</u> Session 6	LORIGO <i>“Letter to Visit Buffalo Niagara President/CEO - RE: Convention Center”</i>			
2.	<u>COMM. 2E-20 (2021)</u> Session 2	LORIGO, TODARO, GREENE & MILLS <i>“Letter to ED Committee Chair Requesting Discussion on Buffalo Metro Area Home Building Impact Study”</i>			
3.	<u>COMM. 3M-8 (2021)</u> Session 3	EC FAIR HOUSING BOARD <i>“2020 EC Fair Housing Board Annual Report”</i>			
4.	<u>COMM. 6E-25 (2021)</u> Session 6	TODARO <i>“Letter to Economic Development Chair Requesting Discussion of High-Speed Internet Expansion in EC”</i>			
5.	<u>COMM. 11E-17 (2021)</u> Session 11	COUNTY EXECUTIVE <i>“Clock Tower & Roof Repairs - EC Old County Hall”</i>			

6.	<u>COMM. 11E-18 (2021)</u> Session 11	COUNTY EXECUTIVE <i>“Acceptance of FBI Reimbursement for EC Range Construction”</i>			
7.	<u>COMM. 11E-19 (2021)</u> Session 11	COUNTY EXECUTIVE <i>“Bridge Replacement of Four Rod Rd., Town of Marilla”</i>			
8.	<u>COMM. 11E-20 (2021)</u> Session 11	COUNTY EXECUTIVE <i>“Reconstruction of Alden-Crittenden Rd. & Bullis Rd. Rehab, Village of Alden & Town of Marilla”</i>			
9.	<u>COMM. 11E-21 (2021)</u> Session 11	COUNTY EXECUTIVE <i>“Retaining Consultant to Provide Broadband Utility Business Plan & Design in EC”</i>			
10.	<u>COMM. 11E-22 (2021)</u> Session 11	COUNTY EXECUTIVE <i>“Reappointment to EC Fair Housing Board”</i>			
11.	<u>COMM. 11M-8 (2021)</u> Session 11	VISIT BUFFALO NIAGARA <i>“First Quarter Reports 2021”</i>			



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ERIE COUNTY LEGISLATURE

HON. JOSEPH C. LORIGO
10TH DISTRICT LEGISLATOR
MINORITY LEADER

March 9, 2020

Mr. Patrick Kaler
President/CEO
Visit Buffalo Niagara
403 Main Street, Suite 630
Buffalo, New York 14203

RE: Convention Center

Dear Mr. Kaler:

On February 13, 2020, you joined the County Executive and members of his administration to present the findings of the new convention center study. That rollout included a detailed presentation to the Erie County Legislature, a recommendation on what type of facility the county should build, as well as where it should go. As you know, I supported the study and the corresponding funding for it. I did so because my colleagues and I must have a comprehensive understanding of what is being asked in terms of cost and project scope. Having done so, I learned more about this proposal, but have been left with additional questions and concerns.

While my primary concern is cost, I also worry whether the promised economic benefit associated with the expense will ever be realized. The latest proposal outlined by TVS Design includes an estimated price tag of more than \$440 million. That estimation does not even consider the cost of borrowing those funds, which we know could exceed hundreds of millions of dollars. While I heard the administration's claims that Erie County taxpayers won't be expected to bear that cost in full, I have a hard time believing it without any data. I also cannot look past the fact that a project of this magnitude will be impactful for generations.

The price tag for this project is more than twelve times Erie County's annual borrowing for capital projects. It is \$140 million higher than the annual county property tax levy. No one proposing or trying to build support for the project could answer any questions as to how it would be paid for, but everyone was quick to point out the supposed positive economic impact it would have. That argument is based on the theory that the current facility has caused our community to lose more than 1,200 conventions in the past 5 years. As a legislator, I need a more concrete understanding of the cost, who will be expected to pay for it, and how the economic benefit will be realized.

For the past several years, you and the County Executive have claimed that our current convention center has caused our community to lose over 1200 conventions. Mr. Poloncarz stated he knew those numbers to be true because he reviews your quarterly reports. You also stated that same

position during a committee appearance before the Legislature while advocating for a new center. In that same committee, I asked if you could provide me with a list of the 1,200 conventions/meetings we lost. You responded that the information is proprietary to Visit Buffalo Niagara's sales and convention recruitment efforts, and that you therefore could not share it. You also told me that I would "just have to trust you."

While you asked me to trust you, I couldn't help but look into your claims myself. I started by reviewing each and every quarterly report VBN submitted to the Legislature in the last five years. As you know, all of those reports include a section that describes the conventions that we "lost" in detail.

Based on the last 21 quarterly reports submitted to the Erie County Legislature:

- In the past 5 ¼ years, our community "lost" only 190 conventions – approximately 36 per year
- Out of the 190 conventions reported as "lost," VBN provided the municipality/venue that Erie County "lost" the convention to in 91 circumstances. Those include:
 - 18 – Niagara Falls NY
 - 8 – Rochester NY
 - 4 – Albany NY
 - 4 – Pittsburgh PA
 - 4 – Turning Stone Casino NY
 - 3 – Syracuse NY
 - 3 – Saratoga NY
 - 2 – Atlanta GA
 - 2 – Detroit MI
 - 2 – Greenville SC
 - 2 – Jacksonville FL
 - 2 – New York City NY
 - 2 – Sagamore/Lake George NY
 - 1 Each – Buffalo Grand Hotel – Buffalo NY, Albuquerque NM, Boca Raton FL, Boston MA, Burlington VT, "Canada," Charleston SC, Chicago IL, Cleveland OH, Dallas TX, Denver CO, Disney Resorts - Orlando FL, Fort Worth TX, Grand Rapids MI, Grant County KY, Hampton VA, Hartford CT, Indianapolis IN, Jamestown NY, Knoxville TN, Lancaster PA, Las Vegas NV, Lewiston NY, Miami FL, Milwaukee WI, Myrtle Beach SC, Nashville TN, Philadelphia PA, Portland ME, Providence RI, Salt Lake City UT, San Diego CA, Toledo OH, Tysons Corner VA, Valley Forge PA.
- A variety of reasons why our community "lost" these events were listed. Some reoccurring reasons include:
 - The condition and lack of space within the convention center
 - Problems marketing Buffalo as a destination to draw convention attendees
 - Preferred dates are not available
 - Cost of the event
 - High area hotel rates
 - Lack of local support to host/work the event

These findings are extremely troubling. VBN has not reported anywhere near the number of conventions/meetings you and the County Executive have claimed we lost in order to gain our support for this project. Additionally, very few of the reasons provided for these lost conventions include the actual physical condition of the current convention center facility. According to your own records, of

the approximately 36 conventions/meetings lost per year, we lose half of them to markets that are smaller than Buffalo. It also appears that our top competitors are Niagara Falls and Rochester.

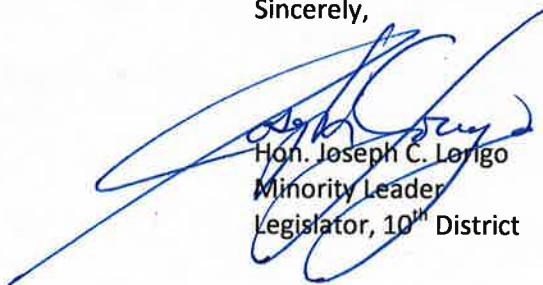
I went back and listened to the audio of your press conference with the County Executive and the Legislature's committee meeting where you participated. During each of those presentations, you claimed that we lost over 1,200 conventions/meetings since 2014. However, I found an interview with WGRZ/Channel 2 News from December, 2018 where you stated that we lost 783 convention business opportunities over the last five years. I also found a story in the Buffalo News from March, 2019 where you claimed 861 losses over 5 ½ years. What is the real number and is there any data to support it?

My colleagues and I are being asked to support a project for a new convention center that will cost more than \$440 million. We are not being told how much of that cost county taxpayers are expected to fund, or how we plan to pay for whatever that portion will be. We are also being asked to consider a plan that may include the use of eminent domain. Neither of these issues—cost and eminent domain—should be taken lightly. For any elected official to support either action, the “facts” presented must be accurate. Today, there is no way to say that they are.

The data provided to garner our support indicates we have lost over 1,200 convention and meeting opportunities since 2014. The actual data—previously provided by you outside of a presentation given to pitch a new convention center—indicates that we have only “lost” 190 business opportunities in five years.

These conflicting accounts of how many opportunities we lost are very concerning. Therefore, I am renewing my request for further data from Visit Buffalo Niagara to support your stated claim that we have lost more than 1,200 business opportunities since 2014. Please provide a list of those opportunities, in the same format that you do so in your quarterly report, to me by the close of business on Friday, March 20th.

Sincerely,



Hon. Joseph C. Longo
Minority Leader
Legislator, 10th District

cc: The Erie County Legislature

WEATHER ALERT

4 Weather Alerts

CLOS



Personnel in winter attire



Erie County seeks input on new conventio center

The deadline is approaching to give public comment on the results of an Erie County study about a new Buffalo Niagara Convention Center. Visit Buffalo Niagara says a new convention center is a need, not a want.

BUFFALO, N.Y. - The deadline is approaching to give public comment on the results of an Erie County about a new Buffalo Niagara Convention Center.

The results of the study found that the convention center is "functionally obsolete" and does not have capacity to attract most state and national events.



Visit Buffalo Niagara President, Patrick Kaler, said he was not surprised by the results. "It pretty much t us what we knew already going into it."

Kaler said over the last five years that Buffalo has lost 783 business opportunities due to the conventic centers size and inability to host more than one event at a time.

Kaler added that it is not about wanting a new convention center but about needing it to compete.

"In the next ten years if something isn't done to build a new convention center or expand, we will be o the state association convention business."

Each year the convention center hosts 142 events a year and is filled 282 days out of the year.

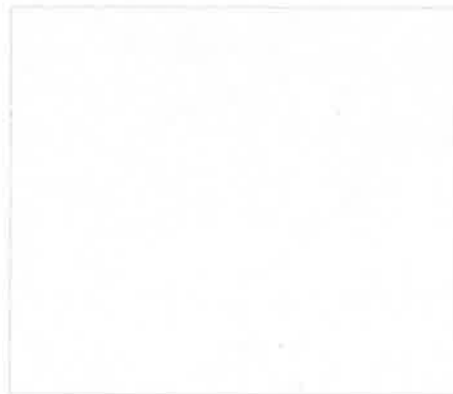
"We will be able to do much more events," said Kaler. "We will be able to attract anywhere between 18 193, based on what the consultants are suggesting within the expanded convention center."

In the study there are three different recommendations. One recommendation is to renovate and expe the current facility- to encompass an area extending across Franklin Street, including the rear portion (Statler City complex as well as the block north of that structure. Sky bridges would connect the parcel: under a plan that could cost up to \$429 million.

The second recommended option would see the construction of an entirely new convention center, or what is now surface parking lots in the vicinity of a Washington Street and Michigan Avenue, placing it closer to Canalside and KeyBank Center. The estimated cost for that option would be up to \$368 millio

The third option is not to do anything. With such a hefty price tag, Erie County leaders want to hear yo thoughts by December 19th.

If you would like to read the full report and share your comments, you can do so [here](#).



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THE BUFFALO NEWS

Public supports new Buffalo convention center, survey shows



The Buffalo Niagara Convention Center on Franklin Street has been described as a bunker. (Mark Mulville/Buffalo News)

By Sandra Tan

Published March 13, 2019 | Updated March 13, 2019

Erie County Executive Mark Poloncarz said Wednesday he was slightly surprised and gratified to find that 86 percent of people responding to an online survey favored opening a new convention center.

But he was more surprised to find that 64 percent of those in favor of a new convention center expressed no preference for either of the two locations recommended by HVS Consulting – either expanding the footprint of the existing

Buffalo Niagara Convention Center downtown or building a new one in what is currently a giant parking lot near Canalside and KeyBank Center.

Those who picked neither site either had no strong preference for a location or expressed the desire to see a new convention center built somewhere else.

"We don't have an exact picture from members of the public regarding exactly where the new convention center should be," said Poloncarz, in response to the feedback from 668 people. "We're going to have to do a deep dive into both sites at this point."

To that end, he said, he'll seek County Legislature approval to spend up to \$250,000 to hire a local engineering firm that can detail how much it would cost to build or dramatically expand a convention center at either site. The comprehensive cost analysis would factor in all related property acquisition, demolition, asbestos abatement and utility and sewer infrastructure costs, he said. The analysis would also review a concept by Statler City developer Mark Croce to expand the convention center upward across the roof of both the current convention center building and the rear roof of the Statler hotel.

County officials hope to finalize a convention center location by the end of the year.

Legislature Minority Leader Joseph Lorigo said he opposes spending money on a new study when the existing convention center is pulling in more business than it ever has and the public has not had the ability to weigh in on the need for a new convention center with all the facts.

"How many studies are we going to put out there to pad people's wallets until we figure out what we're going to do?" said Lorigo, C-West Seneca. "People haven't had the chance to weigh in knowing what the costs are going to be."

He also expressed skepticism about the validity of the online feedback the county received, saying the constituents he's spoken to are all opposed to a new convention center.

"That's an online survey pushed by Mark Poloncarz on Twitter," he said. "You think that's representative of the people of Erie County? It's not."

The survey was promoted on social media and the county website, and mentioned by local news media.

Though the Buffalo Niagara Convention Center continues to do brisk business, Visit Buffalo Niagara President Patrick Kaler said the convention center lost 861 events over the past 5 1/2 years because of its small and outdated building. That means the region is losing thousands of visitors who generate a huge economic impact, he said.

Poloncarz said that in order for the county to approach the state for financial support toward a new convention center, it must have clear answers on how much a new center would cost.



Sandra Tan– *Sandra Tan uses her Erie County government beat to find issues and stories that tell us something important about how we live. An alumna of the Columbia Journalism School and Buffalo News staff reporter since 2000, she previously covered Buffalo Public Schools, Amherst and other communities. email: stan@buffnews.com*

Major Bookings		Expected Attendance	Hotel Room Nights	Economic Impact
The Cup – North American Hockey Championships		3,500	5,275	\$3,861,100
NYS Law Examiners Bar Examination February – (multiple years)		1,600 per year	3,800 per year	\$2,029,000 per year
NYS Law Examiners Bar Examination July – (multiple years)		2,800 per year	6,200 per year	\$3,764,000 per year
National Association of County Engineers		650	1,650	\$996,813
Fluor Marine Propulsion Leadership Retreat		300	970	\$425,800
United States Submarine Veterans Reunion		275	954	\$701,790
Ingram Micro – 2020 USSK Sales Meeting		250	770	\$567,100
National Association of Catholic Chaplains		240	1,045	\$592,000
Mustang Club of America		200	550	\$420,000
FAST RACC Federal Tax Administrators		140	645	\$201,865
Women’s College Hockey Ice Breaker		150	270	\$155,200
USS Little Rock Association Reunion		80	295	\$147,200
Federal Tax Administrators Annual Conference		50	105	\$62,120
USS Dyess – DDR/DD 880		30	150	\$88,035
Q4 Site Visits		Expected Attendance	Hotel Room Nights	Economic Impact
National Baptist Convention USA, Inc.		15,000	11,825	\$26,437,730
National Grange of the Order of Patrons of Husbandry		500	863	\$1,226,520
Our Little Miss 2020		400	1,125	\$689,515
National Association of Catholic Chaplains		400	800	\$591,911
National Association of State Departments of Agriculture		220	1,025	\$615,700
Northeast Association of Advisors for the Health Profession		200	685	\$435,645
USA Rugby		200	140	\$101,428
New York State Wetland Forum		175	110	\$114,650
Federal Tax Administrators		140	645	\$201,865
New York State Social Workers Association		130	110	\$130,760
Theta Tau Fraternity		85	305	\$198,354
Daytrippers Tours – Solar Eclipse 2024		50	150	\$45,260
USS Brush DD 145 Alumni Group		30	120	\$61,790
Iota Phi Theta Fraternity		30	90	\$50,250
Q4 Lost Business				
Meeting/Event	Year(s)	Expected Attendance	Hotel Room Nights	Reason Lost
National Black Belt League Super Grands	2020	1,600	1,400	BOD chose Jamestown to host this competition.
National Black Nurses Association	2022	1,200	2,351	Chose Hilton Chicago where the entire program could be held under one roof. Convention Center is too small.
New York State Public Employee Federation	2022 & 2023	1,200	2,116	Niagara Falls was selected because the BOD felt there was more of a tourist destination and would draw larger participation from the membership.
EVERFI Annual Summer Meeting	2020	550	1,410	In order to accommodate this group’s room block needs we had to propose 9 hotels and multiple venue locations. Client selected Detroit.
National Grange of the Order of Patrons of Husbandry	2023	500	863	Niagara Falls Conference Center was selected because the entire program could be handled under one roof including a theatrical production.
National Collegiate Roller Hockey Association	2020	400	600	No venue availability.
NYS Public High School State Wrestling Championships	2020	400	200	No local support to host competition.

New York Women in Law Enforcement	2020	300	305	Group chose to go to Rochester.
National Association of Advisors for the Health Professions	2021	200	685	BOD chose Sheraton and the NF Conference Center, cited concerns with BNCC.
WNY Chapter of Muslim Public Affairs Council	2020	200	450	Group wanted all activities under one roof, which led them to the Buffalo Grand. Unfortunately, they were unable to come to terms amenable to both parties.

Q4 Sales Initiatives and Programs

Ontario Motor Coach Association – VBN representatives attended the conference hosting a booth where 20 tour operators stopped to discuss new initiatives for 2020. VBN reps also participated in the conference organizing, and Supplier Council committees. Five potential leads needing further evaluation were collected.

Australian FAM Tour – In an effort to grow the Australian inbound marketplace VBN, in cooperation with I love NY, hosted ten tour operators and agents who toured the area cultural attractions on this multi-day tour. In addition, VBN will be participating in a Coop Marketing program to promote the NYS in 9 days itinerary.

Empire State Society of Association Executives (ESSAE) Holiday Party and Sales Mission – VBN, along with a number of hospitality partners, attended the annual meeting and holiday party. 56 meeting professionals and association executives were in attendance. In addition, representatives conducted a number of sales calls and holiday gift drop offs to clients.

CVBREPS Holiday Party and DC sale mission – 432 meeting professionals attended the holiday gathering which allowed us the opportunity to network with current and prospective clients. Prior to the holiday event six appointments were conducted to prospects who currently have proposals and are considering Buffalo for a meeting or conference.

DMO IMEA Sales Initiative Luncheon – 13 meeting planners attended the luncheon held at a restaurant in the downtown DC area. One RFP was discussed. This initiative is a cooperation between CVB partners; Buffalo, Omaha, Birmingham, Bloomington, Kansas City, Madison & Wichita. This group hosts events throughout the year allowing meeting planners to meet multiple destinations at one time.

Albany Sales Mission – VBN and eight hotel partners conducted sales calls in the Albany Capital District and hosted a luncheon for 24 meeting planners.

DC Sales Mission – Five appointments were conducted with prospective clients; attending our 2020 FAM was discussed.

Connect Faith – Overall, this show was disappointing, VBN and Millennium representatives conducted 20 appointments with Faith based meeting planners, seven prospects had potential. We will evaluate whether attendance at this show is worth the investment.

TEAMS – Buffalo Niagara Sports Commission (BNSC) reps attended this program and conducted 40 personal interviews with National Governing Bodies of Sport and event rights holders. Six leads were produced for immediate distribution to the area sporting facilities and hotels, 10 prospect events are needing further development.

US Sports Congress – BNSC representatives attended and conducted 36 face to face meetings and was a luncheon sponsor which allowed time at the microphone to present the new developments in our area to all attendees. Four leads were generated for the local hospitality community.

MARKETING			
Q4 Website & Mobile	2019	2018	Variance
Sessions	323,028	323,031	0.00%
Pageviews	591,630	619,895	-4.56%
Time on Page	1:37	1:25	13%
YTD Website & Mobile	2019	2018	Variance
Sessions	1,603,650	1,428,116	12.29%
Pageviews	3,115,549	2,853,312	9.19%
Time on Page	1:31	1:25	7.06%

Q3 Major Bookings		Expected Attendance	Hotel Room Nights	Economic Impact
Rush Hockey Inferno		2,600	3,649	\$2,887,585.00
The Cup AA-Buffalo Elite Hockey Events		3,000	3,600	\$2,550,000.00
American Association for State and Local History		1,000	1,164	\$2,290,055.00
Lacrosse Academy Niagara Classic		1,000	1,260	\$1,017,840.00
USA Hockey Boys Development Camp		400	985	\$683,950.00
CivicPlus Summit		300	829	\$610,625.00
North American Prospects Showcase		300	790	\$565,840.00
Showstopper Dance Competition		1,000	200	\$488,842.00
Federal Tax Administrators		250	865	\$417,740.00
World Doctors Orchestra		70	490	\$212,580.00
World Table Hockey Association		100	130	\$90,085.00
State University of New York Registrar's Association		80	150	\$76,660.00
Northeast Region of Boy Scouts of America Retirees		100	115	\$74,930.00
Northeast YMCA Goodwill Invitational		200	50	\$60,450.00
Your Military Reunion Connection 2020 Marketplace		140	140	\$58,500.00
Road Scholar Signature City of Light Tour		25	100	\$45,260.00
Q3 Site Visits		Expected Attendance	Hotel Room Nights	Economic Impact
National Ball Hockey Tournament		1,000	1,500	\$1,088,450.00
NYS Town Clerks Association		600	1,290	\$970,925.00
EverFi – Corporate		550	1,400	\$895,700.00
Federal Tax Administrators		250	865	\$417,740.00
Showstopper Cheerleading		1000	200	\$270,130.00
Can AM Baseball		200	150	\$150,700.00
USS Truckee AO 147/ Let's Go Travelin'		60	275	\$138,725.00
114 th Aviation Company		75	240	\$132,200.00
New England MTG Register		40	60	\$60,925.00
Marine Barracks Bermuda		50	40	\$52,500.00
Q3 Lost Business				
Meeting/Event	Year(s)	Expected Attendance	Hotel Room Nights	Reason Lost
HPN Global	2023	365	1,900	Group preferred to be under one roof.
International F. & A.M. Masons, Inc.	2021	300	1,900	Selected Greenville SC, we were unable to accommodate preferred dates.
Harmony Inc. Annual Conference	2023	950	1,847	Selected Grand Rapids due to a more competitive convention package.
Retail Jewelers Organization	2023	525	1,645	BNCC was too small to accommodate the space required to host this group.
Eastern Region Association of Physical Plant Administrators	2022	600	1,400	Ultimately the BOD chose Turning Stone to hold meeting under one roof.
Association of Conflict Resolution	2020	700	1,100	While Buffalo was the preferred destination, group chose Detroit in order to avoid five hotel contracts.
Future Farmers of America	2020 2021 2022	2,000	917	Unable to accommodate meeting space requirements needed to host this group in a multi-year bid.
Women's International Network of Utility Professionals	2023	300	840	Hotel room rates were too high compared to competing cities.
New York Council of Health-System Pharmacists	2023	300	670	Group chose to stay in Saratoga, will be open for bid again for 2024.
NYS Town Clerks	2023 2024 2025	375	630	Group wanted to book multi-year contract with BNCC however, there is not adequate space available because Snow Symposium is booked over these dates.

Q2 Major Bookings		Expected Attendance	Hotel Room Nights	Economic Impact
North American Prospects Showcase		1,700	2,600	\$1,900,300
American Majestic Cheerleading		1,300	1,500	\$1,080,500
SUNYAC Swimming & Diving		1,000	800	\$917,000
Church of God Saints in Christ		800	1,925	\$2,222,000
Elite Hockey Event Girls Cup		750	3,400	\$2,300,000
Higher Education Web Professionals 2021 Conference		750	1,900	\$1,657,000
American Tours International		400	220	\$72,200
Eastern Communication Association 2022 conference		200	746	\$376,100
Frank Lloyd Wright Building Conservancy Annual Conference		200	554	\$374,155
In-Plant Printing and Mailing Association		160	1,153	\$685,200
NYS Disability Services Council		150	180	\$225,460
Vietnam Veterans Alpha Association		100	175	\$99,400
Unltd Auto Workers Ford		88	364	\$154,150
Beta Sigma Phi		80	180	\$118,200
US Customs & Border Protection		40	160	\$83,000
Q2 Site Visits		Expected Attendance	Hotel Room Nights	Economic Impact
American Association for State and Local History		1,000	1,050	\$2,398,500
American Physical Society		800	1,820	\$1,062,100
Civic Plus 2020 Summit		300	650	\$435,000
New York Library Association 2024, 2025, 2026 Annual Conference		225	825	\$425,275
Eastern Communication Association 2022 Annual Convention		200	746	\$375,000
Northeast Association of Tax Administrators		140	410	\$190,800
State University of New York Registrar's Spring Conference		80	150	\$75,400
USS Joseph Hewes DE/FF/FFT – 1078 Reunion		50	120	\$61,000
Q2 Lost Business				
Meeting/Event	Year(s)	Expected Attendance	Hotel Room Nights	Reason Lost
New York State Bureau of Emergency Medical Services	2020, 2021, 2022	1,400	1,400	Group is under new leadership and has decided to move the conference around NY, next year to bid is 2023. Group will hold their convention in Buffalo later this year.
USA Hockey Disabled Festival	2020	980	1,260	BOD felt it was too soon to return to Buffalo.
American Association of Meat Processors	2021	800	1,275	Group will be going to Charleston SC for this meeting, no specific reason given.
National Association of Campus Activities	2020 & 2021	750	900	BOD decided to start moving the convention to other destinations; we have hosted this event for several years.
National Rural Electric Cooperative	2020	675	1,660	Group chose Indianapolis to host meeting
Sigma Xi, The Scientific Research Society	2021	600	600	Condition of the BNCC and aging nature of equipment was cited as the reason they chose Sheraton Niagara Falls NY.
American Ninja Warrior	2019	500	750	We were unable to find a suitable site to host the televised competition.
Hand Weavers Guild of America	2022	340	2,000	Overall costs of hosting in Buffalo were too high, specifically hotel room rates.
Northeast Association of College and University Housing Officers	2020	225	250	Condition of the BNCC was cited as the reason they chose the Niagara Falls Conference Center.

Q1 Major Bookings		Expected Attendance	Hotel Room Nights	Economic Impact
Pepsi Cola Invitational Hockey Tournament		2,500	1,380	\$1,177,500
Amherst Youth Hockey Girls		2,400	2,915	\$2,120,500
Amerilink Tour Series B		1,800	900	\$289,700
YMCA New York State Swim Championships		1,200	1,250	\$1,100,400
USA Hockey Girls Tier II Nationals		960	2,400	\$1,780,650
Adidas Empire Cup (Girls)		800	400	\$385,400
New Era Cap Invitational Baseball Tournament		800	1,200	\$827,600
New York State Commission on National and Community Service		650	150	\$372,000
NY City Dance Alliance		500	400	\$283,300
Help Me Grow National Forum		500	630	\$437,600
New York State Assoc. School Psychologists		400	245	\$448,125
United Church of Christ		300	190	\$138,700
National Softball Association		300	200	\$195,100
Institute for Veterans and Military Families		200	440	\$263,900
American Academy of Fertility Care Professionals		180	453	\$311,200
Naval Order of the U.S.		80	295	\$153,300
Interstate Pipeline Regulatory Committee		70	216	\$107,400
Q1 Site Visits		Expected Attendance	Hotel Room Nights	Economic Impact
Higher Ed Web Association		750	1,900	\$1,657,400
Empire State Missionary Convention of New York Inc.		175	610	\$296,900
Sigma Xi Annual Conference		150	600	\$273,500
Shelton Brothers Beer Festival – organizers only		75	375	\$195,850
New York Conference of the United Church of Christ		300	190	\$139,000
Northeast Region of Boy Scouts of America		50	105	\$58,450
Hotelbeds Site Visit – Largest global wholesaler receptive in the World		--	--	--
Q1 Lost Business				
Meeting/Event	Year(s)	Expected Attendance	Hotel Room Nights	Reason Lost
The Wildlife Society Annual Conference	2021	3,000	1,200	The BOD decided to remove Buffalo from the list of 6 other cities, the Convention Center was cited as unattractive.
United States Fast Pitch Association	2019	2,500	1,000	Lack of local support to host and work the event.
New York State Public Employees Federation	2021, 2022, 2023	2,210	1,200	Lost to Niagara Falls for one year, the board felt they had more of a tourist and party atmosphere. Saratoga was also selected because they have the largest contingency of PEF members. Condition of the Convention Center was cited as a downfall for the Buffalo bid.
NYS Public High School Wrestling	2019	1,600	1,500	UB venue cost too high.
Cooperative Education and Internship Association	2022	800	325	Buffalo did not make the short list. NYC, DC & Baltimore are still being considered.
BASS, LLC Elite Series	2019	550	300	Bid fee too high, for us to act as host
Association for Library and Information Science Education	2020	530	300	Bid against Tucson, Albuquerque, Columbus, Pittsburgh, Milwaukee; we did not make the short list. Room rates were too high.
International Perfume Bottle	2021	525	225	We were a last minute addition to the bid process, however, we were not chosen to host.
Association of Energy Services Professionals	2020	524	250	Marketability of the city was cited as the reason for not selecting Buffalo.
NYS Society of Human Resource Management	2020	500	668	Could be a contender for the 2021 conference depending on status of the Convention Center.

Siemen's Corporation	2019	475	125	Chose Pittsburgh.
Drone Racing League	2019	300	180	Unable to find a suitable facility, Silo City was considered.
Society of Research Administrators International	2020	220	580	City image and marketability were cited as challenges for this group. Lost to Philadelphia.
National Conference of Black Political Scientists	2021	200	250	No active response from planner, we have cancelled event in the system.
Military Reunion Network	2020	80	285	Bid against Colorado Springs, Green Bay, Wichita and St. Louis; we did not make the short list.

Q1 Sales Initiatives and Programs

#SNOWPLACELIKEBUFFALO Mini Fam – VBN, along with hospitality partners, hosted nine national association meeting planners for the Washington Capitals vs. Buffalo Sabres hockey game and a weekend of activities which included Hatchets and Hops, dinner and entertainment Chippewa District, Canalside Ice Biking and Ice Skating, accommodations Marriott HarborCenter, dinner Hotel Henry and Frankie Primos, breakfast BNCC and Niagara Falls Nighttime Illumination. Eight hospitality partners participated in fair-share opportunities during the FAM.

American Bus Association (ABA) – VBN coordinated 55 client meetings during the tradeshow and are now working on six immediate leads that were garnered at this event.

Heartland Travel Showcase – VBN scheduled 32 client meetings to discuss new tour opportunities in Buffalo. Four immediate leads have been shared with the local hospitality community.

Religious Conference Management – EMERGE is an annual tradeshow to engage with religious conference planners, the conference offers pre-arranged appointments built into the schedule. Nine appointments were conducted; four potential leads need further development before they can be shared with the hotel community. VBN coordinated the effort with Buffalo Niagara Convention Center and Millennium Hotel.

DMO-IMEA (Talley Group) - Joint dinner and entertainment event hosted by VBN and our sister city partners where 18 meeting planners from National Associations were in attendance to network and learn more about the host cities.

Connect Diversity – is a reverse tradeshow where suppliers like VBN visit planners at their association's tradeshow booth for pre-planned appointments; 24 appointments were conducted. No leads were generated; we will consider attending this show every other year.

Meeting Planners International – MACE this is MPI's Mid Atlantic Conference and Expo which includes educational and business forums for meeting and event planners. VBN will consider hosting a tradeshow booth next year, this year we attended to network but did not exhibit.

Professional Conference Management Association (PCMA) – Continuing education and networking opportunity for VBN staff and meeting professionals from around the country.

Empire State Society of Association Executives (ESSAE) – VBN hosted 16 New York State Association executives for an annual dinner and networking event, VBN coordinated sales mission activities which included eight local hospitality partners. Four NYS Association meeting planners have scheduled site inspections to see for themselves the new developments creating the buzz about the new Buffalo.

Experient Envision – Experient is a global conference and event management organization, VBN conducted 14 appointments with Experient representatives to inform them of new/improved product available in Buffalo to be used for meetings and conventions.

Q1 Website & Mobile	2019	2018	Variance
Website Sessions	344,187	310,593	10.82%
Pageviews	669,184	580,984	15.18%
Time on Page	1:24	1:27	-3.45%

Q4 Major Bookings		Hotel Room Nights	Economic Impact
The Cup – North American Championships		5,275	\$3,749,000.00
Girls Hockey Tier II U16-17		432	\$299,700.00
Girls Hockey Tier I 12U		432	\$299,700.00
Girls Hockey Tier II 12U		432	\$299,700.00
AAU Hockey		432	\$299,700.00
New York Association of Convenience Stores		220	\$124,900.00
Elite Poker Runs LLC		180	\$195,100.00
The Travel Lady Tours		60	\$18,100.00
Q4 Site Visits		Hotel Room Nights	Economic Impact
Frozen Four 2019 Hockey Championships		5,450	\$3,900,000.00
American Legion		1,850	\$1,790,000.00
Babe Ruth Baseball 2019 Mid-Atlantic Tournament		400	\$275,500.00
NYSTIA 2019 Annual Conference		286	\$248,580.00
Column of Hope		265	\$143,000.00
New York Association of Convenience Stores & Empire State Energy Association		205	\$124,900.00
Black Nurses Rock		180	\$110,700.00
USS Tusk		40	\$20,000.00
Q4 Lost Business			
Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
American Massage Therapy Association	2021	2,335	Selection Committee decided to focus on cities in Florida where they have a substantial base of members.
Church of God Seventh Day	2021	2,000	Board decided to go to Grant County KY where there is a life size display of Noah's Ark and park.
City Match Urban MCH Leadership Conference	2019	1,585	Lost to Providence RI, will have the opportunity to re-bid to host the 2021 conference.
The Coca-Cola Collectors Club	2020	1,545	Lost to Greensboro NC.
Our Little Miss Inc.	2019	1,125	Hotel Room Rates were too high.
National Association for Campus Activities	2020 & 2021	900 each year	2020 was lost to Lancaster PA; 2021 has not yet been announced.
Alcoholism and Substance Abuse Providers of NYS	2019	665	Lost to Niagara Falls.
New York Rural Water Association	2020 & 2021	600 each year	Both years lost to Turning Stone Casino and conference center.
Electric Power Research Institute	2019	598	Lost to Pittsburgh.
Automobile License Plate Collectors Association	2022	580	Condition of the BNCC was cited as the reason group booked in Hampton VA. This bid was sponsored by a local collector.
The Perishing Rifles Group	2020	380	Lost to Myrtle Beach SC.
NYS Public Health Association	2020	250	Lost to Niagara Falls.
United Church of God	2019	150	No response from client.

Source: Visit Buffalo Niagara - 3rd quarter report for period ending Sept. 30, 2018

National Defense Industrial Association		296	\$334,266
Armor Modelling and Preservation Society		264	\$167,473
UB Dental Meeting		252	\$246,780
USS Massey DD 778 Military Reunion 2019		160	\$ 63,935
Covenant Truth Center		135	\$ 49,255
Q3 Site Visits		Hotel Room Nights	Economic Impact
Church of God 7 th Day – 2021 Convention		1960	\$ 923,466
United Synchronized Swimming Junior Olympics		1800	\$1,200,459
International Conference on Infrared, Millimeter and Terahertz Waves		1285	\$1,222,440
America Walks Association		665	\$ 757,200
New York State Telecommunications Association		210	\$ 135,725
Society of Women Engineers		205	\$ 414,759
Speed Skating Short Track Regional Championships		140	\$ 154,516
Army Security Agency Turkey Group		125	\$ 148,318
National Backgammon Tournament		95	\$ 129,064
American Volksparts Association		50	\$ 41,596
Bonotel Tours Luxury Foreign International Travelers - Western Europe		--	--
Knickerbocker Domestic Receptive Tour Operator for the Northeast		--	--
Q3 Lost Business			
Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
NYS Public Employees Federation	2019	2125	New Association Leadership – will rebid for 2021
Conference for Food Protection	2022	1845	Lost for Buffalo, after the BOD reached out to the locals in the area and found they were indifferent about finding the volunteers and resources to host the conference.
The Church of the Pentecost USA Inc.	2019	970	Lost to Albany, NY and their new convention center.
Center for Community Progress – Reclaiming Vacant Properties	2019	905	Lost to Marriott Marquis in Atlanta
US Grains Council	2021	905	Buffalo did not make the short list, group felt the lack of direct flights would affect their attendance.
Collaborative Family Healthcare Association	2018	860	Lost to Hyatt Regency Rochester
International Behavioral Neuroscience Society	2019	619	Lost to Boca Raton Resort; this meeting has future potential for the Buffalo area.
Mormon History Association	2020	500	Lost to Rochester, NY
National Association of State Aviation Officials	2020	405	Lost to Hyatt Regency Greenville
USS Little Rock Annual Reunion	2019	320	Lost for Buffalo, Group cited the Adam's Mark sale and renovations as the reason for booking Jacksonville FL and waiting to return in 2020.
The American Congress of Obstetricians and Gynecologists	2019	120	Lost to NYC.
USS Lewis DE-535	2019	40	Group voted to go to Nashville, we will re-bid for 2020.

Source: Visit Buffalo Niagara - 3rd quarter report for period ending June 30, 2018

Tourico Holiday Inc. Group Tours		1,100	\$325,700
Amerilink Group Tours		1,100	\$362,080
NYS PHAA Field Hockey Championships		492	\$402,170
AAU Basketball		390	\$298,500
NY Health Information Management		350	\$411,000
Department of Defense – Education Conference		300	\$225,950
Municipal Electric Utilities Association of New York		254	\$131,480
Q2 Site Visits		Hotel Room Nights	Economic Impact
Civil Service Employees Association		3,100	\$1,884,945
Conference on Food Protection		1,845	\$1,105,400
National Rural Electric Coalition Association		1,660	\$879,700
Church of Pentecost Easter Convention		970	\$795,000
United States Bowling Congress		925	\$710,765
America Walks Summit		665	\$757,200
United State Hockey League Fall Classic		600	\$435,293
Automobile License Plate Collectors		580	\$467,800
New York State Magistrates		450	\$402,900
Daughters of the American Revolution		450	\$228,140
United States Track & Field		400	\$195,625
USS Truckee 2020 Biennial Reunion		275	\$130,848
Amphibious Ships Reunion		250	\$107,175
Synergos		225	\$103,650
Gaelic Athletic Association – Mid West Championships		200	\$79,985
USS Grand Canyon		160	\$65,950
Stein Collectors International		150	\$67,200
NYS Organization of Mothers of Multiples		100	\$52,500
NYS Medical Assistants Association		65	\$45,725
USS Tusk's		40	\$39,500
Q2 Lost Business			
Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
The Wildlife Society Annual Conference	2019	3,250	After conducting their site inspection, the Board decided the size of the convention center was too small to accommodate the breakout rooms needed for their program.
International Association of Sheet Metal, Air, Rail Transportation Workers	2019	1,880	The Board of Directors decided to take the meeting to San Diego who put together a very attractive meeting package.
The United Synagogue of Conservative Judaism	2020	1,545	BNCC & Hyatt are already booked, planner considered the Adam's Mark, decided not to book there.
United States Environmental Protection Agency	2019	845	The BOD decision was to eliminate Buffalo from the list of contenders, Cleveland, Green Bay and Milwaukee are still in consideration.
College Music Society	2020	840	Group has selected Miami to host their conference; Buffalo did not make the short list.
Precision Machined Products Association	2020	660	After conducting their site of the Adam's Mark, the group decided to book in Milwaukee and would seriously consider Buffalo, once the hotel is renovated.
Biocontrols USA	2018	510	Client's preferred dates were not available.
Intersolar Global East Conference	2019	350	Group has chosen to stay in NYC.
IMN Solutions Fall meeting	2018	235	Hotel room rates were too high for this group
American Association of Medical Dosimetrists	2019	185	Poor condition of Buffalo meeting hotels was cited by meeting planner.

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Q1 Site Visits	Hotel Room Nights	Economic Impact
Marine Corps League	3,160	\$2,064,000
Warrior Dash	300	\$476,435
Mile Sports	200	\$243,763
Herzo Survivor Group 2018	155	\$155,820
USA Squash	150	\$128,700
Commercial Construction & Renovation Retreat	78	\$38,350
Heartland Travel Showcase Pre Fam (17 tour operators participated)	TBD	TBD

Q1 Lost Business

Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
American Institute for Conservation of Historic & Artistic Works	2020	1,772	Group lost to Salt Lake City. Cost for Food & Beverage and Room Rates were less there.
Pilot International 101 st Annual Convention & Leadership Conference	2022	1,530	Lost to Rochester, NY. Site Selection Committee said overall the costs were lower in Rochester.
American Holistic Nurses Association	2019	1,030	Lost to Niagara Falls, selection committee thought the Falls would be easier to market to members.
Credit Unions of NYS	2018	850	Board still won't consider Buffalo, concerns over attendance and distance for members to travel.
New York Library Association	2021	825	Board selected Syracuse in 2021 and Saratoga Springs for 2022 and 2023.
Destinations International Technology, Finance & Operations Summit	2018	405	Cleveland was selected to host this meeting.
Cancer Center Administrators Forum	2020	340	Competition was Cleveland, Ann Arbor, San Francisco. Site committee was worried about marketing Buffalo to their constituents.

Q1 Sales Initiatives and Programs

Heartland Travel Showcase – VBN hosted Heartland Travel Showcase. This event pairs those who sell group travel experiences, such as bus travel, with attractions. Tour operators got a firsthand look at Buffalo and its many attractions, positioning the city for bookings and future tours with busloads of visitors.

The showcase itself attracted approximately 400 people. There were 63 New York attractions, CVBs, hotels, wineries and more represented at the show ranging from the Fashion Outlets of Niagara Falls to Lake George and New York's Adirondacks.

Emerge Conference (RCMA) - The EmERGE Conference is geared toward the Faith-based meeting planner; we attend this conference to interact and engage with these planners. 20 planners came to our tradeshow booth to learn more about VBN and our meeting facilities. Four immediate leads were generated, six additional prospects needing further development.

Connect Diversity – is a reverse tradeshow where suppliers move from table to table for six minute appointments. 30 appointments were conducted ten immediate leads, seven prospects and one fam attendee were identified.

ESSAE Annual Awards Banquet and Sales Mission – VBN partnered with the Hyatt Regency and hosted a table at the Awards Banquet where we hosted six Albany meeting planners. Also during this trip we conducted sales calls on three NYS Associations; from these visits six potential leads were discussed.

MPI Potomac Chapter meeting - VBN & BNCC joined forces on a sponsorship for this event. Unfortunately, the event was not attended as well as expected and the overall format didn't allow for networking and tradeshow interaction. 11 planners came to the table to discuss potential RFP's.

Event Service Professionals Association (ESPA)- VBN services team attended this conference, which includes professional development, roundtable discussions, guest speakers, and evaluation of best practices and industry trends for serving the visiting public for conventions, meetings and special events.

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NASC Women In Sports – This conference consists of round table discussions, professional development and networking. Six prospects were identified, generating one immediate lead opportunity.

Q4 Site Visits		Hotel Room Nights	Economic Impact
USA Weightlifting 2018 National Championships		1,200	\$713,200
Serving Americas Rinks Conference and Expo		925	\$575,425
Conference of Major Superiors of Men 2020 National Assembly		500	\$295,200
Tangle U		450	\$275,750
USS Antietam Assoc. 2019 Reunion		300	\$122,400
Fresenius Kabl Canada and Calea Ltd.		130	\$ 66,950
Q4 Lost Business			
Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
New York State Fire Chiefs	2019, 2020, 2021	4,000 each year	Board decision was to host the convention in Syracuse, they were afraid we are too far west in the state and attendance would suffer.
Civil Service Employees Association	2019	3,300	Board decision was to hold the convention at Turning Stone.
AMVETS National Convention	2020	2,880	Planner preference was to use fewer hotels to accommodate the room block than we could offer.
American Dairy Science Association	2019	2,325	BNCC was not able to accommodate the meeting space needed to host this conference.
Pi Sigma Epsilon	2021	1,050	Hotels turned down this piece of business because they are too space intensive and they are unwilling to pay for meeting space.
American Driver and Traffic Safety Education	2019	740	Board decided on the Sheraton Burlington VT.
Northeast Regional Honors Council	2019	627	Unable to accommodate the planner's request for the number of double/doubles under one roof.
Assoc. of Certified Biblical Counselors	2018	600	Lost to Ft Worth TX.
NY Health Information Management Association	2018	465	Lost to the Sagamore, Lake George due to a concern over room rates being too high.
SUNY Council for University Affairs & Development	2019	265	Lost to the Hilton Saratoga.
Association of General Liberal Studies	2018	180	We were unable to accommodate the dates needed to host this group.
Q4 Sales Initiatives and Programs			
<p>DMAI Sales Academy 1 & 2 – two VBN sales reps attended the Academy along with one member of the services team who is being cross-trained in sales activities. DMAI has assisted DMO sales professionals in selling their destinations more effectively. The course's results-oriented content has proven to help achieve sales goals, win new group customers and increase sales.</p> <p>CVBreps Holiday party – CVBreps offers an exclusive opportunity to network with over 300 meeting planners who were in attendance, membership in CVBreps is a direct result of our collaboration with Talley Management Group (DMO-IMEA).</p> <p>Washington DC sales mission- together with our DMO-IMEA partners (Birmingham, Bloomington, Omaha, Wichita), we hosted a Coffee Meet & Greet, Luncheon and Evening Reception where targeted meeting planners were invited. Overall 26 planners attended one or more of the hosted events.</p> <p>Connect Faith – is a hosted-buyer marketplace event; VBN shared 34 appointments with the Millennium Hotel, Buffalo Niagara Convention Center and the Hyatt Regency, five immediate lead opportunities were garnered.</p> <p>MPI Northeast NY networking event- unfortunately this event was not well attended by meeting planners and was quite heavy. We will not attend in 2018 unless significant effort is made to increase meeting planner attendance.</p> <p>ESSAE Holiday Party & NYS Association Sales Mission – Together with hospitality partners from BNCC, Hyatt Regency,</p>			

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National Junior College National Bowling Tournament		200	\$141,190.00
NYS Sled Hockey Development Camp		150	\$98,850.00
Road Scholar – History of Arts and Crafts Movement		100	\$45,260.00
Q3 Site Visits		Hotel Room Nights	Economic Impact
NYS Fire Chiefs Association 2019, 2020, 2021		4195 per year	\$9,100,000.00 p.y.
American Institute for Conservation of Historic & Artistic		2310	\$1,947,000.00
Grey Eagles & TWA Retired Pilots Association		665	\$573,200.00
USS Truckee AO 147		275	\$130,800.00
Q3 Lost Business			
Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
National Association for Interpretation	2020	2,010	Lost to Jacksonville, FL. Will rebid for a future year.
International Cake Exploration Society	2020	1,735	Group required that the exhibit floor be kept at a constant temperature of 72degrees. Unfortunately we couldn't guarantee there wouldn't be any fluctuations in temp.
Golden Crown Literary Society	2019	1,250	Unable to accommodate hotel room block and rates requested.
Strategic Health Information Exchange Collaborative	2018	700	Board decided on Atlanta.
Grey Eagles and TWA Retired Pilots Association	2019	600	Lost to Toronto, client cited that downtown bidding hotels are in need of considerable renovations.
Nursing Organization Alliance Inc.	2019	420	We weren't able to accommodate the groups requests for meeting space and hotel rooms under one roof.
Independent Bankers Association of NYS	2018	350	Lost to Niagara Falls, hotel room rates were too high.
USA Climbing	2018	300	Lost due to lack of local support.
Dining Out for Life Annual Meeting and Conference	2019	270	Organizers felt the hotel room rates were too high.
Q3 Sales Initiatives and Programs			
<p>Familiarization Tour – 15 tour, meeting and sporting event planners were in attendance to experience the new Buffalo. Throughout the two day tour they were Immersed in city tour activities, dined in specialty restaurants and met with hospitality partners at a marketplace hosted at the BNCC. Comments from the attendees were very positive about the many improvements from Canalside to Main Street.</p> <p>Customer Advisory Council – In its fourth consecutive year 14 members attended. CAC members where given pre-work and were asked to speak to how Buffalo can make customer events more effective, and how can we stand out compared to our competitive set and what might the next level of the Unexpected Buffalo campaign look. During their time in Buffalo, the Council conducted site inspections on our major downtown hotel properties using a standard industry rating system. The results were shared in aggregate form to the general assembly and hotel specifics were shared individually.</p> <p>CVB Reps Summer Social – VBN participated in hosting approximately 200 national association meeting planners at Blackwall Hitch. Our ability to participate in these events is due to our close working relationship with Tally Management and our five city sales and marketing consortium.</p> <p>DMO IMEA – Talley Management, our five city consortium and VBN hosted 16 planners at a NATS Game in DC. Prior to the game eight appointments were conducted in National Association Meeting Planner offices.</p> <p>SPORTS Relationship Conference – BNSC representatives attend this conference to network and build relationships with National Governing Bodies for Sport and attend educational opportunities. 18 appointments were conducted which garnered six immediate leads.</p> <p>Small Market Meetings Conference - is an opportunity for small to mid-sized group planners to meet with CVB's and DMO's. 24 appointments were conducted which generated two immediate leads, and two prospects.</p>			

Q2 Site Visits		Hotel Room Nights	Economic Impact										
M.W.Hiram Grand Lodge Ancient Free and Accepted Mason		2,209	\$1,457,260										
NYS Public High School Athletic Conference Wrestling		1,500	\$1,300,750										
International Police Hockey Tournament		1,200	\$1,049,700										
Contemporary Ceramic Studio Association		843	\$734,800										
FLW Outdoors		700	\$484,800										
SPORTS Relationship Conference		530	\$321,680										
USA Boxing		300	\$180,890										
International Thunderbird Club		295	\$156,520										
ASR-ARS Association		180	\$129,170										
Q2 Lost Business													
Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost										
American Baptist Churches USA	2019	2,500	Convention Center too small.										
Federation of Genealogical Societies	2021	2,000	Marketability of the city to the membership, planner was concerned attendance would be low.										
Hand Weavers Guild of America	2020	1,600	Convention Center too small										
United States Bowling Congress	2019-20	1,200	Area bowling centers not interested in holding event at this time.										
Veterans of Foreign Wars	2019	1,100	Albany offered lower hotel room rates and free parking										
American Association of Blacks in Energy	2018	1,000	Lost to Las Vegas.										
Multiple District 20 Lions Club of NYS and Bermuda	2019	1,000	Too soon to return, Buffalo was host in 2016.										
North American Board of Certified Energy Practitioners	2018	865	Preferred dates not available at BNCC.										
Q2 Sales Initiatives and Programs													
<p>International Pow Wow - This is the largest Travel Trade show in North America and is sponsored by US Travel Association and Brand USA. 130 appointments were conducted which generated one immediate lead and ten with future potential.</p> <p>USA Hockey Congress and Sport National Governing Body sales calls – in total five personal appointments were conducted, which generated two immediate leads and five needing further development.</p> <p>American Meeting Planners (AMP's) Summer Bash - A networking opportunity in Washington DC to interact with National Association Meeting Planners. Fifty planners and suppliers were in attendance.</p> <p>Fraternal Executive Association (FEA) Annual Meeting - 27 planners stopped at the booth to discuss Buffalo as a meeting destination, this effort produced one immediate lead and two needing further development.</p> <p>Your Military Reunion Connection (YMRC) Marketplace – VBN reps conducted 19 appointments, which generated two immediate business opportunities with seven that need further development.</p> <p>Helms Briscoe Annual Business Conference (HB) – HB is a 3rd party company that assists meeting planner clients find locations for meetings, conferences and special events. Attending the annual business conference allows us the opportunities to network with HB associates from around the country.</p>													
<p>Upcoming Trade Shows:</p> <table border="0"> <tr> <td>American Society of Association Executives</td> <td>TEAMS Sports Conference</td> </tr> <tr> <td>Connect Marketplace</td> <td>US Aquatic Sports</td> </tr> <tr> <td>Connect Sports</td> <td>S.P.O.R.T.S. Relationship Conference</td> </tr> <tr> <td>Connect Specialty</td> <td>Sports Business Journal Game Changers Conference</td> </tr> <tr> <td>Connect Corporate</td> <td>US Olympic Committee</td> </tr> </table>				American Society of Association Executives	TEAMS Sports Conference	Connect Marketplace	US Aquatic Sports	Connect Sports	S.P.O.R.T.S. Relationship Conference	Connect Specialty	Sports Business Journal Game Changers Conference	Connect Corporate	US Olympic Committee
American Society of Association Executives	TEAMS Sports Conference												
Connect Marketplace	US Aquatic Sports												
Connect Sports	S.P.O.R.T.S. Relationship Conference												
Connect Specialty	Sports Business Journal Game Changers Conference												
Connect Corporate	US Olympic Committee												

Q1 Site Visits		Hotel Room Nights	Economic Impact
Veterans of Foreign Wars of the United States Department of New York 2019		1,100	\$1,108,250.00
Collaborative Family Healthcare Association		500	\$444,480.00
2019 NE Regional Alpha Kappa Boule'		474	\$856,340.00
Association of Gospel Rescue Missions		100	\$52,180.00
The Forty and Eight		100	\$95,900.00
USS Emmons Association		55	\$70,800.00
Q1 Lost Business			
Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
United States Bowling Congress	2021	4,000	We were unable to put together an equitable package that included the required hotel room rates, group subsidies, facility availability and the host city fee.
North American Council of MG Registers	2021	2,750	The planner's preference was to have most of the meeting rooms and guest rooms under one roof. Unfortunately, with limited guest room and meeting space availability, we were unable to accommodate their needs.
HPN Global Religious Group	2019	1,490	Lack of hotel room availability and high rates were cited by the planner.
American Theatre Organ Society	2019	1,295	No hotel room availability over the clients preferred dates.
United States Water Polo	2017	850	Lack of local support to work on hosting this event.
Association Development Group Inc.	2019	820	Planner feels the BNCC & Hyatt are in need of renovations, and the lack of activity at Statler City makes Buffalo an undesirable location.
NYS Association of Town Superintendents of Highways	2017	690	Lack of support; locals feel the BNCC is unattractive and Statler City leaves much to be desired.
Western Dredging Association	2018	520	The Board decided to host the meeting central in the US.
American Baptist Women Ministries of NYS	2018	170	Hotel and program costs were too high compared to Syracuse and Rochester.
Q1 Sales Initiatives and Programs			
<p>Holiday World Showcase and International Sales Blitz – Organized by I Love NY, staff met with ten tour operators, who have the potential to sell Buffalo as a vacation destination. Following the individual face to face office meetings, the group attended and exhibited at the Holiday Consumer Show which was open to the public for Irish travelers seeking vacation ideas. Buffalo was the most requested destination of the NYS Cities who participated in the show. Announced was new air service from Norwegian Air from three Irish Airports, which will open new opportunities for us to promote the 9 Days in NYS package.</p> <p>American Bus Association Marketplace – Staff met with 52 highly qualified domestic operators and a few new operators from Ontario Canada. Seven immediate business leads were generated with the potential of developing five more leads in the future.</p> <p>Heartland Travel Showcase – Heartland is affiliated with the Ohio Travel Association and is a three-day appointment-style tradeshow. Thirty-nine tour operators came to the booth to learn about new developments in the Buffalo Niagara Region, generating six immediate business leads and an additional five needing further research. Buffalo will be acting as host for this tradeshow in February 2018.</p> <p>National Association of Sports Commissions – the Congress includes roundtable discussions, networking events and professional development for National Governing Bodies for Sport, as well as, Sports Commissions and Convention Bureaus. Fifty face-to-face meetings took place with National Governing Bodies to discuss the amateur athletic events they conduct that may have the potential of coming to Buffalo. Twenty-six immediate leads have been shared with our constituents with the potential of thirteen additional that need further development.</p>			

HarborCenter AAA 10U Hockey		432	\$282,195
HarborCenter AA 12U Hockey		432	\$232,195
International Conference of Symphony & Opera Musicians		410	\$306,558
NCAA DII Women's Regional Volleyball Tournament		210	\$315,430
NY Aviation Management Association		140	\$126,492
Association of Zoos and Aquariums		100	\$62,940
Q4 Site Visits		Hotel Room Nights	Economic Impact
NCAA Men's Basketball First & Second Rounds		8,000	\$8,000,000
Garden Writers Association		1,000	\$1,364,202
USS Independence CV-62		614	\$525,874
Town Clerks of NYS – Annual Convention		665	\$615,596
Pharmacists Society of the State of New York		450	\$313,747
North American Veterinary Community		220	\$131,120
MedTech		65	\$92,995
Association of Gospel Rescue Mission		100	\$52,179
Q4 Lost Business			
Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
National Conference on Race and Ethnicity in American Higher Education	2019	7,175	We were unable to get an adequate number of hotel rooms needed for the peak nights of the room block.
Paychex Summer Leadership Meeting	2017	1,500	BNCC/Hyatt could not accommodate the preferred dates of this group.
American Medical Technologists	2018	1,200	Condition of BNCC, and the Hyatt couldn't accommodate all under one roof.
Multiple District Lions Club of New York State	2019	1,100	Board chose Albany NY; the Executive Director felt it was too soon to return to Buffalo.
NYS Funeral Directors Association	2017	900	Hotel room rates were too high
School Facilities Management Association	2019/2020	820	The meeting planners felt that the Convention Center is old, outdated and unattractive, the Hyatt is becoming run down, and the appearance of the outside of the Statler made Buffalo an undesirable location
Air Traffic Controllers International Championships	2017	800	The board chose to go to Canada; we will bid on a future year.
Spirit Unlimited Cheerleading	2017	650	Convention Center was not available on preferred dates.
Cat Fanciers Association	2022	650	Buffalo did not make the short list.
Higher Education Web Professionals Association	2017	640	Meeting planner thought Hartford would be an easier sell to build conference attendance.
NYS Improved Benevolent Protective Order of Elks	2017	400	Buffalo hotels did not have dates available for preferred dates; event was lost to Niagara Falls.
National Association of Extradition Officials	2018	322	Meeting selected Portland ME, Buffalo hotel room rates were too high.
NYSUT Winter Leadership Conf.	2017	300	Executive Director decided this meeting would stay in Rochester, NY.
American Occupational Therapy Association	2017	300	Buffalo hotel room rates were too high, group selected Birmingham AL.
NY Public Transit Association	2017	240	Preferred dates were not available at BNCC.

USA Pickleball Regional Tournament	420	\$305,650.00
USA Weightlifting American Masters Open	400	\$222,080.00
Q3 Site Visits		
	Hotel Room Nights	Economic Impact
Amerilink Tours	4,000	\$ 633,000.00
NYS Emergency Medical Services	2,300	\$1,790,658.00
North Atlantic District of Foursquare Churches	700	\$1,017,177.00
NYS Dental Association House of Delegates Meeting	650	\$ 507,550.00
All in One Tours	600	\$ 270,000.00
National Science Teacher Association	514	\$ 495,895.00
Pharmacists Society of the State of NY	215	\$ 150,156.00
USS Providence CLG 6	200	\$ 142,232.00
The American Congress of Obstetricians and Gynecologists	120	\$ 84,619.00

Q3 Lost Business

Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
USA Hockey Boys U 15	2017	2,950	We were unable to accommodate this tournament because we already have the World Deaf Hockey Championships on the books.
NYS Emergency Medical Services	2017	2,030	We did not have the groups' preferred dates available
Trinity Motivation Summer Conference	2017	2,027	BNCC did not have any of the groups' dates available.
Sprint Triathlon	2017	900	Lake Erie water quality played a major role in the decision not to choose Buffalo.
Credit Union Association of NY	2017	850	The Board chose the Sagamore over Buffalo
Snowmobile Association	2017	700	Executive Director didn't like the BNCC and booked Niagara Falls Conference center.
Armor Modelling and Preservation Society International Convention	2018	280	Group chose Toledo OH, The planner was uncomfortable with the lack of direct flights for attendees.
National Association of Disability Examiners	2017	225	The lack of direct flights from the Albany area was the reason for not booking Buffalo.
NYS Association of Youth Bureaus	2017	130	The board selected Niagara Falls; the consensus was their facility and amenities are newer.

Q3 Sales Initiatives and Programs

FAM tour – VBN conducted a FAM tour for the largest group of meeting, event and group tour planners in recent history; 24 planners were in attendance. The itinerary included a city tour on Buffalo Pedal Tours, Dinner Buffet at Riverworks, Buffalo River History Tour, glamorous dessert reception at the Marriott HarborCenter, our infamous Amazing Race and a Niagara Falls Experience.

Customer Advisory Council (CAC) - VBN and the BNCC partnered to convene the 3rd annual council meeting. Twelve members attended the two-day session and they were immersed in a tour of Hotel Henry, topics such as: effective marketing initiatives, a conversation with local political leaders about a new convention center and comprehensive convention meeting service methods.

Pittsburgh AAA Travel Show – Together with 4 industry partners VBN promoted 2 tour packages to group tour leaders and operators.

American Society of Association Executives (ASAE) 64 planners stopped at the tradeshow booth to discuss future meeting and convention opportunities.

NYS Joint Reception held during Connect tradeshow – VBN collaborated with the NYS CVB association to host a reception in order to entertain 75 meeting and event planners during a Texas Rangers Game in one of the stadium suites.

Connect Marketplace – 27 appointments were conducted with National Association Meeting Planners during this show with current and prospective customers. Two immediate leads have been generated.

Comm. 22M-4

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Q2 Site Visits	Hotel Room Nights	Economic Impact
American Association of Airport Executives	2,000	\$2,900,000
African Violet Society of America, Inc.	1,520	\$2,425,000
National Religious Vocation Conference	1,075	\$1,985,000
Catholic Charities USA 2018 Annual Gathering	1,000	\$2,350,000
NYS Insurance Association	489	\$ 311,850
USS Newport News Annual Reunion	360	\$ 283,170
Tin Can Sailors Biennial Reunion	320	\$ 264,650
USS Topeka Veterans Association	150	\$ 130,000
The American Congress of Obstetricians and Gynecologists	120	\$ 84,620
USS John W. Weeks Reunion	115	\$ 93,500

Q2 Lost Business

Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
National Young Farmers Conference	2017	1,800	Northeast US was eliminated due to weather concerns.
Commission on Accreditation For Law Enforcement Agencies	2019	1,500	We were unable to garner the support from local agencies for hosting this conference.
USA Weightlifting Youth Open	2017	1,100	Buffalo was not selected due to complications with venue availability.
Aquatic Animal Life Support Operators Annual Conference	2018	840	Lost to Niagara Falls, due to high hotel room rates and proximity to the aquarium.
Sigma Xi, The Scientific Research Society	2017	565	This group is very cost sensitive, after reviewing hotel proposals they decided to hold the conference at the University.
NYS School Nutrition Assoc.	2019	500	Lost to Niagara Falls NY due to high hotel room rates and meeting room rental costs.
National Funeral Directors & Morticians Association	2018	470	Buffalo did not make the final cut to host this conference; they have not yet picked a host city.
NYS Bowling Proprietors Assoc.	2016	40	Lost to Lewiston N.Y. due to high hotel room rates and meeting room costs.

Q2 Sales Initiatives and Programs

Bring It Home – VBN conducted presentations to the Lancaster Chamber of Commerce board of directors; Cheektowaga Chamber of Commerce and East Aurora Chamber of Commerce, as well as a breakfast for local “Women Who Influence.”

Sunshine FAM tour – As a result of a sales meeting at NTA, VBN hosted twelve Chinese tour operators who already bring tours to our area but needed to expand their offerings to include area attractions for future tours. A comprehensive tour of the area’s attractions was conducted.

Washington DC Sales Mission – VBN partnered with BNCC to conduct scheduled sales calls on targeted National Associations, and attended the Association of Meeting Planners monthly dinner meeting and reception for networking and relationship building.

Albany Sales Mission & Reception – In cooperation with a number of hotel partners, VBN coordinated seventeen scheduled sales appointments over the three day period, arranged leave behind information and thank you gifts bags, and organized a reception for fifteen NYS association meeting planners.

Global Meetings Industry Day – VBN coordinated PR opportunities with Erie County Executive, Mayor and the Erie County Legislature. A breakfast was held for “Women Who Influence” to promote the “Bring It Home” Campaign and call attention to the importance of meetings business on the economy and job creation.

Reunion Friendly Network & Summit - This tradeshow is an appointment based show and VBN conducted twenty presentations. As a result, two immediate leads were garnered with the possibility of five more needing further development.

Empire State Society of Association Executives Tradeshow – This is an annual tradeshow for NYS Association Executives in a

Comm. 17M4

Q1 Site Visits	Hotel Room Nights	Economic Impact
National Veterans Creative Arts Festival	1,000	\$1,980,730
Niagara Frontier Regional Camera Club	600	\$244,536
American Guild of Organists	243	\$214,256
USS John R. Pierce DD-753 Sailors Organization	125	\$148,600

Q1 Lost Business

Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
University Risk Management & Insurance Association	2015	2,040	Conference lost to Disney Resorts, Board was concerned about attracting attendees.
National Association of Teachers of Singing	2020	1,796	Lost to Knoxville, group room rates in Buffalo were too high.
USA Gymnastics Women's	2016	1,300	Lack of local support to assist in running the event and fundraising.
Church of Our Lord Jesus Christ	2021	1,200	Lost to Tysons Corner, VA; Hotel room rates were too high in Buffalo
Communicators for Women Religious Conference	2017	475	Lost to Niagara Falls.
National Conference for Black Political Scientists	2017	235	City Image and weather were given as reasons Buffalo wasn't chosen by the site committee.
NYS Foreign Language Teachers	2016	145	Hotel room rates were too high.
National Conference of State Legislatures	2016	140	Selected Niagara Falls due to Tribal affiliation

Q1 Sales Initiatives and Programs

DC Sales Mission – In mid-January VBN partnered with the BNCC and conducted five sales calls in Washington DC and attended a meeting/reception for Association of Meeting Professionals and networked with more than 50 planners at the event.

Sports Commission Meetings - In keeping with the TSE Long Range Plan, the Sports commission initiated two working committees focused on dedicated funding, facilities, future bids and attracting new amateur sports business. Both committees are meeting regularly, recruiting members and preparing next steps.

Tradeshows Attended

Diversity Summit – An appointment-based reverse tradeshow that brings together diversity meeting planners from national associations, corporations, specialty groups and religious organizations. VBN requested 48 planners and we were accepted by 27 planners. VBN received two immediate leads with five additional that need further development.

American Bus Association – This is an appointment-based tradeshow. Attendees included highly qualified domestic operators, as well as new tour operators from Canada. VBN conducted 55 appointments, which resulted in seven immediate leads and five additional prospects that need further development.

National Tour Association – An appointment based tradeshow and marketplace. VBN had 39 appointments which produced two immediate leads with the potential for four additional. The immediate leads are a quick turnaround for May and July of 2016, generating 1,200 hotel room nights.

PCMA – Not a typical conference, there isn't a tradeshow component but there are many opportunities to interact with meeting planners and develop a network. VBN participates on the PCMA advocacy task force which is made up of suppliers and planners who work on Meetings Mean Business event, technical updates, meeting trends, best practice review etc.

Christian Meetings and Convention Association – CMCA is a reverse tradeshow where suppliers go from booth to booth meeting with various meeting planners. There were over 100 planners in attendance; 54 of them plan meetings in NY. VBN met with 16 planners and will be working on the development of four potential leads.

L&L Travel Show – VBN conducted a dinner presentation where we previewed our Chinese language video which was well received. One immediate lead was generated for a tour series starting in 2017.

Q4 Site Visits	Hotel Room Nights	Economic Impact
National Homeland Security Association	3,600	\$2,391,782
1 st Episcopal District Women's Missionary Society	500	\$626,300
Associated Construction Distributors International	455	\$315,220
Air Methods Corporation	150	\$272,760
USS Great Sitkin AE-17 Association	200	\$117,997
New York Ontario Shrine Association	100	\$195,624
Niagara Frontier Orchid Society	80	\$72,500
USS Rupertus DD-851	75	\$63,320

Q4 Lost Business			
Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
National Association of Campus Card Users	2018 & 2019	1,845/year	Group does not use convention centers as a rule, for us to accommodate we could only do so with BNCC in the mix.
Computer Science Teachers Association	2017	888	City Image and accessibility were cited as reasons to cut Buffalo from the list. Albany, Newark, Philadelphia and Baltimore made the short list.
NYS Association for the Education of Young Children	2018 & 2019	865/year	Lost to Turning Stone Casino lower room rates and free parking. Our room rates needed to include a subsidy to offset the cost of BNCC pushing the rates too high.
USA Fencing Association Grand Prix	2015	800	Lost due to the lack of local support to host event.
NYS Speech Language – Hearing Assoc.	2018	500	Capitol Hill Management lost the contract to supply services for this group. A new services group will be named and we will rebid.
Naval Support Activity	2017	365	Client wanted the Marriott Harbor Center only and the hotel did not have availability.
United States Synchronized Swim	2016	300	Venue availability
USS Saratoga Association	2017	250	Membership turned down move outside of Saratoga Springs
Church of God Militant Pillar and Ground of the Truth	2017	175	Lost to Rochester, Free parking in downtown.

Q4 Sales Initiatives and Programs

S.P.O.R.T.S. Institute – 20 appointments with National Governing Bodies were conducted, immediate leads for USA Football, USA Badminton and National Collegiate Roller Hockey were shared with our hotel and facility partners.

Rejuvenate Marketplace –Reverse tradeshow where suppliers go to appointments at meeting planners' booths for religious organizations. 51 appointments were conducted garnering three immediate lead opportunities with four additional potential leads needing further development.

Ontario Motor Coach Assoc. – Ontario based motor coach operators' conference - 26 appointments were conducted generating two immediate leads for our hotel partners with five potential leads needing further development. VBN has a seat on the conference organizing committee and the supplier council.

TEAMS – 46 event planners came to the booth to discuss potential bid and/or hosting opportunities. Ten immediate leads were garnered for USA Figure Skating, Lacrosse USA and College Club Sports, 18 potential leads need further development.

United States Aquatics Convention – Attended to bid on a 2016 Swimming Championship, Senior Zone Championships, with STAR Swimming - Buffalo won the bid for 2016 & 2017. Also bid on the Speedo Championships; Buffalo was awarded this event for March 2017.

US Sports Congress – 22 event planners met at the tradeshow booth and discussed opportunities for future events. Four immediate leads for National Collegiate Roller Hockey, USA Ultimate Sports and Athletic Baseball Tournaments were

Q3 Site Visits	Hotel Room Nights	Economic Impact
NCAA City tour - Various events	N/A	N/A
National Softball Association- World Series	5,000	\$3,200,000
National Prevention Network	1,900	\$1,129,481
Harley Davidson Motor Company	1,100	\$1,876,363
Association for Preservation Technology International	771	\$939,838
USS The Sullivans	300	\$210,673
LT Planning & Incentives	300	\$195,038
Still Bank Collectors Club	295	\$288,829
Panther Veterans Organization	200	\$388,971
Church of God Militant Pillar	175	\$410,646
USS L.Y. Spear	70	\$64,440

Q3 Lost Business			
Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
International Institute of Municipal Clerks	2020	3,220	Buffalo did not make the short list due to image issues and marketability to draw attendees.
Health Physics Society	2019	3,025	Site selection committee was concerned about the marketability of Buffalo to constituents. Boston was selected.
Land Trust Alliance	2018	2,180	Board of Directors wasn't convinced they could raise adequate funds needed to hold the conference in Buffalo. Group was lost to Pittsburgh.
National Grange of the Order of Patrons of Husbandry	2018	875	After several attempts BNCC could not accommodate the group's date and space demands, due to business already on the books.
Delta Chi Fraternity	2018	750	Buffalo bid didn't make the short list, group was lost to Denver CO.
Thai Boxing Association Sanctioning Authority	2016	400	Venue cost was too expensive for the organizers.
Western New York Conference of African Methodist Church Annual Conference	2016	208	Site committee was disappointed in the condition and service at Byblo's hotel. Group was lost to Niagara Falls.
USS Black DD-666	2016	200	Lost to Albuquerque, will rebid for 2017.
Carleton Place Black Friday Shopping tour	2015	50	This is a Canadian group that decided to stay in Canada due to exchange rates.

Q3 Sales Initiatives and Programs

Customer Advisory Council –VBN hosted the second annual Customer Advisory Council meeting where 14 Executive Directors and Professional Meeting Planners from National and State Associations convened for a two-day meeting which Immersed them into Buffalo's culture. The council toured the city on The Campaign for Greater Buffalo's Open Air Bus, they were entertained at the Larkin Square Filling Station, walked the convention district with Michael Schmand, had breakfast with Congressman Brian Higgins, as part of the US Travel Association's Travel Talks program to meet with members of Congress in their districts, to discuss how meetings mean business in Buffalo and the US, they completed an assessment of their impressions of the convention district and offered many insightful recommendations for the VBN team to use in selling and marketing Buffalo as a convention destination.

NCAA Site Inspection - One of the top decision makers for the NCAA Championships arrived to Buffalo, for a FAM tour. The visit consisted of a city tour, presentation and venue site visits. The FAM tour was hosted by members of the MAAC Conference, Buffalo Sabres, Canisius College, Niagara University, the Buffalo Niagara Sports Commission and Visit Buffalo Niagara. The purpose of the visit was to showcase the revitalization of the city and the new improvements to Buffalo since the NCAA's last visit in 2014. It was also to express why Buffalo would be a great host city for the NCAA Men's Division I Frozen Four, along with many other championships in 2019/2020 such as rowing, wrestling & Women's Lacrosse.

Q2 Site Visits	Hotel Room Nights	Economic Impact
National Land Trust Conservation Conference	2,180	\$1,886,600
Church of God, Feast of the Tabernacles	1,600	\$1,279,800
National Association of Parliamentarians Training Conference	595	\$625,453
USS Saratoga Association	375	\$321,784
International Broadcasters Idea Bank	300	\$199,643
USS Richard E. Byrd DDG-23	160	\$120,255

Q2 Lost Business			
Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
NYS School Boards Association	2019	3,500	Chose Rochester who offered lower rates.
NYS Bureau of Emergency Medical Services	2017	2,200	Chose Syracuse because their history shows stronger attendance and hotel room pick up there.
Association for Experiential Education	2016	1,085	The board's impression of Buffalo was not positive, group is considering Pittsburgh and Minneapolis.
American Music Therapy Assoc.	2018	1,000	Planner cited challenges marketing Buffalo to constituents.
Church of God Feast of Tabernacles	2016	500	Client was not pleased with headquarter hotel options.
Automobile License Plate Collectors Assoc.	2018	425	Board chose Valley Forge, PA.

Q2 Sales Initiatives and Programs

Australian Ready FAM Tour: working in cooperation with I Love NY staff, VBN hosted 9 Australian reps from major inbound travel planners to immerse them in Buffalo attractions and hotel product. Following the FAM tour VBN hosted an industry seminar where industry partners from the cultural organizations, area attractions and hotel facilities learned about the demographics, travel habits and expectations of the Australian traveler. Immediately following the presentation attendees interacted with the panel in a question and answer session.

YMRC Marketplace: is a reverse tradeshow where the suppliers (VBN) go to the booths of the planners. 11 meetings were conducted resulting in 1 immediate RFP and 5 opportunities for further development.

International PowWow: is the largest travel trade show in North America and is sponsored by US Travel Association and Brand USA. 125 appointments were held with receptive operators from around the world. Each has potential to bring groups to the Buffalo Niagara area.

ESSAE tradeshow – Exhibited at the ESSAE Annual Expo with industry partners (BNCC and Hale Expo Services) in Saratoga NY. Approximately 60 meeting planners stopped at the booth to learn about new developments in Buffalo. We acquired 11 immediate leads and several planners expressed an interest in either a site visit or joining our FAM.

New York State Association Sales Blitz – Together with our hospitality partners more than 65 personal sales calls were conducted in order to update our client contact information and evaluate changing clients' needs relative to meetings and conventions. This initiative generated 5 immediate leads and 6 needing more development.

NYS Reception in cooperation with our hospitality partners, a reception was hosted in Albany where over 80 meeting planners and executive directors attended.

Attended the National Association of Sports Commissions Annual Symposium; 35 one-on-one meetings with rights holders and National Governing Bodies of sport were conducted. These meetings brought 10 immediate leads as well as opportunities for future bids.

BNSC continued working closely with our partners at the HarborCenter and The Northtown Center as they continue to create their tournament schedules. These events will bring multiple out-of-town teams to Buffalo to compete; BNSC will act as liaison to area hotels for team accommodations and the distribution of welcome information.

Participated in an ILNY international sales mission in UK, Germany and Switzerland. Meetings were held with 25 key tour operators and approximately 200 travel agents and reservation sales agents throughout the week for product training and awareness. The goal was to educate the agents about Buffalo, its proximity to Niagara Falls, the diversity of activities, accommodations, dining, culture, etc. and align with tour operators to feature Buffalo within their New York State itineraries.

Q1 Site Visits	Hotel Room Nights	Economic Impact
USS Frank E. Evans DD 754	265	\$474,321.00
BMW Motorcycle Owners of America	660	\$393,941.00
International Broadcasters Idea Bank	360	\$199,643.00
17 th Infantry Regiment Association – The Buffalos	264	\$198,764.00
USS Leutze – DD481	60	\$65,705.00

Q1 Lost Business			
Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
Association of Gospel Rescue	2017	1,938	Lost to Dallas because they can accommodate in one hotel, in Buffalo we would have needed 3 hotels.
NYSPhAA Wrestling Championships	2016 & 2017	1,600 per year	It was a two year bid, room rates were too high in Buffalo, and group chose Albany.
Veterans of Foreign Wars of the U.S. State Convention	2017	1,525	Unable to find a suitable number of hotels to pull together a bid, may consider bidding for a future year.
Northeast Greek Leadership Assoc.	2018	930	Group signed in Pittsburgh, board didn't feel Buffalo would draw the numbers needed to conduct the conference.
North American Chinese Basketball Assoc. Natl. Champ.	2016	900	Lost due to lack of availability and high venue costs.
NY Farm Bureau	2015	430	Unable to garner local support, booked Rochester.

Q1 Sales Initiatives and Programs

Tradeshows attended:

American Bus Association marketplace: Provided the opportunity to meet with highly qualified domestic & international tour operators. At this show Tour planners request meetings with destinations they have an interest in learning more about, we met with 58 in total. 6 immediate leads were issued to area hospitality partners with the potential of 8 additional leads after some research and development.

National Tour Association: An appointment based show brought 41 interested domestic tour operators to our booth to learn more about Buffalo Niagara's attractions. No immediate leads were generated; however, 6 prospects have potential to become leads after some research and development.

Professional Convention Management Association: Attended PCMA education sessions and networking opportunities with other meetings industry professionals and meeting planners. Educational sessions focused on enhancing performance, and exploring how world issues impact the meetings industry.

Religious Conference Manager Association: 10 meeting planners stopped at our tradeshow booth to discuss future meeting needs, 2 immediate leads (Wilma Ministries and National Deacon's Convention) were distributed to hotel partners for proposals. There are 6 potential leads that need further investigation.

Upcoming Tradeshows:

National Association of Sports Commission	April
Pow Wow	May
Direct Selling Association	May
Empire State Society of Association Executives	June
Collaborate Marketplace	June

ERIE COUNTY LEGISLATURE



92 Franklin Street
Buffalo, New York 14202

January 15, 2021

Chair Howard Johnson
Economic Development Committee
Erie County Legislature
92 Franklin St, 4th Floor
Buffalo, NY 14202

Dear Committee Chair Johnson,

The Buffalo Niagara Builders Association provides resources for residents relative to the construction of single family homes in our region. They have recently put together a presentation on the financial impact of home building for Erie County. This presentation provides information as to how important home construction is to the cities, towns, and villages within Erie County. It is a tremendous resource that we would like to share with our colleagues.


The Buffalo Metro Area Home Building Impact Study is available here:
<https://www.youtube.com/watch?v=fqNarPO4MRU&feature=youtu.be>

With this letter, we are requesting a discussion with the Buffalo Niagara Builders Association to present the results of their impact study at an Economic Development Committee meeting in February.

We appreciate your attention in this matter and look forward to this discussion.

Sincerely,


Joseph C. Lorigo
Minority Leader


Christopher D. Greene
Erie County Legislator, 6th District


Frank J. Todaro
Erie County Legislator, 8th District


John J. Mills
Erie County Legislator, 11th District



COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

ERIE COUNTY DEPARTMENT OF ENVIRONMENT AND PLANNING
DIVISION OF PLANNING AND ECONOMIC DEVELOPMENT

THOMAS R. HERSEY, JR.
COMMISSIONER

DANIEL CASTLE, AICP
DEPUTY COMMISSIONER

January 13, 2021

Mark C. Poloncarz
County Executive
Room 1600, Rath Building
95 Franklin Street
Buffalo, New York 14202

Dear Mr. Poloncarz:

Enclosed you will find the 2020 Erie County Fair Housing Board Annual Report. Erie County's Fair Housing Law was enacted in May of 2018. The 2020 annual report lists board activities as required by Section 6 (E) (3) of the Fair Housing Law.

Sincerely,

Karen Rybicki
Erie County Fair Housing Board, Chairperson

cc: Erie County Legislature

ERIE COUNTY FAIR HOUSING BOARD - 2020 ANNUAL REPORT

Board of Directors

Karen Rybicki
Board Chair
Erie County First Deputy Commissioner
Department of Social Services

Cheryl Andolino
Board Vice-chair
Belmont Housing Resources for Western New York

Pamela Lanich
Board Secretary
Western New York Law Center

Sharon L. Ciminelli
Buffalo Niagara Association of Realtors

Karen King
Erie County Commissioner of Public Advocacy

Board Staff

Thomas R. Hersey, Jr.
Ex-officio
Erie County Commissioner Department of Environment & Planning

Kristen Walder
Legal Counsel
Erie County Department of Law

As per Section 6 of the Erie County Fair Housing Law, fair housing board positions were chosen according to the requirements shown below:

- (a) One member upon recommendation from the Buffalo Niagara Association of Realtors;
- (b) One member upon recommendation from the Western New York Law Center or Neighborhood Legal Services;
- (c) One member upon recommendation from Belmont Housing Resources for Western New York or the Rental Assistance Corporation of Buffalo;
- (d) The Erie County Commissioner of Public Advocacy; and
- (e) The Erie County First Deputy Commissioner of the Department of Social Services – Family Independence.

Board members are listed above.

Board of Director's met for their first meeting of 2020, on February 11. The board meets quarterly with a HOLD meeting scheduled each month for housing discrimination cases that are brought to the board. The majority of board meetings in 2020 were held via conference call, due to COVID-19 related precautions. There were five meetings held during 2020- meeting minutes are attached. Five discrimination cases were brought to the board in 2020. Four of the discrimination cases are moving towards conciliation in 2021 and one discrimination case failed to reach conciliation and will be seen by the Erie County Fair Housing Board for a hearing in 2021, as per Section 5D of the Erie County Fair Housing Law.

As per Section 5 (A) of the law, Erie County has designated a not-for-profit fair housing organization, Housing Opportunities Made Equal (HOME), to assist with the implementation of the law. Services include, fielding fair housing discrimination complaints from residents of Erie County, referral services for residents with housing and human service needs and paralegal counseling to assist in resolving landlord/tenant disputes.

Results of HOME's work in 2020 are as follows:

Housing discrimination complaints- 24 cases of potential housing discrimination were investigated. 19 were resolved and five were brought to the Fair Housing Board in 2020 and are pending.

Landlord/Tenant dispute cases- 101 people were assisted with advice on resolving landlord/tenant dispute issues.

Referral services- 101 people were assisted with referral services regarding housing and human service issues.

ERIE COUNTY FAIR HOUSING
BOARD OF DIRECTORS MEETING

MINUTES

Tuesday February 11, 2020 10am

Erie County Rath Building – Department of Environment & Planning

95 Franklin Street, Buffalo NY 14202

Board Attendees:

Karen Rybicki – ECDSS (Chair)

Cheryl Andolino – Belmont (Vice Chair)

Karen King—Public Advocacy

Other Attendees:

Paul D’Orlando—DEP

Kristen Walder—Erie County Attorney’s Office

1. Approval of Minutes—November 12, 2019 meeting **(VOTE)**

- a. Motion to approve—Karen King; 2nd – Cheryl Andolino; Unanimous approval

2. Status of Discrimination Complaints

- a. DeAnna Eason, Executive Director of HOME, explained that on January 27, 2020 HOME brought five housing discrimination cases to the New York State Supreme Court. Three of the cases were in the City of Buffalo and two of the cases were in the Town of Cheektowaga. She explained that each case involved a landlord refusing to rent to tenant based on the fact that the tenant would have a security deposit agreement with the Erie County Department of Social Services. HOME took those cases to the NYS Supreme Court to try to gain a legal precedent at the state level for a conviction regarding the issue of security deposit agreements.
- b. DeAnna Eason then brought two more cases to the Erie County Fair Housing Board for housing discrimination based on the fact that landlords refused to rent to tenants based on the fact that they would have a security deposit agreement with the Erie County Department of Social Services. The two cases were in the City of Buffalo. Eason explained HOME’s investigation work to the board and she stated that she will contact Paul D’Orlando with the contact information for the rental agent, landlord and tenant for one of the cases and will also make a formal discrimination complaint on behalf of the tenant to the board at that time. After

receiving the formal complaint, the board will then have 30 days to schedule a meeting to hear the case. Both the landlord and tenant will be notified of the meeting date by Erie County. The second case in question from HOME may also be moved forward by the board after HOME attempts conciliation efforts with the landlord.

- c. At least one of the cases and possibly two will be heard by the board at a meeting on March 10, 2020.

3. Discuss Annual Report

- a. Annual report for 2019 was submitted to the County Executive and Erie County Legislature on February 4, 2020.

4. Revisit Board Terms and Appointments

- a. Terms started in May, 2019
- b. One year term—Pamela—but could do another term if that is what is decided
- c. Two year terms for two members will be decided at the May 12, 2020 meeting

Meeting adjourned: 11:10AM

Minutes submitted by Paul D'Orlando on 2/17/2020

Next Quarterly Meeting: May 12, 2020 at 10am

ERIE COUNTY FAIR HOUSING
BOARD OF DIRECTORS MEETING

MINUTES

Tuesday, May 12, 2020 10am

Erie County Rath Building – Department of Environment & Planning

95 Franklin Street, Buffalo NY 14202

Call-In Meeting Due to Covid-19

Board Attendees:

Karen Rybicki – ECDSS (Chair)

Pamela Lanich – WNY Law Center (Secretary)

Sharon Ciminelli – BNAR

Karen King – Public Advocacy

Other Attendees:

Paul D’Orlando – DEP

Kristen Walder – Erie County Attorney’s Office

1. Approval of Minutes – November 12, 2019 meeting **(VOTE)**
 - a. Motion to approve—Sharon Ciminelli; 2nd – Karen King; Unanimous approval
2. Status of discrimination complaints
 - a. HOME has been working on cases in state supreme court
 - b. Two cases have come to board and we are proceeding with those. A letter has to go out to parties involved, giving parties 30 days to respond to HOME. Letter will be going out this week. If the parties can’t work out the cases with HOME, cases are referred to Board. Board may be hearing those cases in July.
 - c. No other new cases ready—due to PAUSE order
3. Revisit board terms and appointments **(VOTE)**
 - a. Pamela’s one-year term ending

- b. Motion to approve Pamela for a new three-year term—Karen Rybicki; 2nd Karen King; Unanimous approval

Meeting adjourned: 10:19AM

Minutes submitted by Pamela Lanich on 5/12/2020

Next Quarterly Meeting: August 11, 2020 at 10am

ERIE COUNTY FAIR HOUSING
BOARD OF DIRECTORS MEETING

MINUTES

Tuesday, July 14, 2020 10am

Erie County Rath Building – Department of Environment & Planning

95 Franklin Street, Buffalo NY 14202

Call-In Meeting Due to Covid-19

Board Attendees:

Karen Rybicki – ECDSS (Chair)

Pamela Lanich – WNY Law Center (Secretary)

Karen King – Public Advocacy

Other Attendees:

Paul D’Orlando – DEP

Andrew Dearing - DEP

Dan Corbitt—HOME

Kristen Walder – Erie County Attorney’s Office

1. Approval of Minutes May 12, 2020– meeting **(VOTE)**
 - a. Motion to approve—Karen Rybicki; 2nd – Karen King; Unanimous approval
2. Existing Discrimination Cases
 - a. Dan from HOME discussing complaints
 - b. Buggs v. Dickey—open to conciliation
 - c. Murray v. Empire—also open to conciliation
3. New Discrimination Cases
 - a. Dan from HOME discussing cases
 - b. Shavonne Boulware v. Der Yaseen Properties LLC –source of income discrimination complaint—Housing Choice Voucher not accepted

- c. Carlson Croom III v. Peace Bridge Apartments, LP—security agreement not accepted
 - d. Shawmika Murray v. Free Will LLC, Buffalo Reclaimed LLC, Buffalo Apartments LLC, Holcomb Clinton—security deposit agreement not accepted
4. Motion by Karen Rybicki for Board to send letters to 3 respondents for 3 discrimination cases; 2nd by Karen King. Unanimous approval
 5. Update by Dan from HOME on supreme court cases
 - a. One case settled—agreed to training and accepting security deposit agreements. HOME to monitor settlement. HOME assisting with developing fair housing plan. Monetary settlement of \$6,000.
 - b. Second case—respondent is unresponsive
 - c. Third case—hoping to settle
 - d. Fourth case—hoping to settle
 6. Motion to adjourn—Karen Rybicki. 2nd by Karen King. Unanimous Approval

Meeting adjourned: 10:49AM

Minutes submitted by Pamela Lanich on 7/14/2020

Next Quarterly Meeting: August 11, 2020 at 10am

ERIE COUNTY FAIR HOUSING
BOARD OF DIRECTORS MEETING

MINUTES

Tuesday, August 11th, 2020 10am

Erie County Rath Building – Department of Environment & Planning

95 Franklin Street, Buffalo NY 14202

Call-In Meeting Due to Covid-19

Board Attendees:

Karen Rybicki – ECDSS (Chair)

Cheryl Andolino – Belmont (Vice Chair)

Pamela Lanich – WNY Law Center (Secretary)

Karen King – Public Advocacy

Other Attendees:

Paul D’Orlando – DEP

Andrew Dearing - DEP

Kristen Walder – Erie County Attorney’s Office

Dan Corbitt – HOME

1. Approval of Minutes – July 14th, 2020 meeting **(VOTE)**
 - a. Motion to approve—Cheryl Andolino; 2nd – Karen Rybicki;
Unanimous approval
2. Status of discrimination complaints—updates from Dan from HOME
 - a. Active Cases (5)
 - i. Buggs v. Dickey case 2020-1
 1. HOME does recommend probable cause based on investigation and text messages submitted but case is moving toward conciliation

2. Does Board need to approve conciliation agreements?
Kristin will investigate
3. Proposed conciliation agreement with \$2,000 to complainant based on her damages/time she was unable to find another apartment

ii. Murray V. Empire

1. Moving toward conciliation
2. Proposed conciliation agreement with \$1,500 to complainant
3. Dan can prepare memos explaining the damages of respondents to understand how conciliation amounts have been determined

iii. Murray v. Free Will case 2020-3

1. Notification letter sent out July 16th
2. HOME has not yet received a response

iv. Boulware v. Der Yaseen case 2020-4

1. Notification letter sent out July 16th
2. HOME received a response from Respondent's attorney— doesn't raise legal defenses but says that respondent is an immigrant and there may have been miscommunication issues
3. HOME has identified that there needs to be outreach to immigrant/refugee communities regarding their responsibilities as landlords and fairing housing law obligations

4. Case will probably move toward conciliation

v. Croom v. Peace Bridge case 2020-5

1. Notification letter sent out July 16th

2. HOME has not yet received a response

3. Update on state supreme court cases

4. Adjourn—motion to adjourn Karen Rybicki; 2nd Karen King; unanimous approval

Meeting adjourned 10:35AM.

Minutes submitted by Pamela Lanich 8/14/2020

Next meeting September 8th at 11:00AM

ERIE COUNTY FAIR HOUSING
BOARD OF DIRECTORS MEETING

MINUTES

Tuesday, November 10th, 2020 10:00am
Erie County Rath Building – Department of Environment & Planning
95 Franklin Street, Buffalo NY 14202
Call-In Meeting Due to Covid-19

Board Attendees:

Cheryl Andolino – Belmont (Vice Chair)
Pamela Lanich – WNY Law Center (Secretary)
Karen King – Public Advocacy
Sharon Ciminelli--BNAR

Other Attendees:

Paul D'Orlando – DEP
Andrew Dearing - DEP
Kristen Walder – Erie County Attorney's Office
Dan Corbitt – HOME

1. Approval of Minutes – August 11th, 2020 meeting **(VOTE)**
 - a. Motion to approve—Cheryl Andolino; 2nd – Sharon Ciminelli;
Unanimous approval
2. Status of discrimination complaints
 - a. Active Cases
 - a.i. Buggs v. Dickey case 2020-1
 - a.i.1. Case is in conciliation phase with a proposed
conciliation agreement

a.i.2. Board has reviewed and accepts the conciliation agreement with no concerns

a.ii. Murray V. Empire case 2020-2

a.ii.1. HOME has been unable to reach Ms. Murray

a.ii.2. Without complainant, HOME not moving forward with proposed conciliation agreement at this time, though there is probable cause

a.ii.3. Fair Housing training can still be required for respondent

a.iii. Murray v. Free Will case 2020-3

a.iii.1. HOME has been unable to reach Ms. Murray

a.iii.2. HOME received a reply from respondent's attorney, which does not raise any legal defenses but expresses that respondent is remorseful and plans to follow the law in the future

a.iii.3. HOME would suggest that a Fair Housing seminar be required for respondent to fully understand all aspects of the law

a.iv. Boulware v. Der Yaseen case 2020-4

a.iv.1. HOME received response from respondent's attorney, denying refusal to rent to anyone with a section 8 voucher and stating that one of the units is currently rented to a tenant with a section 8 voucher. Also states that respondent is an immigrant and that there is a language barrier issue. HOME's testers confirmed complainant's allegations and HOME found probable cause.

a.iv.2. Case will probably move toward conciliation

a.iv.3. HOME would suggest Fair Housing training

a.v. Croom v. Peace Bridge case 2020-5

a.v.1. HOME received response from respondent's attorney, proposing a global settlement for this case before the Board and another unrelated case against respondent in Supreme Court. HOME responded that such a settlement would be a conflict of interest, as these are separate complaints by separate individuals and that respondent would need to respond to this complaint on its own.

a.v.2. HOME is not sure whether conciliation will be possible and case could need to move forward with a hearing before the Board

a.v.3. Should give respondent a final deadline to respond before referring the case to the Board to move forward with noticing and scheduling a hearing before the Board

3. Other updates

a. Affordable housing project but it is publicly opposed. HOME is monitoring.

b. State Supreme Court cases update

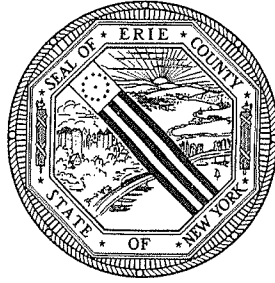
4. Motion to adjourn--Sharon Ciminelli; 2nd – Karen King; Unanimous approval

Meeting adjourned 11:08AM.

Minutes submitted by Pamela Lanich 11/10/2020

Next meeting February 11, 2021 at 10:00AM

SUSPENSION



ERIE COUNTY LEGISLATURE

HON. FRANK J. TODARO
LEGISLATOR
8TH DISTRICT

March 17, 2021

Hon. Howard Johnson
Chair of Economic Development Committee
Erie County Legislature
92 Franklin Street – 4th Floor
Buffalo, New York

Dear Legislator Johnson,

I received the attached correspondence from a representative of Greenlight Networks. Greenlight Networks is an alternative provider of high speed internet and they have recently announced plans to launch and expand their services in Erie County. They asked for an opportunity to present their plan to our honorable body.

With so many people working from home and kids learning from home, reliable high speed internet is more important than ever. While it is important for us to remain impartial in the marketplace, I think it is equally important for us to be aware of growing industries in our county. I thought the most appropriate place for the discussion would be within the Economic Development Committee.

I appreciate your time and attention in the matter. Hopefully we can bring them in, or have them available virtually, to see their presentation on how they plan to expand high speed internet services in Erie County.

Sincerely,

A handwritten signature in black ink that reads "Frank J. Todaro". The signature is written in a cursive style with a large, prominent "F" and "T".

Frank Todaro
Erie County Legislature, 8th District

Comm. 6E-25
1 of 2

SUSPENSION

Musarra, Arthur

To: Musarra, Arthur
Subject: RE: Request to address Erie County Legislature

From: Lori White <lwhite@greenlightnetworks.com>

Date: March 3, 2021 at 5:31:39 PM EST

To: "Todaro, Frank" <Frank.Todaro@erie.gov>

Subject: Request to address Erie County Legislature

[**Caution:** this email is **not** from an Erie County employee: attachments or links **may not be safe.**]

Good Afternoon Legislator Todaro,

Greenlight Networks is excited to expand to the Buffalo Niagara region and bring residents of Erie County another option for high speed internet. Since we announced our expansion plans, over 15,000 Erie County residents have expressed interest in service. The build out of our fiber network can be a lengthy process because of all the factors involved with building from scratch. We'd appreciate the opportunity to share that process and our expansion plans with the Legislature if and when appropriate.

According to [BroadbandNow](#), data from the FCC shows that Erie County has 99.7% broadband coverage. That means that 99.7% of Erie County residents could access internet speeds of 25mbps/3mbps, if they ordered today. What the pandemic showed us is that those speeds are woefully inadequate with the number of devices per household climbing. Industry experts are encouraging the adoption of a higher benchmark, similar to last year's Rural Digital Opportunity Fund (RDOF). Soon, the FCC will be issuing an order intended to temporarily support efforts to get underserved communities connected, the Emergency Broadband Benefit program. How to keep those same communities connected when the program expires will need to be addressed. Some areas are examining how access to infrastructure (utility poles) has been a barrier to deployment in underserved areas in urban and rural neighborhoods discouraging competitors. In areas Greenlight services, our competitors offer better packages and customer service.

Bringing fiber broadband to the region is an economic benefit to the entire community. Communities with fiber broadband see an increase of 3% in property values, can better support tech-based economies, home based businesses and attract a flexible, remote workforce. There's also a growing number of career paths in fiber networks and we are currently adding to our Buffalo team.

Thank you for your consideration,

Lori



Lori White

*Government, Community &
Public Affairs*
Greenlight Networks



716.313.2207



lwhite@greenlightnetworks.com



www.greenlightnetworks.com

Comm. 6E-25
2 of 2



COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

May 21, 2021

Erie County Legislature
92 Franklin Street, 4th Floor
Buffalo, New York 14202

Re: Erie County Old County Hall – Clock Tower and Roof Repairs

Dear Honorable Members:

This resolution is requesting authorization for the County Executive to enter into a contract with the lowest responsible bidder for the Erie County Old County Hall – Clock Tower and Slate Roof Repair. Bids were received by the Department of Public Works on May 4, 2021 and a copy of the bid tabulation is attached for your reference.

This project involves repairs to the metal cladding on the clock tower cornice and repairs to missing and loose tiles on the slate roof.

Should your Honorable Body require further information, I encourage you to contact Commissioner William E. Geary, Jr., at the Department of Public Works. Thank you for your consideration on this matter.

Sincerely yours,

A handwritten signature in black ink, appearing to read "Mark C. Poloncarz", written in a cursive style.

Mark C. Poloncarz, Esq.
Erie County Executive

MCP/jk
Enclosure

cc: William E. Geary, Jr., Commissioner of the Department of Public Works

MEMORANDUM

To: Honorable Members of the Erie County Legislature
From: Department of Public Works
Re: Erie County Old County Hall – Clock Tower and Roof Repairs
Date: May 21, 2021

SUMMARY

This resolution is requesting authorization for the County Executive to enter into a contract with the lowest responsible bidder for the Erie County Old County Hall – Clock Tower and Roof Repairs project, located at Old County Hall.

This project involves repairs to damaged and missing portions of cornice on the clock tower and repairs to missing and loose tiles on the slate roof. The project is required to prevent further deterioration of the building envelope and to keep the building weathertight.

FISCAL IMPLICATIONS

Funds for the project are currently available from the approved and adopted Capital Budgets, Funds Center 122; Fund 410, as follows:

A.18005-2018 Countywide Roof Replacement	\$ 83,334.76
A.20002-2020 Roof Replacement and Exterior Waterproofing	\$ 16,665.24
For a Total Amount Not to Exceed:	\$ 100,000.00

REASONS FOR RECOMMENDATION

The project is necessary to repair damaged and missing elements of the of the building envelope, the clock tower's cornice, and tiles of the slate roof system. Repairs are warranted to prevent further deterioration and to keep the building weathertight.

BACKGROUND INFORMATION

High wind events have caused sections of the metal cornice to separate from the clock tower. There are areas of missing and loose slate tiles on the roof. Repairs to the clock tower and slate roof are necessary to re-establish the overall integrity of the building envelope.

CONSEQUENCES OF NEGATIVE ACTION

If this project is not completed, the building envelope will continue to deteriorate; which will lead to roof leaks, cracking masonry, structural corrosion, mold, bacteria, and further deterioration of the building structure.

STEPS FOLLOWING APPROVAL

Upon Legislative approval, the County Executive will enter into a contract with the lowest responsible bidder so work can proceed.

COMPTROLLER'S OFFICE REVIEW

The proposed legislation has been reviewed by the Comptroller's Office and is related to authorized capital projects for which there are sufficient appropriations for the action proposed.



JOHN SOLECKI

Director of Accounting Services/Cash Management
Comptroller's Office

GJS/ljs

File Copy (DPW.3.1.21EC_OCH_ClockTowerRoof.doc)

A.18005 – 2018 Countywide Roof Replacement

A.20002 – 2020 Roof Replacement and Exterior Waterproofing

A RESOLUTION SUBMITTED BY:
DEPARTMENT OF PUBLIC WORKS

RE: Erie County Old County Hall – Clock Tower and Roof Repairs

WHEREAS, wind events have damaged portions of the Old County Hall clock tower and slate roof; and

WHEREAS, repairs are needed to prevent further deterioration and keep the building weathertight; and

WHEREAS, the County of Erie received bids for the Old County Hall – Clock Tower and Roof Repairs project on May 4, 2021; and

WHEREAS, the lowest responsible bidder is Weaver metal Roofing, Inc.; and

WHEREAS, the Department of Public Works is recommending award of the contract to the lowest responsible bidder.

NOW, THEREFORE, BE IT

RESOLVED, that the County Executive is authorized to enter into a contract with the lowest responsible bidder for the Old County Hall – Clock Tower and Roof Repairs project for an amount not to exceed as follows:

General Contracting Work

<u>Weaver Metal Roofing, Inc.</u>	Base Bid:	\$ 83,000
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Total Award of Construction Contract:	\$ 83,000
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; and be it further

RESOLVED, that the sum of \$ 17,000 be allocated to a Construction Contingency Fund with authorization for the County Executive to approve change orders in an amount not to exceed the Contingency Fund; and be it further

RESOLVED, that change order reductions will result in these funds being returned to the Construction Contingency Fund; and be it further

RESOLVED, that the Comptroller's Office be authorized to make payment for all the above from the approved 2018 and 2020 Capital Budgets, Fund 410, Funds Center 122, as follows:

A.18005-2018 Countywide Roof Replacement	\$ 83,334.76
<u>A.20002-2020 Roof Replacement and Exterior Waterproofing</u>	<u>\$ 16,665.24</u>

Total Payment Not to Exceed:

\$ 100,000.00

; and be it further

RESOLVED, that two certified copies of this resolution be sent to the Department of Public Works, Commissioner's Office, and one copy each to the Office of the County Executive, the Division of Budget and Management, and the Office of the Comptroller.

TO: JOHN SOLECKI, COMPTROLLER'S OFFICE

PROPOSED RESOLUTIONS REQUIRING RULE 55

CONTRACT APPROVAL CHECKLIST
CONFIRMATION OF AVAILABILITY OF FUNDS IN CAPITAL PROJECTS

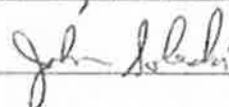
REQUESTING DEPARTMENT

COMPLETE ITEMS 1 THROUGH 5

- | | |
|-----------------------|--|
| 1. CONTRACTOR'S NAME | <u>Weaver Metal Roofing, Inc.</u> |
| 2. AMOUNT OF CONTRACT | <u>Weaver Metal Roofing, Inc. \$ 83,000</u>
<u>Construction Contingency \$ 17,000</u> |
| 3. PROJECT NUMBER | <u>A.18005-2018 Countywide Roof Replacement - \$83,334.76</u>
<u>A.20002-2020 Roof Replacement and Exterior Waterproofing - \$16,665.24</u> |
| 4. PROJECT TITLE | <u>Erie County Fire Old County Hall – Clock tower and Roof Repairs</u> |
| 5. DEPARTMENT CONTACT | <u>Funding questions:</u>
<u>Letter pickup: Christy Weber at x8301</u> |

COMPTROLLER'S OFFICE

COMPLETE ITEMS 6 AND 7

- | | |
|------------------------------------|---|
| 6. AVAILABILITY OF FUNDS | <u>\$ 72,992.83 + 773,219.52</u> |
| 7. PERFORMED BY | <u></u> |
| Date Sent to Comptroller's Office: | <u>May 13, 2021</u> |

[55 compt_10]



Project Name: EC Old County Hall Clock Tower and Roof Repairs
 DPW Project #: 2020-815-01
 Project Manager: Jay Kaldas
 Inspector: _____

Bid Date: May 4, 2021
 Bid Time: 2:00 PM

A/E Firm: *N House*

BID TABULATION SHEET
 FOR
 GENERAL CONSTRUCTION WORK

BIDDER	BASE BID	COMPLETION TIME (CALENDAR DAYS)	ADDENDA ACKNOWLEDGED	APPRENTICESHIP TRAINING PROGRAM	OWNER'S SIGNATURE	CONTRACTOR'S OWN WORKFORCE	EQUAL PAY CERTIFICATION	EXPERIENCE QUESTIONNAIRE	M/WBE UTILIZATION PART A FORM	BID BOND	EXECUTIVE ORDER 18
<i>WEAVER METAL + ROOFING, INC</i>	<i>83,000.02</i>	<i>365</i>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

DEPARTMENT OF PUBLIC WORKS
 OFFICE OF THE COMMISSIONER

DPW Rev. 05/2015



COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

May 21, 2021

Erie County Legislature
92 Franklin Street, 4th Floor
Buffalo, New York 14202

RE: Federal Bureau of Investigation Erie County Range – Funds Acceptance

Dear Honorable Members:

This resolution is requesting authorization for the County Executive to accept reimbursement from the Federal Bureau of Investigation (FBI) as a result of the construction of asphalt paving at the Erie County Range located at 11250 Genesee Street in Alden, NY.

Should your Honorable Body require further information, I encourage you to contact Commissioner William E. Geary, Jr., at the Department of Public Works. Thank you for your consideration on this matter.

Sincerely yours,

A handwritten signature in black ink that reads "Mark C. Poloncarz". The signature is written in a cursive style with a long horizontal line extending to the right.

Mark C. Poloncarz, Esq.
Erie County Executive

MCP/ks
Enclosure

cc: William E. Geary, Jr., Commissioner, Department of Public Works

MEMORANDUM

To: Honorable Members of the Erie County Legislature
From: Department of Public Works
Re: Federal Bureau of Investigation Erie County Range – Funds Acceptance
Date: May 21, 2021

SUMMARY

The Department of Public Works (DPW) is requesting authorization for the County Executive to accept reimbursement from the Federal Bureau of Investigation (FBI) to fund the cost of materials to install a new asphalt driveway from Genesee Street to the shooting range at 11250 Genesee Street in Alden, NY. The reimbursement will cover the cost of materials while the labor to install the paving will be provided by DPW Highways staff.

FISCAL IMPLICATIONS

The reimbursement funds will be used to offset the material costs in the amount not to exceed \$73,675.74 and be added to the budget in Capital Project A.19006 – 2019 Preservation of County Buildings and Facilities, Funds Center 122, Fund 410, GL Account 4140100 – Federal Aid-Other.

REASONS FOR RECOMMENDATION

By accepting the reimbursement from the FBI, the County will benefit from a new asphalt drive at the Erie County Firing Range without any cost to the Erie County taxpayers.

BACKGROUND INFORMATION

The existing Erie County Firing Range is utilized by many municipalities throughout Erie County, including Erie County Sheriff's personnel, as well as the FBI. Currently, the driveway to the shooting range is just a gravel drive which is subject to water ponding and irregular surfaces. On behalf of the FBI, the Erie County Sheriff's Office has requested assistance from DPW to install asphalt paving within the facility to better plow and maintain the drive to the shooting range.

CONSEQUENCES OF NEGATIVE ACTION

The FBI and Erie County Sheriff's Office will be forced to use the existing gravel drive which will further deteriorate and potentially cause damage to personal vehicles as well as the Sheriff vehicle inventory.

STEPS FOLLOWING APPROVAL

Upon Legislative approval, the County Executive will accept the reimbursement from the FBI to offset the costs of the new asphalt drive.

A RESOLUTION SUBMITTED BY:
DEPARTMENT OF PUBLIC WORKS

RE: Federal Bureau of Investigation Erie County Range – Funds Acceptance

WHEREAS, on behalf of the Federal Bureau of Investigation (FBI), the Erie County Sheriff's Office has requested assistance from the Department of Public Works (DPW) to install a new asphalt driveway including drainage improvements at the Erie County Firing Range to improve maintenance and prevent further deterioration of the existing gravel drive; and

WHEREAS, the FBI has offered to reimburse Erie County for the costs of materials required to construct the asphalt drive and a portion of the drainage improvements; and

WHEREAS, the DPW Highways staff will provide the labor to construct the asphalt drive and associated drainage improvements; and

WHEREAS, authorization is required from the Erie County Legislature for the County Executive to accept the reimbursement from the FBI in an amount not to exceed \$73,675.74 and be added to the budget in Capital Project A.19006 – 2019 Preservation of County Buildings and Facilities, Funds Center 122, Fund 410, GL Account 4140100 – Federal Aid-Other.

NOW, THEREFORE, BE IT

RESOLVED, that the County Executive is authorized to execute any and all agreements to accept the reimbursement from the FBI for the cost of materials required to construct the new asphalt driveway and associated drainage improvements in an amount not to exceed \$73,675.74; and be it further

RESOLVED, that authorization is hereby provided to the Division of Budget and Management and the Comptroller's Office to accept the reimbursement and increase the budget in Capital Project A.19006 – 2019 Preservation of County Buildings and Facilities, Funds Center 122, Fund 410, GL Account 4140100 – Federal Aid-Other; and be it further

RESOLVED, the Director of the Division of Budget and Management is hereby authorized to implement any budget adjustments as required to comply with County funding requirements; and be it further

RESOLVED, that two certified copies of this resolution be sent to the Department of Public Works, Commissioner's Office, and one copy each to the Office of the County Executive, the Division of Budget and Management, the Office of the Comptroller, the Erie County Sheriff's Office, and the Federal Bureau of Investigation.



COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

May 21, 2021

Erie County Legislature
92 Franklin Street, 4th Floor
Buffalo, New York 14202

**RE: Bridge Replacement of Four Rod Road (CR 356) over Little Buffalo Creek,
BIN 3328050,
NYSDOT Agreement and Contract for Engineering Design Services
Town of Marilla
PIN 5763.37**

Dear Honorable Members:

The Department of Public Works, Division of Highways is requesting authorization for the County Executive to execute an agreement with New York State Department of Transportation (NYSDOT). This agreement will provide Federal funds for the engineering design phase of the above noted Locally Administered Federal Aid project. The Department is also requesting authorization for the County Executive to execute an agreement with the design firm of Greenman-Pedersen, Inc. (GPI) for engineering design services for this project.

Should your Honorable Body require further information, I encourage you to contact Commissioner William E. Geary, Jr., at the Department of Public Works. Thank you for your consideration on this matter.

Sincerely yours,

Mark C. Poloncarz, Esq.
Erie County Executive

MCP/jtd
Enclosure

cc: William E. Geary, Jr., Commissioner of the Department of Public Works

MEMORANDUM

To: Honorable Members of the Erie County Legislature
From: Department of Public Works/Division of Highways
Re: Bridge Replacement of Four Rod Road (CR 356) over Little Buffalo Creek,
BIN 3328050,
NYSDOT Agreement and Contract for Engineering Design Services
Town of Marilla
PIN 5763.37
Date: May 21, 2021

SUMMARY

The Department of Public Works is seeking authorization to execute an agreement with the New York State Department of Transportation (NYSDOT) for the engineering design phase for the above-mentioned project. Additionally, the Department is requesting authorization to execute an agreement between the County of Erie and the design firm of Greenman-Pedersen, Inc. in an amount not to exceed \$315,000 for engineering design services for the replacement of the above noted bridge. Greenman-Pedersen, Inc. was selected using the Procedures for Locally Administered Federal Aid Projects (PLAFAP) guidelines.

FISCAL IMPLICATIONS

The total cost of the engineering design phase of this project is currently estimated at \$315,000, including contingency. The NYSDOT Agreement provides a Federal reimbursement of \$240,000 and requires a local share of \$75,000, which includes a \$15,000 contingency. Should the agreement receive any additional federal or non-federal reimbursements in the future, the capital project budget would be adjusted to reflect that increase.

REASONS FOR RECOMMENDATION

The replacement of the bridge in this project is eligible for Federal Funding for design and construction. Greenman-Pedersen, Inc. is recommended as project design engineers because of their expertise, experience, and manpower to provide the County of Erie with the service required. Erie County is eligible for reimbursement, up to the maximum 80% in Federal funds of the total Project cost under this Agreement with NYSDOT.

BACKGROUND INFORMATION

The existing bridge was built in 1938, is R-Posted for load, does not meet current standards for width, and both the superstructure and substructures are deteriorating. The project objective is to replace the bridge with a new structure which will not be posted for load, meet current design standards, and require minimal maintenance.

The Project is approved by the NYSDOT in their current Capital Program to be funded with Federal Aid. Project design engineering services will commence upon approval of this resolution.

CONSEQUENCES OF NEGATIVE ACTION

This action is required to ensure project advancement and financing through the Locally Administered Federal Aid Program. Negative action would halt design and result in continued deterioration of the bridge and the R-posting to remain in place, as well as jeopardize existing and future reimbursement funding available through this program.

STEPS FOLLOWING APPROVAL

The Highway Division will proceed with execution of agreements in accordance with the Federal and NYSDOT guidelines. Upon the Erie County Legislature's approval, agreements will be executed between Greenman-Pedersen, Inc. and the County and the NYSDOT agreement by the County Executive. Once the agreements are executed, design work will begin immediately thereafter.

COMPTROLLER'S OFFICE REVIEW

The proposed legislation has been reviewed by the Office of the Comptroller and is related to an authorized capital project for which there are sufficient appropriations for the action proposed.



JOHN SOLECKI

Director of Accounting Services
Comptroller's Office

WEG/jtd
File Copy

B.21153
PIN 5763.37

A RESOLUTION SUBMITTED BY:
DEPARTMENT OF PUBLIC WORKS
DIVISION OF HIGHWAYS

RE: Bridge Replacement of Four Rod Road (CR 356) over Little Buffalo Creek,
BIN 3328050,
NYSDOT Agreement and Contract for Engineering Design Services
Town of Marilla
PIN 5763.37

WHEREAS, the Bridge Replacement of Four Rod Road (CR 356) over Little Buffalo Creek, BIN 3328050, Town of Marilla, PIN 5763.37 (the "Project") is eligible for funding under CFR Title 23 U.S. Code, as amended, that calls for the appropriation of the costs of such program to be borne at the ratio of 80% Federal funds and 20% non-Federal funds and

WHEREAS, the bridge needs to be replaced due to structural deficiencies; and

WHEREAS, the County of Erie desires to advance the Project by entering into an agreement with NYSDOT and making a financial commitment to advance 80% of the reimbursable Federal share and payment of the 20% Non-Federal share of the costs of the design engineering (Scoping & Design phases I-VI); and

WHEREAS, the total cost of the Design Engineering, is \$315,000, the required 20% local share is \$75,000, including contingency, and the 80% federal share is \$240,000, available in Capital Project B.21153, 2021 Federal Aid Bridge Preservation Design – Four Rod Road over Little Buffalo Creek, Fund 420, Funds Center 123; and

WHEREAS, using the Federal Aid RFQ process, the firm of Greenman-Pedersen, Inc., was selected as having the necessary expertise, experience, and manpower to provide the County of Erie with design engineering services for the replacement of the above noted bridge.

NOW, THEREFORE, BE IT

RESOLVED, that the Erie County Legislature hereby approves participation in the Bridge Replacement of Four Rod Road (CR 356) over Little Buffalo Creek, BIN 3328050, PIN 5763.37 (the "Project"); and be it further

RESOLVED that the County Executive be authorized to execute the Agreement with the NYSDOT, and an agreement between the County of Erie and the selected Project Design Engineers, Greenman-Pedersen, Inc. for engineering design services in an amount not to exceed \$315,000; and be it further

RESOLVED, that the County Legislature of the County of Erie hereby authorizes the County of Erie to pay in the first instance 100% of the Federal and Non-Federal shares of the cost of the Engineering Design (Scoping and Design I-VI) phases of the Project or portions thereof in the amount of \$315,000; and be it further

RESOLVED, that the County of Erie is hereby authorized to accept the federal revenue that is available as administered by the New York State Department of Transportation (NYSDOT);

and be it further

RESOLVED, that Capital Project B.21153 - 2021 Federal Aid Bridge Preservation Design -- Four Rod Road over Little Buffalo Creek, Fund 420, Funds Center 123, be adjusted as follows:

REVENUES		CURRENT	INCREASE/	REVISED
Account	Description	BUDGET	(DECREASE)	BUDGET
414000	Federal Aid	\$250,000	(\$10,000)	\$240,000
486000	Interfund Rev Subsidy	<u>\$75,000</u>	<u>\$0</u>	<u>\$75,000</u>
TOTAL REVENUES		<u>\$325,000</u>	<u>(\$10,000)</u>	<u>\$315,000</u>
APPROPRIATIONS				
Capital Projects	Capital Project Exp	\$75,000	\$240,000	\$315,000
UNALLOCATED	Unallocated Capital	<u>\$250,000</u>	<u>(\$250,000)</u>	<u>\$0</u>
TOTAL APPROPRIATIONS		<u>\$325,000</u>	<u>(\$10,000)</u>	<u>\$315,000</u>

; and be it further

RESOLVED, that the estimated total Project cost of \$315,000 for Design Engineering is hereby appropriated from B.21153 and made available to cover the cost of participation in the above phases of the Project; and be it further

RESOLVED, that in the event the amount required to pay in the first instance 100% of the Federal and Non-Federal shares of the cost of the Project's Design Engineering (Scoping & Design I-VI) phases exceeds the amount appropriated above, the County of Erie shall convene its Legislature as soon as possible to appropriate said excess amount immediately upon the notification by the New York State Department of Transportation thereof; and be it further

RESOLVED, that should the Agreement receive additional federal or non-federal reimbursement in the future, the project revenue will be accepted by Erie County and the budget adjusted to reflect the receipt of the additional funds; and be it further

RESOLVED, that the County Executive of the County of Erie is hereby authorized to execute all necessary Agreements, certifications or reimbursement requests for Federal, NYS Marchiselli aid and any other funding source on behalf of the County of Erie with the New York State Department of Transportation in connection with the advancement or approval of the Project identified in the State/Local agreement; and providing for the administration of the Project and the County's first instance funding of Project costs and all local share costs of Project costs within appropriations therefore that are not so eligible; and be it further

RESOLVED, that a certified copy of this resolution be filed with the New York State Commissioner of Transportation, by attaching it to any necessary Agreement in connection with the Project; and be it further

RESOLVED, that the Clerk of the Legislature forward six (6) certified copies of this Resolution to the Department of Public Works, Office of the Commissioner, to be forwarded to the New York State Department of Transportation; and be it further

RESOLVED, that the Clerk of the Legislature forward three (3) certified copies of this Resolution to the Department of Public Works, Office of the Commissioner, and one copy each to the Office of the County Executive, the Division of Budget and Management, and the Office of the Comptroller.

TO: JOHN SOLECKI, Director of Accounting Services, COMPTROLLER'S OFFICE

PROPOSED RESOLUTIONS REQUIRING RULE 55

CONTRACT APPROVAL CHECKLIST
CONFIRMATION OF AVAILABILITY OF FUNDS IN CAPITAL PROJECTS

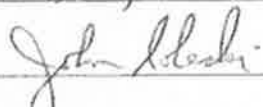
REQUESTING DEPARTMENT

COMPLETE ITEMS 1 THROUGH 5

- | | |
|-----------------------|---|
| 1. CONTRACTOR'S NAME | New York State Department of Transportation;
Greenman-Pedersen, Inc. |
| 2. AMOUNT OF CONTRACT | \$254,000 Greenman-Pedersen, Inc
\$61,000 - Contingency
\$315,000 |
| 3. PROJECT NUMBER | B.21153 |
| 4. PROJECT TITLE | Federal Aid Bridge Preservation Design
PIN.5763.37 Four Rod Road BR |
| 5. DEPARTMENT CONTACT | Funding questions: William E. Geary, Jr. at
8301
Letter pickup: Christy Weber at 8301 |

COMPTROLLER'S OFFICE

COMPLETE ITEMS 6 AND 7

- | | |
|------------------------------------|--|
| 6. AVAILABILITY OF FUNDS | \$ 325,000.00 |
| 7. PERFORMED BY |  |
| Date Sent to Comptroller's Office: | 5/13/2021 |

[55 compt_10]



COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

May 21, 2021

Erie County Legislature
92 Franklin Street – 4th Floor
Buffalo, New York 14202

**RE: Reconstruction of Alden-Crittenden Road (CR 1) and
Rehabilitation of Bullis Road (CR 330)
Award of Construction Contract and
Contract for Construction Phase Engineering Services
Village of Alden and Town of Marilla
ECDPW Project Number CAP-001.330-21**

Dear Honorable Members:

The Department of Public Works, Division of Highways is requesting authorization to award a contract to the lowest responsible bidder, for the above noted project. Additionally, we are requesting that a contract with CPL Architects, Engineers, DPC, be authorized for construction phase engineering and inspection services and that authorization be granted to establish a construction/construction engineering & inspection contingency.

Should your Honorable Body require further information, I encourage you to contact William E. Geary, Jr., Commissioner Department of Public Works. Thank you for your consideration on this matter.

Sincerely yours,

Mark C. Poloncarz, Esq.
Erie County Executive

MCP/br
Enclosure

cc: William E. Geary, Jr., Commissioner, Department of Public Works

MEMORANDUM

To: Honorable Members of the Erie County Legislature
From: Department of Public Works, Division of Highways
Re: Reconstruction of Alden-Crittenden Road (CR 1) and
Rehabilitation of Bullis Road (CR 330)
Award of Construction Contract and
Contract for Construction Phase Engineering Services
Village of Alden and Town of Marilla
ECDPW Project Number CAP-001.330-21
Date: May 21, 2021

SUMMARY

Authorization is being requested to award a construction contract for the Reconstruction of Alden-Crittenden Road (CR 1) and Rehabilitation of Bullis Road (CR 330) Project to the lowest responsible bidder. In addition, authorization is being requested to award a construction engineering and inspection services agreement to be negotiated to CPL Architects, Engineers, DPC (CPL), the Project consultant, and to establish a construction contingency with authorization for the County Executive to execute approved change orders for the project. All of the foregoing not to exceed \$6,880,000 as noted below. Each road is planned to be completed in a single construction season: Bullis in 2021 and Alden Crittenden in 2022. Bids were opened on May 6th but are still being reviewed and verified.

FISCAL IMPLICATIONS

Funding for this project resides in Fund 420, Funds Center 123 as follows:

Project B.20003 – 2020 Alden Crittenden	\$3,380,000
<u>Project B.21154 – 2021 Pres of Roads – Alden-Crittenden</u>	<u>\$3,500,000</u>
Total not to exceed	\$6,880,000

REASONS FOR RECOMMENDATION

As this contract was bid late in the year, it is necessary that these approvals be granted, so the contract can be awarded, so as to allow the Contractor to begin construction as soon as possible and have the 2021 component completed this construction season.

BACKGROUND INFORMATION

The Reconstruction of Alden Crittenden Road extends from Broadway (NYS Route 20) to the bridge over Spring Creek and includes waterline work that is being paid for by the Village of Alden. The Rehabilitation of Bullis Road (CR 330) runs from Shearing Drive to Two Rod Road (NYS Route 954G). The deteriorated condition of the roads and of the existing drainage facilities compromise function and present a safety hazard to the travelling public.

CONSEQUENCES OF NEGATIVE ACTION

If the resolution is not approved the existing roadway will continue to physically and functionally deteriorate and costs to address will increase.

STEPS FOLLOWING APPROVAL

A Contract will be awarded as soon as possible; and construction will begin as soon as possible thereafter depending on the weather and the availability of materials.

COMPTROLLER'S OFFICE REVIEW

The proposed legislation has been reviewed by the Office of the Comptroller and is related to authorized capital projects for which there are sufficient funding.



JOHN SOLECKI
Director of Accounting / Cash Management
Comptroller's Office

Fund 420, Fund Center 123

Project B.20003,

Project B.21154

Reconstruction of Aiden-Crittenden Road (CR 1) and Rehabilitation of Bullis Road (CR 330)

Award of Construction Contract and Contract for Construction Phase Engineering Services

Village of Aiden and Town of Marilla

ECDPW Project Number CAP-001.330-21

A RESOLUTION SUBMITTED BY:
DEPARTMENT OF PUBLIC WORKS
DIVISION OF HIGHWAYS

RE: Reconstruction of Alden-Crittenden Road (CR 1) and
Rehabilitation of Bullis Road (CR 330)
Award of Construction Contract and
Contract for Construction Phase Engineering Services
Village of Alden and Town of Marilla
ECDPW Project Number CAP-001.330-21

WHEREAS, bids were received and opened on May 6, 2021, for the Reconstruction of Alden-Crittenden Road (CR 1) and Rehabilitation of Bullis Road (CR 330) Project, ECDPW Project No. CAP-001.330-21 (the "Project"); in the Village of Alden and the Town of Marilla; and

WHEREAS, the bids are still being evaluated in accordance with the applicable local laws; and

WHEREAS, the Project requires that Bullis Road be completed this construction season; and

WHEREAS, due to the time required for Legislative approval, contract execution, and the anticipated lead time on necessary materials, it is desired to obtain Legislative approval as soon as possible to permit contract award and completion of Bullis Road this construction season; and

WHEREAS, a contract remains to be negotiated with CPL Architects, Engineers, DPC for construction inspection and engineering services during construction; and

WHEREAS, it will be necessary to establish a Construction and Construction Engineering Contingency in the amount of 10% of the lowest responsible bid with authorization for the County Executive to execute related Change Orders, Amendments and/or Agreements; and

WHEREAS, funding is available for the project from Fund 420, Funds Center 123 as follows:

Project B.20003 – 2020 Alden Crittenden - \$3,380,000
Project B.21154 – 2021 Pres of Roads – Alden-Crittenden - \$3,500,000
for a total of \$6,880,000.

NOW, THEREFORE, BE IT

RESOLVED, the Erie County Legislature hereby approves the subject project; and be it further

RESOLVED, that the County Executive is authorized to award and execute a construction

contract for the project with the lowest responsible bidder; and be it further

RESOLVED, that the County Executive be authorized to execute a contract for construction inspection and engineering services during construction to be negotiated with CPL Architects, Engineers, DPC, the Project consultants; and be it further

RESOLVED, that the County Executive be authorized to establish a Project contingency and execute Project related change orders, amendments and agreements, as necessary, for an amount not to exceed 10% of the lowest responsible bid; and be it further

RESOLVED, that the total cost of the contracts for construction, construction inspection, engineering services during construction and the Project contingency shall not exceed \$6,880,000; and be it further

RESOLVED, the Project budget, in the amount of \$6,880,000, be made available for the Project in Fund 420, Funds Center 123 as follows:

B.20003 – 2020 Alden Crittenden -	\$3,380,000
<u>B.21154 – 2021 Pres of Roads–Alden-Crittenden -</u>	<u>\$3,500,000</u>
Total not to exceed	\$6,880,000

; and be it further

RESOLVED, that the Clerk of the Legislature be instructed to forward five (5) certified copies of this resolution to the Department of Public Works, Office of the Commissioner, and one copy each to the Office of the County Executive, the Division of Budget and Management, and the Office of the Comptroller.

TO: JOHN SOLECKI, COMPTROLLER'S OFFICE

RE: PROPOSED RESOLUTIONS REQUIRING RULE 55

CONTRACT APPROVAL CHECKLIST
CONFIRMATION OF AVAILABILITY OF FUNDS IN CAPITAL PROJECTS

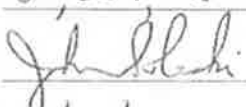
REQUESTING DEPARTMENT

COMPLETE ITEMS 1 THROUGH 5

- | | | |
|----|--------------------|--|
| 1. | CONTRACTOR'S NAME | Lowest Responsible Bidder
CPL Architects, Engineers, DPC
Construction Contingency
<hr/> |
| 2. | AMOUNT OF CONTRACT | Not to exceed \$6,880,000
<hr/> |
| 3. | PROJECT NUMBER | B.20003 \$3,380,000
B.21154 \$3,500,000
<hr/> \$6,880,000 |
| 4. | PROJECT TITLE | Reconstruction of Alden Crittenden Rd (CR 1)
and Rehabilitation of Bullis Rd (CR 330)
<hr/> |
| 5. | DEPARTMENT CONTACT | Funding questions: William E. Geary, Jr. at
8301
Letter pickup: Christy Weber at 8301
<hr/> |

COMPTROLLER'S OFFICE

COMPLETE ITEMS 6 AND 7

- | | | |
|----|------------------------------------|---|
| 6. | AVAILABILITY OF FUNDS | \$ 6,880,000.00
<hr/> |
| 7. | PERFORMED BY | 
<hr/> |
| | Date Sent to Comptroller's Office: | 5/13/2021
<hr/> |

[55 compt_10]



COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

May 24, 2021

Erie County Legislature
92 Franklin Street, 4th Floor
Buffalo, New York 14202

RE: Retaining a Consultant to Provide a Broadband Utility Business Plan and Design in Erie County

Dear Honorable Members:

Please find enclosed a memorandum and proposed resolution authorizing the contracting for services to provide a Broadband Utility Business Plan and Design in Erie County. After careful consideration, the RFP selection committee for RFP #2020-024VF has selected ECC Technologies as the winning respondent. This is the first stage in the formal planning process for the Open Access Network (OAN) commonly referred to as ErieNet.

Should your Honorable Body require any further information, I encourage you to contact Tuona Batchelor, Director of Business Assistance at the Department of Environment and Planning. Thank you for your consideration on this matter.

Sincerely yours,

A handwritten signature in blue ink that reads "Mark C. Poloncarz".

Mark C. Poloncarz, Esq.
Erie County Executive

MCP/tb
Enclosure

cc: Thomas R. Hersey, Jr., Commissioner

MEMORANDUM

To: Honorable Members of the Erie County Legislature
From: Department of Environment and Planning
Re: Retaining a Consultant to Provide a Broadband Utility Business Plan and Design in Erie County
Date: May 24, 2021

SUMMARY

It is recommended that the Erie County Legislature authorize the County Executive to enter into contract with the firm of ECC Technologies in an amount not to exceed \$204,983 for the purpose of obtaining services to provide a Broadband Utility Business Plan and Design in Erie County.

FISCAL IMPLICATIONS

Funding is immediately available for this project due to the elimination of state aid cuts in the adopted 2021-2022 state budget.

REASONS FOR RECOMMENDATION

Erie County has initiated a selection process for a Broadband Utility Business Plan and Design in Erie County based up on recommendations from the county's 2017 broadband study. This contract will allow for the development of a business and design plan for an Open Access Network (OAN) that will lay fiberoptic cable between various Erie County and partner municipal facilities. This network will serve two core purposes: to provide the county and its partners with their own internet service and to lease access to this "middle mile" fiber at low cost in order to lower the barrier of entry into the Erie County market for new Internet Service Providers (ISPs) and for other economic development purposes. A copy of the scoring matrix is also included as part of this resolution.

BACKGROUND INFORMATION

A key recommendation of the county's 2017 broadband study was the development of an OAN running throughout all of Erie County. OANs have become increasingly popular through the United States as "middle" option for public broadband that serve as public/private partnerships to increase the availability of truly high-speed broadband service while also reducing costs and increasingly reliability for municipal networks. Large swaths of Erie County currently only have access to a single ISP and no options for residential or small business fiber service. As bandwidth requirements increase over time, providing a "future-proof" technology will help put in Erie County on the right path for economic development.

Six firms responded to RFP#: 2020-024VF with proposals, but ECC Technology's expertise in OANs, familiarity with Erie County and New York State, and status as a MWBE and veteran-owned business put them head and shoulders above the rest.

CONSEQUENCES OF NEGATIVE ACTION

If authorization is not granted, the County will not be able to enter into a contract with the firm of ECC Technologies for the purpose of Providing a Broadband Utility Business Plan and Design in Erie County. Erie County will be unable to devise a strategy for growing this necessary sector of the economy and will be unable to utilize American Rescue Plan (ARP) funding for the possible build-out of an OAN.

STEPS FOLLOWING APPROVAL

Upon approval of the resolution, an agreement with the firm of ECC Technologies will be developed with a scope of work outlining what services are to be provided.

A RESOLUTION SUBMITTED BY:
DEPARTMENT OF ENVIRONMENT AND PLANNING

RE: Retaining a Consultant to Provide a Broadband Utility Business Plan and Design in Erie County

WHEREAS, it is recognized that access to high speed internet service is a necessity for creating economic growth, equity and prosperity for the region; and

WHEREAS, Erie County has received additional federal American Recovery Plan funding to potentially assist with securing a business plan and design to implement broadband service throughout Erie County; and

WHEREAS Erie County's Initiatives for a Smart Economy Erie identifies broadband service as a priority within Erie County, and the County has committed to the goal of increasing broadband access for citizens; and

WHEREAS, Erie County has solicited proposals from qualified technology firms for proposals to Provide a Broadband Utility Business Plan and Design in Erie County; and

WHEREAS, Erie County has conducted a review and selection process of the proposals that have been received to Provide a Broadband Utility Business Plan and Design in Erie County; and

WHEREAS, the results of the selection process are included as an attachment to this resolution as outlined in the Erie County Administrative Code Section 19.08; and

WHEREAS, Erie County desires to work with ECC Technologies to Provide a broadband Utility Business Plan and Design in Erie County; and

WHEREAS, this Broadband Utility Business Plan and Design in Erie County will research, plan and design a system that benefits tens of thousands of Erie County residents with have limited or no access to high speed internet service.

NOW, THEREFORE, BE IT

RESOLVED, that the County of Erie and the County Executive, is authorized to enter into agreements with ECC Technology and other entities as appropriate, in amounts not to exceed \$204,984 to Provide a Broadband Utility Business Plan and Design in Erie County.

RESOLVED, that funds for this business plan and design are available in Fund 110, Fund Center 14010, Account #409050 – State Aid Revenue Offset; and be it further

RESOLVED, that this Resolution takes effect from and after its date of adoption; and be it further

RESOLVED, that certified copies of this resolution be sent to the County Executive's Office; the Director of the Division of Budget and Management; the Comptroller's Office; the Commissioner of the Department of Environment and Planning, and the County Attorney.

Open Access Network Business Plan Design RFP Results

Ranking	Consultant	Pricing	Reviewer 1	Reviewer 2	Reviewer 3	Reviewer 4	Reviewer 5	Reviewer 6	Average Score
1	ECC Technologies	\$204,984	100	100	87	100	100	95	97
2	Tilson	\$1,489,205	79	70	74	91	88	80	80
3	Magellan Advisors	\$304,500	47	60	74	80	81	90	72
4	Ernst & Young	\$199,500	79	65	50	53	84	85	69
5	NEO Connect	\$212,150	60	63	52.5	77	65	85	67
6	Mission Broadband	\$217,000	44	21	52	75	63	65	53



COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

May 18, 2021

Erie County Legislature
92 Franklin Street – 4th Floor
Buffalo, NY 14202

Re: Reappointment to the Erie County Fair Housing Board

Dear Honorable Members,

Please be advised that, pursuant to the 2018 Local Law Number 4, Section 6, I hereby submit for your confirmation the following individual to be re-appointed as a member of the Erie County Fair Housing Board. Their term will end: May 31, 2024.

Terri Flaherty
2393 Main Street
Buffalo, NY 14214

If you have any questions about this or any other matter, please feel free to contact my office at 858-8500.

Sincerely yours,

Mark C. Poloncarz, Esq.
Erie County Executive

MCP/oo

cc: Tom Hersey, Erie County Commissioner of Environment and Planning
Karen Rybicki, First Deputy Commissioner of Social Services
Terri Flaherty



PATRICK J. KALER
PRESIDENT & CEO

EQ EG MAY 13 '21 AM 11:57

403 Main Street, Suite 630 ■ Buffalo, New York 14203 ■ 716-961-0200 ■ Kaler@VisitBuffaloNiagara.com

May 12, 2021

Mr. Robert Graber
Clerk, Erie County Legislature
92 Franklin Street, 4th Floor
Buffalo, NY 14202

Dear Mr. Graber:

Enclosed please find the first quarter reports outlining efforts made toward achieving funding purposes as stated in the Business Plan for Visit Buffalo Niagara and Buffalo Niagara Convention Center and financial statements for the period ending March 31, 2021.

Sincerely,

Patrick J. Kaler
President and CEO

/Enclosures





PATRICK J. KALER
PRESIDENT & CEO

403 Main Street, Suite 630 ▪ Buffalo, New York 14203 ▪ 716-961-0200 ▪ Kaler@VisitBuffaloNiagara.com

May 12, 2021

I, the undersigned, do hereby certify based on my knowledge, the information provided herein:

- Is accurate, correct and does not contain any untrue statement of material fact;
- Does not omit any material fact which, if omitted, would cause the financial statements to be misleading in light of the circumstances under which such statements are made;
- Fairly presents, in all material respects, the financial condition and results of operations of the authority as of and for the periods presented in the financial statements.

Visit Buffalo Niagara
Buffalo Niagara Convention Center

Patrick J. Kaler
President and CEO





2021 QUARTERLY REPORT

Q1

MAY 5, 2021



FROM THE CEO

I hope this message finds you safe and well.

As the hospitality industry begins what we hope will be a robust post-pandemic recovery, I wanted to take this opportunity to bring you up to date on initiatives Visit Buffalo Niagara is undertaking to ensure our industry emerges from the challenges of 2020 stronger than ever.

This renewed commitment to excellence includes an investment in new data analysis tools that will assist in measuring and managing our performance in delivering maximum ROI for our industry and community. These tools and the performance metrics they measure will take us beyond traditional KPIs and allow us to better understand who our customers are, where they are coming from and what motivates and informs their travel decision-making. A concise, customized dashboard will eventually be available on a monthly basis to assist the entire industry in strategic decision making and business planning.

Visit Buffalo Niagara is also investing in a countywide destination master plan that will serve as a ten-year blueprint for maximizing our tourism economy's potential. The task of drafting this plan will be a collective endeavor that includes tourism industry leaders, stakeholders and residents. The plan we collectively develop will also lead to the creation of focused three-year strategic plans for both Visit Buffalo Niagara and the Buffalo Niagara Convention Center.

On behalf of the Visit Buffalo Niagara board of directors, committees and staff, you have our commitment to use every tool at our disposal – tried and true as well as new and innovative – to facilitate and accelerate our journey of rebuilding and recovery. As I've said many times over the past year, "...tourism is a resilient industry, Buffalo is a resilient destination. Together, we will come back bigger, bolder and stronger than before."

Sincerely,
Patrick Kaler
President and CEO

Q1 FINANCIAL SUMMARY

Q1 Financials	Projected	Budgeted	Variance	% Variance
Revenues	\$920,341.00	\$916,999.00	\$3,342.00	0.36%
Expenses				
Marketing & Communications	173,893.00	168,549.00	5,344	3.17%
Convention Sales & Services	247,931.00	287,334.00	(39,403)	-13.71%
Destination Development	40,526.00	40,070.00	(456)	1.14%
Airport Visitor Center	11,033.00	21,115.00	(10,122)	-47.89%
Downtown Visitor Center	7,843.00	9,821.00	(1,978)	-20.14%
Administrative & Finance	241,960.00	239.0	2,361	0.99%
TOTAL EXPENSES	\$723,156.00	\$766,488	(43,332.00)	-5.65%
Increase (Decrease) In Net Assets	\$197,185.00	\$150,511.00	\$46,674.00	

SALES AND SERVICES UPDATE

VBN/BNCC Customer Advisory Council

A virtual meeting of the Council took place on March 9, 2021, with sixteen members in attendance. The membership consists of National and State association Executive Directors and Meeting Planners. The agenda included conversations regarding Diversity, Equity and Inclusion; industry success measurements post COVID, and the future of the meetings industry. The CAC will convene two more times in 2021, with a session dedicated to the VBN Destination Master Plan, as well as an in-person meeting this fall in Buffalo.



Sports Commission Advisory Council

The Buffalo Niagara Sports Commission held a virtual meeting on March 26, 2021. Discussion items included the engagement of the commission during the destination master planning process, updates to the Customer Confidence Program and a redesign of the Sports website. Staff also shared plans for COVID safe, yet inviting and informational welcome tables as well as a revision for the promotion of the highly successful Bring It Home program. Attendees were encouraged to offer updates to Erie County athletic facilities and to keep their listings up to date.

Heartland Travel Showcase

Staff attended the February 12-14, 2021, virtual tradeshow comprised of Midwest-based tour companies. This year's showcase offered three days of educational sessions and individualized appointments with tour operators. VBN conducted sales meetings with 25 tour operators promoting new itineraries in Erie County for future tour groups. While most operators were looking for opportunities in 2022, several were interested in the current year.



American Bus Association

ABA represents Tour Operators from around the U.S. and offered a virtual on-demand convention in 2021 instead of an in-person annual marketplace. VBN staff participated in a monthly one-day virtual informational meeting, conducting over 40 appointments with U.S.-based operators promoting new itineraries in Erie County. Staff will also participate in a similar monthly virtual meeting in Q2.

360 Virtual Reality Venue Project

This initiative will showcase the Buffalo Niagara Convention Center, hotels with meetings space, athletic facilities and attractions utilizing virtual reality 360-degree technology. The video productions will be utilized for sales and marketing purposes when promoting the destination for large groups whether they are conventions, meetings, tours or athletic competitions. The video content will live on the VBN website and will be used in e-proposals.

Empire State Society of Association Executives (ESSAE) Annual Awards

Through a sponsorship, Visit Buffalo Niagara served as the Emcee for the 2021 ESSAE Virtual Awards and Recognition Ceremony. Over 150 ESSAE members participated via Facebook Live and YouTube.



MARKETING AND COMMUNICATIONS UPDATE

VisitBuffaloNiagara.com Update

Madden Media performed a full website audit to understand what actions needed to be taken to achieve a minimum 'A' level status, in accordance with the Website Compliance Accessibility Guidelines (WCAG), to make our website more accommodating for those with disabilities. After reviewing all 2,100+ pages of the website, Madden Media improved navigation usability, made significant improvements, improved screen reader usability and improved the overall site structure. VBN strives to keep not only the content of the site up-to-date, but also its functionality and accessibility.



U.S. Travel Association's National Plan for Vacation Day



Visit Buffalo Niagara's special projects on social media included a promotion of U.S. Travel's National Plan for Vacation Day. Utilizing our "Remember to Dream" messaging, VBN asked our followers to consider Buffalo when daydreaming and planning for travel in the year ahead.



Buffalo Staycation Packages

During Q1, Visit Buffalo Niagara aggressively promoted special Staycation packages. Following a successful end of 2020 "Buy Local" promotion in cooperation with Erie County through CARES Act Funding, this promotion encourages locals to take a hometown getaway to any of the county's participating hotels.

Thank you to the eighteen Erie County Hotels for their participation in the Buffalo Staycation Promotion. Every part of Erie County was represented and with various hotel types and price points making it appealing to a wide audience.

Q1 Top Performing Videos



January:
"One Bills Driveway: The Playoffs"
61,238 Views



February:
"Buffa101: This Little Pig"
7,542 Views



March:
"Buffa101: Cheerios"
12,014 Views

Spring TV Commercial

VBN's Marketing team launched a visitor-focused version of the "Come Back to the Comeback" commercial that had been widely seen on local broadcast TV in Fall 2020 through the Erie County CARES Act Buy Local campaign. The new commercial will be broadcast in New York State with a focus on the 200–300-mile drive market encouraging potential visitors to come back to the revitalized Buffalo when they are ready to start traveling again.



Media Relations

The results of the pandemic forced the reorganization of the Marketing/Communications department and the elimination of the Media Relations Manager position. Even with travel writer and media visits at a standstill during 2020, the destination has enjoyed a few media placements as a result of previous trips and travel writer relationships with the organization. In 2021, Visit Buffalo Niagara has engaged Madden Media to oversee our ongoing media relations function. We are anticipating a return to media visits later in the year but expect more activity in 2022 when we are assured of the health and safety for all involved with hosting travel writers. Following the exciting end of 2021 Travel+Leisure article featuring Buffalo as #7 on the "The 50 Best Places to Travel in 2021," below is a sampling of some of the Q1 media coverage generated through the efforts of Visit Buffalo Niagara in Discover Blog, Men's Journal and AFAR Travel Magazine & Guide.



Buffalo Wings: Buffalo, United States



They're the mainstay of any half-decent sports bar, barbecue, or party. Buffalo wings were invented in 1964 in Buffalo, New York. Tereasa Bellissimo smothered a plate of wings with a special sauce and brought them out to customers at the Anchor Bar, where they were warmly received. Wings are snapped in half, deep-fried, and then liberally coated in that wonderful red



11. Buffalo, New York
While New York City and its surrounding boroughs get a lot of love for their legendary outdoor art, Buffalo has exploded over the past few years with new murals and public installations created by some of the greatest street artists in the world, like Eduardo



The Colored Musicians Club
Buffalo, New York

While New York City is the most famous destination for African American history, Buffalo has a rich and vibrant history of its own. The Colored Musicians Club, a historic site in Buffalo, New York, is a testament to the city's rich African American heritage. The club, which was founded in 1911, is a landmark building that has served as a gathering place for African American musicians and performers. The club is a testament to the city's rich African American heritage and is a must-visit destination for anyone interested in the city's history.

INDUSTRY RELATIONS UPDATE

Buffalo Ambassador Volunteers

Recognizing that Visit Buffalo Niagara has an engaged and at-the-ready group of volunteers, Erie County officials reached out to request our assistance providing directional assistance for individuals traveling to the County's vaccination clinic located at the Lexus Club inside the KeyBank Center. Over the course of five weeks, 60 volunteers working three-hour shifts helped to direct traffic and provided assistance inside the facility. Following a year of no events to volunteer their time, our Ambassadors were thrilled to be back doing what they enjoy and being the face of our community.



EC200

Visit Buffalo Niagara is active with the steering committee for EC200, Erie County's year-long bicentennial celebration. VBN has created a page on our website and is managing the EC200 Events Calendar through our Simpleview CRM. We will also

provide social media support with content on our Facebook, Twitter and Instagram accounts. CEO has been invited to participate and speak at the April press conference, and to provide a quote in the official media release.

Visitor Information Centers

As previously announced, Visit Buffalo Niagara has closed its two visitor center locations – corner of Washington and Clinton Streets and in Buffalo Niagara International Airport. In 2021, VBN is creating a new visitor center strategy that will include the purchase of a vehicle to create a mobile visitor center experience. "Seymour (See More) In The BUF" will provide the opportunity to take our visitor center anywhere in Erie County for annual events, sporting events and pop-up opportunities in high traffic areas. The strategy also includes the opportunity to engage our Buffalo Ambassador Volunteers with visitors and residents. Event organizers will be able to submit online requests for Seymour's FREE OF CHARGE appearance at events and festivals. It is our hope to have Seymour an active member of our organization later this year at festivals and events. We are also exploring other visual activations to engage visitors and residents in high traffic areas using QR code technology.



BUFFALO NIAGARA CONVENTION CENTER UPDATE

Center Remains Closed

Due to New York State restrictions on large gatherings and interior and exterior capital improvement projects, the Buffalo Niagara Convention Center remains closed with reopening taking place in Q3 of 2021. In the meantime, the BNCC staff has been working diligently on preparing the facility for reopening under new policies, protocols and guidelines associated with Covid-19 to ensure the health and safety of the center's guests and staff.



One of the Center's biggest accomplishments in our preparation for reopening was the building's STAR Facility certification with the Global Biorisk Advisory Council. This is the cleaning industry's only outbreak prevention, response and recovery accreditation for facilities and BNCC is one of a few hundred centers in the US to obtain this designation.

Interim General Manager

Thank you to VBN's Vice President of Sales and Services, Mike Even for taking on the additional duties as the BNCC's Interim General Manager during this time of transition. A search for a permanent General Manager will begin later this year.

Upstate New York Chapter of MPI



On March 18, 2021, the Upstate New York Chapter of MPI (Meeting Professionals International) held their annual gala – virtually. BNCC General Manager, Paul Murphy, was honored with the Leadership Award in recognition of his legacy to Buffalo and the Buffalo Niagara Convention Center. This was a fitting tribute to Paul and his immeasurable commitment to the hospitality industry. Paul's wife Kim and VBN CEO, Patrick Kaler recorded

video messages thanking the organization for the recognition and sharing personal reflections of Paul's love of Buffalo and the meetings industry.

Contributions to the Paul Murphy Memorial Scholarship continue to be accepted through the Visit Buffalo Niagara Foundation.

<https://buffaloconvention.com/about-us/paul-murphy-scholarship/>

NATIONAL AND STATE ADVOCACY AGENDA

U.S. Travel Association Destination Capitol Hill – March 17, 2021

- Support the PPP Extension Act of 2021 in the Senate, and the Paycheck Protection Program Extension Act in the House, that would push the deadline for PPP funding applications to May 31, 2021. While this extension will help, a third draw for hardest-hit businesses and further extension is still necessary.]
- Cosponsor and advance the Hospitality and Commerce Job Recovery Act to accelerate rehiring by driving demand to travel through temporary tax credits.
- Protect the future of Brand USA.
- U.S. Travel is developing a Plan to Restore Professional Meetings and Events through a science-driven approach to executing meetings and events based on a consistent health and safety framework.



New York State Hospitality and Tourism Association Advocacy Day – February 25, 2021

- Support Executive Proposal to Modernize Tax to include the Vacation Rental Industry. This proposal addresses some of the concerns the industry has related to unregulated short-term rentals. Senate Bill is sponsored by Senator Tim Kennedy.
- Support proposed funding for the I Love New York program. The "I Love NY" program provides funding for statewide tourism marketing strategies for establishing partnerships and implementing programs to encourage visitation. There is an allocation of \$2.5 million for the program in the Governor's Executive Budget Proposal, the same amount as last year.
- Support legislation to authorize municipalities to establish Tourism Recovery Improvement Districts. This bill would authorize a county or city, outside of NYC, to form a Tourism Recovery Improvement District (TRID). Authorized activities would include additional services required for tourism promotion and enhancement. Senate Bill is sponsored by Senator Tim Kennedy.
- Support legislation to provide relief to certain businesses in making websites and internet-based applications ADA-compliant.
- Request restoration of the \$1.4M in funding for Matching Grants Program. There is an allocation of \$2.45 million (a \$1.4 million reduction) for the program in the Governor's FY2021 Executive Budget Proposal. We are seeking total funding of \$3.8 million (as enacted in the FY 2021 Budget).

DESTINATION MASTER PLAN

Ten-Year Destination Master Plan

As part of Visit Buffalo Niagara's pandemic recovery strategy, we have engaged the professional services of MMGY/NEXTFactor to lead the organization and our community through a Destination Master Planning process. Destination master planning is about taking a strategic, rather than organic, approach to defining an overarching vision and competitive positioning for the Buffalo Niagara region.

The four to six-month project process will include an overall destination assessment, stakeholder engagement, a visioning workshop and the final plan development. The VBN Destination Master Plan will be a ten-year framework from which both VBN and the Buffalo Niagara Convention Center will develop three-year tactical strategic plans for each organization to accomplish the goals and objectives of the Master Plan.

The process for the Destination Master Plan began in April with immersive tours for the consultants coupled with initial one-on-one meetings with government officials, industry leaders and stakeholders. Thirteen industry sector focus group meetings will take place with members from our sports, transportation, accommodations, parks and recreation, attractions, events and festivals, government leaders, chambers of commerce, etc. An online survey will also be conducted to collect relevant data on resident sentiment toward tourism and its impact and influence on Erie County's visitor economy.

MMGY/NEXTFactor is a leading consultancy in destination master plans, having previously worked with Denver, Hilton Head, Ann Arbor, Miami and Indianapolis.

Visit Buffalo Niagara Board of Directors

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Lesley Haynes, Erie County Legislature Appointee
Thomas Hersey, Erie County Dept. of Environment & Planning
Patrick Kaler, Visit Buffalo Niagara – President & CEO
Thomas Long, The Westin Buffalo
Kim Minkel, Niagara Frontier Transportation Authority
Don Spasiano, Trocaire College
Gail Wells, Coppertown Blockclub & Buffalo Freedom Gardens

Unexpected Buffalo Photoshoot

In preparation for new consumer advertising campaigns, the Unexpected Buffalo was back in front of the camera to add to the image library. As you can see, he's rested, vaccinated and excited to be back to work.



Visit Buffalo Niagara Staff

Jo Ann Blatner, Industry Relations Assistant
Drew Brown, Marketing Manager
Michele Butlak, Accounting & Benefits Manager
Karen Cox, Convention Sales & Services Manager
Mike Even, Vice President of Sales & Services
Karen Fashana, Director of Marketing
Jennifer Gregory, National Sales Director
Pete Harvey, Director Sports Development
Ed Healy, Vice President of Marketing
Patrick Kaler, President & CEO
Cindy Kincaide, Director of Industry Relations
David Marzo, Chief Financial Officer
Leah Mueller, Director of Tourism Sales
Heather Nowakowski, Sales & Marketing Assistant
Judy Smith, Director of Administration
Lauran Vargo, Sports Services
Dionne Williamson, National Sales Director
Meaghan Zimmer, National Sales Director

Buffalo Niagara Convention Center Staff

Tom Beiter, Controller
Melissa Burke, Senior Director of Sales
Lorna Cullen, Executive Assistant
Mike Even, Interim Director
Patrick Kaler, President & CEO
Mary Ann Martin, Bookkeeper & Benefits Manager
Mark McMahon, Maintenance Supervisor
Terry O'Brien, Director of Operations
Ken Sanford, Chief Engineer
Danielle Winiarski, Director of Convention & Event Services



VISIT BUFFALO NIAGARA MISSION STATEMENT

Visit Buffalo Niagara sells and markets our assets and attractions to visitors outside the Buffalo Niagara region as a convention, tourism and leisure destination for the economic benefit of the community. VBN is Erie County's lead marketing organization for conventions, meetings, amateur sporting events, cultural and heritage tourism and consumer travel.



Buffalo Niagara Convention & Visitors Bureau, Inc.

FINANCIAL STATEMENTS

MARCH 31, 2021 AND 2020

UNAUDITED

For Presentation at the Board of Directors Meeting on Wednesday May 5, 2021

BUFFALO NIAGARA CONVENTION & VISITORS BUREAU, INC.

FINANCIAL STATEMENTS

FOR THE THREE MONTHS ENDED MARCH 31, 2021 AND 2020

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BUFFALO NIAGARA CONVENTION & VISITORS BUREAU, INC.
BALANCE SHEET
MARCH 31, 2021 AND 2020

UNAUDITED

	2021	2020
<u>ASSETS</u>		
Current assets:		
Cash and cash equivalents	\$ 2,045,050	\$ 2,026,891
Accounts Receivable - Erie County	3,630,933	1,815,467
Accounts Receivable - Trade	15,652	86,846
Grants Receivable	50,000	50,000
Prepaid expenses and supplies	110,766	137,295
Total current assets	5,852,401	4,116,499
Property and equipment, net	32,527	47,351
Total assets	\$ 5,884,928	\$ 4,163,850

LIABILITIES AND NET ASSETS

Current liabilities:		
Short-term borrowings	\$ -	\$ 250,000
Accounts payable and accrued expenses	242,247	213,398
Accounts payable - Foundation	26,080	21,176
Accounts payable - BNSDC	3,070	3,070
Deferred revenue - Other	11,014	200,424
Deferred revenue - Erie County Grant	2,723,200	2,904,746
SBA - EIDL Loan	150,000	-
SBA - PPP Loan/Grant	363,190	-
Total current liabilities	3,518,801	3,592,814
Net assets	2,366,127	571,036
Total liabilities and net assets	\$ 5,884,928	\$ 4,163,850

BUFFALO NIAGARA CONVENTION & VISITORS BUREAU, INC.
STATEMENT OF ACTIVITIES
FOR THE THREE MONTHS ENDED MARCH 31, 2021 AND 2020

	<u>Actual 3 Month(s) 03/31/21</u>	<u>Budgeted 3 Month(s) 03/31/21</u>	<u>\$ Variance Over (Under)</u>	<u>% Variance Over (Under)</u>	<u>Annual Budget 2021</u>	<u>Actual 3 Month(s) 03/31/20</u>
REVENUES	<u>\$ 920,341</u>	<u>\$ 916,999</u>	<u>\$ 3,342</u>	<u>0.36%</u>	<u>\$ 3,814,546</u>	<u>\$ 772,384</u>
MARKETING DEPARTMENT EXPENSES	\$ 173,893	\$ 168,549	\$ 5,344	3.17%	\$ 1,610,175	\$ 216,067
SALES & SERVICES DEPARTMENT EXPENSES	205,928	244,839	(38,911)	-15.89%	1,405,845	254,742
SPORTS SALES & SERVICES DEPARTMENT EXPENSES	42,003	42,495	(492)	-1.16%	326,615	82,426
DESTINATION DEVELOPMENT	40,526	40,070	456	1.14%	223,815	43,715
AIRPORT VISITOR CENTER EXPENSES	11,003	21,115	(10,112)	-47.89%	21,115	31,691
BUFFALO VISITOR CENTER EXPENSES	7,843	9,821	(1,978)	-20.14%	9,821	27,996
ADMINISTRATIVE & FINANCE EXPENSES	241,960	239,599	2,361	0.99%	965,435	209,518
TOTAL EXPENSES	<u>\$ 723,156</u>	<u>\$ 766,488</u>	<u>\$ (43,332)</u>	<u>-5.65%</u>	<u>\$ 4,562,821</u>	<u>\$ 866,155</u>
INCREASE (DECREASE) IN NET ASSETS	\$ 197,185	\$ 150,511	\$ 46,674		\$ (748,275)	\$ (93,771)
NET ASSETS - BEGINNING	2,168,942	2,168,942	-		2,168,942	664,807
NET ASSETS - ENDING	<u>\$ 2,366,127</u>	<u>\$ 2,319,453</u>	<u>\$ 46,674</u>	<u>2.01%</u>	<u>\$ 1,420,667</u>	<u>\$ 571,036</u>

BUFFALO NIAGARA CONVENTION & VISITORS BUREAU, INC.
TOTAL REVENUES
FOR THE THREE MONTHS ENDED MARCH 31,2021 AND 2020

	Actual 3 Month(s) 03/31/21	Budgeted 3 Month(s) 03/31/21	\$ Variance Over (Under)	% Variance Over (Under)	Annual Budget 2021	Actual 3 Month(s) 03/31/20
Erie County Grant	\$ 907,734	\$ 907,734	\$ -	0.00%	\$ 3,630,933	\$ 726,187
Erie County - CARES Act Grant	-	-	-	-	-	-
Advertising Sales	840	1,500	(660)	-44.00%	65,000	1,050
Assessments - Convention	-	-	-	-	-	-
NYS Matching Funds Program	-	-	-	-	-	-
Joint/Co-Op - Marketing	-	1,500	(1,500)	-100.00%	5,000	-
Joint/Co-Op - Sales	1,800	5,200	(3,400)	-65.38%	34,600	11,782
Joint/Co-Op - Destination Development	-	-	-	-	-	-
Grant Revenues	-	-	-	-	75,000	-
Merchandising Revenues - BVC	2,778	-	2,778	-	-	2,113
Merchandising Revenues - Airport VC	4,829	-	4,829	-	-	30,333
Interest Income	225	565	(340)	-60.18%	2,500	723
Miscellaneous Income	2,135	500	1,635	327.00%	1,513	196
Merchandising Revenues - Conventions	-	-	-	-	-	-
Total Revenues	\$ 920,341	\$ 916,999	\$ 3,342	0.36%	\$ 3,814,546	\$ 772,384

BUFFALO NIAGARA CONVENTION & VISITORS BUREAU, INC.

TOTAL EXPENSES

FOR THE THREE MONTHS ENDED MARCH 31,2021 AND 2020

	Actual 3 Month(s) 03/31/21	Budgeted 3 Month(s) 03/31/21	\$ Variance Over (Under)	% Variance Over (Under)	Annual Budget 2021	Actual 3 Month(s) 03/30/20
<u>Personnel Costs:</u>						
Salaries	\$ 335,176	\$ 312,741	\$ 22,435	7.17%	\$ 1,353,985	\$ 415,373
Payroll Taxes & Fringe Benefits	63,263	61,032	2,231	3.66%	263,825	85,746
Training	1,485	2,500	(1,015)	-40.60%	28,000	9,629
Total Personnel Costs	\$ 399,924	\$ 376,273	\$ 23,651	-29.77%	\$ 1,645,810	\$ 510,748
<u>Sales & Marketing Expenditures:</u>						
Advertising	\$ 37,573	\$ 43,560	\$ (5,987)	-13.74%	\$ 1,033,965	\$ 91,344
Convention Commitments	-	-	-	-	111,500	21,500
Visitor Guide	-	-	-	-	65,000	-
Tradeshows	3,358	12,800	(9,442)	-73.77%	181,179	23,604
Printing	9,716	16,000	(6,284)	-39.28%	87,200	71
Postage	748	170	578	340.00%	1,256	421
Sales Bids & Promotions	7,950	21,600	(13,650)	-63.19%	150,000	15,618
Convention Sales & Services	3,879	3,900	(21)	-0.54%	43,500	3,958
Travel & Meetings	254	4,380	(4,126)	-94.20%	48,000	5,472
Receptions	-	5,000	(5,000)	-100.00%	30,950	1,170
Research	48,805	48,722	83	0.17%	137,500	17,274
Website Development/Hosting	41,433	34,644	6,789	19.60%	141,500	22,027
Familiarization Tours	75	1,640	(1,565)	-95.43%	72,000	891
Professional Fees & Public/Media Relations	7,800	7,800	-	0.00%	31,200	2,720
Freelance/Graphic Artist	2,016	2,875	(859)	-29.88%	24,000	1,130
Regional Marketing	-	-	-	-	-	13,275
Airport Visitor Center Operations	11,003	21,115	(10,112)	-47.89%	21,115	21,220
Market Arcade Visitor Center Operations	7,843	9,821	(1,978)	-20.14%	9,821	9,463
Promotional Items	4,740	3,870	870	22.48%	22,500	435
Destination Development	8,880	10,235	(1,355)	-13.24%	91,500	13,057

BUFFALO NIAGARA CONVENTION & VISITORS BUREAU, INC.
TOTAL EXPENSES
FOR THE THREE MONTHS ENDED MARCH 31,2021 AND 2020

	Actual 3 Month(s) 03/31/21	Budgeted 3 Month(s) 03/31/21	\$ Variance Over (Under)	% Variance Over (Under)	Annual Budget 2021	Actual 3 Month(s) 03/30/20
Film/Video/Photo Productions	2,515	-	2,515	-	95,000	7,296
Photography	497	2,595	(2,098)	-80.85%	25,300	754
Online Media Resource	-	-	-	-	-	1,684
Social Networking/Wing Trail	685	1,030	(345)	-33.50%	13,275	-
Total Sales & Marketing Expenditures	\$ 199,770	\$ 251,757	\$ (51,987)	-20.65%	\$ 2,437,261	\$ 274,384
Technology & Equipment	451	6,750	(6,299)	-93.32%	29,500	1,118
Departmental Administrative Expenses	123,011	131,708	(8,697)	-6.60%	450,250	79,905
Total Expenses	\$ 723,156	\$ 766,488	\$ (43,332)	-5.65%	\$ 4,562,821	\$ 866,155

BUFFALO NIAGARA CONVENTION CENTER			
Q1 Revenue	Goal	Actual	Variance
Rent Revenue	\$0	\$0	0.00%
F&B Revenue	\$0	\$0	0.00%
Electrical Service	\$0	\$0	0.00%
Other Revenue	\$0	\$0	0.00%
TOTAL REVENUE	\$0	\$0	0.00%
YTD Revenue	2021	2020	Variance
Rent Revenue	\$0	\$258,761	-100.00%
F&B Revenue	\$0	\$705,465	-100.00%
Electrical Service	\$0	\$63,775	-100.00%
Other Revenue	\$0	\$57,170	-100.00%
TOTAL REVENUE	\$0	\$1,085,171	-100.00%
Q1/YTD Events	2021	2020	Variance
Number of Events	0	22	-100.00%
Attendance	0	95,698	-100.00%
F&B Profit Margin	0	24.9	-100.00%
Guest Satisfaction Survey	0	4.97	-100.00%
Comments Q1			
No events or revenues in the first quarter of 2021 due to the Covid-19 pandemic.			
Q1 Major Events Hosted			
Month	Event Name	Number of Attendees	
Jan - March	No events held due to the Covid-19 pandemic	-	
Q1 Major Events Booked			
Year	Event Name	Expected Revenue	
2021	YMCA Buffalo Niagara – Post Race Party	\$13,500	
2022	Society of Women Engineers – 2022 WE Local Conference	\$73,300	
2022	Break the Floor Productions – Jump Dance Convention	\$31,250	
2024	Marketplace Events – 2024 Buffalo Home and Garden Show	\$230,000	
2025	Marketplace Events – 2025 Buffalo Home and Garden Show	\$240,000	
2026	Marketplace Events – 2026 Buffalo Home and Garden Show	\$250,000	
Q1 Notable Sales Activities			
Date	Program		
January	Participated in Buffalo Reopening Task Force Meeting		
January	Participated in Event Services Professionals Association (ESPA) Virtual Conference		
January	Hosted Buffalo Police Department KP Training		
January	Site visit with Paramount Films scout		
January	Site visit with One of a Kind Films Inc. scout		

February	Participated in Convention Sales Professionals International (CSPI) Virtual Sales Summit
February	Partnered with VBN, Rochester CVB & Rochester Convention Center to host a virtual client event "Certain Planning in Uncertain Times"
February	Hosted the Mayor's State of the City taping
February	Attended the VBN/Hotel Partners Virtual Meeting
February/March	Client outreach to all events scheduled through September 2021 to reschedule/cancel due to the pandemic and planned renovation projects
March	Attended the MPI Virtual Gala, cosponsored a portion of the program with VBN
March	Attended IAVM Town Hall Meeting
March	Participated in the Customer Advisory Council Virtual Meeting with VBN
March	Received our second PPP Loan
March	Site visit with Buffalo Fire Department
Ongoing	Working with the County as a COVID test site featuring weekly drive through and periodic rapid testing on site
Ongoing	Regular and ongoing client outreach. Assist with securing new dates and provide updated guidelines and facility information
Ongoing	Participate in regular industry webinars and virtual meetings to keep updated on current trends and client activity
Ongoing	Attend regular meetings to review upcoming city and county projects
Ongoing	Continue to research and make appropriate purchases of supplies for reopening



**Buffalo Niagara Convention Center Management
Corporation**

FINANCIAL STATEMENTS

MARCH 31, 2021 and 2020

UNAUDITED

For Presentation to the Board of Directors Wednesday May 5, 2021

BUFFALO NIAGARA CONVENTION CENTER MANAGEMENT CORP.
BALANCE SHEET
MARCH 31, 2021 AND 2020

UNAUDITED

	2021	2020
<u>ASSETS</u>		
Current assets:		
Cash and cash equivalents	\$ 1,322,341	\$ 1,187,653
Investments	-	199,632
Accounts receivable (net)	(750)	474,923
Accounts Receivable - County Grant	1,867,551	-
Inventory	29,310	39,880
Prepaid expenses	169,288	330,180
Total current assets	3,387,740	2,232,268
Property and equipment, net	-	-
Total assets	\$ 3,387,740	\$ 2,232,268

LIABILITIES AND NET ASSETS

Current liabilities:		
Short-term borrowings	\$ -	\$ -
Accounts payable and accrued expenses	164,589	410,663
Deferred revenue - Erie County Grant	1,400,664	560,265
Deferred revenue - Other	94,627	146,386
PPA Loan Funds	375,215	-
Total current liabilities	\$ 2,035,095	\$ 1,117,315
Long-term debt	-	-
Net Assets:		
Net assets - unrestricted	1,352,645	1,114,953
Total liabilities and net assets	\$ 3,387,740	\$ 2,232,268

BUFFALO NIAGARA CONVENTION CENTER MANAGEMENT CORP.
STATEMENT OF ACTIVITIES
MARCH 31, 2021 AND 2020

UNAUDITED

	<u>Actual March 2021</u>	<u>Budget March 2021</u>	<u>\$ Variance Over (Under)</u>	<u>% Variance Over (Under)</u>	<u>Actual March 2020</u>
Technology Grant	\$ -	\$ -	\$ -	0%	\$ -
County Grant Funds	155,629	155,629	-	0%	62,252
Other revenues	(8,591)	(6,683)	(1,908)	29%	43,978
Total Revenues	<u>147,038</u>	<u>148,946</u>	<u>(1,908)</u>	<u>-1%</u>	<u>106,230</u>
Payroll and related costs	82,905	68,327	14,578	21%	184,865
Professional fees	10,288	15,948	(5,660)	-35%	7,369
Supplies	1,483	3,077	(1,594)	-52%	16,569
Telephone	4,169	7,099	(2,930)	-41%	5,619
Postage and Freight	21	116	(95)	-82%	84
Occupancy costs	45,773	42,695	3,078	7%	52,997
Equipment rental and maintenance	14,242	5,608	8,634	154%	12,385
Travel expenses	-	2,375	(2,375)	-100%	2,972
Promotional expenses	-	4,131	(4,131)	-100%	9,108
Other Expenses	559	2,852	(2,293)	-80%	11,105
Depreciation expense	-	-	-	0%	-
Capital Equipment Purchases	-	-	-	-	111
Total Operating expenses	<u>159,440</u>	<u>152,228</u>	<u>7,212</u>	<u>5%</u>	<u>303,184</u>
Increase (decrease) in net assets	<u>(12,402)</u>	<u>(3,282)</u>	<u>(9,120)</u>	<u>278%</u>	<u>(196,954)</u>
Net assets - beginning	1,365,048	1,380,056	(15,008)	-1%	1,311,907
Net assets - ending	<u>\$1,352,646</u>	<u>\$1,376,774</u>	<u>\$ (24,128)</u>	<u>-2%</u>	<u>\$ 1,114,953</u>

BUFFALO NIAGARA CONVENTION CENTER MANAGEMENT CORP.
STATEMENT OF ACTIVITIES
FOR THE THREE MONTHS ENDED MARCH 31, 2021 AND 2020

UNAUDITED

	Actual March 2021	Budget March 2021	\$ Variance Over (Under)	% Variance Over (Under)	Actual March 2020
Technology Grant	\$ -	\$ -	\$ -	0%	\$ -
County Grant Funds	466,887	466,887	-	0%	373,510
Other revenues	(27,911)	(20,049)	(7,862)	39%	557,426
Total Revenues	438,976	446,838	(7,862)	-2%	930,936
Payroll and related costs	238,102	204,981	33,121	16%	586,046
Professional fees	23,134	26,846	(3,712)	-14%	36,653
Supplies	9,687	9,231	456	5%	52,111
Telephone	14,776	21,297	(6,521)	-31%	18,471
Postage and Freight	157	348	(191)	-55%	627
Occupancy costs	132,080	124,291	7,789	6%	188,108
Equipment rental and maintenance	23,969	16,824	7,145	42%	34,020
Travel expenses	-	7,125	(7,125)	-100%	13,611
Promotional expenses	354	12,393	(12,039)	-97%	21,714
Other Expenses	3,694	6,350	(2,656)	-42%	21,168
Depreciation expense	-	-	-	0%	-
Capital Equipment Purchases	-	-	-	-	528
Total Operating expenses	445,953	429,686	16,267	4%	973,057
Increase (decrease) in net assets	(6,977)	17,152	(24,129)	-141%	(42,121)
Net assets - beginning	1,359,622	1,359,622	-	0%	1,157,074
Net assets - ending	\$ 1,352,645	\$ 1,376,774	\$ (24,129)	-2%	\$ 1,114,953

BUFFALO NIAGARA CONVENTION CENTER MANAGEMENT CORP.
SCHEDULE OF FOOD SERVICE OPERATIONS
FOR THE THREE MONTHS ENDED MARCH 31, 2021 AND 2020

UNAUDITED

	For the Month		Year To date		Year To Date	
	March		March		March	
	2021	%	2021	%	2020	%
Sales:						
Sales - Food	\$ -		\$ -		\$ 591,281	83.81%
Sales - Beverage	-		-		113,235	16.05%
Sales - Vending all	-		-		949	0.13%
Sales - Non-foods Other	-		-		-	0.00%
Total Sales	-	0.00%	-	0.00%	705,465	100.00%
Cost of Sales:						
Cost of Sales - Food	-		(848)		175,649	29.71%
Cost of Sales - Beverage	-		-		43,083	38.05%
Cost of Sales - Vending all	-		-		660	69.55%
Cost of Sales - Non foods & Other	-		-		-	0.00%
Cost of Sales - Employee meals	-		-		-	0.00%
Total Cost of Sales	-		(848)		219,392	31.10%
Gross Profit	-		848		486,073	68.90%
Operating Expenses:						
Salaries & Benefits	1,410		4,585		245,170	34.75%
Professional fees/Contracts	-		-		-	0.00%
Supplies and Freight	-		-		19,154	2.72%
Occupancy	7,181		24,177		24,997	3.54%
Equipment rental & maintenance	-		-		5,313	0.75%
Travel expenses	-		-		-	0.00%
Promotion	-		-		12,080	1.71%
Other	-		-		3,936	0.56%
Total Operating Expenses	8,591		28,762	0.00%	310,650	44.03%
Net Income Food Service	\$ (8,591)		\$ (27,914)		\$ 175,423	24.87%

BUFFALO NIAGARA CONVENTION CENTER MANAGEMENT CORP.
OTHER REVENUES RECAP
FOR THE THREE MONTHS ENDED MARCH 31, 2021 AND 2020

UNAUDITED

	For The Month				Year to Date					
	Actual March 2021	Budget March 2021	\$ Variance Over (Under)	% Variance Over (Under)	Actual March 2020	Actual March 2021	Budget March 2021	\$ Variance Over (Under)	% Variance Over (Under)	Actual March 2020
Rentals	\$ -	\$ -	\$ -		\$ 68,824	\$ -	\$ -	\$ -		\$ 258,761
Equipment Rentals	-	-	-		-	-	-	-		18,934
Electrical Services	-	-	-		21,536	-	-	-		63,775
Commissions	-	-	-		277	3	-	3		2,297
Net Catering Revenues	(8,591)	(6,683)	(1,908)	29%	(52,417)	(27,914)	(20,049)	(7,865)	39%	175,423
Investment Income	-	-	-		-	-	-	-		-
Other	-	-	-		5,758	-	-	-		38,236
Total Other Revenues	\$ (8,591)	\$ (6,683)	\$ (1,908)	29%	\$ 43,978	\$ (27,911)	\$ (20,049)	\$ (7,862)	39%	\$ 557,426