

THE ERIE COUNTY LEGISLATURE

**ECONOMIC  
DEVELOPMENT  
COMMITTEE**

Howard J. Johnson, Jr.  
*Chair*

Timothy J. Meyers  
*Vice-Chair*

Meeting No. 2 – January 28, 2021 – 10:30 AM

TAB R&F APP

1.	<a href="#"><u>COMM. 6E-35 (2020)</u></a> Session 6	<b>LORIGO</b> <i>“Letter to Visit Buffalo Niagara President/CEO - RE: Convention Center”</i>			
2.	<a href="#"><u>LL INTRO. 7-1 (2020)</u></a> Session 20	<b>MEYERS, BASKIN &amp; JOHNSON</b> <i>“A LL updating and reforming Erie County's Requirements for Lowest Responsible Bidding on County Construction Projects and Repealing and Replacing Local Law 1-2009 in its Entirety”</i>			
3.	<a href="#"><u>INTRO. 2-1 (2021)</u></a> Session 2	<b>BASKIN</b> <i>“Extending Abandoned and Vacant Home Contract of WNY Law Center into 2021”</i>			
4.	<a href="#"><u>COMM. 2E-7 (2021)</u></a> Session 2	<b>COUNTY EXECUTIVE</b> <i>“2021 Annual Action Plan for Community Development Block Grant, Emergency Solutions &amp; HOME Investment Partnership Programs”</i>			

5.	<a href="#"><u>COMM. 2E-9 (2021)</u></a> Session 2	<b>COUNTY EXECUTIVE</b> <i>“Proposed Easement - EC to Niagara Mohawk Power Corporation”</i>			
6.	<a href="#"><u>COMM. 2E-11 (2021)</u></a> Session 2	<b>COUNTY EXECUTIVE</b> <i>“Installation of Historical Marker within County Shoreline Trail Right-of- Way, Lackawanna”</i>			
7.	<a href="#"><u>COMM. 2E-15 (2021)</u></a> Session 2	<b>COUNTY EXECUTIVE</b> <i>“Contract to Survey &amp; Revise Construction Documents - Two Mile Creek Greenway Trail”</i>			
8.	<a href="#"><u>COMM. 2E-20 (2021)</u></a> Session 2	<b>LORIGO, TODARO, GREENE &amp; MILLS</b> <i>“Letter to ED Committee Chair Requesting Discussion on Buffalo Metro Area Home Building Impact Study”</i>			
9.	<a href="#"><u>COMM. 2M-6 (2021)</u></a> Session 2	<b>NFTA</b> <i>“Board Minutes for Meeting Held on 10/22/2020”</i>			



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## ERIE COUNTY LEGISLATURE

HON. JOSEPH C. LORIGO  
10<sup>TH</sup> 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.

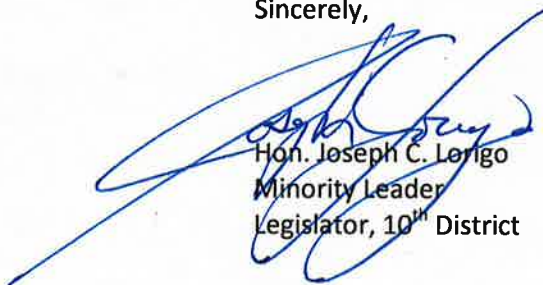
I went back and listened to the audio of your press conference with the County Executive and the Legislature's committee meeting where you participated. During each of those presentations, you claimed that we lost over 1,200 conventions/meetings since 2014. However, I found an interview with WGRZ/Channel 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 20<sup>th</sup>.

Sincerely,



Hon. Joseph C. Longo  
Minority Leader  
Legislator, 10<sup>th</sup> District

cc: The Erie County Legislature

WEATHER ALERT

4 Weather Alerts

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## 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.

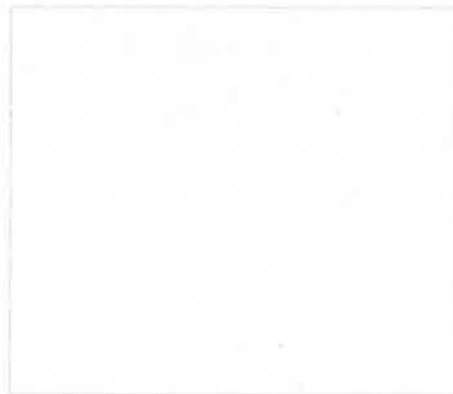
"We will be able to do much more events," said Kaler. "We will be able to attract anywhere between 18 193, based on what the consultants are suggesting within the expanded convention center."

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)*

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**By Sandra Tan**

Published March 13, 2019 | Updated March 13, 2019

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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*

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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.

<b>MARKETING</b>			
<b>Q4 Website &amp; Mobile</b>	<b>2019</b>	<b>2018</b>	<b>Variance</b>
Sessions	323,028	323,031	0.00%
Pageviews	591,630	619,895	-4.56%
Time on Page	1:37	1:25	13%
<b>YTD Website &amp; Mobile</b>	<b>2019</b>	<b>2018</b>	<b>Variance</b>
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 <sup>th</sup> 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
<b>Q3 Site Visits</b>		<b>Hotel Room Nights</b>	<b>Economic Impact</b>
Church of God 7 <sup>th</sup> 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		--	--
<b>Q3 Lost Business</b>			
<b>Meeting/Event</b>	<b>Year(s)</b>	<b>Hotel Room Nights</b>	<b>Reason Lost</b>
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
<b>Q2 Site Visits</b>		<b>Hotel Room Nights</b>	<b>Economic Impact</b>
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
<b>Q2 Lost Business</b>			
<b>Meeting/Event</b>	<b>Year(s)</b>	<b>Hotel Room Nights</b>	<b>Reason Lost</b>
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 <sup>st</sup> 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><b>DMAI Sales Academy 1 &amp; 2</b> – 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><b>CVBreps Holiday party</b> – 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><b>Washington DC sales mission</b>- together with our DMO-IMEA partners (Birmingham, Bloomington, Omaha, Wichita), we hosted a Coffee Meet &amp; Greet, Luncheon and Evening Reception where targeted meeting planners were invited. Overall 26 planners attended one or more of the hosted events.</p> <p><b>Connect Faith</b> – 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><b>MPI Northeast NY</b> 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><b>ESSAE Holiday Party &amp; NYS Association Sales Mission</b> – 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
<b>Q3 Site Visits</b>		<b>Hotel Room Nights</b>	<b>Economic Impact</b>
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
<b>Q3 Lost Business</b>			
<b>Meeting/Event</b>	<b>Year(s)</b>	<b>Hotel Room Nights</b>	<b>Reason Lost</b>
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.
<b>Q3 Sales Initiatives and Programs</b>			
<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 3<sup>rd</sup> 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><b>Upcoming Trade Shows:</b></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
<b>Q4 Site Visits</b>		<b>Hotel Room Nights</b>	<b>Economic Impact</b>
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
<b>Q4 Lost Business</b>			
<b>Meeting/Event</b>	<b>Year(s)</b>	<b>Hotel Room Nights</b>	<b>Reason Lost</b>
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
<b>Q3 Site Visits</b>		
	<b>Hotel Room Nights</b>	<b>Economic Impact</b>
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 3<sup>rd</sup> 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.

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

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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 <sup>st</sup> 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

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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 <sup>th</sup> 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



**COUNTY OF ERIE**

**LOCAL LAW INTRO. NO. 7-1-2020**

**LOCAL LAW NO. \_\_\_-2020**

A LOCAL LAW updating and reforming Erie County's Requirements for Lowest Responsible Bidding on County Construction Projects and Repealing and Replacing Local Law 1-2009 in its entirety.

Be it enacted by the Erie County Legislature as follows:

**Section 1. Legislative Intent.**

The Erie County Legislature hereby finds, declares and determines that:

- A. New York General Municipal Law Section 103 requires that all contracts entered into by the County of Erie for public work involving an expenditure of more than thirty-five thousand dollars (\$35,000) shall be awarded to the lowest responsible bidder.
- B. Taxpayers have a strong interest in an effective screening process to ensure that appropriate contractors be awarded public works contracts. A thorough evaluation process ensures that the taxpayers get a proper return on their investment and that qualified contractors are awarded bids.
- C. General Municipal Law § 103(15)(a) recognizes the need for this process and provides that municipalities, such as the County of Erie, may establish guidelines governing the qualifications of bidders seeking to bid or enter into such contracts.
- D. By enacting this Local Law, the County of Erie seeks to establish such guidelines in order to assure the prudent and economical use of public moneys for the benefit of all the inhabitants of the County.

**Section 2. Short Title.**

This Local Law shall be known as "the Erie County Lowest Responsible Bidder Law".

**Section 3. Applicability.**

This Local Law shall apply to County of Erie construction projects, defined herein, in excess of \$35,000 and advertised for bids on or after the effective date of this Local Law.

**Section 4. Definitions.**

A. "The County of Erie" or "County" as used herein shall include the political subdivision known as the County of Erie as well as those County Departments responsible for letting public works contracts.

B. "Bidder" or "bidders" as used herein shall include individuals, companies, partnerships or other entities that respond to requests for bids issued by the County of Erie.

C. "Construction Projects" as used herein shall mean projects with a value in excess of \$35,000 where the County of Erie is a direct or indirect party to the contract which includes more than an incidental amount of construction type activity intended to benefit the public, including all work which is necessary, incidental or connected with the execution of the contract which is performed by construction workers. A public entity need not be party to the construction contract. A construction contract includes: projects that the County of Erie funds directly, projects that the County of Erie funds indirectly by providing funds to a separate entity to perform the construction type activity; privately financed construction projects specifically built with the intent of leasing them to any Department of the County of Erie government; and construction projects built under the County of Erie's direction and later paid for with County of Erie funds.

D. "Commissioner" as used herein shall mean the Commissioner of the County of Erie Department that is requesting bids and/or his or her designee.

E. "Responsible" or "responsibility" as used herein means the financial ability, legal capacity, integrity, past performance of a business entity and compliance with applicable laws and regulations and as such terms have been interpreted relative to public procurements.

F. "Responsive" as used herein means a bidder meeting the minimum specifications or requirements as prescribed in the request for bids.

G. "Responsibility Questionnaire" shall mean the current the New York Vendor Responsibility Questionnaire For-Profit Construction (CCA-2), as maintained by the New York Office of the State Comptroller, and as may be amended from time to time, which requires all bidders to answer questions demonstrating their financial ability, legal capacity, integrity, past performance on municipal contracts and compliance with applicable laws and regulations. Such Questionnaire shall be affirmed by a principal of the bidder.

## **Section 5. Requirements.**

A. By submitting bids in response to solicitations from the County of Erie, all bidders and sub-bidders (including sub-sub bidders) for construction projects funded by the County of Erie, acknowledge the terms and conditions of this Local Law and agree that they shall comply with the obligations of this Local Law.

B. In addition to the bid response, all bidders shall complete and submit a Responsibility Questionnaire as defined in Section 4 so that the County can evaluate the financial responsibility and organizational capacity of the bidder; the bidder's legal authority to do business in this

County and State; the integrity of the owners, officers, principals, members and contract managers and the past performance of the bidder on prior municipal or public contracts. The completed Responsibility Questionnaire must be submitted with the bid.

C. Failure to submit the completed Responsibility Questionnaire with the bid documents shall render the bid non-responsive and the bid shall not be considered by the Commissioner.

#### **Section 6. Procedure.**

A. Bids for construction projects to which this Local Law applies shall be advertised in accordance with the requirements of the General Municipal Law and other applicable State and Local Laws. Such advertisement shall set forth the request for bids and shall set forth the deadline for submission and the time and place of the public opening of the bids.

B. The Commissioner, or his or her designee, shall distribute to all bidders a copy of this Local Law and the Responsibility Questionnaire referenced above. Distribution of the aforementioned documents shall be deemed effectuated when delivered in the same manner as the request for bids and any associated documents. The submission of a bid shall establish that the bidder received all necessary documents, including but not limited to, the Responsibility Questionnaire.

C. Only Bids accompanied by the Responsibility Questionnaire and all other necessary documentation will be considered by the Commissioner and or his or her designee.

D. All bids received shall be publicly opened and read at the time and place so specified in the advertisement for bids and the identity of all bidders shall be publicly disclosed at the time and place so specified. The apparent lowest bidder shall be announced at that time.

E. Commencing on the date of the bid opening and lasting for ten (10) calendar days thereafter, there shall be a public comment period during which members of the public may submit information relative to any such bidder to the Commissioner. The Commissioner shall acknowledge receipt of such information, and provide a written response prior to the final determination of bidder responsibility.

F. After review of the bid documents, the information collected pursuant to this and other Local Laws, New York State Law, applicable rules and regulations, consideration of the information provided in the Responsibility Questionnaire and of the financial ability, legal capacity, integrity, past performance of the bidder and compliance with applicable laws and regulations, the Commissioner shall determine if the apparent lowest bidder is responsible.

H. If the amount of the lowest responsible bidder appears disproportionately low when compared with estimates undertaken by or on behalf of the County of Erie, and/or compared to other bids submitted (10% or greater disparity), the County reserves the right to inquire further of the apparent lowest bidder to determine whether the bid contains mathematical errors, omissions and/or erroneous assumptions, and whether the apparent lowest bidder has the capability to perform and complete the contract for the bid amount.

I. If the apparent lowest bidder is deemed responsible by the Commissioner, such low bidder will be notified, as soon as is practicable.

J. At least five (5) business days prior to the award of the contract to the low bidder, the Commissioner shall post on the Erie County Website a listing of the three apparent lowest bidders for the work.

### **Section 7. Non-Responsibility Determination.**

A. If, after review of the bid documents, the information collected pursuant to this and other Local Laws, New York State Law, applicable rules and regulations, consideration of the information provided in the Responsibility Questionnaire and of the financial ability, legal capacity, integrity, past performance of the bidder and compliance with applicable laws and regulations, the Commissioner makes a provisional determination that the apparent lowest bidder is deemed not to be responsible, the provisions of subdivisions C-E herein shall apply.

B. In the event the bidder is found to have falsified information on a submitted Responsibility Questionnaire or if the bidder fails to properly disclose information that would call into question the financial ability, legal capacity, integrity, or past performance of the business entity, the Commissioner shall make a provisional determination that the bidder is not responsible subject to the provisions of subdivisions C-E herein.

C. Not less than five (5) business days prior to any final determination that the apparent lowest bidder is not responsible, the County shall notify the affected bidder of the same, in writing, stating the reasons therefore and setting forth a time, date and place for the apparent lowest bidder to appear and be heard on the issue of non-responsibility. Mailing via first class mail to the address provided by bidder shall constitute sufficient service of the notice.

D. At the date, time and place set forth above, the bidder may appear in person, with or without counsel or via affidavit. After due consideration, the Commissioner shall make a determination with regard to responsibility. Such determination may be appealed pursuant to the CPLR.

E. If the apparent lowest bidder is deemed not to be responsible, then the next lowest bidder will be reviewed and so on until the lowest bidder is deemed responsible and selected as the lowest responsible bidder. The Commissioner reserves the right to award the contract to the bidder determined to be the lowest responsible bidder or to reject all bids and rebid the contract in accordance with the General Municipal Law.

### **Section 8. Ongoing Responsibility.**

A. The Contractor shall at all times during the Contract term remain responsible. The Contractor agrees, if requested by the Commissioner or his or her designee, to present evidence of its continuing legal authority to do business in New York State, integrity, experience, ability, prior performance, and organizational and financial capacity.

B. Any resident of Erie County who has reason to believe that an awarded contractor is not responsible, may submit to the Commissioner evidence as to why the contractor or subcontractor is not responsible. The Commissioner shall acknowledge receipt of such evidence, and provide a written response within fifteen (15) calendar days.

C. The Commissioner may, upon receipt of such information, conduct a further investigation into whether or not the contractor is responsible and prior to making any determination of non-responsibility shall proceed in accordance with the process set forth in Section 7 above.

### **Section 9. Sanctions.**

A. Any contractor or subcontractor, its alter ego or control group, or principal officer who has, after the opportunity to be heard as set forth above, been determined by the Commissioner to be non-responsible, shall be barred from bidding on contracts for the County of Erie for a period of six months for the first violation. In the event the bidder subsequently fails to comply with the provisions of this Local Law on future bids, it may be subject to additional penalties, including prohibition against work on County contracts for three years for the second violation, and permanently for the third violation.

### **Section 10. Emergency.**

A. Notwithstanding the provisions of this Local Law, in the case of a public emergency arising out of an accident or any other unforeseen occurrence or condition whereby circumstances affecting public buildings, public property or the life, health, safety or property of the inhabitants of the County of Erie, which requires immediate action which cannot await competitive bidding or competitive offering, contracts for public work may be let by the appropriate officer, board or agency of the County of Erie without competitive bidding and as it otherwise deems appropriate.

### **Section 11. Severability.**

If any clause, sentence, paragraph, subdivision, section or part of this Local Law or the application thereof, to any person, individual, corporation, firm, partnership, entity or circumstance, shall be adjudged by any court of competent jurisdiction to be invalid or unconstitutional such order of judgment shall not affect, impair, or invalidate the remainder thereof, but shall be confined in its operation to the clause, sentence, paragraph, subdivision, section or part of this Local Law or in its application to the person, individual, corporation, firm, partnership, entity, or circumstance directly involved in the controversy in which such judgment or order shall be rendered.

### **Section 12. Effective Date.**

This Local Law shall take effect 30 days after the filing with the Secretary of State, in accordance with Section 27 of the New York State Municipal Home Rule Law.

**Sponsors:**

Timothy Meyers  
April N.M. Baskin  
Howard Johnson

**A RESOLUTION SUBMITTED BY  
LEGISLATOR BASKIN**

EC 20 JUN05'21 PM 1:47

**Re: Extending Abandoned and Vacant Home Contract of Western New York Law Center into 2021**

**WHEREAS**, in the amended and adopted 2020 Erie County Budget, the Legislature appropriated \$200,000 in funding in the Community/Neighborhood Development Fund Center for the Western New York Law Center to be used by the agency for combatting and addressing vacant and abandoned homes in Erie County; and

**WHEREAS**, the Western New York Law Center has not utilized all available 2020 funds, and the agency desires to continue to perform its work in 2021 using the unutilized 2020 Erie County funds; and

**WHEREAS**, the Western New York Law Center has submitted a letter dated December 23, 2020 requesting the continuation of the initiative in 2021 using the 2020 funds; and

**WHEREAS**, the Department of Law has opined that to allow the rollover and use of the 2020 funds and to extend the Western New York Law Center's contract, legislative assent via a legislative resolution is necessary.

**NOW, THEREFORE, BE IT**

**RESOLVED**, that the Erie County Legislature hereby expresses its support for, and approval for the extension of a contract with the Western New York Law Center for its vacant and abandoned home program in the Community/Neighborhood Development Fund Center, Fund Center 1332010, Account 518615 in 2021, and authorizes the amendment of the 2020 contract between the County of Erie and the Western New York Law Center for 2021; and be it further

**RESOLVED**, that certified copies of this resolution be transmitted to the County Executive, Commissioner of Environment and Planning, Kristen Walder in the Department of Law, the Director of Budget and Management, and Joseph Kelemen of the Western New York Law Center.

**Fiscal Impact:** None for this resolution.



# COUNTY OF ERIE

**MARK C. POLONCARZ**

COUNTY EXECUTIVE

January 15, 2021

Erie County Legislature  
92 Franklin Street – 4<sup>th</sup> Floor  
Buffalo, New York 14202

**RE: 2021 Annual Action Plan for the Community Development Block Grant,  
Emergency Solutions, and HOME Investment Partnership Programs**

Dear Honorable Members:

Enclosed please find a resolution from the Department of Environment and Planning regarding the 2021 Annual Action Plan for the federal Community Development Block Grant, Emergency Solutions, and HOME Investment Partnership Programs. The resolution authorizes submittal of the plan to the federal Department of Housing and Urban Development as well as execution of all necessary agreements with HUD, local governments, property owners, non-profit and for-profit organizations necessary to implement the programs.

Should your Honorable Body require further information, I encourage you to contact Commissioner Thomas R. Hersey, Jr. Thank you for your consideration on this matter.

Sincerely yours,

Mark C. Poloncarz, Esq.  
Erie County Executive

MCP/mw  
Enclosure

cc: Thomas R. Hersey, Jr.  
Paul J. D'Orlando



## **MEMORANDUM**

**To:** Honorable Members of the Erie County Legislature  
**From:** Department of Environment and Planning  
**Re:** 2021 Annual Action Plan for the Community Development Block Grant,  
Emergency Solutions and HOME Investment Partnership Programs  
**Date:** January 5, 2021

---

### **SUMMARY**

The action authorizes the County Executive to submit the resolution as supplementary material to the 2021 Annual Action Plan for the Community Development Block Grant, Emergency Solutions, and HOME Investment Partnership Programs. The Plan is scheduled for submittal to the federal Department of Housing and Urban Development (HUD) on or about February 15, 2021 and pertains to the following programs and approximate amounts: \$3,170,812 in the Erie County Consortium Community Development Block Grant Program (CDBG) funds; \$420,000 in Town of Hamburg Community Development Program funds; \$940,446 in HOME Investment Partnership Program funds; and \$239,450 in Emergency Solutions Program funds.

The resolution also authorizes the County Executive to execute any and all agreements with HUD, local governments, property owners, non-profit and for-profit organizations necessary to implement the programs. The County Executive will undertake the above action on behalf of the Erie County Community Development Consortium and Town of Hamburg/Erie County HOME Consortium.

### **FISCAL IMPLICATIONS**

There are no County funds involved, thus there is no fiscal impact to Erie County.

### **REASONS FOR RECOMMENDATION**

The abovementioned programs benefit the communities illustrated in Attachment A of this memorandum. Funds are targeted toward low-and moderate-income people and aid in furthering a variety of housing, economic development, planning and community development activities. Attachment B lists the budget and projects for the various Program areas.

### **BACKGROUND INFORMATION**

This is an annual program through the federal Department of Housing and Urban Development. It represents the 44<sup>th</sup> year of funding for the Erie County Consortium.

### **CONSEQUENCES OF NEGATIVE ACTION**

The Erie County Community Development Consortium and Town of Hamburg/Erie County HOME Consortium would be unable to obtain approximately \$4,000,000 in federal funds.

## **STEPS FOLLOWING APPROVAL**

The resolution will be forwarded to HUD for inclusion in the 2021 Annual Action Plan for the Community Development Block Grant, Emergency Solutions, and HOME Investment Partnership Programs and HUD will undergo their review process.

A RESOLUTION SUBMITTED BY:  
DEPARTMENT OF ENVIRONMENT AND PLANNING

RE: 2021 Annual Action Plan for the Community Development Block Grant, Emergency Solutions, and HOME Investment Partnership Programs

WHEREAS, Erie County, through the Department of Environment and Planning, serves as the administrative agent for the Erie County/Town of West Seneca Community Development Consortium and Erie County/Town of West Seneca/Town of Hamburg HOME Investment Partnership Consortium; and

WHEREAS, a major responsibility of the Department as the administrative agent, is the preparation of the annual program application materials, and submittal of same to the federal Department of Housing and Urban Development; and

WHEREAS, the Erie County Community Development Block Grant Consortium and HOME Consortium approved the 2021 Annual Action Plan at their session held on January 21, 2021.

NOW, THEREFORE, BE IT

RESOLVED, that the County Executive, on behalf of the Erie County Community Development Consortium and Town of Hamburg/Erie County HOME Consortium, is hereby authorized to submit this resolution to the United States Department of Housing and Urban Development (HUD) as supportive material to the 2021 Annual Action Plan for the Community Development Block Grant, Emergency Solutions, and HOME Investment Partnership Programs having estimated dollar amounts as indicated.

- |  |             |
|--|-------------|
| 1. Erie County Consortium Community Development Program: | \$3,170,812 |
| 2. Emergency Solutions Program:                          | \$ 239,450  |
| 3. HOME Investment Partnership Program:                  | \$ 940,446  |
| 4. Town of Hamburg Community Development Program:        | \$ 420,000  |

and be it further

RESOLVED, that the County Executive on behalf of the Erie County Community Development Consortium and Town of Hamburg/Erie County HOME Consortium is hereby authorized to submit and execute any and all applications and agreements with HUD, local governments, property owners receiving housing assistance, non-profit, and for-profit agencies, which are necessary to implement the above programs with the exception that any proposed agreement that transfers all or a portion of the administrative functions of the program from Erie

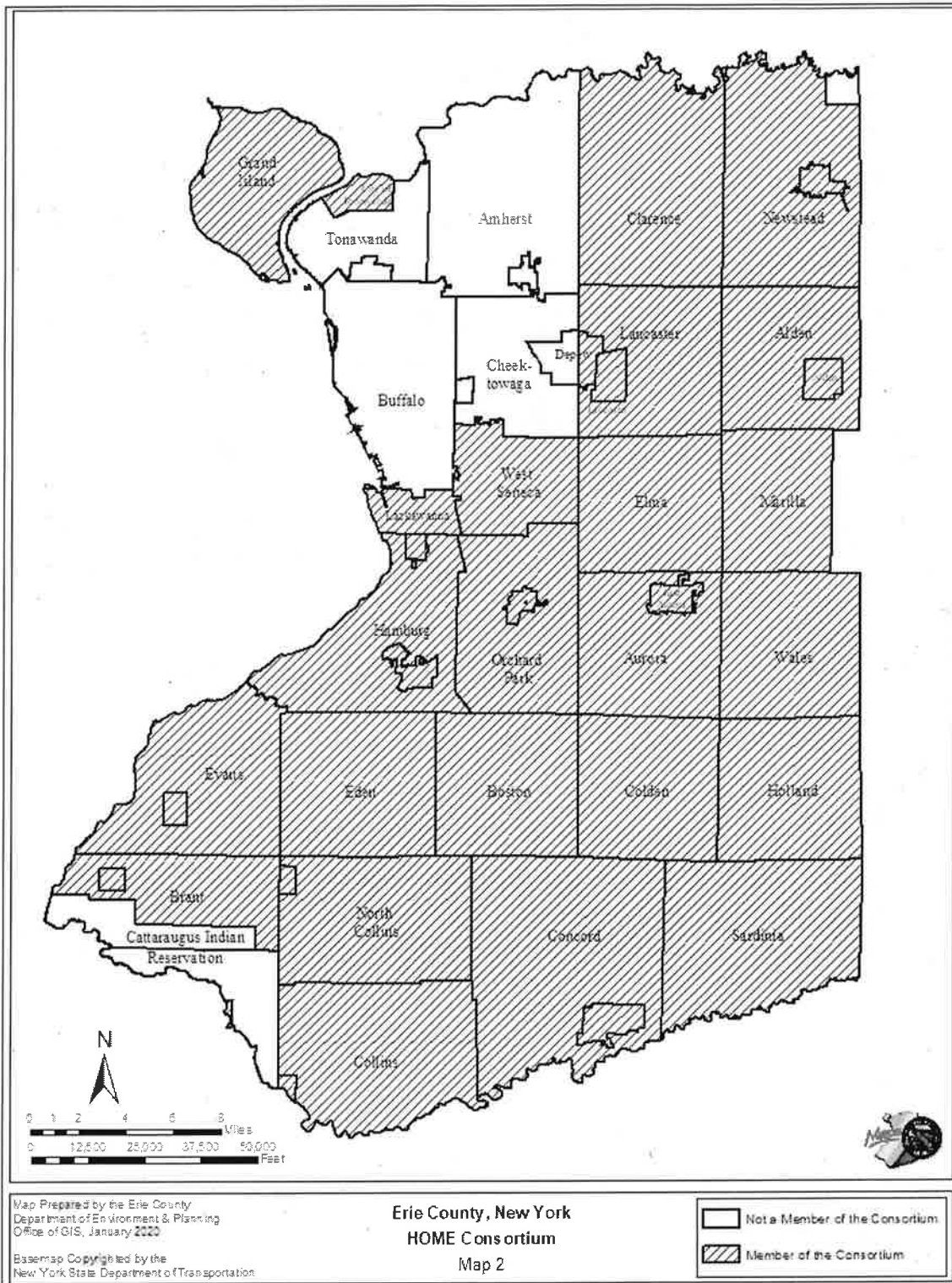
County to a sub-recipient or contractual agency shall require approval from the Erie County Community Development Consortium and the Erie County Legislature; and be it further

RESOLVED, that the Commissioner of the Department of Environment and Planning is hereby authorized to execute any and all HOME Agreements with property owners participating in County housing programs assisted with federal HOME Investment Partnership funds; and be it further

RESOLVED, that the Commissioner of the Department of Environment and Planning is hereby authorized to execute any and all discharges of Erie County Note and Mortgages and/or Lien documents associated with any and all Erie County Housing Programs funded through the federal Community Development Block Grant and/or HOME Investment Partnership Programs; and be it further

RESOLVED, that copies of this resolution shall be forwarded to the County Executive; the Commissioner of the Department of Environment and Planning; the County Comptroller; the County Attorney; and the Director of the Division of Budget and Management.

**ATTACHMENT A**  
**HOME INVESTMENT CONSORTIUM MAP**



**ATTACHMENT B**

**2021 ACTION PLAN AND PROJECTS  
ERIE COUNTY CDBG/HOME CONSORTIUM**

# ATTACHMENT B

2021 YEAR - CONSOLIDATED BUDGET SORTED												
Project #	PROGRAMMED PROJECTS	HOME	CDBG-Admin	Emergency Solutions	Community Project	Economic Development	Housing-CDBG	Future/Program Income	Prior Year Funds	Other Funds	Total	
1	ADM21 - Program - Administration	\$ 634,162.00									\$ 634,162.00	
2	HOME21 - Administration	\$ 94,044.00									\$ 94,044.00	
3	ESG21 - Administration			\$ 17,958.00							\$ 17,958.00	
4	H21 - Fair Housing- Housing Opportunities Made Equal						\$ 37,720.00				\$ 37,720.00	
5	H21 - Housing Support Services - Housing Counseling - Belmont Shelter Corp.						\$ 21,716.00				\$ 21,716.00	
6	H21 - CDBG/HOME Consortium Owner Occupied Housing Rehab Program						\$145,280.00	\$305,770.00			\$ 451,050.00	
6	H21 - CDBG/HOME Consortium Owner Occupied Housing Rehab Program- Targeted Areas	\$245,817.00						\$101,366.00			\$ 347,183.00	
7	H21 - CDBG/HOME Consortium Owner Occupied Housing Rehab Program- Targeted Areas	\$106,661.00						\$126,600.00			\$ 195,132.00	
8	H21 - CDBG/HOME West Seneca Housing Rehab Loan Program							\$ 36,400.00			\$ 36,400.00	
8	H21 - CDBG/HOME- West Seneca Homeowner Rehab	\$ 98,939.00					\$ 39,171.00	\$ 88,500.00			\$ 127,671.00	
9	HOME21 - Hamburg - Homeowner Rehab	\$112,853.00						\$ 22,500.00			\$ 121,439.00	
10	H21 - Emergency Rehab Program						\$175,000.00				\$ 175,000.00	
11	H21 - Rental Rehab Program						\$138,000.00				\$ 138,000.00	
12	H21 - Mobile Home Repair Program						\$ 76,000.00				\$ 76,000.00	
13	HOME21 - CHDO Projects	\$282,132.00							\$ -		\$ 282,132.00	
14	ED21 - Smart Growth Initiative - V. Springville- Franklin Street Streetscape and Eaton Park Improvements					\$333,000.00				\$ 127,910.00	\$ 460,910.00	
15	ED21 - C. Tonawanda - Sanitary Sewer Lining and Sewer Replacements - Grove and Minerva Streets					\$155,000.00				\$ 50,670.00	\$ 205,670.00	
16	CP21 - C. Lackawanna - Center Street Road Reconstruction Project			\$ 155,000.00							\$ 1,798,207.00	
17	CP21 - V. Alden- Elm Street Drainage Improvements			\$ 155,000.00							\$ 1,798,207.00	
18	CP21 - T. Eden - Green/Welch Sidewalk Replacement			\$ 48,000.00							\$ 2,406.00	
											\$ 50,406.00	



# ATTACHMENT B

19	CP21 - V. Gowanda- Municipal Parking Lot Repaving/Drainage Improvements				\$ 155,000.00				\$ 193,950.00	\$ 348,950.00
20	CP21 - T. Boston - Meadow Drive/Ripple Drive Waterline Replacement				\$ 155,000.00				\$ 226,279.00	\$ 381,279.00
21	CP21 - Rural Transit Service				\$ 283,500.00				\$ 648,000.00	\$ 931,500.00
22	CP21 - V. Orchard Park - ADA Curb Cut Improvements- Business District				\$ 52,500.00				\$ 5,420.00	\$ 57,920.00
23	CP21 - T. Holland - Senior Van Purchase				\$ 39,162.00				\$ 3,062.00	\$ 42,224.00
24	CP21 - V. North Collins - Park/Harrison Waterline Installation				\$ 155,000.00				\$ 222,350.00	\$ 377,350.00
25	CP21 - T. Newstead - Senior Center Improvements- New LED Lighting				\$ 33,329.00				\$ 1,676.00	\$ 35,005.00
26	CP21 - T. Elma- Senior Center Improvements- New Floor Installation				\$ 52,740.00				\$ 180.00	\$ 52,920.00
27	CP21 - T. Concord- Senior Center Improvements- Parking Lot Repaving/Drainage				\$ 63,000.00				\$ 39,822.24	\$ 102,822.24
3	ESG21 - Rapid Re-Housing Rental Assistance	\$126,895.00							\$ 55,085.00	\$ 181,980.00
3	ESG21 - Homeless Prevention Rental Assistance	\$ 84,597.00							\$ 55,085.00	\$ 139,682.00
3	ESG21 - HMIS Data Collection	\$10,000.00							\$ 10,000.00	\$ 20,000.00
	TOTAL	\$940,446.00	\$ 634,162.66	\$ 3,170,812.00	\$1,347,231.00	\$488,000.00	\$ 701,419.00	\$681,136.00	\$ 53,570,051.24	\$ 8,601,895.24
	CP20 - T. Clarence- Wehrle Drive Pedestrian Access Project				\$ 200,000.00				\$ 444,338.00	\$ 644,338.00
	CP20 - V. Farnham- Village of Farnham Park Improvements				\$ 106,683.00				\$ 7,399.00	\$ 114,082.00
	CP20 - V. Lancaster- West Drullard Outdoor Adult Fitness Center				\$ 94,929.05				\$ -	\$ 94,929.05
	CP20 - C. Tonawanda - Installation of Playground Equipment and Park Amenities at Eastern Park				\$ 200,000.00				\$ 54,000.00	\$ 254,000.00
	CP20 - T. West Seneca - Recreation Enhancements to Harlem Road and Dirkson Parks				\$ 200,000.00				\$ 10,509.00	\$ 210,509.00
	CP20 - T. Collins- Collins Park Improvements				\$ 160,000.00				\$ -	\$ 160,000.00
	CP20 - T. Evans- Lake Erie Bach Multi-Use Trail Phase 1 - AJ Schmidt Elementary School to Lake Erie Beach Park				\$ 200,000.00				\$ 18,522.73	\$ 218,522.73
	CP20 - V. Depew- West Dawson Park Playground Improvements				\$ 164,980.00				\$ -	\$ 164,980.00



# COUNTY OF ERIE

**MARK C. POLONCARZ**

COUNTY EXECUTIVE

EC 100 JUNE 15 2021 AM 15:15

January 15, 2021

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

**RE: Erie County Sewer District No. 2  
Big Sister Creek Water Resource Recovery Facility (WRRF)  
Concrete Repairs  
Bid Opening – Contract No. 97**

Honorable Members:

The Department of Environment and Planning, Division of Sewerage Management will be opening bids for a construction project titled Erie County Sewer District No. 2 Contract No. 97 Big Sister Creek Water Resource Recovery Facility (WRRF) Concrete Repairs.

In order to award said contract in the required forty-five (45) day time period, we respectfully request this item be placed on the agenda of the Energy and Environment Committee. After receipt of bids, the Department will provide the necessary bid tabulations, engineer's recommendation to award, and a suggested resolution.

Should your Honorable Body require further information, I encourage you to contact Joseph Fiegl, P.E. in the Division of Sewerage Management. Thank you for your consideration on this matter.

Sincerely yours,

Mark C. Poloncarz, Esq.  
Erie County Executive

MCP:bp

cc: Joseph Fiegl, Deputy Commissioner, Division of Sewerage Management



# COUNTY OF ERIE

**MARK C. POLONCARZ**

COUNTY EXECUTIVE

January 15, 2021

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

**RE: Proposed Easement: Erie County to Niagara Mohawk Power Corporation  
270 Old Milestrip Road, Blasdell, New York 14219  
SBL No. 150.20-1-4.12**

Honorable Members:

Enclosed please find an accompanying memorandum and proposed resolution from the Department of Environment and Planning, Division of Sewerage Management, pertaining to an Easement to Niagara Mohawk Power Corporation to rebuild the Gardenville-Dunkirk Transmission Line.

Should your Honorable Body require further information, I encourage you to contact Joseph Fiegl, P.E. in the Division of Sewerage Management. Thank you for your consideration on this matter.

Sincerely yours,

Mark C. Poloncarz, Esq.  
Erie County Executive

MCP: bp  
Encl.

Cc: Joseph Fiegl, Deputy Commissioner, Division of Sewerage Management

## **MEMORANDUM**

**To:** Honorable Members of the Erie County Legislature  
**From:** Department of Environment and Planning  
**Re:** Proposed Easement: Erie County to Niagara Mohawk Power Corporation  
270 Old Milestrip Road, Blasdell, New York 14219  
SBL No. 150.20-1-4.12  
**Date:** January 15, 2021

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### **SUMMARY**

Authorization is requested for the County of Erie to issue Niagara Mohawk Power Corporation (National Grid or NMPC) an easement to rebuild the Gardenville-Dunkirk Transmission Line.

### **FISCAL IMPLICATIONS**

There are no adverse fiscal implications on the County's General Fund. NMPC will pay for the easement.

### **REASONS FOR RECOMMENDATION**

The easement will facilitate NMPC's efforts to rebuild the Gardenville-Dunkirk Transmission Line. The Division of Sewerage Management has determined the proposed easement will not adversely impact the ability of the Erie County Sewer District No. 3 to operate and maintain its infrastructure on this parcel.

### **BACKGROUND INFORMATION**

NMPC has plans to rebuild the Gardenville-Dunkirk Transmission Line. Part of the NMPC project will be along the westerly property line of a County of Erie, Erie County Sewer District No. 3 parcel known as Section-Block-Lot (SBL) 150.20-1-4.12 located in the Village of Blasdell, New York.

### **CONSEQUENCES OF A NEGATIVE ACTION**

If the easement is not issued, NMPC may have difficulties during their project to rebuild the Gardenville-Dunkirk Transmission Line.

### **STEPS FOLLOWING APPROVAL**

The County of Erie will execute and easement agreement and associated documents.

A RESOLUTION SUBMITTED BY  
DEPARTMENT OF ENVIRONMENT AND PLANNING

RE: Proposed Easement: Erie County to Niagara Mohawk Power Corporation  
270 Old Milestrip Road, Blasdell, New York 14219  
SBL No. 150.20-1-4.12

WHEREAS, Niagara Mohawk Power Corporation (National Grid) has requested an easement of County owned land, Section-Block-Lot (SBL) No. 150.20-1-4.12, for rebuilding the Gardenville-Dunkirk Transmission Line; and

WHEREAS, the Division of Sewerage Management has stated this easement would have no long-term adverse impacts on the ability of Erie County Sewer District No. 3 to operate and maintain the infrastructure within the proposed easement area; and

WHEREAS, Niagara Mohawk Power Corporation has offered \$5,600.00 for the easement; and

WHEREAS, the Division of Sewerage Management recommends entering into an easement agreement with Niagara Mohawk Power Corporation to assist with their construction project.

NOW, THEREFORE BE IT

RESOLVED, that an easement for use of a 15-foot-wide area along the westerly boundary of parcel SBL No. 150.20-1-4.12 be granted to Niagara Mohawk Power Corporation; and be it further

RESOLVED, that the Commissioner of the Department of Environment and Planning be authorized to execute all documents associated with this easement subject to approval by the County Attorney; and be it further

RESOLVED, that the Clerk of the Legislature be directed to send one (1) certified copy of this resolution to the County Executive, the Erie County Comptroller's Office, Kristen Walder, Assistant County Attorney, and Joseph Fiegl, P.E., Department of Environment and Planning.



Michael R. Ulrich  
Real Estate Consultant  
Right of Way & Survey Engineering

December 31, 2020

County of Erie/Erie County Sewer NO 3  
95 FRANKLIN ST, RM 1034  
Buffalo, NY 14202

Re: Gardenville-Dunkirk 141/142 Transmission Rebuild Project

Dear County of Erie/Erie County Sewer NO 3:

As you are aware, Niagara Mohawk Power Corporation d/b/a National Grid ("National Grid") operates the 115kV electric transmission lines upon the right-of-way ("ROW") it owns (or controls by easement) adjacent to your property. National Grid acquired this ROW many years ago. The electric lines are proposed to be rebuilt via the Gardenville-Dunkirk 141/142 Transmission Rebuild Project (the "Project").

In preparation for the Project, National Grid has reviewed its existing property rights to determine whether additional property rights may be needed to meet current, utility industry ROW standards. These standards support the safe and reliable operation of 115kV electric transmission lines. During this review process, we identified numerous properties along the ROW - including yours - where such additional rights are required.

Specifically, with respect to your property, National Grid requires an easement that will allow it to build, operate, and maintain new electric facilities, and to access your property in furtherance of such activities. All work will be done in accordance with applicable utility industry standards and practices. To be clear, the easement will not limit your use of your property in any manner otherwise allowed.

Included with this letter is the standard easement that National Grid uses for this purpose, which will be filed with the Erie County Clerk's office once signed. Additionally, a map depicting the limits of the proposed easement area to be used as an exhibit to the easement is enclosed, along with an aerial map of your property depicting the same, for your reference.

We estimate that the fair market value of the enclosed easement is **\$5,600.00**. We arrived at this value after reviewing the property values in your area.

Please review the easement document and accompanying information. A National Grid Real Estate team member will contact you within the next few weeks to confirm that you received the materials and to answer any questions you may have. You may also contact me by email or phone using the contact information listed below.

If the enclosed documents are acceptable to you, please sign the easement where indicated (as your name appears on your deed), in the presence of a Notary Public who should complete the Acknowledgement on the reverse side. Please complete the TP-584 form, including your Social

144 Kensington Avenue, Buffalo, NY 14214  
T: (716) 851-7183 • C: (807) 794-9102 • michael.ulrich@nationalgrid.com • www.nationalgrid.com

**nationalgrid**

**Michael R. Ulrich**  
Real Estate Consultant  
Right of Way & Survey Engineering

Security or Federal EIN number, and sign on all three lines where indicated. Please return all executed (signed) documents to me in the postage-paid envelope provided. When I receive the fully executed and notarized Easement and TP-584 form, I will order a check that I will forward to you as soon as possible. If you wish to have an attorney review this, please feel free to do so.

In terms of timelines, the Project is estimated to begin in early 2021. To learn more, please visit our website at: [www.GardenvilleDunkirkTransmission.com](http://www.GardenvilleDunkirkTransmission.com).

Thank you for your anticipated understanding and cooperation in this matter.

Sincerely,

*Michael R. Ulrich*

Michael R. Ulrich  
Right of Way & Survey Engineering Department



# COUNTY OF ERIE

**MARK C. POLONCARZ**

COUNTY EXECUTIVE

January 15, 2021

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

**RE: Installation of Historical Marker within County Shoreline Trail right-of-way, City of Lackawanna**

Dear Honorable Members:

Please find enclosed a resolution from the Department of Parks, Recreation & Forestry seeking legislative authorization to permit installing a historical marker within the County's Shoreline Trail right-of-way at the former Bethlehem Steel property.

Should your Honorable Body require any further information, please contact Commissioner Troy P. Schinzel at the Department of Parks, Recreation, & Forestry. Thank you for your consideration of this matter.

Sincerely yours,

Mark C. Poloncarz, Esq.  
Erie County Executive

MCP/jt  
Enclosure

cc: Troy P. Schinzel, Commissioner, Department of Parks, Recreation & Forestry



## **MEMORANDUM**

**To:** Honorable Members of the Erie County Legislature  
**From:** Erie County Department of Parks, Recreation & Forestry  
**Re:** Installation of Historical Marker within County Shoreline Trail right-of-way, City of Lackawanna  
**Date:** January 15, 2021

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### **SUMMARY**

The Department of Parks, Recreation & Forestry is proposing to grant the Eugene V. Debs Local Initiative to install a historical marker within the County's Shoreline Trail right-of-way at the former Bethlehem Steel property. The historical marker would denote the Great Steel Strike location of 1919 and the September 23rd picket line assault that led to the deaths of two (2) strikers at Gate No. 3 of the Lackawanna Steel Company.

### **FISCAL IMPLICATIONS**

None.

### **REASONS FOR RECOMMENDATION**

The County's Land Advisory Review Committee ("ARC") recommends granting permission to the Eugene V. Debs Local Initiative to install a historical marker along the Shoreline Trail. The project's goal of installing a historical marker along the Shoreline Trail would be in the spirit of the Erie County Park System Master Plan, which recommends increasing educational opportunities along trails in the industrial heritage areas through the use of elements such as historical markers. The marker would be wholly within the Shoreline Trail right-of-way and would sit between the bicycle path and the NYS Route 5 right-of-way. The project would enhance this area of the Shoreline Trail by allowing users to learn about the 1919 Steelworkers Strike. The project will further the Erie County Park System Master Plan's goals without significantly altering the proposed site's aesthetics along the Shoreline Trail.

### **BACKGROUND INFORMATION**

The Eugene V. Debs Local Initiative approached the Department of Parks, Recreation & Forestry with a project proposal to allow for the installation of a historical marker that would denote the location of the Great Steel Strike of 1919 and the September 23rd picket line assault that led to the deaths of two (2) strikers at Gate No. 3 of the Lackawanna Steel Company.

### **CONSEQUENCES OF NEGATIVE ACTION**

Not allowing the Eugene V. Debs Local Initiative to install the historical marker wouldn't give the County the opportunity to honor the two lives lost during the Great Steel Strike of 1919.

### **STEPS FOLLOWING APPROVAL**

The Department of Parks, Recreation & Forestry will ensure that the construction is completed in compliance with all County requirements.

A RESOLUTION SUBMITTED BY:  
DEPARTMENT OF PARKS, RECREATION & FORESTRY

Re: Installation of Historical Marker within County Shoreline Trail right-of-way, City of Lackawanna

WHEREAS, The Erie County Department of Parks, Recreation & Forestry is requesting authorization to grant the Eugene V. Debs Local Initiative to install a historical marker within the County's Shoreline Trail right-of-way at the former Bethlehem Steel property; and

WHEREAS, the location is on County-owned Shoreline Trail right-of-way along NYS Route 5 and former Bethlehem Steel property approximately parallel with Kane St in the City of Lackawanna; as depicted on Attachment A and Attachment B; and

WHEREAS, the County's Land Advisory Review Committee ("ARC") has reviewed the request and recommended that the Installation of Historical Marker be granted.

NOW, THEREFORE, BE IT

RESOLVED, that the Legislature of the County of Erie does hereby grant to install a historical marker within the County's Shoreline Trail right-of-way; and be it further

RESOLVED, that the County Executive and/or Deputy County Executive is hereby authorized to execute any and all appropriate documents as may be necessary; and be it further

RESOLVED, that certified copies of this Resolution are forwarded to the Erie County Executive's Office, The Department of Parks, Recreation & Forestry.

ATTACHMENT A  
Location Map





ATTACHMENT B  
Aerial Photo



# COUNTY OF ERIE

**MARK C. POLONCARZ**

COUNTY EXECUTIVE

January 15, 2021

Erie County Legislature  
92 Franklin Street, 4<sup>th</sup> Floor  
Buffalo, New York 14202

**RE: Two Mile Creek Greenway Trail**

Dear Honorable Members:

Enclosed please find a memorandum and proposed resolution authorizing the County to contract professional services directly with Wendel Companies to revise construction documents they previously completed for the relocation of a segment of the Two Mile Creek Greenway Multi-Use Trail. In 1999 Erie County entered a license agreement with National Grid for the Two Mile Creek Greenway Trail to be located on National Grid property. A segment of approximately 300' was disrupted in 2019 because of National Grid's necessity to build an electric substation expansion on their property. As part of the license agreement, Erie County is now required to reconstruct the trail around National Grid's new structure.

The proposed resolution will provide authorization for Wendel to conduct a survey and revise their existing construction documents for the Two Mile Creek Greenway Trail. The revisions are needed as a result of changes to the site topography following the construction of the new National Grid electrical substation facility.

Should your Honorable Body require further information, I encourage you to contact Commissioner Thomas R. Hersey, Jr. at the Department of Environment and Planning. Thank you for your consideration on this matter.

Sincerely Yours,

Mark C. Poloncarz, Esq.  
Erie County Executive

MCP/mw  
Enclosure

cc: Thomas R. Hersey, Jr.  
Vicki L. Haas

## MEMORANDUM

**To:** Honorable Members of the Erie County Legislature  
**From:** Department of Environment and Planning  
**Re:** Two Mile Creek Greenway Trail  
**Date:** January 15, 2021

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### **SUMMARY**

In 1999, Erie County entered into a license agreement with Niagara Mohawk Power Corporation (now "National Grid" or "NGRID") to utilize National Grid owned property for the purposes of constructing Erie County's Two Mile Creek Greenway Multi-Use Trail. Pursuant to the agreement, in the event that National Grid needs usage of their property, the County is responsible for relocation/ reconstruction of multi-use trail improvements. In 2018, National Grid notified Erie County that they planned to construct a new electrical substation to service the increased electrical needs of nearby North Youngmann Commerce Park and Riverview Solar Technology Park, necessitating that the County's Multi-use trail be relocated. The Department of Environment & Planning utilized Wendel Companies to prepare engineering and construction documents to permanently relocate the Two Mile Creek Greenway trail around NGRID's new facility. After completion of the new substation in 2020, a site visit revealed that the topography of the site had changed after NGRID's construction activities. As a result of the varied site conditions, it is necessary for DEP to conduct a topographical survey and revise the construction plans to adjust the trail relocation reflecting current conditions. We are asking for direct payment of these proposed services since the encumbrance to do the original design work has been closed out.

### **FISCAL IMPLICATIONS**

The cost of survey and construction plan revisions will be paid from the Capital Project budget A.19053 – Two Mile Creek Multi-Use Trail Reconstruction that was established for this work.

### **REASONS FOR RECOMMENDATION**

The Two Mile Creek Greenway Trail is an important connector multi-use trail between the population centers of the City and Town of Tonawanda and the waterfront trail system known as the Shoreline Trail. A temporary trail detour was put in place to maintain the County's trail connection while National Grid completed its new electrical substation. Now that NGRID's substation is complete, DEP is required to construct a permanent multi-use trail realignment, keeping the Shoreline Trail intact. Additionally, since Wendel Companies owns the initial construction documents for the permanent trail relocation, it would be extremely cost prohibitive to seek another firm to conduct this work, since they would not be permitted to utilize Wendel's stamped construction documents. Another firm would have to start from scratch to re-draw the already completed plans for their own use to revise for current conditions.

## **BACKGROUND INFORMATION**

The County's Two Mile Creek Greenway Trail was constructed on National Grid property through a license agreement. National Grid has since utilized their property at the location of a section of approximately 300' of the Two Mile Creek Greenway Trail to construct an electrical substation expanding their service to the area. An amendment to the license agreement was executed to implement the temporary trail detour and for relocation for the Two Mile Creek Greenway Trail. The County is now responsible for reconstructing a permanent realignment of the approximately 300' feet of trail to re-connect the Shoreline Trail.

## **CONSEQUENCES OF NEGATIVE ACTION**

The Two Mile Creek Greenway Trail connection cannot be constructed without the necessary authorization for Wendel Companies to perform a site topographical survey and revise construction documents that will reflect current site conditions. Since Wendel Companies owns the completed stamped construction drawings, it would be extremely cost prohibitive to hire another firm to perform the survey and start over with a new set of construction drawings that reflect current site conditions.

If the attached resolution is not approved, the Two Mile Creek Trail will sever the trail since the temporary detour does not provide the long-term safety and stability required for a County multi-use trail as part of the Shoreline Trail System.

## **STEPS FOLLOWING APPROVAL**

The County will authorize Wendel Companies to conduct a topographical survey and make revisions to their existing construction documents that are needed to construct the permanent Two Mile Creek Greenway Multi-Use Trail relocation improvements.

**COMPTROLLER'S OFFICE REVIEW**

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



---

Gregory Gach  
Comptroller's Office



A RESOLUTION SUBMITTED BY:  
DEPARTMENT OF ENVIRONMENT AND PLANNING

RE: Two Mile Creek Greenway Trail

WHEREAS, in 1999 Erie County entered into a license with Niagara Mohawk Power Corporation d/b/a "National Grid" for usage of National Grid's property located along Two Mile Creek Road in the City of Tonawanda and Town of Tonawanda to construct a multi-use trail known as the Two Mile Creek Greenway Trail;

WHEREAS, pursuant to the 1999 license agreement, in the event National Grid required usage of their property the County would be responsible for relocating the Two Mile Creek Greenway; and

WHEREAS, National Grid notified the County of the need to relocate the Two Mile Creek Trail; and

WHEREAS, National Grid constructed a new electrical substation on the location of a section of the existing Two Mile Creek Greenway Trail to service increased electrical needs in North Youngman Commerce Park and Riverview Solar Technology Park; and

WHEREAS, the Two Mile Creek Greenway Trail is a critical connection between the population centers of the Town and City of Tonawanda and the waterfront trail network known as the Shoreline Trail; and

WHEREAS, the County desires to maintain the Two Mile Creek Greenway Trail connection; and

WHEREAS, through the scope of work associated with the Parks Master Plan update the County utilized Wendel Companies to prepare construction documents for the new location of the Two Mile Creek Greenway Trail; and

WHEREAS, the original encumbrance from the Parks Master plan project has been expanded and closed, it is necessary to direct pay Wendel from the new capital account for the Trail reconstruction (A.19053);

WHEREAS, the construction activities of the NGRID's new electrical substation changed the topography of the site, necessitating a new site survey and revisions to completed construction drawings;

NOW, THEREFORE, BE IT

RESOLVED, that the County Comptroller is authorized through direct pay from Capital Budget Account A.19053 to provide Wendel an amount not to exceed \$ 3,500.00 to conduct a topographical survey and revise its prepared construction drawings to reflect current site

conditions after NGRID's construction of a new substation facility allowing for construction of the County's permanent greenway trail realignment as part of the Shoreline Trail System; and

RESOLVED, that the Clerk of the Legislature be directed to send certified copies of this resolution to the County Executive; the Commissioner of the Department of Public Works; the Commissioner of the Department of Environment and Planning; County Attorney and the Commissioner of Parks, Recreation and Forestry.

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>Wendel Companies</u>              |
| 2. AMOUNT OF CONTRACT | <u>\$3,500</u>                       |
| 3. PROJECT NUMBER     | <u>A.19053</u>                       |
| 4. PROJECT TITLE      | <u>Two Mile Creek Greenway Trail</u> |
| 5. DEPARTMENT CONTACT | <u>Vicki Haas (x4613)</u>            |

COMPTROLLER'S OFFICE

COMPLETE ITEMS 6 AND 7

- |                                    |                     |
|------------------------------------|---------------------|
| 6. AVAILABILITY OF FUNDS           | <u>\$200,000.00</u> |
| 7. PERFORMED BY                    | <u>Betsy Hall</u>   |
| Date Sent to Comptroller's Office: | <u>1/13/2021</u>    |

[55 compt\_10]

# 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, 4<sup>th</sup> 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, 6<sup>th</sup> District

  
Frank J. Todaro  
Erie County Legislator, 8<sup>th</sup> District

  
John J. Mills  
Erie County Legislator, 11<sup>th</sup> District



Niagara Frontier Transportation Authority

ECLEFC JAN04'21 PM 1:28

January 4, 2021

Mr. Robert Graber  
Clerk  
Erie County Legislature  
92 Franklin Street  
Buffalo, New York 14202

**Re: NFTA Board Minutes**

Dear Mr. Graber:

Enclosed for your information and files please find a copy of the approved Minutes and Attendance from the Niagara Frontier Transportation Authority's Regular Board Meeting held on October 22, 2020.

Very truly yours,

A handwritten signature in blue ink, appearing to read "Jodie Zolnowski", is written over a faint, larger version of the same signature.

Jodie Zolnowski  
Assistant to David J. State  
General Counsel

Enclosure

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**NIAGARA FRONTIER TRANSPORTATION AUTHORITY  
NIAGARA FRONTIER TRANSIT METRO SYSTEM, INC.  
REGULAR BOARD MEETING  
OCTOBER 22, 2020 12:30 PM**

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**1. REGULAR BOARD MEETING – OCTOBER 22, 2020 - AGENDA**

In keeping with the guidance and directives of local, state, and national health authorities including the Centers for Disease Control relating to COVID-19 and pursuant to Executive Order No. 202.1, issued by Governor Andrew M. Cuomo, the Niagara Frontier Transportation Authority's (the "NFTA") Board of Commissioners meeting scheduled for October 22, 2020 at 12:30 p.m. will be held telephonically by conference call. Only the Executive Director, Chair (or Acting Chair), Commissioners of the NFTA, and essential staff of the NFTA will be permitted to be present in-person for the meeting. The public will have the ability to view and listen to the meeting by accessing the NFTA's website at [www.nfta.com](http://www.nfta.com). The meeting will be recorded and later transcribed.

- A. Call to Order
- B. Approval of Minutes
- C. Executive Director's Report

**2. NFTA CORPORATE REPORT**

- A. Audit, Governance and Finance Committee Report (Acting Chair)
- B. Consolidated Financials (John Cox)
- C. Corporate Resolutions (Kim Minkel)
  - 1. Authorization of NYSDOT SFY 18-19 Urban Master Grant Agreement, Contract No. K007406 Attachment 2, NFTA
  - 2. Authorization for Settlement, NFTA, Metro
  - 3. Authorization for Agreement, Business Process Improvement and Technical Solution Study, NFTA
  - 4. Authorization for Agreement, Detention Facility Agreement, TAPD
  - 5. Authorization for Lease Agreement, 247 Cayuga Road, NFTA
  - 6. Authorization for Lease Amendment, 485 Cayuga Road, NFTA

**3. AVIATION BUSINESS GROUP REPORT**

- A. Aviation Committee Report (Adam Perry)
- B. Financial and Business Update (Bill Vanecek)
- C. Aviation Resolutions (Kim Minkel)
  - 1. Authorization for Agreement, Inspection and Maintenance of Emergency Generator Systems, BNIA and NFIA
  - 2. Authorization for Procurement, Special Grade Runway Sand, BNIA and NFIA
  - 3. Authorization for Procurement, Baggage Carousel Spare Parts, BNIA
  - 4. Authorization for Agreement, Procurement of Furnishings, Administrative Offices, BNIA
  - 5. Authorization for License Agreement, Economy Parking Lot, BNIA

**4. SURFACE TRANSPORTATION BUSINESS GROUP REPORT**

- A. Surface Transportation Committee Report (Michael Hughes)
- B. Financial and Business Update (Tom George)
- C. Surface Transportation Resolutions (Kim Minkel)
  - 1. Authorization for Procurement, Transit Buses, Metro

**5. GENERAL COUNSEL REPORT (David State)**

**6. EXECUTIVE SESSION**

**7. ADJOURNMENT**

1. CALL TO ORDER

A. Meeting Called to Order

The Chair called the meeting to order at approximately 12:31p.m.

B. Approval of Attendance and Minutes of the NFTA Regular Board Meeting held on September 24, 2020

It was moved by Commissioner Hughes, seconded by Commissioner Perry, that the Attendance and Minutes of the September 24, 2020 Regular Meeting of the Niagara Frontier Transportation Authority and Niagara Frontier Transit Metro System, Inc., be accepted and approved.

AYES: ROCHE, HUGHES, ANSARI, AUL, BAYNES, BLUE, HICKS, PERRY, PERSICO, TUCKER, WILCOX

NOES: NONE

ADOPTED



C. Executive Director Report:

Executive Director Kimberley Minkel advised the Board that staff is working very hard on preparing a balanced budget which will be discussed at the November 19, 2020 meeting. The budget would then come to the Board for approval at the December 10, 2020 meeting. She reminded the Board that because of the holidays, the November and December meeting dates are not the fourth (4<sup>th</sup>) Thursday of the month.

She went on to recognize and commend the staff for controlling expenses. While our operating revenue and assistance are down, our year to date (YTD) operating expenses are more than 9% below budget, which will remain important over the next several months.

The Executive Director reminded the Board that the quarterly reports are in the Committee reports that were emailed to the last week. The first is the quarterly capital report which shows that we are 7% over budget for capital projects. This is mostly a timing issue. The quarterly capital budget variance analysis shows that the capital projects greater than \$500,000 closed just under 2% below budget overall. She highlighted a few items from Committee Package reports including a 20% reduction in reportable injuries, 11% lost time days and a 34% decrease in days away despite the additional challenges of operating in a pandemic. Less traffic has also benefited our traffic incidents where we are experiencing a 19% decrease in preventable vehicle accidents. Our Workers Compensation claims are down as well. We had 40 claims total year to date which is helping to control our Workers Compensation costs.

Finally, we altered our traditional open houses for employee recruitments. This month, our recruitment team hosted a bus operator "Drive Thru" open house that was well attended.

**2. NFTA CORPORATE REPORT**

- A. Audit, Governance and Finance Committee Report
- B. Consolidated Financial
- C. Corporate Resolutions

SEPTEMBER 2020 NFTA/METRO PERFORMANCE  
(\$000's)

	BUDGET	ACTUAL	VARIANCE
<b>NET SURPLUS/(DEFICIT)</b>	<b>1,925</b>	<b>1,937</b>	<b>12</b>
Revenues and Operating Assistance			(586)
Expenses			1,472
Non-Operating/Capital			(875)
			<u>12</u>
<b>OPER REVENUES &amp; ASST</b>	<b>20,847</b>	<b>20,261</b>	<b>(586)</b>
Metro Passenger Fares - decreased ridership and no Buffalo Public Schools revenue			(1,884)
BNIA Concessions/Commissions - decreased parking lot/ramp, ride share, auto rental and food/retail revenues			(1,395)
NFIA Concessions/Commissions - decreased parking lot and auto rental revenues			(96)
Local - 18b Match			(68)
Erie County Sales Tax			571
Mortgage Tax			417
State - STOA - estimated reduction from New York State			(1,400)
Federal - FTA & FAA CARES Act			3,310
All Other			(41)
			<u>(586)</u>
<b>TOTAL OPER EXPENSES</b>	<b>17,158</b>	<b>15,685</b>	<b>(1,472)</b>
Personnel Services			
Metro - service modifications, unanticipated vacancies and lower overtime and student operator labor			(395)
BNIA - lower overtime, temporary help and unanticipated vacancies			(105)
Central Admin - vacancies, lower police, engineering and Metro support overtime			(167)
All Other			(32)
			<u>(698)</u>
Metro Transit Fuel/Power - lower diesel, gasoline and CNG costs			(130)
Insurance & Injuries			
Metro - lower claim loss reserve appropriations and insurance premiums			(104)
All Other			(5)
			<u>(109)</u>
General Business/Other			
Metro - lower outside service costs, advertising and training expenses			(88)
BNIA - lower outside service costs, advertising and general office expenses			(415)
NFIA - lower outside service costs and advertising expenses			(39)
Central Admin - lower outside service costs, partially offset by higher general office expenses			(23)
All Other			(4)
			<u>(569)</u>
All Other			34
			<u>(1,472)</u>
<b>NON-OPERATING/CAPITAL</b>	<b>(1,764)</b>	<b>(2,639)</b>	<b>(875)</b>
Capital			
Metro			(103)
Transportation Centers			(53)
All Other			(11)
			<u>(167)</u>
Non-Operating			
Metro - SIF Reserve Funding			(800)
BNIA Operating Expense Reserve			74
All Other			18
			<u>(708)</u>
			<u>(875)</u>

**NFTA/METRO**  
**KEY ITEM REPORT**  
**SEPTEMBER 2020**

(\$000 Omitted)

<b><u>MONTH ACTUAL TO BUDGET</u></b>	<b>Sep 2020</b>	<b>Sep 2020</b>	<b><u>Variance</u></b>	<b><u>%</u></b>
	<b><u>Budget</u></b>	<b><u>Actual</u></b>		
<b>Operating Revenues</b>	9,667	6,249	(3,417)	-35.4%
<b>Operating Assistance</b>	11,181	14,012	2,831	25.3%
<b>Total Oper. Revenues &amp; Assistance</b>	20,847	20,261	(586)	-2.8%
Personnel Services	13,090	12,391	(698)	-5.3%
Maintenance & Repairs	1,800	1,856	56	3.1%
Transit Fuel/Power	376	247	(130)	-34.5%
Utilities	325	224	(100)	-30.9%
Insurance & Injuries	438	329	(109)	-24.9%
Safety & Security	1,229	1,225	(5)	-0.4%
General Business/Other	2,473	1,904	(569)	-23.0%
Other	(2,573)	(2,491)	83	3.2%
<b>Total Operating Expenses</b>	17,158	15,685	(1,472)	-8.6%
<b>Operating Income/(Loss)</b>	<b>3,689</b>	<b>4,576</b>	<b>887</b>	<b>24.0%</b>
<b>Non-Operating/Capital</b>	<b>(1,764)</b>	<b>(2,639)</b>	<b>(875)</b>	<b>-49.6%</b>
<b>Net Surplus/(Deficit)</b>	<b>1,925</b>	<b>1,937</b>	<b>12</b>	<b>0.6%</b>

NFTA/METRO YEAR TO DATE SEPTEMBER 2020 PERFORMANCE  
(\$000's)

	BUDGET	ACTUAL	VARIANCE
<b>NET SURPLUS/(DEFICIT)</b>	<b>6,179</b>	<b>6,233</b>	<b>54</b>
Revenues and Operating Assistance			(7,939)
Expenses			9,654
Non-Operating/Capital			(1,661)
			<u>54</u>
<b>OPER REVENUES &amp; ASST</b>	<b>121,928</b>	<b>113,988</b>	<b>(7,939)</b>
Metro Passenger Fares - no fares collected April 1st through June 28th; ridership down significantly			(12,810)
BNIA Airport Fees & Services - lower compensatory billings based on decreased expenses			(556)
BNIA Rental Income - decreased compensatory airline billings due to lower expenses			(818)
BNIA Concessions/Commissions - decreased parking lot/ramp, ride share, auto rental and food/retail/other revenues; significantly decreased enplanements			(10,342)
NFIA Concessions/Commissions - decreased parking lot, ride share, auto rental and retail revenues; significantly decreased enplanements			(836)
Local - 18b Match			(410)
Erie County Sales Tax			(848)
State - STOA - estimated reduction from New York State			(8,400)
Federal - FTA & FAA CARES Act			27,078
All Other			1
			<u>(7,939)</u>
<b>TOTAL OPERATING EXPENSES</b>	<b>106,433</b>	<b>96,779</b>	<b>(9,654)</b>
Personnel Services			
Metro - service modifications, unanticipated vacancies and lower overtime, instruction labor and student operator labor			(1,723)
BNIA - lower overtime, temporary help and unanticipated vacancies			(685)
NFIA - lower overtime and temporary help			(98)
Central Admin - vacancies, lower police, engineering and Metro support overtime			(930)
All Other			(71)
			<u>(3,507)</u>
Maintenance & Repairs			
Metro - lower revenue vehicle maintenance, facility and rail contract costs			(408)
BNIA - lower service costs, baggage maintenance, automotive and landscaping expenses			(871)
NFIA - lower facility maintenance costs and environmental expenses			(96)
Central Admin - lower police materials/supplies/service costs and automotive expenses			(64)
All Other			(66)
			<u>(1,505)</u>
Metro Transit Fuel/Power - lower diesel, gasoline and CNG costs			(798)
Utilities			
Metro - lower electric and gas billings			(110)
BNIA - lower electric and water billings			(150)
Transportation Centers - lower electric billings at MTC and NFITC			(33)
All Other			(16)
			<u>(309)</u>
Insurance & Injuries			
Metro - lower claim loss reserve appropriations and insurance premiums			(476)
Central Admin - lower police claim loss reserves and insurance premiums			(36)
All Other			(25)
			<u>(538)</u>
General Business/Other			
Metro - lower outside service costs, advertising, training and general office expenses			(635)
BNIA - lower outside service costs, advertising, training/travel and general office expenses			(2,222)
NFIA - lower outside service costs and advertising expenses			(278)
Central Admin - higher MIS/technology expenses, partially offset by lower outside service costs			63
All Other			2
			<u>(3,070)</u>
All Other			73
			<u>(9,654)</u>
<b>NON-OPERATING/CAPITAL</b>	<b>(9,316)</b>	<b>(10,977)</b>	<b>(1,661)</b>
Capital			
Metro			(179)
Transportation Centers			(55)
Central Admin			(155)
All Other			(9)
			<u>(398)</u>
Non-Operating			
Metro - SIF Reserve Funding			(2,000)
BNIA Operating Expense Reserve			693
All Other			44
			<u>(1,263)</u>
			<u>(1,661)</u>

**NFTA/METRO**  
**KEY ITEM REPORT**  
**SEPTEMBER YTD 2020**

(\$000 Omitted)

<b><u>YTD ACTUAL TO BUDGET</u></b>	<b>Sep 2020 <u>YTD Budget</u></b>	<b>Sep 2020 <u>YTD Actual</u></b>	<b><u>Variance</u></b>	<b><u>%</u></b>
<b>Operating Revenues</b>	56,526	30,768	(25,758)	-45.6%
<b>Operating Assistance</b>	65,401	83,220	17,819	27.2%
<b>Total Oper. Revenues &amp; Assistance</b>	121,928	113,988	(7,939)	-6.5%
Personnel Services	80,686	77,179	(3,507)	-4.3%
Maintenance & Repairs	10,630	9,125	(1,505)	-14.2%
Transit Fuel/Power	2,336	1,539	(798)	-34.1%
Utilities	2,146	1,837	(309)	-14.4%
Insurance & Injuries	2,629	2,091	(538)	-20.5%
Safety & Security	7,192	6,738	(454)	-6.3%
General Business/Other	16,152	13,082	(3,070)	-19.0%
Other	(15,338)	(14,811)	527	3.4%
<b>Total Operating Expenses</b>	106,433	96,779	(9,654)	-9.1%
<b>Operating Income/(Loss)</b>	<b>15,495</b>	<b>17,209</b>	<b>1,714</b>	<b>11.1%</b>
<b>Non-Operating/Capital</b>	(9,316)	(10,977)	(1,661)	-17.8%
<b>Net Surplus/(Deficit)</b>	6,179	6,233	54	0.9%

**NFTA/METRO**  
**BUSINESS CENTERS**  
**NET SURPLUS/(DEFICIT)**  
**SEPTEMBER YTD 2020**

(\$000 Omitted)

	<b>Sep 2020 <u>YTD Budget</u></b>	<b>Sep 2020 <u>YTD Actual</u></b>	<b><u>Variance</u></b>	<b><u>%</u></b>
NFTA				
BNIA	3,848	3,848	0	0.0%
NFIA	(934)	(934)	(0)	0.0%
Transportation Centers	(615)	(685)	(70)	-11.4%
Property Development	174	298	124	71.2%
<b>NFTA Total</b>	2,474	2,528	54	2.2%
<b>Metro</b>	3,705	3,705	(0)	0.0%
<b>NFTA/Metro</b>	6,179	6,233	54	0.9%

SEPTEMBER NFTA/METRO PERFORMANCE  
 FYE 2021 vs. FYE 2020  
 (\$000's)

	Sep 2019 Actual	Sep 2020 Actual	VARIANCE
<b>NET SURPLUS/(DEFICIT)</b>	<b>1,034</b>	<b>1,937</b>	<b>903</b>
Revenues and Operating Assistance			692
Expenses			756
Non-Operating/Capital			(544)
			<b>903</b>
<b>OPER REVENUES &amp; ASST</b>	<b>19,569</b>	<b>20,261</b>	<b>692</b>
Metro Passenger Fares - decreased ridership and no Buffalo Public Schools revenue in FYE21			(1,824)
BNIA Airport Fees & Services - higher compensatory billings based on increased expenses, and higher air cargo fees			655
BNIA Concessions/Commissions - decreased parking lot/ramp, ride share, auto rental and food/retail revenues; significantly decreased enplanements in FYE21			(1,465)
Local - 18b Match			(68)
Erie County Sales Tax			985
Mortgage Tax			342
State - STOA - estimated reduction from New York State			(1,193)
Federal - FTA & FAA CARES Act			3,310
All Other			(51)
			<b>692</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>16,441</b>	<b>15,685</b>	<b>(756)</b>
Personnel Services			
Metro - modified service in FYE21 and vacancies			(283)
BNIA - lower overtime and temporary help			(38)
All Other			2
			<b>(319)</b>
Maintenance & Repairs			
Metro - higher rail contract costs			65
BNIA - higher facility maintenance costs, automotive and environmental expenses			534
NFIA - timing of annual pavement maintenance in FYE21			(186)
Transportation Centers - lower materials/supplies/service cost at MTC and NFITC			(43)
All Other			14
			<b>384</b>
Metro Transit Fuel/Power - lower diesel and gasoline costs			(117)
Insurance & Injuries			
Metro - decreased claim loss reserve appropriations and insurance premiums			(326)
All Other			(4)
			<b>(330)</b>
General Business/Other			
Metro - lower outside service costs and general office expenses			(42)
BNIA - lower outside service costs and advertising expenses			(386)
NFIA - lower outside service costs			(21)
Central Admin - timing of MIS/technology expenses and contracts in FYE21			78
All Other			(4)
			<b>(374)</b>
All Other			1
			<b>(756)</b>
<b>NON-OPERATING/CAPITAL</b>	<b>(2,095)</b>	<b>(2,639)</b>	<b>(544)</b>
Capital			
Metro			332
Transportation Centers			(35)
Property Development			(200)
Central Admin			(59)
All Other			12
			<b>50</b>
Non-Operating			
Metro - SIF Reserve Funding			(800)
BNIA ADF Funding			139
BNIA Operating Expense Reserve			45
All Other			21
			<b>(594)</b>
			<b>(544)</b>

**NFTA/METRO**  
**KEY ITEM REPORT**  
**FYE 2021 vs. FYE 2020**  
**SEPTEMBER**

(\$000 Omitted)

<b><u>MONTH PRIOR YEAR COMPARISON</u></b>	<b>Sep 2019</b>	<b>Sep 2020</b>	<b><u>Variance</u></b>	<b><u>%</u></b>
	<b><u>Actual</u></b>	<b><u>Actual</u></b>		
<b>Operating Revenues</b>	8,958	6,249	(2,709)	-30.2%
<b>Operating Assistance</b>	10,612	14,012	3,400	32.0%
<b>Total Oper. Revenues &amp; Assistance</b>	19,569	20,261	692	3.5%
Personnel Services	12,710	12,391	(319)	-2.5%
Maintenance & Repairs	1,472	1,856	384	26.0%
Transit Fuel/Power	364	247	(117)	-32.2%
Utilities	282	224	(57)	-20.3%
Insurance & Injuries	659	329	(330)	-50.1%
Safety & Security	1,171	1,225	53	4.5%
General Business/Other	2,278	1,904	(374)	-16.4%
Other	(2,496)	(2,491)	5	0.2%
<b>Total Operating Expenses</b>	16,441	15,685	(756)	-4.6%
<b>Operating Income/(Loss)</b>	<b>3,128</b>	<b>4,576</b>	<b>1,448</b>	<b>46.3%</b>
<b>Non-Operating/Capital</b>	<b>(2,095)</b>	<b>(2,639)</b>	<b>(544)</b>	<b>-26.0%</b>
<b>Net Surplus/(Deficit)</b>	<b>1,034</b>	<b>1,937</b>	<b>903</b>	<b>87.4%</b>



NFTA/METRO YEAR TO DATE SEPTEMBER PERFORMANCE  
FYE 2021 vs. FYE 2020  
(\$000's)

	Sep 2019 YTD Actual	Sep 2020 YTD Actual	VARIANCE
<b>NET SURPLUS/(DEFICIT)</b>	4,599	6,233	1,634
Revenues and Operating Assistance			(3,722)
Expenses			6,422
Non-Operating/Capital			(1,066)
			1,634
<b>OPER REVENUES &amp; ASST</b>	117,710	113,988	(3,722)
Metro Passenger Fares - no fares collected April 1st through June 28th of FYE21; ridership down significantly in FYE21			(12,776)
BNIA Concessions/Commissions - decreased parking lot/ramp, ride share, auto rental and food/retail revenues; significantly decreased enplanements in FYE21			(10,624)
NFIA Concessions/Commissions - decreased parking lot, auto rental and retail revenues; significantly decreased enplanements in FYE21			(702)
Erie County Sales Tax			(422)
Mortgage Tax			747
State - STOA - estimated reduction from New York State			(7,158)
Federal - FTA & FAA CARES Act			27,078
All Other			134
			(3,722)
<b>TOTAL OPERATING EXPENSES</b>	103,201	96,779	(6,422)
Personnel Services			
Metro - modified service in FYE21, vacancies, and decreased overtime, instruction labor and student operator labor			(1,855)
BNIA - lower overtime and temporary help			(257)
Transportation Centers - lower overtime at MTC and NFITC			(39)
All Other			(8)
			(2,160)
Maintenance & Repairs			
Metro - lower revenue vehicle maintenance and facility costs			(250)
BNIA - lower materials/supplies/services, baggage maintenance, automotive and landscaping expenses			(89)
NFIA - lower materials/supplies cost, major repairs and environmental expenses			(183)
Transportation Centers - lower materials/supplies cost at MTC and NFITC			(88)
Property Development - lower service costs at 485 Cayuga			(84)
All Other			(14)
			(707)
Metro Transit Fuel/Power - lower diesel, gasoline and CNG costs			(722)
Insurance & Injuries			
Metro - decreased claim loss reserve appropriations and insurance premiums			(959)
BNIA - increased insurance premiums			64
Central Admin - higher police claim loss reserves			34
All Other			12
			(849)
General Business/Other			
Metro - lower outside service costs and training expenses			(223)
BNIA - lower outside service costs, advertising and training/travel expenses			(2,025)
NFIA - lower outside service costs and advertising expenses			(192)
Central Admin - timing of MIS/technology expenses and contracts in FYE21			518
All Other			16
			(1,905)
All Other			(78)
			(6,422)
<b>NON-OPERATING/CAPITAL</b>	(9,910)	(10,977)	(1,066)
Capital			
Metro			475
Property Development			(277)
Central Admin			(794)
All Other			32
			(564)
Non-Operating			
Metro - SIF Reserve Funding			(2,000)
BNIA ADF Funding			837
BNIA Operating Expense Reserve			588
All Other			73
			(502)
			(1,066)

**NFTA/METRO**  
**KEY ITEM REPORT**  
**FYE 2021 vs. FYE 2020**  
**SEPTEMBER YTD**

(\$000 Omitted)

	Sep 2019	Sep 2020		
	Prior	Current		
<b><u>YTD PRIOR YEAR COMPARISON</u></b>	<b><u>YTD Actual</u></b>	<b><u>YTD Actual</u></b>	<b><u>Variance</u></b>	<b><u>%</u></b>
<b>Operating Revenues</b>	54,341	30,768	(23,573)	-43.4%
<b>Operating Assistance</b>	63,369	83,220	19,851	31.3%
<b>Total Oper. Revenues &amp; Assistance</b>	117,710	113,988	(3,722)	-3.2%
Personnel Services	79,339	77,179	(2,160)	-2.7%
Maintenance & Repairs	9,832	9,125	(707)	-7.2%
Transit Fuel/Power	2,260	1,539	(722)	-31.9%
Utilities	1,954	1,837	(117)	-6.0%
Insurance & Injuries	2,940	2,091	(849)	-28.9%
Safety & Security	6,951	6,738	(213)	-3.1%
General Business/Other	14,987	13,082	(1,905)	-12.7%
Other	(15,063)	(14,811)	252	1.7%
<b>Total Operating Expenses</b>	103,201	96,779	(6,422)	-6.2%
<b>Operating Income/(Loss)</b>	<b>14,509</b>	<b>17,209</b>	<b>2,700</b>	<b>18.6%</b>
<b>Non-Operating/Capital</b>	<b>(9,910)</b>	<b>(10,977)</b>	<b>(1,066)</b>	<b>-10.8%</b>
<b>Net Surplus/(Deficit)</b>	<b>4,599</b>	<b>6,233</b>	<b>1,634</b>	<b>35.5%</b>

## Corporate Resolutions

1. Authorization of NYSDOT SFY 18-19 Urban Master Grant Agreement, Contract No. K007406 Attachment 2, NFTA
2. Authorization for Settlement, New York Central Mutual Fire Insurance Company a/s/o Latiesha Vass v. Frontier Transportation Authority, Niagara Frontier Transit Metro System, Inc. and Niles B. Hardy
3. Authorization for Agreement, AddOns, Business Process Improvement and Technical Solution Study, NFTA
4. Authorization for Agreement, Town of Cheektowaga, Detention Facility Agreement, TAPD
5. Authorization for Lease Agreement, John Kratz d/b/a Affordable Computer Solutions, 247 Cayuga Road, NFTA
6. Authorization for Lease Amendment, Buffalo Broadcasters Association, 485 Cayuga Road, NFTA

**CORPORATE:**

**2. C. (i) Niagara Frontier Transportation Authority, Acceptance of Corporate Resolutions 2. C. (1) through 2. C. (6)**

The Executive Director advised that Items 2. C. (1) through 2. C. (6) have been discussed with the Board of Commissioners of the NFTA, and the Board is unanimously in favor of all subject Resolutions. Whereupon, it was moved by Commissioner Hughes, seconded by Commissioner Aul, that the following Resolution be adopted:

“**RESOLVED**, that the Resolutions of the Niagara Frontier Transportation Authority, identified as numbers 2. C. (1) through 2. C. (6) dated October 22, 2020 as set forth herein, be and hereby are accepted and approved in their entirety.”

**AYES: ROCHE, HUGHES, ANSARI, AUL, BAYNES, BLUE, HICKS, PERRY, PERSICO, TUCKER, WILCOX**

**ABSTAIN: PERRY [Item 2.C. (4) Only]**

**NOES: NONE**

**ADOPTED**

CORPORATE 2. C. (i)

**CORPORATE:**

2. C. (1) **Authorization of NYSDOT SFY 18-19 Urban Master Grant Agreement, Contract No. K007406 Attachment 2, NFTA**

**RECOMMENDATION:** Staff recommends that the Board authorize New York State Department of Transportation (NYSDOT) SFY 18-19 Urban Master Grant Agreement identified by Contract Number K007406 Attachment 2 in the amount of \$3,129,051.

**INFORMATION:** The NYSDOT Mass Transportation Capital Project Agreement, Contract Number K007406 Attachment 2 provides state funding to support the projects listed below.

**FUNDING:** 10% State Matching Share for Federal Transit Funds.

**NYSDOT SFY 18-19 Urban Master Grant Agreement, Contract No. K007406 Attachment 2**

<b>PIN</b>	<b>Project</b>	<b>State Share</b>
5900.15.001	Purchase Replacement 40 ft. Buses	\$45,611
5900.15.001	Purchase Replacement 40 ft. Buses	\$100,000
5900.16.001	Purchase Paratransit Vehicles	\$115,000
5900.16.001	Purchase Paratransit Vehicles	\$54,124
5900.21.001	Bus - Preventative Maintenance (5307)	\$1,999,247
5900.22.001	Rail - Preventative Maintenance (5307)	\$352,809
5900.31.001	Rail - Preventative Maintenance (5337)	\$362,983
5900.52.001	Purchase Bus Shelters	\$50,000
5900.52.001	Purchase Bus Shelters	\$15,000
5900.53.001	Utica Station Bus Loop Rehabilitation Project	\$34,277
	<b>Total</b>	<b>\$3,129,051</b>

**“RESOLVED,** that the Board hereby authorizes New York State Department of Transportation Mass Transportation SFY 18-19 Urban Master Grant Agreement, Contract No. K007406, Attachment 2 as described above and relating to the above-referenced projects; and

**BE IT FURTHER RESOLVED,** that the Executive Director, her designee and/or the Chair, be, and hereby are, authorized to execute and deliver SFY 18-19 Urban Master Grant Agreement, Contract No. K007406, Attachment 2, as described above and relating to the above-referenced projects; and

**BE IT FURTHER RESOLVED**, that said Agreement may include such additional terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel.”

**CORPORATE:**

2. C. (2) **Authorization for Settlement, New York Central Mutual Fire Insurance Company a/s/o Latiesha Vass v. Frontier Transportation Authority, Niagara Frontier Transit Metro System, Inc. and Niles B. Hardy**

**RECOMMENDATION:** Staff recommends that the Board authorize payment of the settlement amount of \$75,000 in the matter of New York Central Mutual Fire Insurance Company a/s/o Latiesha Vass v. Niagara Frontier Transportation Authority, Niagara Frontier Transit Metro System, Inc. and Niles B. Hardy.

**INFORMATION:** On October 26, 2017, a Metro bus was heading south on Michigan Avenue to the Cold Spring Bus Garage when it turned left slowly into the driveway. In doing so the rear wheel well contacted the left rear corner of a Buick stopped northbound on Michigan Avenue. The 29-year-old female driver of the Buick, Latiesha Vass, alleges neck and back injuries that resulted in cervical discectomy and fusion at C6-7, as well as bilateral carpal tunnel release. While Ms. Vass has also commenced a separate bodily injury action against the above-named defendants, this settlement involves the underlying insurance coverage dispute only.

Ms. Vass carried automobile insurance through the Plaintiff, New York Central Mutual Fire Insurance Company (NYCM), who seeks recovery for Personal Injury Protection (PIP), Additional Personal Injury Protection (APIP) and Optional Basic Economic Loss (OBEL) allegedly paid for expenses incurred as a result of the injuries sustained in the accident. NYCM arbitrated the PIP and OBEL coverage and payments made; however, chose to commence action in New York State Supreme Court for recovery of \$88,699.81 in APIP paid to Ms. Vass. The APIP endorsement states that the benefits paid are subrogable. Proof of the endorsement is necessary to understand the coverage available. Notwithstanding numerous requests for proof of coverage, NYCM failed to provide such documentation until recently.

The parties to the action engaged in a private mediation session for both the bodily injury claim and the insurance coverage dispute. We were able to come to agreement on the coverage issue and negotiate a more favorable payment of \$75,000 in full and final satisfaction of the APIP claim.

**FUNDING:** Provided by NFT Metro System, Inc. through Self-Insurance Reserves.

**“RESOLVED,** that the Board hereby authorizes payment of the settlement amount of \$75,000 in the matter concerning subrogation of the APIP coverage in place at the time of the accident that occurred on October 26, 2017 as described above; and

**BE IT FURTHER RESOLVED**, that the Executive Director, her designee, and/or the Chair be and hereby are authorized to execute said authorization providing for payments in the not-to-exceed amount of \$75,000 to resolve the matter of New York Central Mutual Fire Insurance Company a/s/o Latiesha Vass v. Niagara Frontier Transportation Authority, Niagara Frontier Transit Metro System, Inc. and Niles B. Hardy; and

**BE IT FURTHER RESOLVED** that the Chief Financial Officer be hereby authorized to make payments under said agreement upon certification by the General Counsel that such payments are in order.”



**CORPORATE:**

2. C. (3) **Authorization for Agreement, AddOns, Business Process Improvement and Technical Solution Study, NFTA**

**RECOMMENDATION:** The Staff recommends that the Board authorize the NFTA to sign an agreement with AddOns to conduct a Business Process Improvement and Technical Solution Study for the Procure to Pay and Supplier File Processes in the amount of \$150,000 including travel expenses.

**INFORMATION:** AddOns is the primary support provider for the Ellipse and a Term Consultant. AddOns, working with a consultant, will look at current processes, analyze best practices, discuss new processes, and then map those processes to the Ellipse tool. The results of the study will document the current processes and build an implementation roadmap for the people, processes and tools to automate our procurement processes. The study will be the roadmap to move the Authority procurement process to an electronic system that will reduce duplicate work, reduce paper and increase efficiencies.

**FUNDING:** Funding is provided for in the FYE21 capital budget.

**“RESOLVED**, that the Board hereby authorizes an Agreement with AddOns for the Business Process Improvement and Technical Solution Study for Procure to Pay and Supplier File Processes at a cost of \$150,000 as described above; and

**BE IT FURTHER RESOLVED** that the Executive Director, her designee and/or the Chair, be and are hereby authorized to execute an Agreement with AddOns for the total amount of \$150,000; and

**BE IT FURTHER RESOLVED**, that said Agreement shall include such additional terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel; and

**BE IT FURTHER RESOLVED**, that the Chief Financial Officer, be hereby authorized to make payments under said Agreement upon certification by the Chief Financial Officer, that such payments are in order.”

**CORPORATE:**

2. C. (4) **Authorization for Agreement, Town of Cheektowaga, Detention Facility Agreement, TAPD**

**RECOMMENDATION:** Staff recommends the Board authorize a three-year Agreement with the Town of Cheektowaga (Town) for use of the Town's detention facility to hold individuals arrested by the Transportation Authority Police Department (TAPD) within the Town of Cheektowaga's boundaries for detention pending initial court appearances. The Agreement is effective as of September 22, 2020 and the NFTA will pay the Town the amount of two-hundred dollars (\$200.00) per month for the duration of the agreement for the rights to use the detention facility.

**INFORMATION:** The TAPD is responsible for patrolling NFTA-owned properties and maintaining peace in and about the Buffalo Niagara International Airport located in the Town of Cheektowaga. The TAPD provides aid and assistance to the Town's Police Department when requested and/or when deemed necessary for the enforcement of law.

Inasmuch as the NFTA does not maintain its own lock-up facilities, the TAPD has requested permission to transport individuals arrested within the Town's boundaries to the Cheektowaga Police Department for detention pending initial court appearances as required.

**FUNDING:** Funding will be provided from the Department's operational budget.

**"RESOLVED,** that the Board hereby authorizes a three-year Agreement with the Town of Cheektowaga for use of the town-owned detention facility in exchange for two-hundred dollars (\$200.00) per month, as described above; and

**BE IT FURTHER RESOLVED,** that the Executive Director, her designee and/or the Chair, be, and hereby are, authorized to execute and deliver said Agreement with the Town of Cheektowaga on the terms described above; and

**BE IT FURTHER RESOLVED,** that the Chief Financial Officer, be, and hereby is, authorized to make payment under said Agreement upon certification by the Chief of Police that such payment is in order based upon receipt of all required supporting documentation."

**CORPORATE:**

2. C. (5) **Authorization for Lease Agreement, John Kratz d/b/a Affordable Computer Solutions, 247 Cayuga Road, NFTA**

**RECOMMENDATION:** Staff recommends that the Board authorize a Lease Agreement with John Kratz d/b/a/ Affordable Computer Solutions for office space at 247 Cayuga Road.

**INFORMATION:** Affordable Computer Solutions is a computer repair business that has been a tenant at 247 Cayuga Road since 2019. Their current lease expires on October 31, 2020. This lease is for the same 502 square feet of Class C office space. The term of the lease would be one year commencing November 1, 2020 and expiring on October 31, 2021. The annual rental rate for the space is \$12.75 per square foot or \$6,400.50 per year, a 3% increase from their current rate. Affordable Computer Solutions will be required to pay rent quarterly in advance.

**FUNDING:** No funding is necessary.

**“RESOLVED,** that the Board hereby authorizes a Lease Agreement with John Kratz d/b/a Affordable Computer Solutions for space at 247 Cayuga Road, as described above; and

**BE IT FURTHER RESOLVED,** that the Executive Director, her designee and/or the Chair, be, and hereby are, authorized to execute and deliver said Lease Agreement, as described above; and

**BE IT FURTHER RESOLVED,** that said Lease Agreement may include such additional terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel.”

**CORPORATE:**

2. C. (6) **Authorization for Lease Amendment, Buffalo Broadcasters Association, 485 Cayuga Road, NFTA**

**RECOMMENDATION:** Staff recommends that the Board authorize a Lease Amendment with Buffalo Broadcasters Association to change the current lease space assignment from light industrial to warehouse at 485 Cayuga Road.

**INFORMATION:** The Buffalo Broadcasters Association (BBA) collects and preserves artifacts that represent Buffalo's broadcast history and honors the people who have made lifelong contributions to broadcasting. BBA entered into a lease for space at 485 Cayuga Road on August 1, 2018. BBA has temporarily eliminated business operations and reduced the space to storing archives only. This adjustment reassigns the space from light industrial to warehouse.

This amendment changes the space allocation of their current 2,378 square feet of light industrial space at a rental rate of \$7.82 per square foot to warehouse space at a rental rate of \$6.37 per square foot for the remaining nine months of their initial term, November 1, 2020 through July 31, 2021. This will reduce the monthly rent from \$1,549.43 to \$1,262.32 for nine months for a total decrease in rent of \$2,583.99. The two additional renewal option years starting on August 1, 2021 will revert to the original lease light industrial rate.

**FUNDING:** No funding is necessary.

**“RESOLVED,** that the Board hereby authorizes a Lease Amendment with Buffalo Broadcasters Association for space at 485 Cayuga Road, as described above; and

**BE IT FURTHER RESOLVED,** that the Executive Director, her designee and/or the Chair, be, and hereby are, authorized to execute and deliver said Lease Amendment, as described above; and

**BE IT FURTHER RESOLVED,** that said Lease Amendment may include such additional terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel.”

**3. AVIATION BUSINESS GROUP REPORT**

- A. Aviation Committee Report
- B. Financial and Business Update
- C. Resolutions

## Aviation Resolutions

1. Authorization for Agreement, Penn Power Group, LLC, Inspection and Maintenance of Emergency Generator Systems, BNIA and NFIA
2. Authorization for Procurement, Gernatt Asphalt Products, Inc., Special Grade Runway Sand, BNIA and NFIA
3. Authorization for Procurement, Automatic Systems, Inc. (ASI), Baggage Carousel Spare Parts, BNIA
4. Authorization for Agreement, Prentice Office Environments & Interior Solutions of WNY, LLC, Procurement of Furnishings, Administrative Office, BNIA
5. Authorization for License Agreement, Amazon.com, LLC, Economy Parking Lot, BNIA

**AVIATION:**

**3. C. (i) Niagara Frontier Transportation Authority, Acceptance of Aviation Resolutions 3. C. (1) through 3. C. (5)**

The Executive Director advised that Items 3. C. (1) through 3.C.(5) have been discussed with the Board of Commissioners of the NFTA, and the Board is unanimously in favor of all subject Resolutions.

Whereupon, it was moved by Commissioner Perry, seconded by Commissioner Hughes, that the following Resolution be adopted:

“**RESOLVED**, that the Resolutions of the Niagara Frontier Transportation Authority, identified as number 3. C. (1) dated October 24, 2020 as set forth herein, be and hereby are accepted and approved in their entirety.”

**AYES: ROCHE, HUGHES, ANSARI, AUL, BAYNES, BLUE, HICKS, PERRY, PERSICO, TUCKER, WILCOX**

**RECUSED: BAYNES [Item 3.C. (3) Only]**

**NOES: NONE**

**ADOPTED**

AVIATION 3. C. (i)

**AVIATION:**

3. C. (1) **Authorization for Agreement, Penn Power Group, LLC, Inspection and Maintenance of Emergency Generator Systems, BNIA and NFIA**

**RECOMMENDATION:** Staff recommends that the Board authorize an agreement with Penn Power Group, LLC, dba Penn Power Systems of Buffalo, New York, for scheduled inspections, preventative maintenance, and emergency repair services for 14 emergency generators and 1 fire pump located at the Buffalo Niagara International Airport (BNIA) and the Niagara Falls International Airport (NFIA). The term of service is 3 years with 2 additional one-year options at the sole discretion of the NFTA. The estimated cost of services for the 5-year term is \$132,640.00.

**INFORMATION:** Maintenance of the emergency power generator system requires the service of a contractor who possesses the expertise and equipment to work with high voltage electricity and specialized control systems.

Staff issued RFP 4956 in accordance with NFTA procurement guidelines to request maintenance services including inspections and specific preventative maintenance tasks on an annual and semi-annual basis. Additionally, the contractor will be required to perform non-routine maintenance and repairs on an "as needed" basis. The respondents were provided with an annual estimate of 127 hours per year for non-preventative maintenance repair services. Service will be performed on 14 emergency generators and 1 fire pump located at BNIA and NFIA.

An Evaluation Team consisting of members from the NFTA Procurement Department, BNIA Airfield Department, and BNIA Electrical Department reviewed all responses from prospective contractors. The team ranked Penn Power Group, LLC, of Buffalo, New York the highest rating. Penn Power Systems is the incumbent service provider and has performed very satisfactory service.

The estimated cost of services for the five-year contract term is \$132,640.00 including \$25,711.00 in year one, \$26,120.00 in year two, \$26,529.00 in year three, \$26,938.00 in year four, and \$27,342.00 in year five.

Empire State Development excluded this procurement from MWBE requirements because there are no NYS certified providers of this service. The NFTA excluded this procurement from SDVOB requirements because there are no NYS certified providers of this service.

**FUNDING:** Funding is included in the BNIA and NFIA operating budgets.

**"RESOLVED,** that the Board authorizes an Agreement with Penn Power Group, LLC for the inspection and maintenance of emergency generator systems at the Buffalo Niagara International Airport and at the Niagara Falls International Airport as described above; and



**BE IT FURTHER RESOLVED**, that the Executive Director, her designee and/or the Chair, be and hereby are authorized to execute and deliver an Agreement with Penn Power Group, LLC with the terms and conditions as set forth above and as negotiated; and

**BE IT FURTHER RESOLVED**, that said Agreement shall include such additional terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel; and

**BE IT FURTHER RESOLVED**, that the Chief Financial Officer be and he is hereby authorized to make payments upon the terms of the Agreement upon certification by the Director of Aviation, that such payments are in order based upon receipt of all required supporting documentation.”

4956 Emergency Generator Inspection and Maintenance	Cummins Buffalo, NY	Siemens Amherst, NY	Penn Power Systems Buffalo, NY	FM Generator Canton MA	Kinsley Power Systems E. Granby, CT
<b>SELECTION CRITERIA</b> (Completed by Team)	(Rate on a scale of 1 - 10, with 10 being the highest)				
Team Consensus					
Technical: Compliance with technical specifications, project approach, methods proposed, emergency call-in procedures. 50%	8.00	7.00	9.00	5.00	9.00
Cost. 30%	10.00	8.26	9.05	9.57	7.23
Qualifications and experience: Demonstrated ability in the industry, references, past performance, key personnel 20%	6.00	8.00	9.00	7.00	9.00
<b>TOTAL</b>	<b>8.20</b>	<b>7.58</b>	<b>9.02</b>	<b>6.77</b>	<b>8.47</b>
<b>Cost Proposals</b>					
<b>Year 1</b>					
PM and Repairs BNIA	\$7,475	\$9,800	\$8,181	\$8,550	\$10,940
PM and Repairs NFIA	\$3,022	\$2,400	\$3,433	\$2,725	\$4,225
OT Hourly Rate	\$180	\$200	\$165	\$172.50	\$120
Emergency Hourly Rate	\$180	\$200	\$210	\$172.50	\$180
Holiday Hourly Rate	\$240	\$240	\$230	\$172.50	\$200
Non-PM and Repairs Hourly Rate	\$120	\$160	\$111	\$115	\$120
<b>Year 2</b>					
PM and Repairs BNIA	\$7,475	\$10,000	\$8,292	\$8,550	\$10,940
PM and Repairs NFIA	\$3,022	\$2,500	\$3,477	\$2,725	\$4,225
OT Hourly Rate	\$180	\$210	\$168	\$172.50	\$120
Emergency Hourly Rate	\$180	\$210	\$213	\$172.50	\$180
Holiday Hourly Rate	\$240	\$260	\$233	\$172.50	\$200
Non-PM and Repairs Hourly Rate	\$120	\$160	\$113	\$115	\$120
<b>Year 3</b>					
PM and Repairs BNIA	\$7,475	\$10,300	\$8,403	\$8,550	\$10,940
PM and Repairs NFIA	\$3,022	\$2,575	\$3,521	\$2,725	\$4,225
OT Hourly Rate	\$180	\$220	\$171	\$172.50	\$120
Emergency Hourly Rate	\$180	\$220	\$216	\$172.50	\$180
Holiday Hourly Rate	\$240	\$300	\$236	\$172.50	\$200
Non-PM and Repairs Hourly Rate	\$120	\$170	\$115	\$115	\$120
<b>Year 4</b>					
PM and Repairs BNIA	\$7,699	\$10,600	\$8,514	\$8,550	\$10,940
PM and Repairs NFIA	\$3,112	\$2,650	\$3,565	\$2,725	\$4,225
OT Hourly Rate	\$180	\$230	\$174	\$180	\$120
Emergency Hourly Rate	\$180	\$230	\$219	\$180	\$180
Holiday Hourly Rate	\$240	\$340	\$239	\$180	\$200
Non-PM and Repairs Hourly Rate	\$120	\$175	\$117	\$120	\$120
<b>Year 5</b>					
PM and Repairs BNIA	\$7,929	\$10,900	\$8,625	\$8,550	\$10,940
PM and Repairs NFIA	\$3,205	\$2,740	\$3,604	\$2,725	\$4,225
OT Hourly Rate	\$180	\$240	\$177	\$180	\$120
Emergency Hourly Rate	\$180	\$240	\$122	\$180	\$180
Holiday Hourly Rate	\$240	\$360	\$242	\$180	\$200
Non-PM and Repairs Hourly Rate	\$120	\$180	\$119	\$120	\$120
Mark up on parts	35%	20%	30%	25%	20%

**AVIATION:**

3. C. (2) **Authorization for Procurement, Gernatt Asphalt Products, Inc. Special Grade Runway Sand, BNIA and NFIA**

**RECOMMENDATION:** Staff recommends that the Board approve the purchase of 3,000 tons and 120 tons of special grade runway sand per year for use at Buffalo Niagara International Airport (BNIA) and the Niagara Falls International Airport (NFIA), respectively, from Gernatt Asphalt Products, Inc. of Buffalo, New York, for a period of five years commencing November 2020. The delivered price for the sand over the 5-year period will total \$436,800 including \$420,000 at BNIA and \$16,800 at NFIA.

**INFORMATION:** Airfield staff require sand to maintain runways, taxiways, ramps and roadways in a safe condition during the winter season. A special grade and continued supply of sand on site is required to ensure safe operations of aircraft using our airports. The sand must meet specifications developed by the Federal Aviation Administration (FAA) to ensure that inadvertent ingestion by aircraft with low slung, high bypass engines with close tolerances would not be damaging.

Bid No. 4988 was advertised in accordance with NFTA procurement guidelines. There was only one responsive bid. Airfield staff has inspected the sand to ensure it meets the FAA specifications.

Empire State Development excluded this procurement from MWBE requirements because there are no NYS certified providers of this product. NFTA excluded this procurement from SDVOB requirements because there are no NYS certified providers of this product.

**FUNDING:** Funding is included in the BNIA and NFIA operating budgets.

**“RESOLVED,** that the Board hereby authorizes the procurement of special grade runway sand from Gernatt Asphalt Products, Inc. to be used at the Buffalo Niagara International Airport and at the Niagara Falls International Airport as described above; and

**BE IT FURTHER RESOLVED,** that the Manager, Procurement, be and he is hereby authorized to issue Purchase Orders to Gernatt Asphalt Products, Inc. for the procurement of special grade runway sand to be used as described hereinabove; and

**BE IT FURTHER RESOLVED,** that said Purchase Orders shall include such additional terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel; and

**BE IT FURTHER RESOLVED,** that the Chief Financial Officer, be and he is hereby authorized to make payments under said Agreement upon certification by the Director of Aviation that such payments are in order based upon receipt of all required supporting documentation.”

**AVIATION:**

3. C. (3) **Authorization for Procurement, Automatic Systems, Inc. (ASI),  
Baggage Carousel Spare Parts, BNIA**

**RECOMMENDATION:** Staff recommends the Board approve the sole source procurement of spare parts for the new baggage carousels being installed as part of the Terminal Enhancement Project at Buffalo Niagara International Airport (BNIA) from Automatic Systems, Inc. (ASI) for a total cost of \$130,623.74.

**INFORMATION:** Four slope plate baggage carousels will be replacing the three existing flat belt carousels as part of the Terminal Enhancement project. The carousels are manufactured by ASI with a one- year warranty on parts and three years on design deficiencies. Since these new slope plate carousels are first of its kind at BNIA, it is necessary to purchase a spare parts inventory to prevent any long system outages. Staff must use original parts from ASI to maintain the warranties so this procurement will be considered sole source. The lead time for this list of spare parts ranges from 2-13 weeks in duration. The spare parts inventory was recommended by our Baggage Handling System maintenance service provider, Oxford Electronics, Inc.

**FUNDING:** This expenditure will be temporarily funded by the BNIA operating budget and will be 100% reimbursed by the Airlines per the Use and Lease Agreement.

**“RESOLVED,** that the Board hereby authorizes the procurement of spare parts from Automatic Systems, Inc. (ASI) to be used at the Buffalo Niagara International Airport as described above; and

**BE IT FURTHER RESOLVED,** that the Manager, Procurement, be and he is hereby authorized to issue Purchase Orders to Automatic Systems, Inc. (ASI) for the procurement of spare parts to be used as described hereinabove; and

**BE IT FURTHER RESOLVED,** that said Purchase Orders shall include such additional terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel; and

**BE IT FURTHER RESOLVED,** that the Chief Financial Officer, be and he is hereby authorized to make payments under said Agreement upon certification by the Director of Aviation that such payments are in order based upon receipt of all required supporting documentation.”

Item No.	Manufacturer	Part #	Description	Project Quantity	Recommended Scores	Criticality Level	Lead Time	Per Unit Price	Extended Price	Total Price
<b>ELECTRICAL &amp; CONTROLS</b>										
1	H0666	20017	HOUR METER	4	1	Low	2-4 weeks	\$277.81	\$277.81	
2	SHAT-R-SHIELD	46546	FLOURESCENT BULB, 4', 78	4	1	Low	2 weeks	\$15.78	\$15.78	
3	PHOENIX CONTACT	2881001	5 POLE UNMANGED ETHERNET SWITCH	4	2	Critical	4 weeks	\$123.16	\$246.32	
4	AB	100-CORUD10	100-C CONTACTOR, 3-POLE, 9 AMP	18	3	High	2-3 weeks	\$120.49	\$361.47	
5	AB	100-C-12UD10	100-C CONTACTOR, 3-POLE, 12 AMP	27	1	High	2-3 weeks	\$154.91	\$154.91	
6	AB	100-FAZZ	AUXILIARY CONTACT, FRONT MOUNT 2 NO 2 NC	6	3	High	2-3 weeks	\$53.57	\$160.71	
7	AB	140M-C2E-840	IEC MOTOR PROTECTION CIRCUIT BREAKER, STANDARD	28	3	High	2-3 weeks	\$248.06	\$744.18	
8	AB	140M-C2E-983	IEC MOTOR PROTECTION CIRCUIT BREAKER, STANDARD	40	1	High	2-3 weeks	\$248.06	\$248.06	
9	AB	140M-C2E-510	IEC MOTOR PROTECTION CIRCUIT BREAKER, STANDARD	4	3	High	2-3 weeks	\$265.28	\$765.84	
10	AB	140M-C-AFA11	AUXILIARY CONTACT BLOCK, FRONT MOUNTED, 1 NO 1 NC	85	3	High	2-3 weeks	\$31.59	\$94.77	
11	AB	140M-C-KNT1	LOCKABLE TWIST KNOB	85	1	Low	2-3 weeks	\$9.14	\$9.14	
12	AB	140M-D6E-C20	IEC MOTOR PROTECTION CIRCUIT BREAKER, STANDARD	14	2	High	2-3 weeks	\$360.45	\$720.90	
13	AB	148B-M1C050	1 POLE, 5 AMP, UL489 CIRCUIT BREAKER	24	1	Critical	2-3 weeks	\$65.58	\$95.58	
14	AB	148B-M1C100	1 POLE, 10 AMP, UL489 CIRCUIT BREAKER	4	1	Critical	2-3 weeks	\$95.58	\$95.58	
15	AB	148B-M1C200	1 POLE, 20 AMP, UL489 CIRCUIT BREAKER	4	1	Critical	2-3 weeks	\$95.58	\$95.58	
16	AB	149AV-DJ522-A-E	200A, 3P, 600V, CLASS J DISCONNECT SWITCH W/ LONG ROD	4	1	Critical	2-3 weeks	\$2,579.92	\$2,579.92	
17	AB	1506-XL5120E	SWITCH DISCONNECT SWITCH	14	3	Critical	2-3 weeks	\$358.63	\$11015.89	
18	AB	184E-GA20-P11	ENCLOSED DISCONNECT LOAD SWITCH	54	1	High	2-3 weeks	\$405.00	\$405.00	
19	AB	184E-GA20-P11-F22	ENCLOSED DISCONNECT LOAD SWITCH	1	1	High	2-3 weeks	\$509.29	\$509.29	
20	BEST	1W7B3	SPDT, MOMENTARY KEY SWITCH	4	2	High	2-3 weeks	\$135.00	\$270.00	
21	AB	25B-D013N104	POWER FLEX 525 AC DRIVE, WEEMBEDDED ETHERNET/IP,	15	2	High	2-3 weeks	\$1,640.25	\$3280.50	
22	AB	25B-D4P0N104	POWER FLEX 525 AC DRIVE, WEEMBEDDED ETHERNET/IP,	24	1	High	2-3 weeks	\$907.20	\$907.20	
23	AB	25B-D8P0N104	POWER FLEX 525 AC DRIVE, WEEMBEDDED ETHERNET/IP,	4	1	High	2-3 weeks	\$1,083.38	\$1,083.38	
24	AB	Z71TP-17C48	PANELVIEW PLUS, 7" TOUCH, COLOR DISPLAY	4	1	Medium	2-3 weeks	\$6,479.60	\$6,479.60	
25	AB	42GRU-4020-QD	PHOTOELECTRIC SENSOR - SMARTSIGHT 9000 DEVICENET,	61	1	High	2-3 weeks	\$141.86	\$141.86	
26	AB	5089-AEN2TR	MULTI-OUTPUT DISCONNECT	4	1	Critical	2-3 weeks	\$1,653.93	\$1,653.93	
27	AB	5089-FFD	COMPACT LOGIX ETHERNET/IP ADAPTER	4	3	Critical	2-3 weeks	\$209.13	\$627.39	
28	AB	5089-A16	FIELD POTENTIAL DISTRIBUTOR MODULE	36	2	Critical	2-3 weeks	\$504.37	\$1008.74	
29	AB	5089-L310ER	16 CHANNEL AC INPUT MODULE	8	2	Critical	2-3 weeks	\$979.76	\$979.76	
30	AB	5089-OW16	COMPACT LOGIX 5380 CONTROLLER, 1MB	16	2	Critical	2-3 weeks	\$3,381.88	\$6763.76	
31	AB	5089-RTB18-SCREW	16 CHANNEL N.O. INDIVIDUALLY NON ISOLATED RELAY	16	2	Critical	2-3 weeks	\$954.84	\$1,869.88	
32	AB	5089-RTB84-SCREW	18 PIN SCREW TERMINAL BLOCK KIT	52	2	Low	2-3 weeks	\$92.55	\$165.10	
33	AB	5089-RTB8-SCREW	POWER TERMINAL RTB KIT	12	1	Low	2-3 weeks	\$45.10	\$45.10	
34	AB	65-2421	6 PIN SCREW TERMINAL BLOCK KIT	4	3	Low	2-3 weeks	\$27.34	\$82.02	
35	SOLARHEVDUTY	65-23-210-3	RIGHT ANGLE MOUNTING BRACKET	61	1	Low	2-3 weeks	\$9.22	\$9.22	
36	AB	700-CF4000	POWER CONDITIONING TRANSFORMER	4	1	Critical	6-8 weeks	\$1,800.02	\$1,800.02	
37	AB	700-HA32A1-3	4 POLE CONTROL RELAY	6	3	High	2-3 weeks	\$91.52	\$274.56	
38	AB	700-HA32Z2A-3	1/4 TYPE TUBE BASE RELAY WITH PIN TERMINALS AND	37	1	High	2-3 weeks	\$28.89	\$28.89	
39	AB	700-HA32Z2A-3	1/4 TYPE TUBE BASE RELAY WITH PIN TERMINALS AND	1	3	High	2-3 weeks	\$27.26	\$81.78	
40	AB	700-HN100	SCREW TERMINAL TUBE BASE SOCKET / GUARDED TERMINAL	38	3	High	2-3 weeks	\$10.33	\$30.99	
41	AB	700-HN157	REPAIRER CLIP FOR 700-HA RELAY	35	2	High	2-3 weeks	\$1.73	\$3.45	
42	AB	700-P800A1	P TYPE ELECTRICALLY HELD RELAY, 8 POLE, AC COIL,	13	1	Medium	2-3 weeks	\$372.65	\$372.65	
43	AB	800TC-A1D1	ILLUMINATED PUSH BUTTON - MOMENTARY, NEMA 4/13	8	1	Medium	2-3 weeks	\$68.53	\$68.53	
44	AB	800TC-A2D1	PUSH BUTTON - MOMENTARY, NEMA 4/13	12	1	Medium	2-3 weeks	\$58.53	\$58.53	
45	AB	800TC-A3D1	PUSH BUTTON - MOMENTARY, NEMA 4/13	4	1	Medium	2-3 weeks	\$58.53	\$58.53	
46	AB	800TC-B8D2	PUSH BUTTON - MOMENTARY, NEMA 4/13	8	3	Medium	2-3 weeks	\$68.53	\$195.59	
47	AB	800TC-FXP16RA1	ILLUMINATED PUSH BUTTON - MOMENTARY, NEMA 4/13	37	1	Medium	2-3 weeks	\$258.88	\$258.88	
48	AB	800TC-H2A	SELECTOR SW - 2 POS MAINT, NEMA 4/13	12	3	Medium	2-3 weeks	\$104.09	\$312.27	
49	AB	800TC-PB165	ILLUMINATED PUSH BUTTON - MOMENTARY, NEMA 13	25	1	Medium	2-3 weeks	\$212.13	\$212.13	
50	AB	800TC-PB16W	ILLUMINATED PUSH BUTTON - MOMENTARY, NEMA 13	4	3	Medium	2-3 weeks	\$212.13	\$636.39	
51	AB	800T-H314	PUSH/PULL PADLOCKING ATTACHMENT	33	3	Medium	2-3 weeks	\$43.74	\$131.22	
51	AB	800T-P16A	AMBER PILOT LIGHT - STANDARD, NEMA 4/13	25	1	Medium	2-3 weeks	\$155.05	\$155.05	

Item No.	Manufacturer	Part #	Description	Project Quantity	Recommended Scaops	Criticality Level	Lead Time	Per Unit Price	Extended Price	Total Price
<b>BEARINGS</b>										
52	AB	800T-P1B8	BLUE PILOT LIGHT - STANDARD, NEMA 4/13	4	1	Medium	2-3 weeks	\$158.06	\$158.06	\$158.06
53	AB	800T-P1B5	GREEN PILOT LIGHT - STANDARD, NEMA 4/13	4	1	Medium	2-3 weeks	\$158.06	\$158.06	\$158.06
54	AB	855H-BCA10C0DRS	INDUSTRIAL ELECTRONIC HORN WITH ATTACHED STROBE	4	2	Medium	2-3 weeks	\$707.28	\$707.28	\$1414.56
55	AB	655TC-SNBAR3R4P1	STACK LIGHT, RED, AMBER, HORN	9	3	Medium	2-3 weeks	\$2386.63	\$795.61	\$2386.63
56	AB	869N-F5A4-8F	CORDBET - FEMALE (STRAIGHT, MINIMUMI PLUS), BR CABLE	61	3	Medium	2-3 weeks	\$40.93	\$122.79	\$122.79
57	AB	32-39	PHOTOSW/REFLECTOR, 3 INCH RND	61	1	Medium	2-3 weeks	\$10.31	\$10.31	\$10.31
58	SOLAHEVIDUTY	H5T2AS	3KVA CONTRL TRANSFORMER	4	1	Critical	3-5 weeks	\$560.99	\$560.99	\$560.99
59	SOLAHEVIDUTY	H5T3AS	3KVA CONTRL TRANSFORMER	4	2	Critical	3-5 weeks	\$383.99	\$767.98	\$767.98
60	TCI	KORULAL1	2 HP LINE REACTOR LOW-Z	25	1	High	5-7 weeks	\$87.08	\$87.08	\$87.08
61	TCI	KORULAL2	3 HP LINE REACTOR LOW-Z	4	2	High	5-7 weeks	\$86.53	\$189.06	\$189.06
62	TCI	KORULAL4	7.5 HP LINE REACTOR LOW-Z	14	3	High	5-7 weeks	\$172.05	\$336.15	\$336.15
63	BUSSVANN	LPJ-10SP	FUSE CLASS J 10 AMPS	20	10	Critical	3 weeks	\$150.80	\$150.80	\$150.80
64	BUSSVANN	LPJ-12SP	FUSE CLASS J 12 AMPS	12	6	Critical	3 weeks	\$126.56	\$759.36	\$759.36
65	BUSSVANN	LPJ-15SP	FUSE CLASS J 15 AMPS	8	4	Critical	3 weeks	\$80.32	\$80.32	\$80.32
66	BUSSVANN	LPJ-30SP	FUSE CLASS J 30 AMPS	45	10	Critical	3 weeks	\$15.08	\$150.80	\$150.80
67	FANDUIT	UTP6A105U	CAT6A CABLE, BLUE, 10'	4	1	Critical	3 weeks	\$30.85	\$30.85	\$30.85
68	FANDUIT	UTP6A50U	CAT6A CABLE, BLUE, 5'	12	1	Critical	3 weeks	\$25.06	\$25.06	\$25.06
<b>Sub Total for Controls \$44,909.05</b>										
<b>Total Price</b>										
<b>BEARINGS</b>										
70	Sealmaster	SFTMH-23T	BRG - 2BF X 1.438 - SEALMASTER	122	0	Medium	2-3 weeks	\$125.56	\$0.00	\$0.00
71	Sealmaster	SFTMH-27T	BRG - 2BF X 1.688 - SEALMASTER	22	0	Medium	2-3 weeks	\$166.91	\$0.00	\$0.00
72	Sealmaster	SFTMH-23T	BRG - WSTU X 1.438 - SEALMASTER	22	4	Medium	2-3 weeks	\$183.07	\$732.28	\$732.28
<b>Sub Total for Bearings \$732.28</b>										
<b>PULLEYS</b>										
73	BRYANT	2149Z-P001	PLY - 4.00 DIA X 38.000 X 1.438 - 39BF FF SNUBTAKEUP	22	1	Low	6-8 weeks	\$197.06	\$197.06	\$197.06
74	BRYANT	2149Z-P005	PLY - 6.00 DIA X 30.000 X 1.438 - 39BF TC HOVL	11	1	Low	6-8 weeks	\$210.18	\$210.18	\$210.18
75	BRYANT	2149Z-P012	PLY - 8.75 DIA X 38.000 X 1.688 - 39BF FFLAG MID DRV	9	1	Low	6-8 weeks	\$804.32	\$804.32	\$804.32
76	BRYANT	2149Z-P013	PLY - DIA 8.75 X 38.000 X 1.688 FF - 39 BF DRV FF	2	1	Low	6-8 weeks	\$804.32	\$804.32	\$804.32
77	BRYANT	2149Z-P016	ROLLER - 3.50 DIA X 38.000 X 1.176 HEX - FF	11	1	Low	5-5 weeks	\$157.94	\$157.94	\$157.94
78	BRYANT	2149Z-P018	PLY - 6.00 DIA X 36.875 X 1.438 - 39BF FF Q HO	6	1	Low	6-8 weeks	\$218.92	\$218.92	\$218.92
79	BRYANT	2453A-P001	PLY - 6.00 DIA X 36.875 X 1.438 - 39BF TC Q TL	7	2	Low	6-8 weeks	\$217.53	\$435.06	\$435.06
80	BRYANT	2453A-P002	PLY - 6.00 DIA X 36.875 X 1.438 FF - 39 BF Q HO	1	2	Low	6-8 weeks	\$218.92	\$437.84	\$437.84
<b>Sub Total for Pulleys \$3,385.14</b>										
<b>GLEARMOTORS</b>										
81	SEW	20190626-000101	SEW GMTR - KT49DRV100LM4BESH/R 1/3 HP / BRAKE / 61 RPM /	1	1	High	6-8 weeks	\$3,748.95	\$3,748.95	\$3,748.95
82	SEW	20190626-000102	SEW GMTR - KT49DRV100LM4BESH/R 2 HP / 51 RPM / M4	1	1	High	6-8 weeks	\$2,756.70	\$2,756.70	\$2,756.70
83	SEW	20190626-000103	SEW GMTR - R57DRV100LM4BESH/R 3 HP / BRAKE / 55 RPM / M4	1	1	High	6-8 weeks	\$2,776.95	\$2,776.95	\$2,776.95
84	SEW	20190626-000110	SEW GMTR - KT49DRV100LM4BESH/R 2 HP / BRAKE / 40 RPM / M4	1	1	High	6-8 weeks	\$3,483.00	\$3,483.00	\$3,483.00
85	SEW	20190626-000089	SEW GMTR - KT49DRV100LM4 / 3 HP X 61 RPM X 1.688	1	1	High	6-8 weeks	\$2,922.75	\$2,922.75	\$2,922.75
86	SEW	20191014-000054	SEW GMTR - KT67DRV100LM4 / 3 HP / 40 RPM / M4	4	1	High	6-8 weeks	\$3,514.05	\$3,514.05	\$3,514.05
87	SEW	20191014-000055	SEW GMTR - R57DRV100LM4BESH/R 2 HP / BRAKE / 47 RPM / M4	1	1	High	6-8 weeks	\$3,312.55	\$3,312.55	\$3,312.55
88	SEW	20191014-000056	SEW GMTR - R57DRV100LM4 / 2 HP / 67 RPM / M3	1	1	High	6-8 weeks	\$1,510.65	\$1,510.65	\$1,510.65
89	SEW	20191014-000057	SEW GMTR - KT49DRV100LM4BESH/R 2 HP / BRAKE / 51 RPM / M4	1	1	High	6-8 weeks	\$3,483.00	\$3,483.00	\$3,483.00
90	SEW	20191014-000058	SEW GMTR - KT39DRV100LM4 / 2 HP / 72 RPM / M4	6	1	High	6-8 weeks	\$2,470.50	\$2,470.50	\$2,470.50
<b>Sub Total for Gearmotors \$28,976.10</b>										
<b>ROLLER CHAINS, SPROCKETS &amp; BUSHINGS</b>										
91	U.S. TSUBAKI	Link - RC 60 Half	Roller Chain Link	3	1	High	2-3 weeks	\$10.89	\$10.89	\$10.89
92	U.S. TSUBAKI	Link - RC 80 Master	Roller Chain Link	3	1	High	2-3 weeks	\$4.44	\$4.44	\$4.44
93	U.S. TSUBAKI	Chain - RC 80 RV	Roller Chain	15 FT	5	High	2-3 weeks	\$28.44	\$142.20	\$142.20
94	DODGE	TL 2517 X 1.688	Taper-Lock Bushing	2	1	High	2-3 weeks	\$86.68	\$86.68	\$86.68
95	DODGE	TL 2012 X 1.375	Taper-Lock Bushing	2	1	High	2-3 weeks	\$72.10	\$72.10	\$72.10
96	DODGE	TL 1615 X 1.375	Taper-Lock Bushing	1	1	High	2-3 weeks	\$72.10	\$72.10	\$72.10

Item No.	Manufacturer	Part #	Description	Project Quantity	Recommendation Source	Criticality Level	Lead Time	Per Unit Price	Extended Price	Total Price
97	DODGE	TL 1615 X 1 436	Taper-Lock Bushing	1	1	High	2-3 weeks	\$72.10	\$72.10	\$72.10
98	MARTIN	60B1616H X 2517	Sprocket	1	1	High	2-3 weeks	\$166.89	\$166.89	\$166.89
99	MARTIN	60B1616H X 2017	Sprocket	2	1	High	2-3 weeks	\$80.07	\$160.14	\$160.14
100	MARTIN	60B1616H X 2517	Sprocket	1	1	High	2-3 weeks	\$123.62	\$123.62	\$123.62
101	MARTIN	60B1616H X 1615	Sprocket	1	1	High	2-3 weeks	\$123.62	\$123.62	\$123.62
102	MARTIN	60B1612H X 1615	Sprocket	1	1	High	2-3 weeks	\$123.62	\$123.62	\$123.62
Sub Total for Roller Chains, Sprockets & Bushings										
										\$1,080.33

Item No.	Manufacturer	Part #	Description	Project Quantity	Recommendation Source	Criticality Level	Lead Time	Per Unit Price	Extended Price	Total Price
<b>SLOPE PLATE CAROUSEL</b>										
103	Siemens	AL2867-2080	CHN 2082082 DBL STRND MASTER LINK	8	1	High	2-3 weeks	\$7.11	\$56.88	\$56.88
104	Siemens	AL280-92082-654	CHN 2082H DBL PITCH 166 IN LG (83 LINKS)	8	1	High	2-3 weeks	\$176.03	\$1,408.24	\$1,408.24
105	Siemens	AL286-62082	CHN 2082 SINGLE STRAND HALF LINK	8	1	High	5-8 weeks	\$15.20	\$121.60	\$121.60
106	Siemens	ALU0000104	BRUSH TRACK WITH HOLDER MODEL 7100	54	10	Medium	8-9 weeks	\$43.61	\$2,353.14	\$2,353.14
107	Siemens	AL7390 (Minimum order Qty 10)	BUMPER 3D EXTRUSION	20	2	Low	4-5 weeks	\$398.90	\$7,978.00	\$7,978.00
108	Siemens	AL7391 (Minimum order Qty 100)	BUMPER 3D INSERT SLOPE PLATE DEVICE	24	2	Low	4-5 weeks	\$4.51	\$108.24	\$108.24
109	Siemens	ALU0000042	GUIDE ASSY, DRIVE CHAIN SLOPE PLATE	8	1	Medium	4-5 weeks	\$972.41	\$7,779.28	\$7,779.28
110	Siemens	ALU0000046	BACKUP ASSY, DRIVE CHAIN SLOPE PLATE	8	1	High	4-5 weeks	\$614.46	\$4,915.68	\$4,915.68
111	Siemens	ALU0000000	FINGER GUARD MODEL 7100 SLOPE PLATE	400	20	Low	5-8 weeks	\$16.83	\$6,732.00	\$6,732.00
112	Siemens	AL200-9105354	MTR SLDR 7.5 HP 213TC 1675 RPM HSLIP	8	1	Critical	12-13 weeks	\$2,342.89	\$18,743.12	\$18,743.12
113	Siemens	AL213-710185	RCGR DODGE QUANTIS BF66XCHZ10TC 58.37 AS	8	1	Critical	3-4 weeks	\$2,811.61	\$22,492.88	\$22,492.88
114	Siemens	AL232-99261827	SPKT #2082618H X 2 BORE KW2 SS	8	1	High	2-3 weeks	\$470.16	\$3,761.28	\$3,761.28
115	Siemens	ALU0000050	IDLER SHAFT ASSY SLOPE PLATE DRIVE	8	1	High	4-5 weeks	\$216.31	\$1,730.48	\$1,730.48
116	Siemens	ALU0000053	IDLER PULLEY SLOPE PLATE DRIVE	8	1	High	4-5 weeks	\$912.24	\$7,297.92	\$7,297.92
117	Siemens	ALU0000074	S-LINK ASSY PALLET SUPPORT MODEL 7100	8	1	High	9-10 weeks	\$2,357.67	\$18,861.36	\$18,861.36
118	Siemens	AL7560-1	GUIDE WHEEL ASSY - 4 IN URETHANE	200	20	High	2-3 weeks	\$16.37	\$3,274.00	\$3,274.00
119	Siemens	AL224-0203	WASHER THRUST BRZ 1-1/8" X 1-7/8" X 1/8"	200	20	High	4-8 weeks	\$6.72	\$1,344.00	\$1,344.00
120	Siemens	ALU0000084	BSHG SILV COMPOSITE 1.125 X 1.375 X .315	100	10	High	2-3 weeks	\$22.28	\$2,228.00	\$2,228.00
121	Siemens	AL7380-16	NYLON STRAP PALLET SUPPORT 16 IN CENTERS	800	80	High	2-3 weeks	\$3.24	\$2,592.00	\$2,592.00
Sub Total for Slope Plate Carousel										\$13,799.51

Item No.	Manufacturer	Part #	Description	Project Quantity	Recommendation Source	Criticality Level	Lead Time	Per Unit Price	Extended Price	Total Price
<b>BELTING</b>										
122	Forbo	907229	Belt - E122 TX0V10 LG MFR-AMP BLK, 36" Width	200 FT	70	Critical	2-3 weeks	\$17.13	\$3,426.00	\$3,426.00
123	Forbo	907230	Belt - E122 TX0V11 MFR-AMP BLK, 36" Width	285 FT	70	Critical	2-3 weeks	\$17.13	\$4,881.15	\$4,881.15
124	Forbo	906434-W GUIDES	EBZ LCV15 LG FR BLK - GUIDES 36.5" Width	215 FT	15	Critical	4-5 weeks	\$36.76	\$7,903.40	\$7,903.40
Sub Total for Belting										\$2,940.40

Item No.	Manufacturer	Part #	Description	Project Quantity	Recommendation Source	Criticality Level	Lead Time	Per Unit Price	Extended Price	Total Price
<b>SPECIAL / NECESSARY TOOLS</b>										
125	Forbo	01179	UX-1 SIS Unibar Lacing, 12pieces x 12/piece, (qty = box)	0	0	Critical	1-2 weeks	\$57.40	\$0.00	\$0.00
126	Forbo	02287	#1 SP Clipper w/out Pin, 12pieces x 12/piece, (qty = box)	0	0	Critical	1-2 weeks	\$33.61	\$0.00	\$0.00
127	Forbo	05193	Duralink Pin, 25' x 5' Leader, (qty = roll of 25')	0	0	Critical	1-2 weeks	\$57.92	\$0.00	\$0.00
128	Forbo	03372	Manual Roller Lacer - 48"	0	0	Critical	1-2 weeks	\$2,921.56	\$0.00	\$0.00
129	Forbo	04017	Manual Face Strip - 48"	0	0	Critical	1-2 weeks	\$178.93	\$0.00	\$0.00
Sub Total for Special / Necessary Tools										\$0.00

Item No.	Manufacturer	Part #	Description	Project Quantity	Recommendation Source	Criticality Level	Lead Time	Per Unit Price	Extended Price	Total Price
<b>POWER TURNS/SPIRALS</b>										
130	INTERROLL	65101166	BELT ASSY 48C39 F80 PVOP 22TL Z7T	3	1	Critical	3-4 Weeks	\$2,214.66	\$6,643.98	\$6,643.98
131	INTERROLL	1930862-10-2	BELT ASSY 48C39 F87 PVOP 219.5L Z7T	1	1	Critical	3-4 Weeks	\$2,214.66	\$2,214.66	\$2,214.66
132	INTERROLL	36539-92	BELT ASSY 36S39-F82 PVOP 27T	1	1	Critical	3-4 Weeks	\$2,377.62	\$2,377.62	\$2,377.62
133	INTERROLL	5004071-10-2	BELT ASSY 36S39-S962 SR 2RED 204L Z7T	1	1	Critical	3-4 Weeks	\$3,481.84	\$3,481.84	\$3,481.84
134	INTERROLL	1027281	SPR 50827 23 A TF	12	3	Critical	3-4 Weeks	\$27.54	\$330.48	\$330.48
135	INTERROLL	1027685	BEA FL 2B 17/16 SFT-25G WIR RGR BH PEER	12	3	Critical	3-4 Weeks	\$80.33	\$963.96	\$963.96
136	INTERROLL	1027086	BEA FL 3B 17/16 FB-20G WIR RGR BH PEER	12	3	Critical	3-4 Weeks	\$60.65	\$727.80	\$727.80
137	INTERROLL	1930562-10-13	DR SFT 23 X 56.815 EXT-0.815 FL KWY	6	2	Critical	3-4 Weeks	\$442.94	\$2,657.64	\$2,657.64
138	INTERROLL	1027007	BEA RUBBER TIRE 50" SPHERICAL KHAKI	24	12	Critical	3-4 Weeks	\$11.49	\$275.76	\$275.76
139	INTERROLL	1930562-10-24	DRN SFT 23 X 46.940 FL KWY	6	2	Critical	3-4 Weeks	\$365.65	\$2,193.90	\$2,193.90

140	INTERROLL	65101238	UFR GDE KIT SIGMA FLAT 12FT	5	1	Critical	3-4 Weeks	145471	\$454.41
141	INTERROLL	65101263	UFR GDE KIT SPIRAL 12FT	1	1	Critical	3-4 Weeks	155015	\$366.05
142	INTERROLL	65101274	TR GDE KIT SIGMA FLAT/SPIRAL 12FT	6	2	Critical	3-4 Weeks	145015	\$620.30
143	INTERROLL	65101275	BR GDE KIT SIGMA FLAT/SPIRAL 12FT	6	2	Critical	3-4 Weeks	115035	\$371.80
<b>Sub Total for Power Turns/Spirals</b>									<b>\$13,973.20</b>
<b>ATRRFID UNITS</b>									
144	SICK	1066604	CLV091-0500		1	Critical	3-4 Weeks	115045	\$4,936.95
145	SICK	1040571	MISC300-0000 Controller		1	Critical	3-4 Weeks	115035	\$1,903.50
146	SICK	1058669	RFU650-04101		1	Critical	3-4 Weeks	115045	\$2,155.55
147	SICK	1098384	RFA4501-001 Antenna		1	Medium	3-4 Weeks	132775	\$527.75
148	SICK	6032863	Power Supply (10A)		1	Critical	3-4 Weeks	135830	\$369.90
149	SICK	6033869	20A Power Supply		1	Critical	3-4 Weeks	1108135	\$1,081.35
150	SICK	6036554	CAN Cable (3meters) - USA		1	Low	3-4 Weeks	\$41.55	\$41.85
151	SICK	6036653	CAN Cable (0.7meters) - USA		1	Low	3-4 Weeks	\$36.45	\$36.45
152	SICK	6036657	Y-Cable to EEPROM (0.4meters) - USA		1	Low	3-4 Weeks	\$59.33	\$59.33
153	SICK	2062454	Clothing Modules w/ Blower Chtrl & Reemtror		1	Critical	3-4 Weeks	111145	\$171.45
154	SICK	5001070	Blower Fan with Cable		1	Critical	3-4 Weeks	140230	\$802.80
155	SICK	4026566	Blower Fan Filters		0	High	3-4 Weeks	\$7.43	\$0.00
156	SICK	7035247	Photoeye WL2000-SS300		1	Critical	3-4 Weeks	111340	\$113.40
157	SICK	1068802	DFS21A-RC6AZ000S01 Encoder		1	Critical	3-4 Weeks	135016	\$360.15
158	SICK	6034144	5 Port Din Rail Mount Switch		1	Medium	3-4 Weeks	122830	\$228.30
159	SICK	5036220	Light Tree		1	Low	3-4 Weeks	145035	\$450.90
<b>Sub Total for ATRRFID Units</b>									<b>\$13,473.03</b>
<b>TOTAL</b>									<b>\$123,123.74</b>
<b>Sub per ORDER</b>									<b>\$1,500.00</b>
<b>TOTAL</b>									<b>\$130,623.74</b>



**AVIATION:**

3. C. (4) **Authorization for Agreement, Prentice Office Environments & Interior Solutions of WNY, LLC, Procurement of Furnishings, Administrative Office Suites, BNIA**

**RECOMMENDATION:** Aviation staff recommends the Board authorize the procurement of furnishings for the new Administrative Office suites at Buffalo Niagara International Airport (BNIA) totaling \$186,214.89 from Prentice Office Environments & Interior Solutions of WNY, LLC (Prentice).

**INFORMATION:** Aviation staff will utilize Prentice, a New York State Office of General Services (OGS) authorized furniture vendor, to coordinate the design and procurement of furnishings for the new Administrative Office suites at BNIA. The new Administration Office area will be approximately 4,365 square feet. Furnishings will be provided for 13 office/workstations, a breakroom/kitchen area, reception areas, and conference rooms, including but not limited to desks, chairs, file cabinets, tables, and cubicles. Furnishing costs include delivery, assembly, and installation. Construction of the new Administrative Office suites are scheduled for completion/move-in December 2020.

**FUNDING:** 100% Airport Development Funds.

“**RESOLVED**, that the Board hereby authorizes an Agreement with Prentice Office Environments & Interior Solutions of WNY in the amount of \$186,214.18; and

**BE IT FURTHER RESOLVED**, that the Executive Director, her designee and/or the Chair be, and hereby are, authorized to enter into an Agreement with Prentice in the amount of \$186,214.89, as described above; and

**BE IT FURTHER RESOLVED**, that said change order may include such additional terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel; and

**BE IT FURTHER RESOLVED**, that the Chief Financial Officer, be, and hereby is, authorized to make payments under said Agreement upon notification by the Director of Aviation that such payments are in order based upon receipt of all required supporting documentation.”

**AVIATION:**

3. C. (5) **Authorization for License Agreement, Amazon.com, LLC, Economy Parking Lot, BNIA**

**RECOMMENDATION:** Buffalo Niagara International Airport (BNIA) Administration staff recommends that the Board authorize a License Agreement with Amazon.com, LLC (Amazon) for use of the Economy Parking Lot, located on Holtz Road, Cheektowaga New York, for a term commencing upon execution of the License Agreement through January 31, 2021.

**INFORMATION:** BNIA Administration staff negotiated a short-term License Agreement with Amazon for the use of the Economy Parking Lot for the parking of tractor trailers. The License Agreement will license use of the land in the Economy Parking Lot, located on Holtz Road, for purposes of parking only. The total parking area is approximately 20.81 acres, of which Amazon will occupy approximately 4.2 acres. The parking fee is \$6,500 per month, based upon recent similar property appraisals, adjusted for CPI. Amazon will be responsibility for all maintenance and repairs necessary to conduct its operations, including snow removal. The short-term use of this parking lot will not impact BNIA parking operations and will provide NFTA with revenue that will help offset lost parking revenues at BNIA.

**FUNDING:** No funding is necessary.

**“RESOLVED,** that the Board hereby authorizes a month-to-month License Agreement with Amazon.com, LLC for use of the Economy Parking Lot in the amount of \$6,500 per month; and

**BE IT FURTHER RESOLVED,** that the Executive Director, her designee and/or the Chair be, and hereby are, authorized to enter into a License Agreement with Amazon.com, LLC in the amount of \$6,500 per month, as described above; and

**BE IT FURTHER RESOLVED,** that said License Agreement may include such additional terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel.

**4. SURFACE TRANSPORTATION BUSINESS GROUP REPORT**

- A. Surface Transportation Committee Report
- B. Financial and Business Update
- C. Resolutions

## Surface Transportation Resolutions

1. Authorization for Procurement, Nova Bus, Transit Buses, Metro

**SURFACE:**

**4. C. (i) Niagara Frontier Transportation Authority, Acceptance of Surface Transportation Resolution 4. C. (1)**

The Executive Director advised that Item 4. C. (1) has been discussed with the Board of Commissioners of the NFTA, and the Board is unanimously in favor of all subject Resolutions.

Whereupon, it was moved by Commissioner Hughes, seconded by Commissioner Perry, that the following Resolution be adopted:

**“RESOLVED**, that the Resolutions of the Niagara Frontier Transportation Authority, identified as number 4. C. (1) and dated October 22, 2020 as set forth herein, be and hereby are accepted and approved in their entirety.

**AYES: ROCHE, HUGHES, ANSARI, AUL, BAYNES, BLUE, HICKS, PERRY, PERSICO, TUCKER, WILCOX**

**NOES: NONE**

**ADOPTED**

SURFACE 4. C. (i)

**SURFACE:**

**4. C. (1) Authorization for Procurement, Nova Bus, Transit Buses, Metro**

**RECOMMENDATION:** Staff recommends that the Board authorize an agreement to purchase 10 transit buses, associated manuals and spare components from Nova Bus of St. Eustache, Quebec and Plattsburgh, New York at a not to exceed cost of \$5,525,626.00.

The Agreement will include an option to purchase up to 140 additional buses over a five-year period. The cost of the option buses is subject to price adjustments based on changes in the Producer Price Index included in the solicitation documents.

**INFORMATION:** The requested transit buses will replace model year 2000, 2001, 2002 and 2004 transit buses that have exceeded their useful life of 12 years. This transit bus order will be placed with Nova Bus promptly following Board approval to expedite the delivery based on a current lead time of 280 days.

Approximately 30 percent of the current fleet is beyond its useful life. Efforts to maintain a safe, efficient and environmentally clean fleet include both advancement of a battery electric bus (BEB) and clean diesel fleet to meet the diverse needs of our system. The need to provide modern vehicles in areas of our community that will not have access to Battery Electric Bus (BEB) technology in the near future with modern vehicles remains a priority for Metro and allows compliance with Title VI requirements. Request for proposals for procurement of BEBs is currently open with a recommendation for award anticipated by the end of the year. Bids have been received for implementation of charging infrastructure in conjunction with the New York Power Authority. Initial BEB operation tentatively scheduled for Fall 2021, funding dependent.

Placement of this order is necessary to maintain a sustainable regular transit bus replacement program and achieve long-term transit bus state of good repair. This replacement program systematically improves our fleet efficiency and reliability.

This procurement was solicited per the NFTA's Procurement Guidelines. The evaluation team included the Manager of Procurement, Manager of Bus Maintenance and Equipment, Operations Manager, Inventory Control Manager, Bus Maintenance Superintendents and the Equipment Engineer.

Three proposals were received, and the evaluation results are attached.

**FUNDING:** Funding will be provided as listed below:

<u>Cost</u>	<u>Source</u>
\$ 364,887	FTA
\$ 45,611	NYSDOT
\$ 45,611	NFTA
<u>\$5,069,517</u>	ATC
\$5,525,626	

**“RESOLVED**, that the Board hereby authorizes the procurement of ten (10) transit buses and associated training, manuals and spare components from Nova Bus for a not-to-exceed cost of \$5,525,626.00, as described above;

**BE IT FURTHER RESOLVED**, that the Manager of Procurement, be and he is hereby authorized to issue purchase order(s) to Nova Bus for the procurement of ten (10) transit buses and associated training, manuals and spare components buses, as described above; and

**BE IT FURTHER RESOLVED**, that the Chief Financial Officer, be and he is hereby authorized to make payments under said Purchase Order(s) upon certification by the Director of Public Transit that such payments are in order based upon receipt of all required supporting documentation.”

RFP 4925		Gillig	New Flyer	Nova Bus
TRANSIT BUSES		Hayward, California	Winnipeg, Manitoba	St-Eustache, Quebec
SELECTION CRITERIA		(Rate on a scale of 1 - 10, with 10 being the highest)		
Technical Criteria: Compliance with technical requirements and content of the Technical Proposal. 50%		9.23	9.64	10.00
Cost. 30%		9.64	10.00	9.35
Qualifications and experience: Including past performance; references with regard to quality, adherence to schedules; warranty; resolution of warranty issues, lead time and the content of the Qualifications, Experience and Resources Proposal. 20%		8.29	6.00	7.88
<b>Total</b>		<b>9.17</b>	<b>9.02</b>	<b>9.38</b>
<b>COST PROPOSALS</b>				
Standard 40 ft Low Floor Diesel Bus		\$502,015.00	\$454,900.00	\$508,061.00
SELECTED OPTIONS:				
CNG Option		\$44,681.00	\$50,000.00	\$56,927.00
Conduent IVU3100M 2 Way Radio Computer	included		\$19,987.00	\$17,309.00
Conduent IVU4000M 2 Way Radio Computer	\$400.00			
Plastic Fuel Tank				-\$1,355.00
Strip Lamps				\$100.00
Omega Lights				\$1,004.00
Full Length Gutter				\$561.00
Exterior Mirrors				-\$833.00
TOTAL BASE BUS PRICE		\$547,096.00	\$524,887.00	\$581,774.00
Warranty		\$13,160.00	\$20,664.00	\$14,781.00
Spare Parts		\$148,895.00	\$138,279.00	\$130,867.00
Manuals		\$0.00	\$0.00	\$3,989.00
EVALUATION PRICE		\$709,151.00	\$663,830.00	\$731,511.00



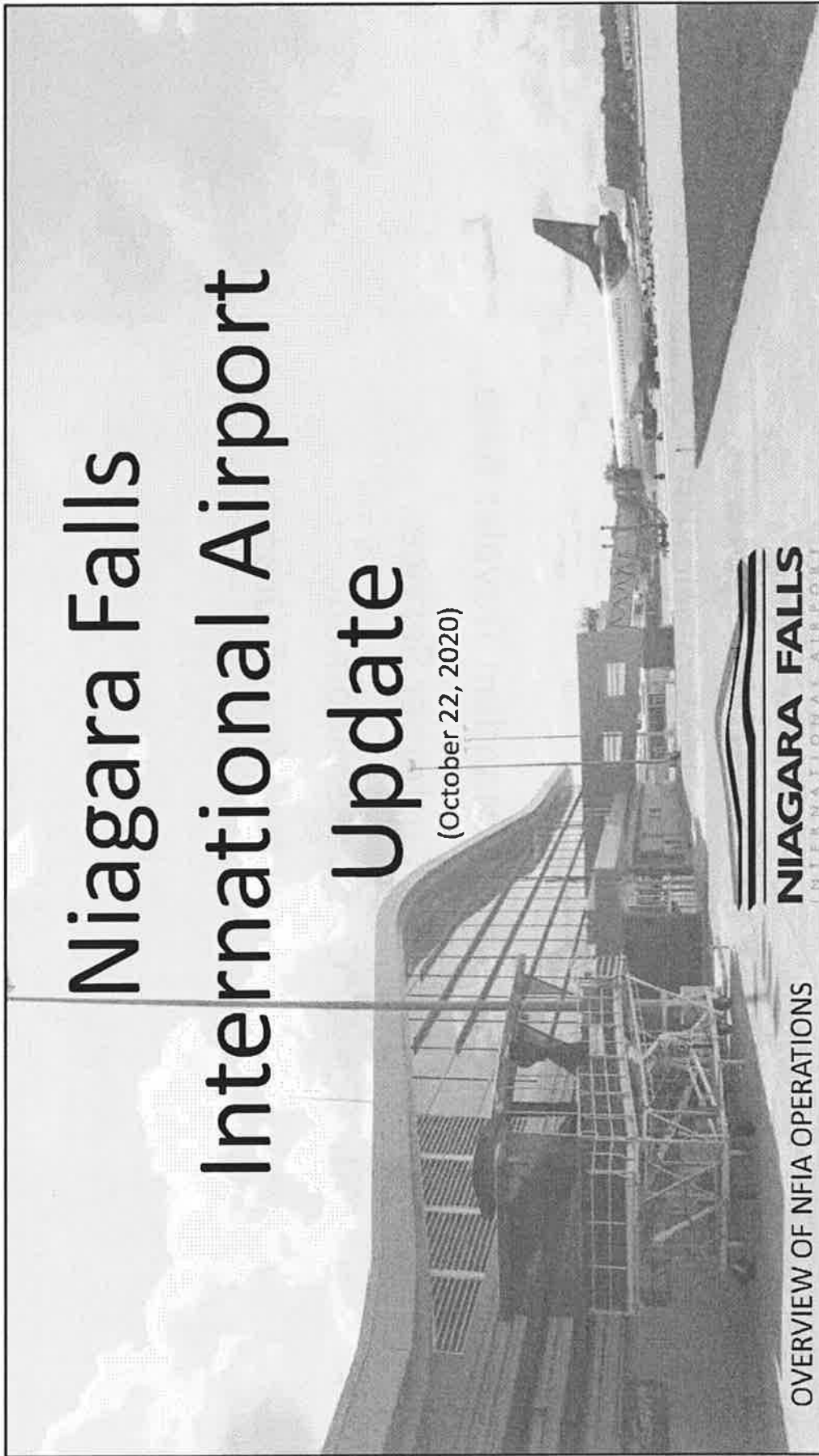
5. **General Counsel Report:** none

6. **Executive Session:** None
7. **Adjournment:** At approximately 2:12 p.m., the Chair indicated that there was no further business coming before the Board and the meeting was adjourned

# Niagara Falls International Airport

## Update

(October 22, 2020)



OVERVIEW OF NFIA OPERATIONS

**NIAGARA FALLS**  
INTERNATIONAL AIRPORT

# NFTA Aviation System

Board adopted Aviation Strategic Plan 3/24/16

## Four Goals –

1. Enhance/Maintain Canadian Traveler Base
2. Provide Excellent Customer Service
3. Enhance Air Cargo Development
4. Improve Financial Stability of Airports

## NFIA Property



The NFTA portion of on airport property is approximately 700 acres in size.

The U.S. military property is approximately 580 acres in size.

Niagara Falls International Airport is a joint use facility that is home to the USAFR 914th Air Refueling Wing and the New York Air National Guard 107th Attack Wing.

Under the terms of the Joint use agreement, the NFTA and the military share certain costs and services to operate the airport.

The 914th provides Aircraft Rescue and Firefighting (ARFF) at NFIA which saves the NFTA approximately \$1.6 million in personnel costs annually. If NFTA had to operate the ARFF at NFIA it would require investment for an ARFF facility and firefighting equipment.

## NFIA Property (continued)



Approximately one third of the main Runway 10L/28R resides on military property and therefore the military has historically contributed one third of the cost of any major repair or rehabilitation of main runway.

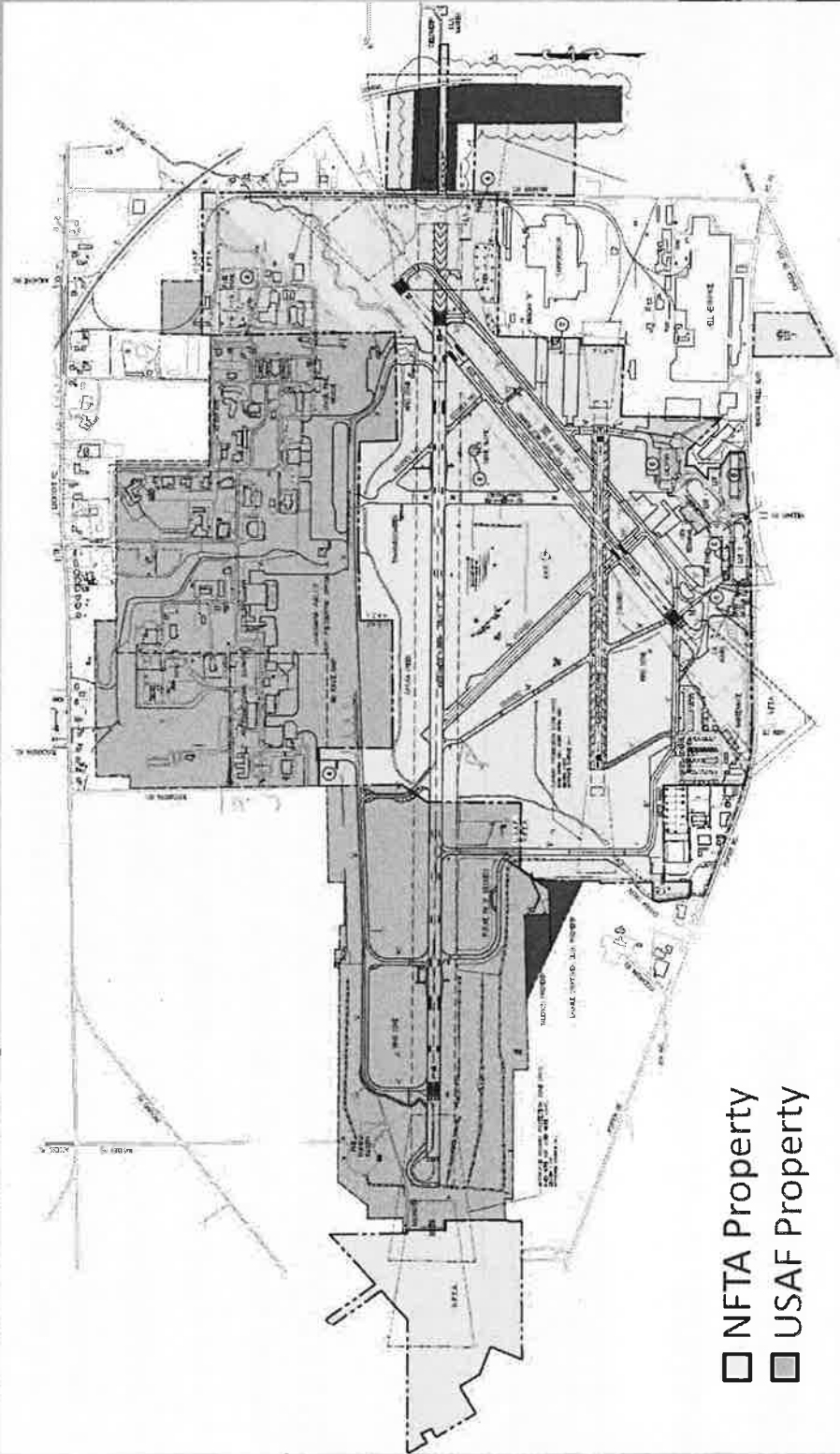
The presence of the military also saves the NFTA in security costs as the security for perimeter control is divided between the property boundaries of the airport.

NFTA has primary maintenance responsibility for the airport's runway and taxiway system including snow removal. The military does provide snow removal on the main runway from 7:15 am to 4 pm, Monday through Friday.

NFTA is responsible to control obstructions to airspace around the airport boundaries that would limit aircraft operations, both civil and military.

NFTA provides low cost power to the military from the New York State Power Authority through a pass-through agreement.

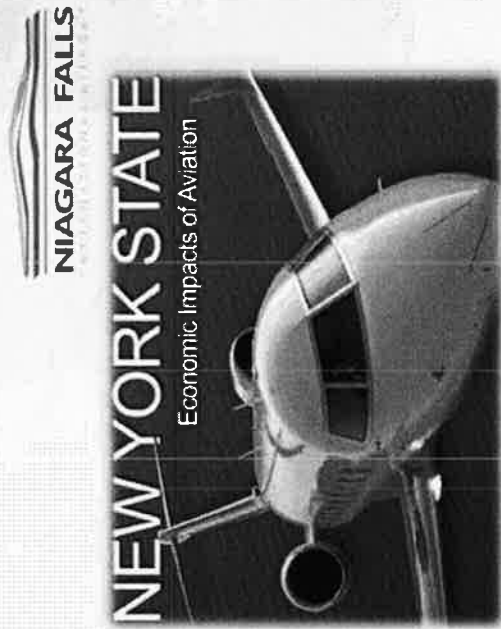
# NFIA Property Map



# Economic Impact

## 2010 NYSDOT study on Economic Impacts of Aviation<sup>1</sup>

NYS Economic Impacts of Aviation – Detailed Impacts for GA Airports			
General Aviation Airports	Total Jobs	Annual Earnings	Annual Economic Activity
Niagara Falls International	1,706	\$84,764,200	\$158,590,400



In 2015 the Niagara County Industrial Development Agency updated a 2012 study evaluating the economic impact of combined civil and military activity. Determined:

- ✓ NFIA directly employs over 2,800 individuals
- ✓ Contributes nearly \$220 million to the local economy.
- ✓ Removal of the Military from NFIA would result in the loss of over 4,200 direct and indirect jobs and total direct and indirect loss of nearly \$190 million annually.

<sup>1</sup> The 2010 study is the most current NYSDOT study available using data before the operation of the new NFIA passenger terminal.



## Hotel Development Around Airport



Since the opening of the new terminal in 2009, the following three Hotel chains chose to open new locations within a short proximity of NFIA:

- ▶ Holiday Inn Express - 10111 Niagara Falls Blvd
  - Opened in 2009, 87 rooms. Distance - .3 miles
- ▶ La Quinta Inn & Suites – 6225 Niagara Falls Blvd
  - Opened 2016, 66 rooms. Distance – 2.8 miles
- ▶ Comfort Inn & Suites – 6115 Niagara Falls Blvd
  - Opened March 2018, 82 rooms. Distance – 2.9 miles

**Table 4-14 NFIA Forecast Summary and Comparison to FAA Terminal Area Forecast for Passenger Enplanements (Using TAF Formatting)**

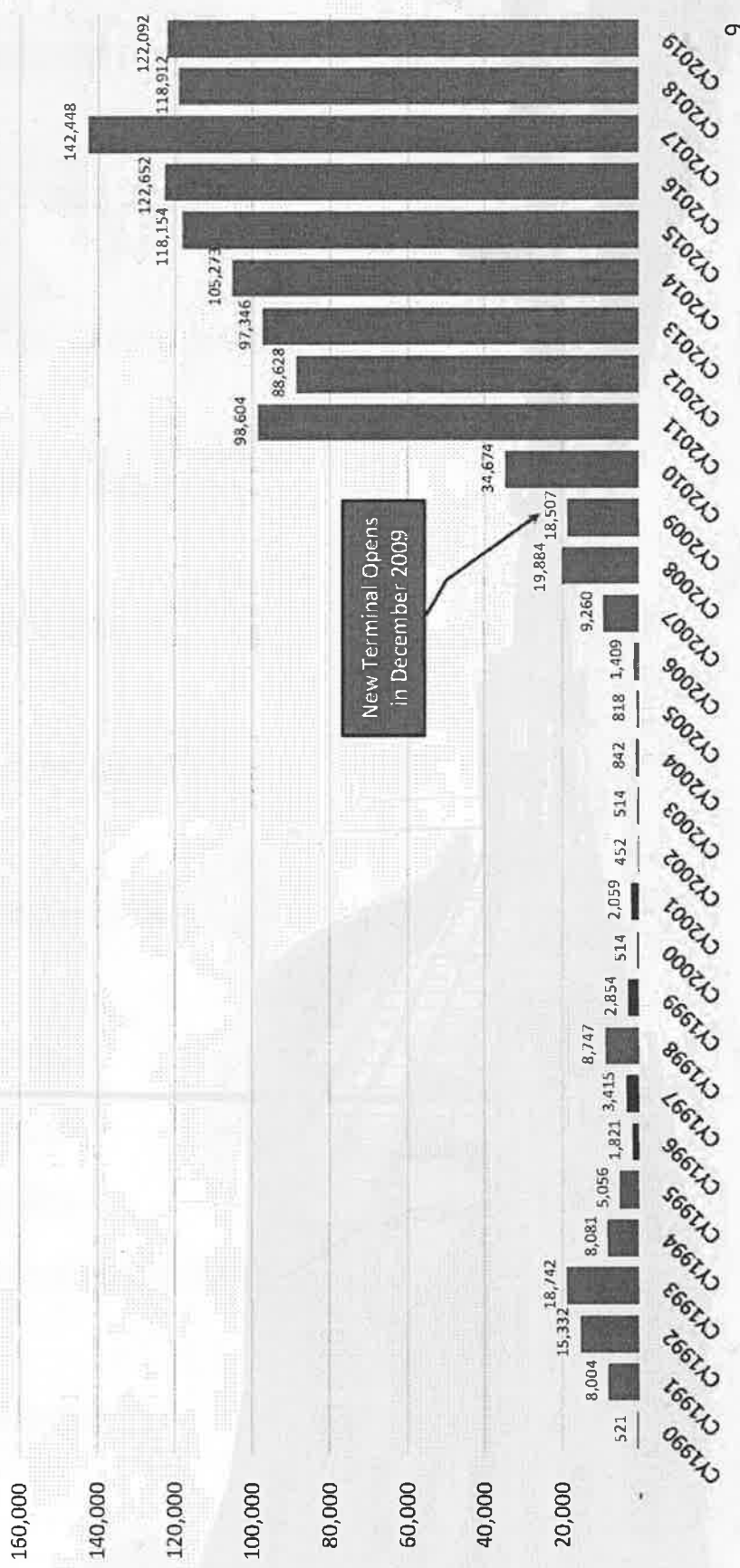
Year	Air Carrier	Air Taxi	Commuter	US Flag	Foreign Flag	Total		
						International Enplanements	Total Enplanements	
<i>Source: FAA TAF - 2012</i>								
2012	89,443	N/A	5,459	N/A	N/A	N/A	94,912	
2013	90,961	N/A	5,459	N/A	N/A	N/A	96,430	
2016	95,667	N/A	5,459	N/A	N/A	N/A	101,136	
2017	97,298	N/A	5,459	N/A	N/A	N/A	102,767	
2022	105,863	N/A	5,459	N/A	N/A	N/A	111,332	
2023	107,671	N/A	5,459	N/A	N/A	N/A	113,140	
2027	115,189	N/A	5,459	N/A	N/A	N/A	120,658	
2032	125,311	N/A	5,459	N/A	N/A	N/A	130,780	
<i>Source: NFIA Master Plan Update Forecasts (2013)<sup>12</sup></i>								
2012	86,605	N/A	N/A	86,605	N/A	1,631	86,605	
2013	90,069	N/A	N/A	90,069	N/A	1,696	90,069	
2016	103,946	N/A	N/A	103,946	N/A	2,458	107,846	
2017	110,790	N/A	N/A	110,790	N/A	2,657	114,960	
2022	151,831	N/A	N/A	147,931	3,900	7,663	151,831	
2023	161,819	N/A	N/A	155,969	5,850	9,857	161,819	
2027	199,365	N/A	N/A	189,615	9,750	14,781	199,365	
2032	253,523	N/A	N/A	235,476	18,047	24,469	253,523	

**Notes:**

1 - The Air Carrier category under the NFIA Master Plan Update Forecasts is assumed to be comprised of commercial operations by US Flag and Foreign Flag airlines.

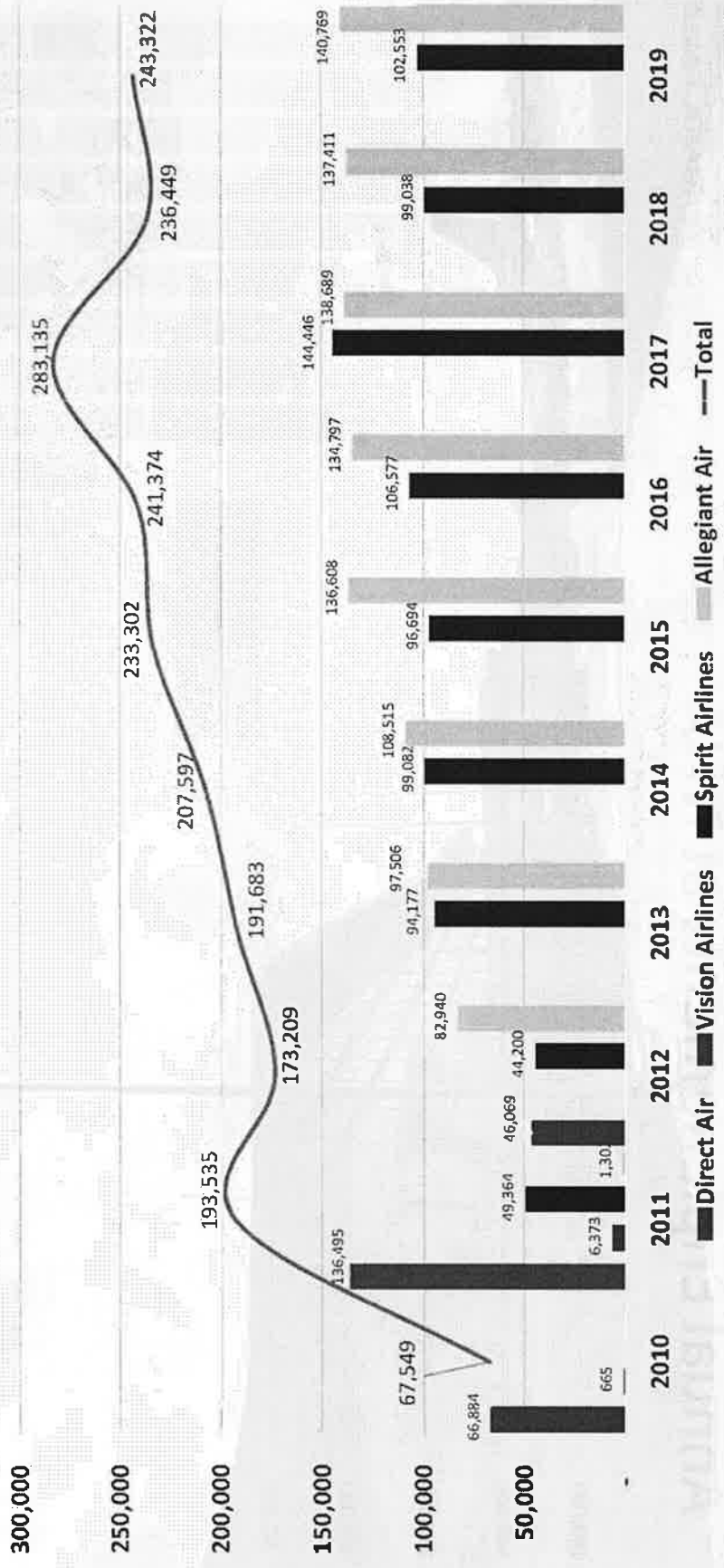
2 - The Total International Enplanements category under the NFIA Master Plan Update Forecasts is assumed to be comprised of passengers traveling on: 1) US Flag airlines - serving Mexico and the Caribbean markets and 2) Foreign Flag airlines.

# Annual Enplanements at NFIA



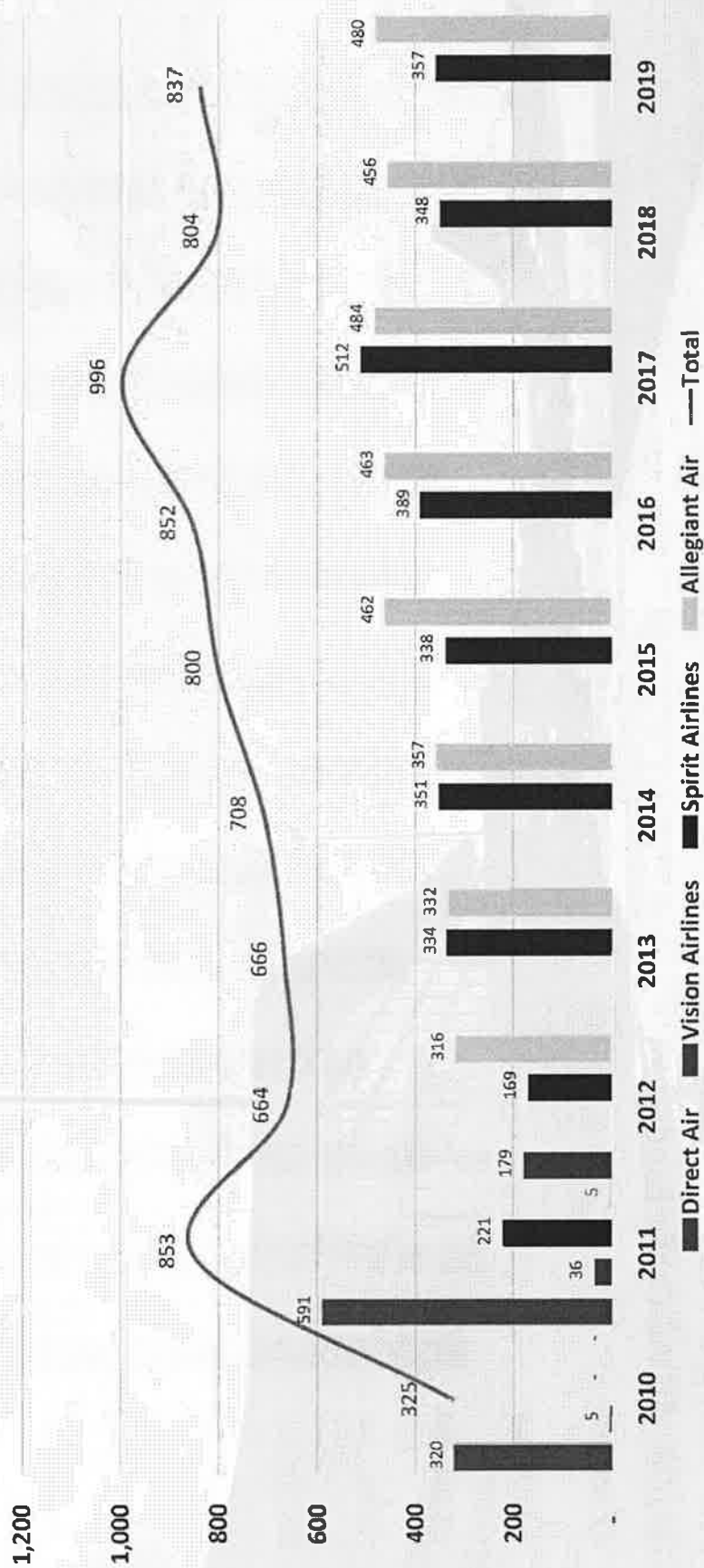


# Annual NFIA Total Passengers (2010 on by Carrier - Enplanements plus Deplanements)



# Annual NFIA Total Commercial Flights

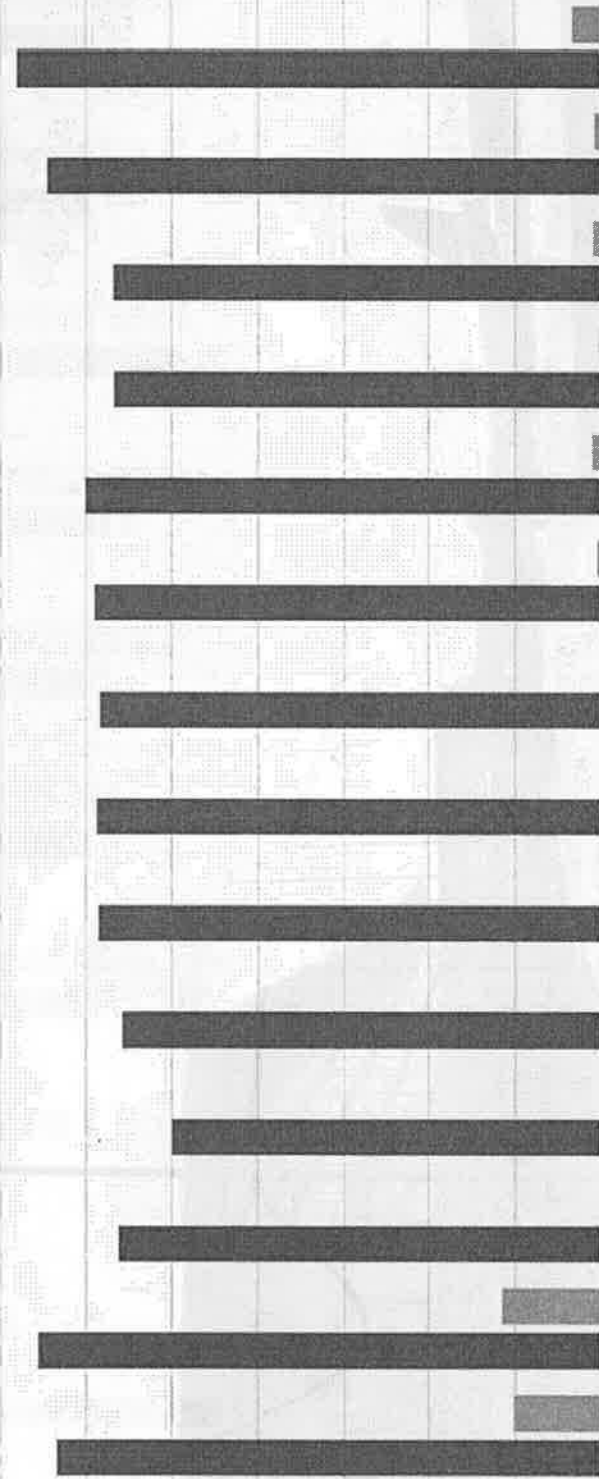
From 2010 on by Carrier (Departures)



# Air Cargo Activity at BNIA & NFIA 2006 - 2019 (BUF & IAG All-Cargo Landed Weights)



400,000,000  
350,000,000  
300,000,000  
250,000,000  
200,000,000  
150,000,000  
100,000,000  
50,000,000

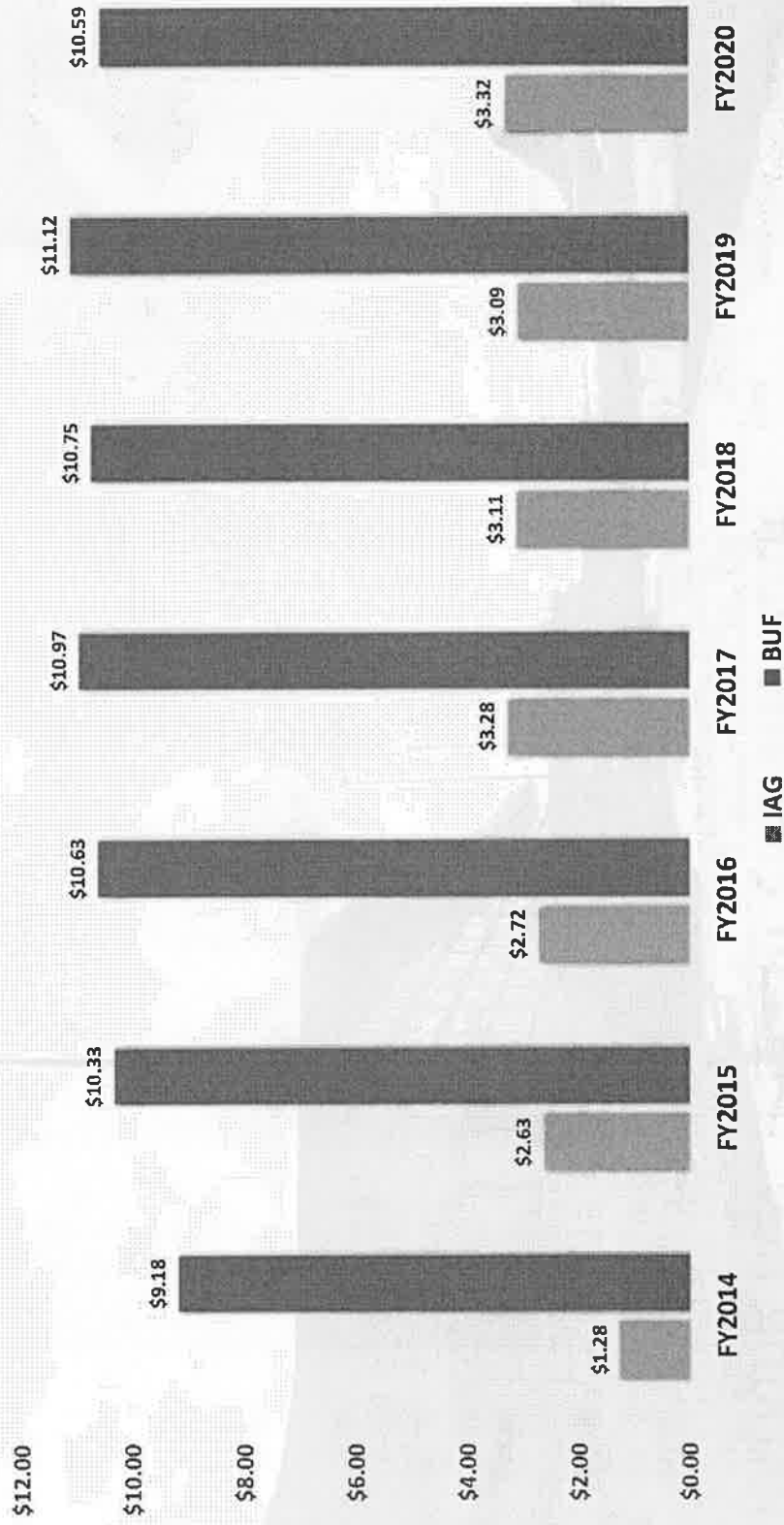


CY2006 CY2007 CY2008 CY2009 CY2010 CY2011 CY2012 CY2013 CY2014 CY2015 CY2016 CY2017 CY2018 CY2019

■ BUF ■ IAG

Source: FAA Passenger Boarding (Enplanement) and All-Cargo Data for U.S. Airports [https://www.faa.gov/airports/planning\\_capacity/passenger\\_allcargo\\_stats/passenger/](https://www.faa.gov/airports/planning_capacity/passenger_allcargo_stats/passenger/)

# Airline Cost per Enplanement



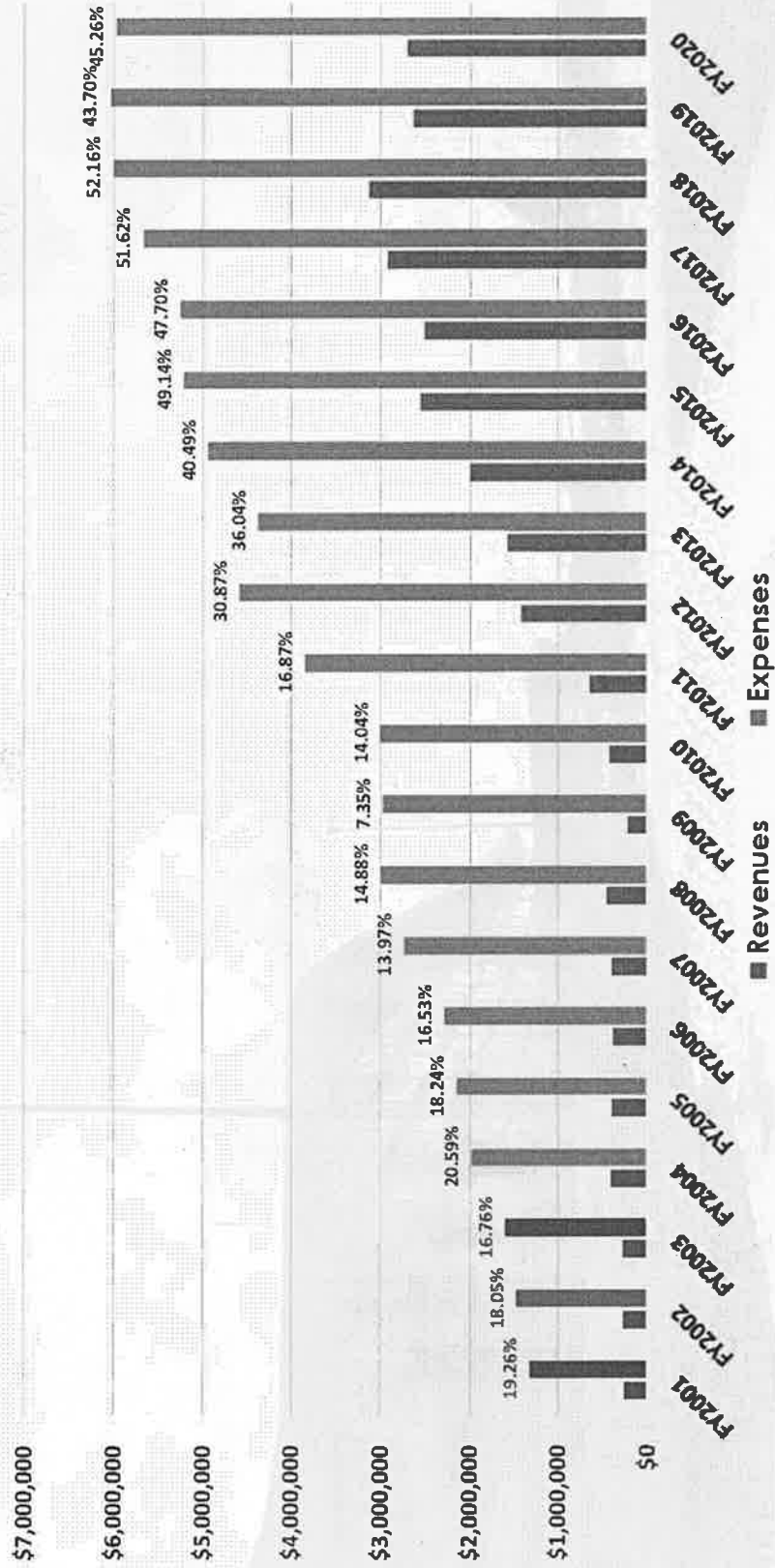
# Parking Revenue per Enplanement



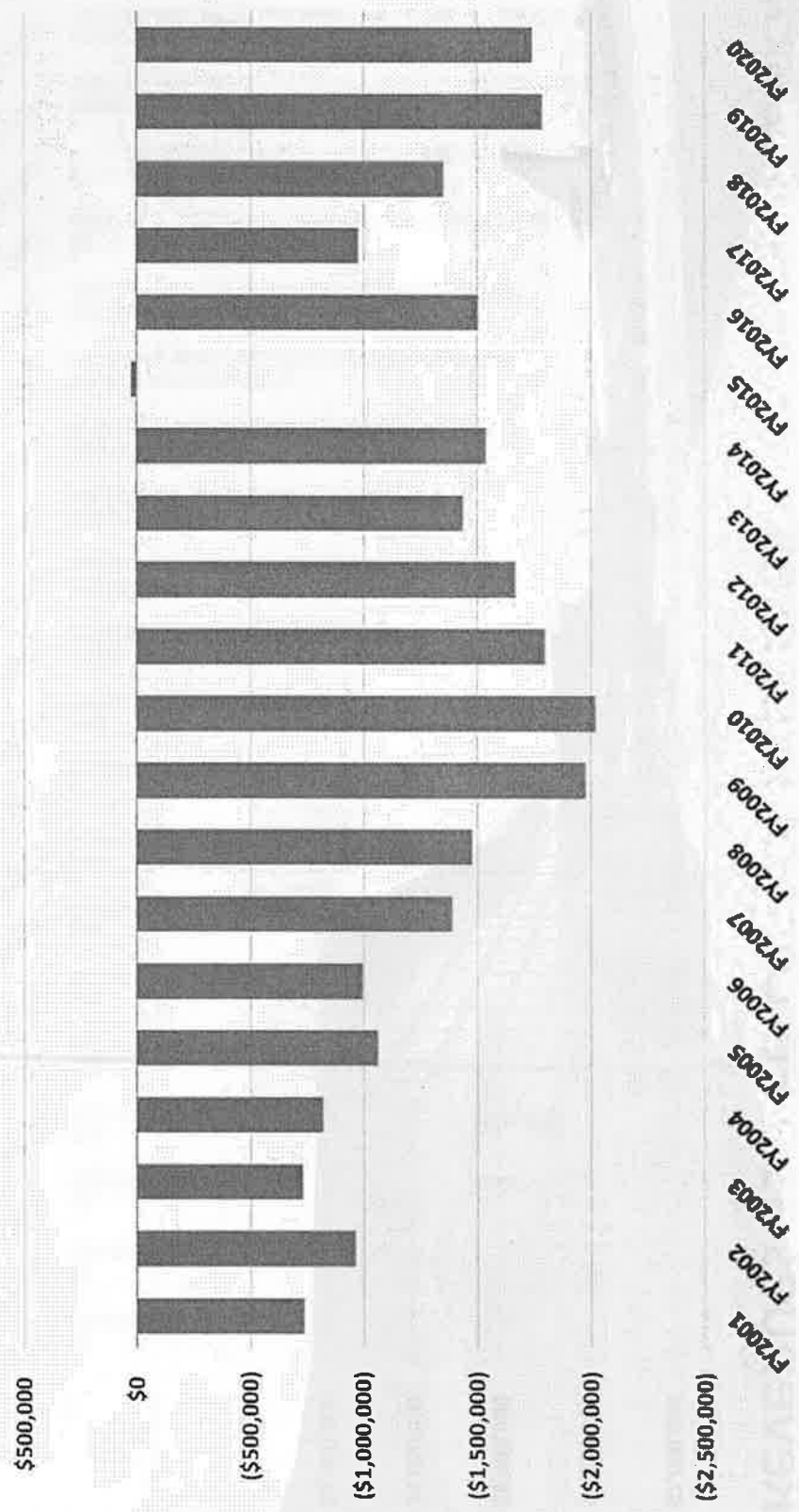
■ IAG ■ BUF



# Revenues as a Percent of Expenses



# Net Deficit/Loss



# Capital Project Funding



***The value of FAA grant funding for projects at NFIA from 1998 through 2020 totaled \$51,602,910 (a significant impact on jobs and economic activity in WNY)***

## Major FAA Grants:

- ▶ 2007/2008 - Construction of Access Roadway and Aircraft Apron for New Passenger Terminal \$9,230,635
- ▶ 2010 – Runway 6/24 Safety Area Improvements (Design and Construction) and Runway 10L/28R Rehabilitation (Design) \$10,041,515
- ▶ 2012 - Runway 10L/28R Rehabilitation (Construction) \$10,116,065
- ▶ 2013/2014/2015 - New Passenger Terminal \$6,749,763
- ▶ 2020 - Rehabilitate and reconstruct Taxiway D - \$4,518,360

***Federal and State grant funding for capital projects at NFIA have far exceeded the cumulative operating losses at NFIA during the period 1998 through 2020***

## Passenger Facility Charge (PFC):

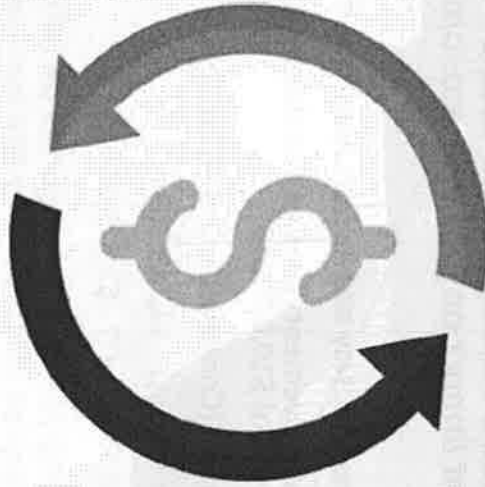
- ▶ Imposed the collection of a PFC to provide another funding source for capital needs at the airport
- ▶ NFIA was approved by the Federal Aviation Administration to collect PFCs from travelers at a \$4.50 rate beginning October 1, 2017 and collection began on that date

# The Haves and the Have-Not



## Large and Medium Hub Airports

- Higher cash flow
  - Operational revenues
  - Passenger-generated revenues
- Significant PFC revenue
- More self-sufficient



## Small and GA Airports

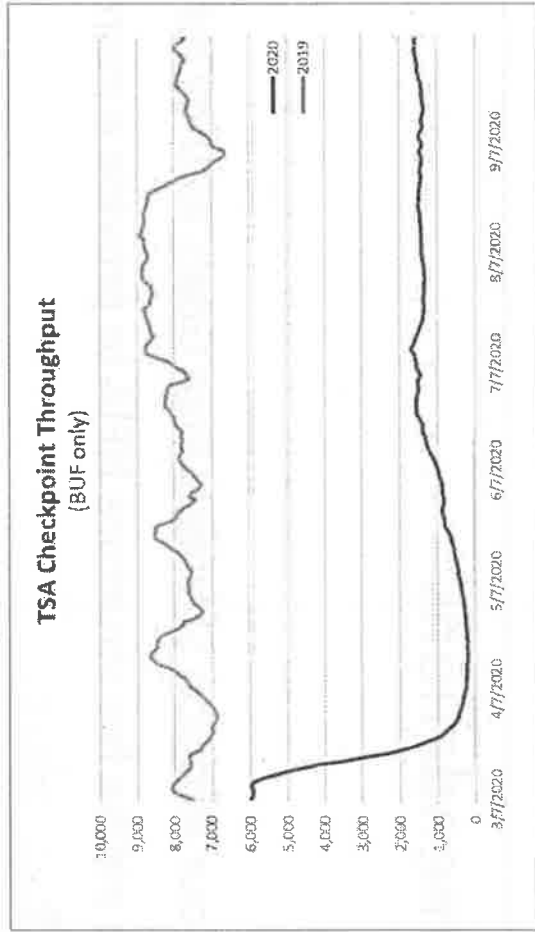
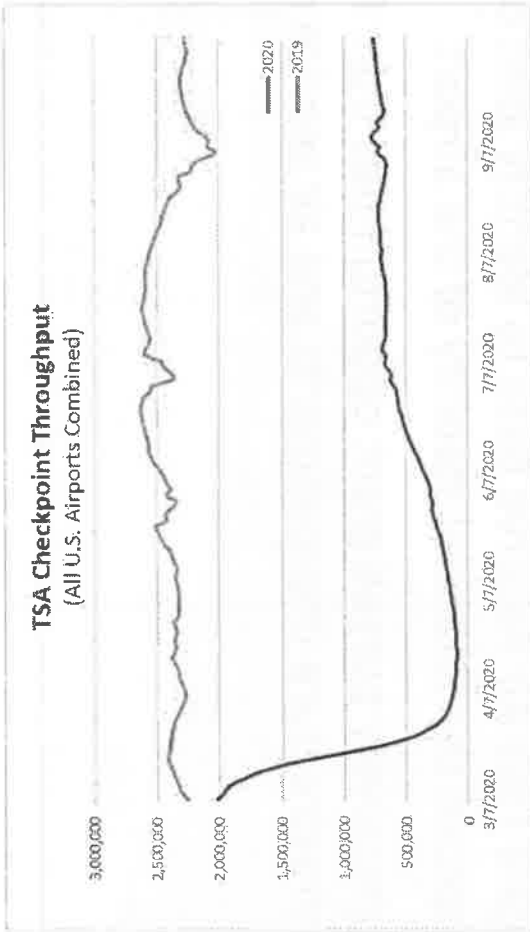
- Cash flow challenged
- Rentals – hangars, FBOs; fuel flowage fees
- Often require public subsidy
- Funding for major capital improvements difficult without grants
- Often important to local economy

Source: 36<sup>th</sup> Annual Virtual Airport Law Workshop – Airport Finance 101 (October 9, 2020)

## Staff recommendations



- ▶ Continue with our Aviation Strategic Plan Goals as they relate to NFIA
- ▶ Reevaluate the airline fee structure NFIA to provide a more sustainable revenue stream
- ▶ Work with Niagara Falls Air Reserve Base to identify joint cost saving measures to improve the financial stability of the airport
- ▶ Continue to aggressively pursue grant opportunities from Federal and State programs for infrastructure improvements and air service development initiatives

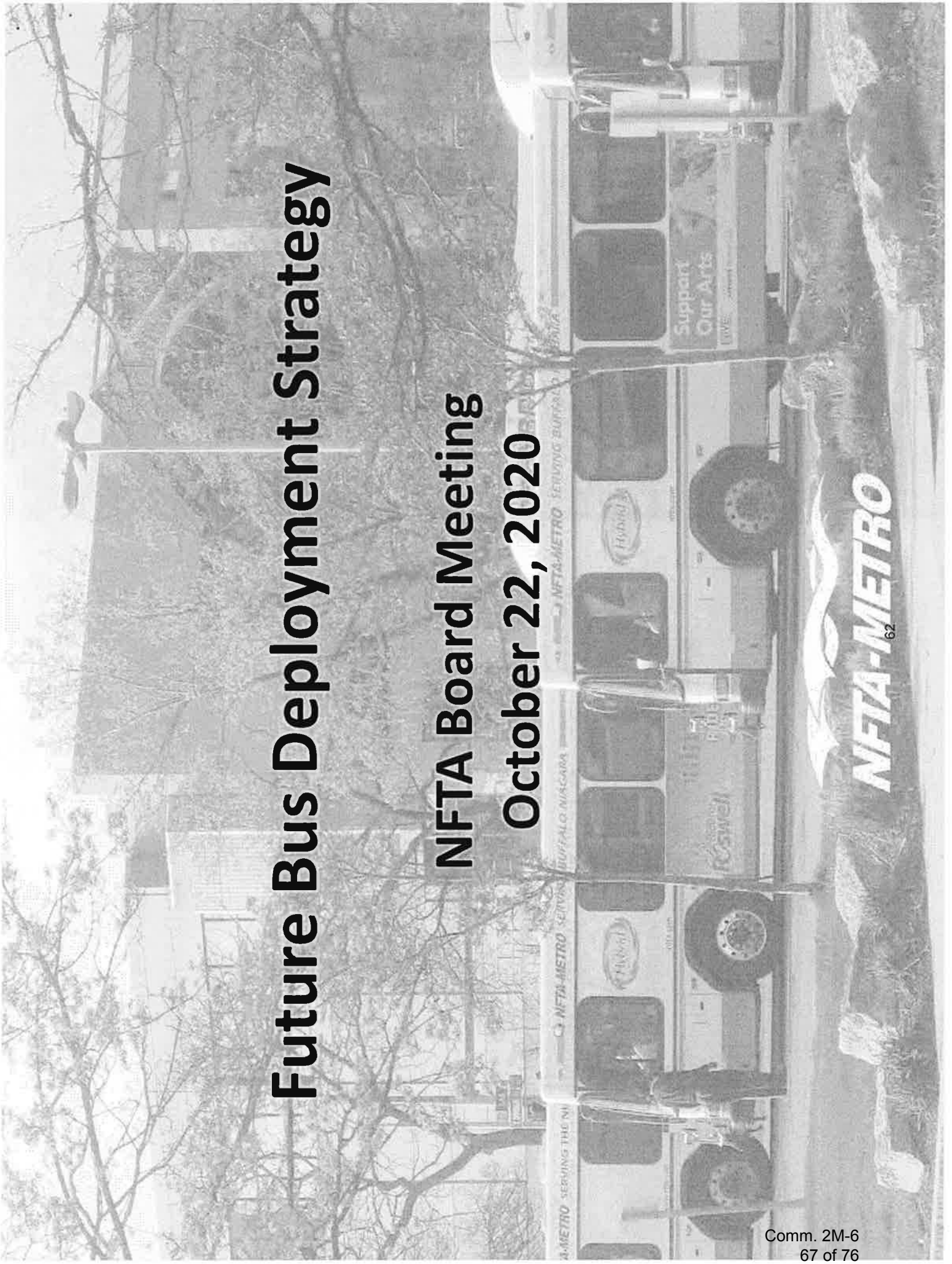


Source: TSA

# Future Bus Deployment Strategy

NFTA Board Meeting

October 22, 2020



## Deployment Strategy Goals

- Maintain safe, efficient, environmentally clean fleet
- Improve fleet reliability for effective service delivery and operational cost containment
- Provide modern, attractive, comfortable vehicles to maintain and attract ridership
- Maintain regular, sustainable bus replacement program to address fleet age and mileage best practices
- Harness funding opportunities to reduce overall fleet capital and operating cost to agency
- Purchase vehicles with technology and configurations that will service the community for 15 years



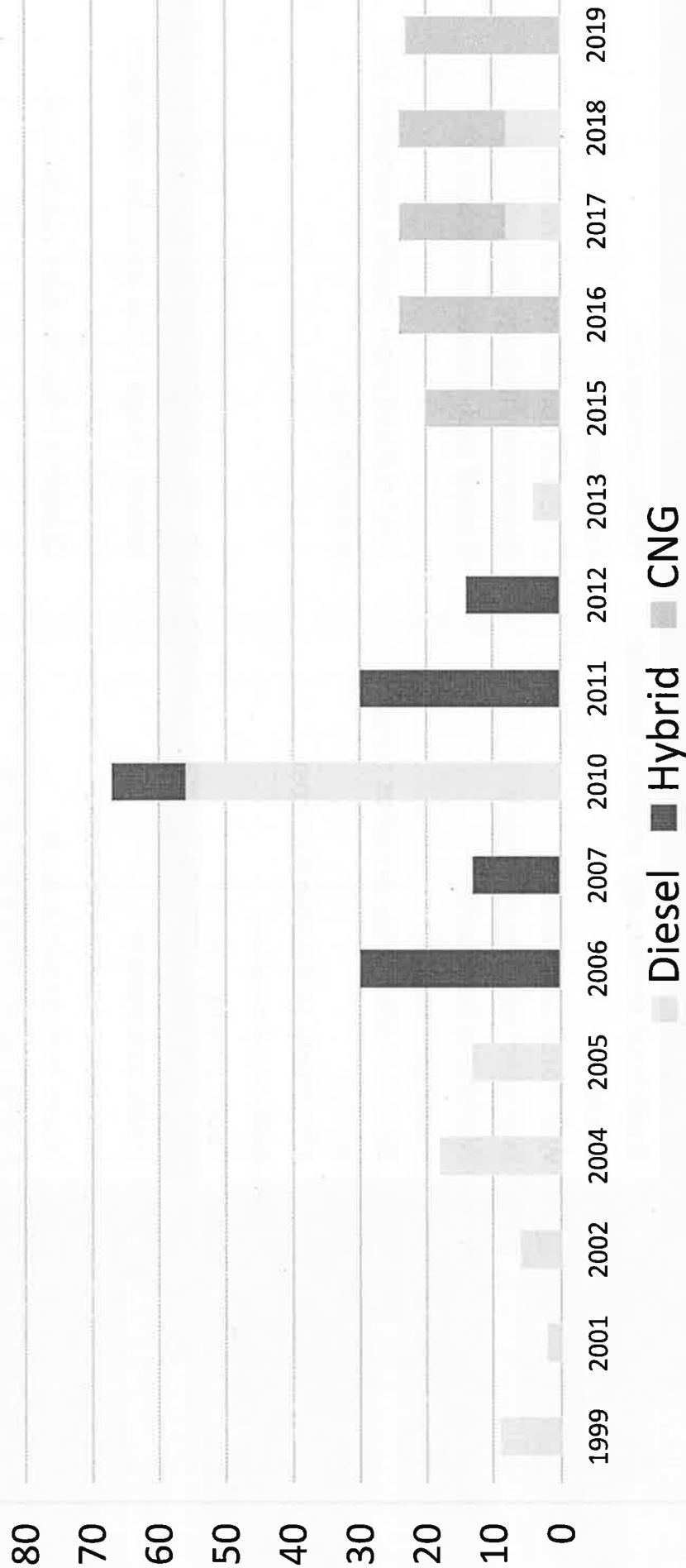


# Fleet Makeup

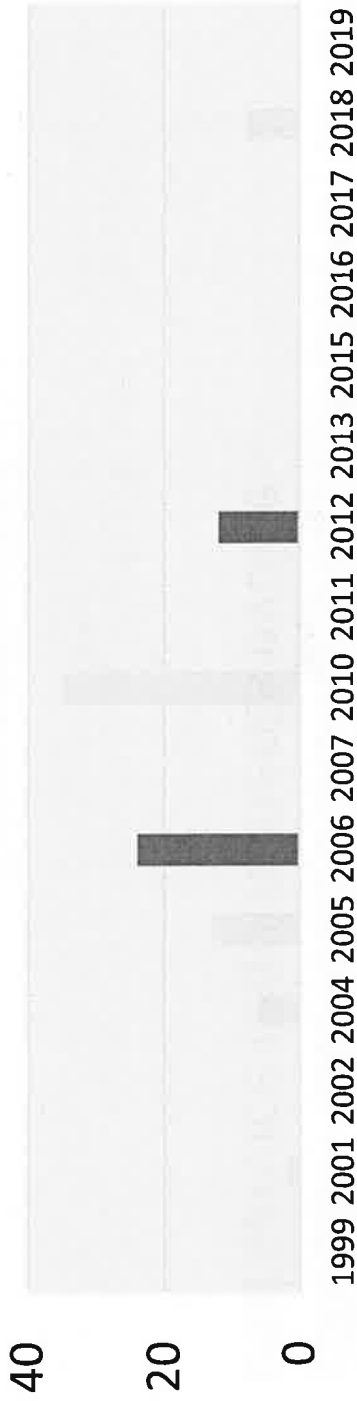
Fleet Makeup	Advantages	Challenges
<b>Current Fleet</b>		
Diesel	Traditional technology provides reliable service Workforce familiarity Improved mileage efficiency Workforce familiarity Public perception	Public perception Emissions Emission control maintenance Battery technology lifecycle Capital and maintenance costs
Diesel / Electric Hybrid	Improved mileage efficiency Workforce familiarity Public perception	Battery technology lifecycle Capital and maintenance costs
CNG (Natural Gas)	Modern technology provides reliable service Affordable and stable fuel cost Reduced emissions Public perception	Fuel compression facility operation and maintenance
<b>Proposed Fleet</b>		
Battery Electric (BEB)	Public perception Zero point-source emissions Lower maintenance costs Aligned with climate initiatives	Vehicle range / cold weather operation Capital cost Charging infrastructure capital cost
<b>Future Considerations</b>		
Hydrogen / Other ZEB	Public perception Zero point-source emissions	Unknown capital and operating cost Infancy of development requires time for broad adoption Lack of industry acceptance



# Buses - Fuel Type



### Buses - Babcock

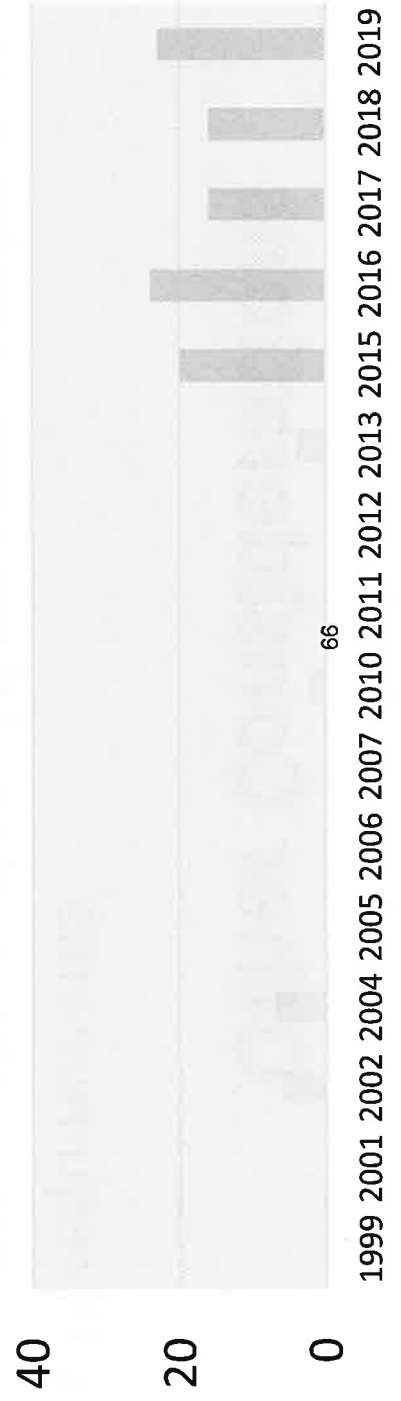


Diesel  
 Hybrid  
 CNG

### Buses - Cold Spring



### Buses - Frontier

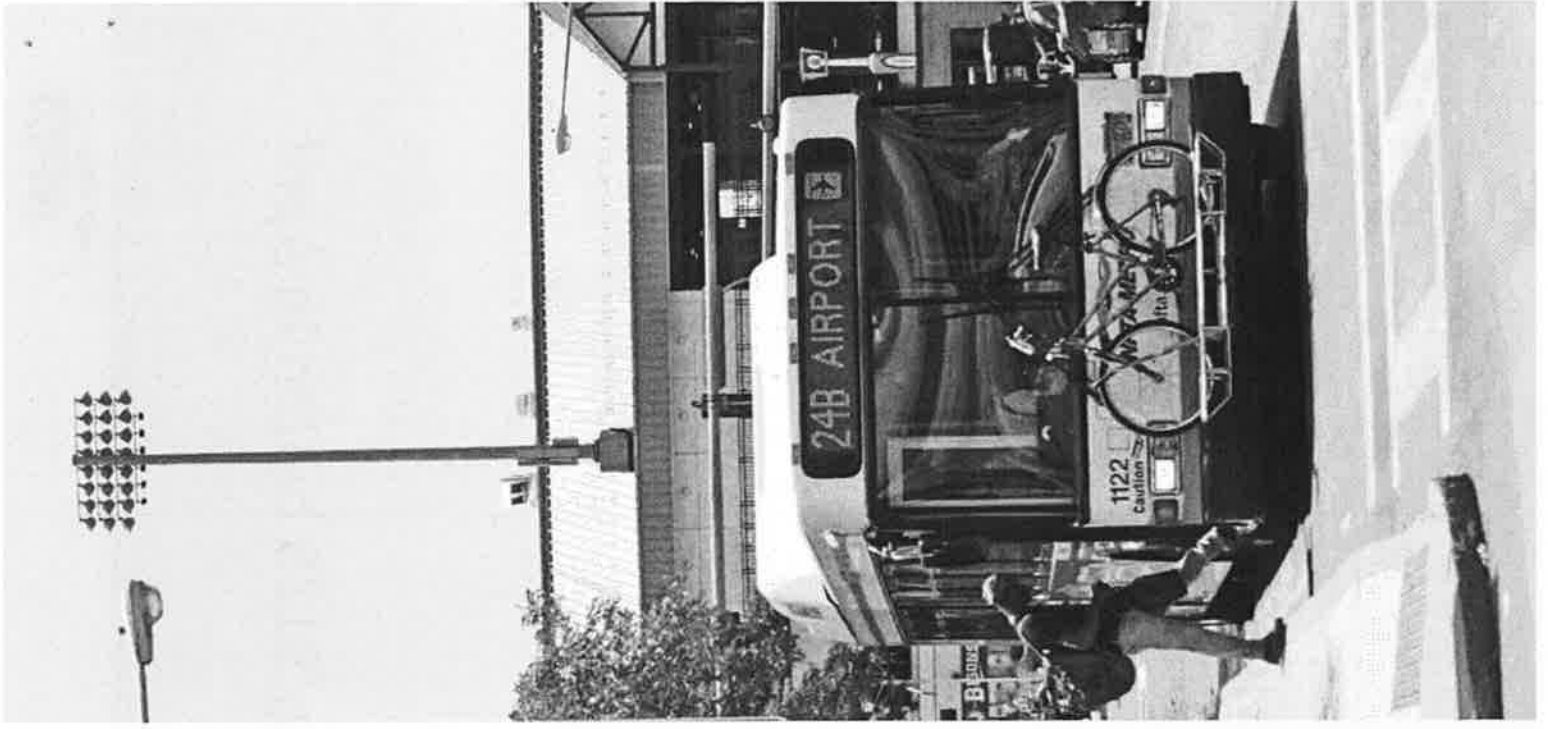


# Other Considerations

- Title VI requirements
  - Equitable distribution of fleet across service area
  - Fleet condition measured by age
  - Fleet amenities
- 2019 facility-based fuel study results
  - Identified Cold Spring Station as most appropriate for electrification (power availability, neighborhood, cost)
  - Maintain CNG fueling and fleet at Frontier to leverage investment
  - Establish future options for Babcock Station as technology and service requirements evolve

# Next Steps

- Advance electric bus deployment at Cold Spring Station
  - Secure remainder of funding
  - Advance construction of facility charging
  - Procure BEB buses (10 buses initially)
  - Target date for operation: Fall 2021
  - Prove BEB technology at NFTA-Metro
- Migrate to BEB while maintaining equitable fleet distribution
- Review Babcock for future fueling technology as BEB fleet approaches full deployment at Cold Spring Station



# Federal COVID-19 Relief Proposals

## Heroes (House) 1.0 - \$3.5 Trillion

- \$15.8 billion for transit
- \$11.75 billion for urbanized areas over 3 million
- \$4 billion in competitive grants for transit agencies that need assistance to maintain basic transit services
- \$13.5 billion for airports
- allocations based on enplanements, not less than 25 percent of the assistance is for relief to airport concessionaires
- \$500 billion for state governments
- \$375 billion for local governments
- \$250 billion within 30 days of bill passing, \$125 billion in April 2021

# Federal COVID-19 Relief Proposals

## Heroes (House) 2.0 - \$2.2 Trillion

- \$32 billion for transit
  - \$28.5 billion as distributed in the CARES Act
  - \$2.5 billion to increase federal share of CIG
  - \$1 billion for rural and paratransit providers
  - \$13.5 billion for airports
    - allocations based on enplanements, not less than 25 percent of the assistance is for relief to airport concessionaires
- \$238 billion for state governments
- \$179 billion for local governments

# Federal COVID-19 Relief Proposals

## HEALS (Senate) Act - \$1 Trillion

- \$10 billion for airports as distributed through the CARES Act
- No funding for transit
- No additional funding for state and local governments
  - Extends the period over which CARES Act funds can be used by 90 days beyond the governments 2021 fiscal year end
  - Expands the allowable uses of up to 25 percent of CARES Act funds to cover revenue shortfalls