

THE ERIE COUNTY LEGISLATURE

ECONOMIC DEVELOPMENT COMMITTEE

Howard J. Johnson, Jr.
Chair

Timothy J. Meyers
Vice-Chair

Meeting No. 8 – May 6, 2021 – 2:30 PM

TAB R&F APP

1.	<u>COMM. 6E-35 (2020)</u> Session 6	LORIGO <i>“Letter to Visit Buffalo Niagara President/CEO - RE: Convention Center”</i>			
2.	<u>COMM. 2E-20 (2021)</u> Session 2	LORIGO, TODARO, GREENE & MILLS <i>“Letter to ED Committee Chair Requesting Discussion on Buffalo Metro Area Home Building Impact Study”</i>			
3.	<u>COMM. 3M-8 (2021)</u> Session 3	EC FAIR HOUSING BOARD <i>“2020 EC Fair Housing Board Annual Report”</i>			
4.	<u>COMM. 6E-25 (2021)</u> Session 6	TODARO <i>“Letter to Economic Development Chair Requesting Discussion of High-Speed Internet Expansion in EC”</i>			
5.	<u>COMM. 9E-9 (2021)</u> Session 9	COUNTY EXECUTIVE <i>“2021 Transportation Projects Funding - Design Projects Bonding Funding Changed to Pay-As-You-Go”</i>			

TAB R&F APP

6.	<u>COMM. 9E-10 (2021)</u> Session 9	COUNTY EXECUTIVE <i>“One Year Extension of Term Contracts for On-Call General Civil & Geotechnical Engineering Services Countywide”</i>			
7.	<u>COMM. 9E-11 (2021)</u> Session 9	COUNTY EXECUTIVE <i>“Contract Extension of Fourth Department Appellate Division Office Space”</i>			
8.	<u>COMM. 9M-4 (2021)</u> Session 9	NFTA <i>“Minutes for NFTA Board Meeting Held on 12/10/2020”</i>			



ECLEG MAR16'20 PM 2:28

ERIE COUNTY LEGISLATURE

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

March 9, 2020

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

RE: Convention Center

Dear Mr. Kaler:

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

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

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

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

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

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

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

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

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

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

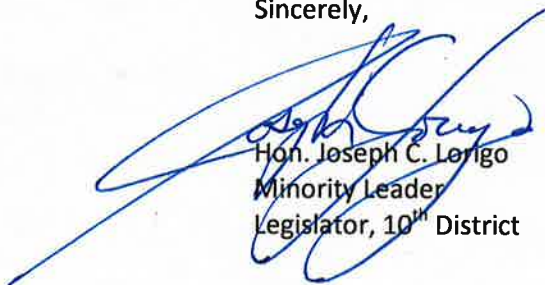
I went back and listened to the audio of your press conference with the County Executive and the Legislature's committee meeting where you participated. During each of those presentations, you claimed that we lost over 1,200 conventions/meetings since 2014. However, I found an interview with WGRZ/Channel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

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

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

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

Sincerely,



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

cc: The Erie County Legislature

WEATHER ALERT

4 Weather Alerts

CLOS



Parade to Mount Maris 24



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 tells 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 convention center's 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 out of the state association convention business."

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

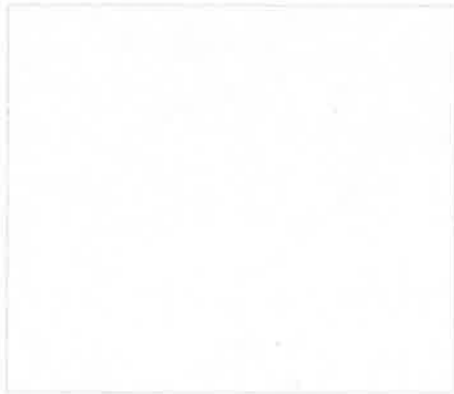
"We will be able to do much more events," said Kaler. "We will be able to attract anywhere between 180 to 193, based on what the consultants are suggesting within the expanded convention center."

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

The second recommended option would see the construction of an entirely new convention center, on 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 million.

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

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



You May Like

Sponsored Links by Ta

Brady Bunch Fans Should Hear What Creators Revealed

Oceandraw

Bring Innovation to Light. Be What's Next, Apply Now.

Kent State University

7 Super Drinks That Naturally Cleanse Your Liver

THE BUFFALO NEWS

Public supports new Buffalo convention center, survey shows



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

By Sandra Tan

Published March 13, 2019 | Updated March 13, 2019

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

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

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

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

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

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

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

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

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

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

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

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

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

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



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

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

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

Q4 Sales Initiatives and Programs

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Q1 Sales Initiatives and Programs

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Comm. 16M-5
4 of 23

Comm. 16M-5
4 of 23

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

Q1 Lost Business

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

Q1 Sales Initiatives and Programs

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

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

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

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

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

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

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

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

Comm. 13M-1

4 of 22

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

Comm. 6M-2

6 of 42

National Junior College National Bowling Tournament	200	\$141,190.00
NYS Sled Hockey Development Camp	150	\$98,850.00
Road Scholar – History of Arts and Crafts Movement	100	\$45,260.00
Q3 Site Visits		Hotel Room Nights
NYS Fire Chiefs Association 2019, 2020, 2021	4195 per year	\$9,100,000.00 p.y.
American Institute for Conservation of Historic & Artistic	2310	\$1,947,000.00
Grey Eagles & TWA Retired Pilots Association	665	\$573,200.00
USS Truckee AO 147	275	\$130,800.00

Q3 Lost Business			
Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
National Association for Interpretation	2020	2,010	Lost to Jacksonville, FL. Will rebid for a future year.
International Cake Exploration Society	2020	1,735	Group required that the exhibit floor be kept at a constant temperature of 72degrees. Unfortunately we couldn't guarantee there wouldn't be any fluctuations in temp.
Golden Crown Literary Society	2019	1,250	Unable to accommodate hotel room block and rates requested.
Strategic Health Information Exchange Collaborative	2018	700	Board decided on Atlanta.
Grey Eagles and TWA Retired Pilots Association	2019	600	Lost to Toronto, client cited that downtown bidding hotels are in need of considerable renovations.
Nursing Organization Alliance Inc.	2019	420	We weren't able to accommodate the groups requests for meeting space and hotel rooms under one roof.
Independent Bankers Association of NYS	2018	350	Lost to Niagara Falls, hotel room rates were too high.
USA Climbing	2018	300	Lost due to lack of local support.
Dining Out for Life Annual Meeting and Conference	2019	270	Organizers felt the hotel room rates were too high.

Q3 Sales Initiatives and Programs
<p>Familiarization Tour – 15 tour, meeting and sporting event planners were in attendance to experience the new Buffalo. Throughout the two day tour they were Immersed in city tour activities, dined in specialty restaurants and met with hospitality partners at a marketplace hosted at the BNCC. Comments from the attendees were very positive about the many improvements from Canalside to Main Street.</p> <p>Customer Advisory Council – In its fourth consecutive year 14 members attended. CAC members where given pre-work and were asked to speak to how Buffalo can make customer events more effective, and how can we stand out compared to our competitive set and what might the next level of the Unexpected Buffalo campaign look. During their time in Buffalo, the Council conducted site inspections on our major downtown hotel properties using a standard industry rating system. The results were shared in aggregate form to the general assembly and hotel specifics were shared individually.</p> <p>CVB Reps Summer Social – VBN participated in hosting approximately 200 national association meeting planners at Blackwall Hitch. Our ability to participate in these events is due to our close working relationship with Tally Management and our five city sales and marketing consortium.</p> <p>DMO IMEA – Talley Management, our five city consortium and VBN hosted 16 planners at a NATS Game in DC. Prior to the game eight appointments were conducted in National Association Meeting Planner offices.</p> <p>SPORTS Relationship Conference – BNSC representatives attend this conference to network and build relationships with National Governing Bodies for Sport and attend educational opportunities. 18 appointments were conducted which garnered six immediate leads.</p> <p>Small Market Meetings Conference - Is an opportunity for small to mid-sized group planners to meet with CVB's and DMO's. 24 appointments were conducted which generated two immediate leads, and two prospects.</p>

Comm. 23M-4

Page 4 of 24

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

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

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

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

Q3 Lost Business

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

Q3 Sales Initiatives and Programs

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

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

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

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

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

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

Comm. 22M-4

Page 10 of 23

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

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

Q1 Lost Business

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

Q1 Sales Initiatives and Programs

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

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

Tradeshows Attended

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

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

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

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

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

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

Q4 Site Visits		Hotel Room Nights	Economic Impact
National Homeland Security Association		3,600	\$2,391,782
1 st Episcopal District Women's Missionary Society		500	\$626,300
Associated Construction Distributors International		455	\$315,220
Air Methods Corporation		150	\$272,760
USS Great Sitkin AE-17 Association		200	\$117,997
New York Ontario Shrine Association		100	\$195,624
Niagara Frontier Orchid Society		80	\$72,500
USS Rupertus DD-851		75	\$63,320
Q4 Lost Business			
Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost
National Association of Campus Card Users	2018 & 2019	1,845/year	Group does not use convention centers as a rule, for us to accommodate we could only do so with BNCC in the mix.
Computer Science Teachers Association	2017	888	City Image and accessibility were cited as reasons to cut Buffalo from the list. Albany, Newark, Philadelphia and Baltimore made the short list.
NYS Association for the Education of Young Children	2018 & 2019	865/year	Lost to Turning Stone Casino lower room rates and free parking. Our room rates needed to include a subsidy to offset the cost of BNCC pushing the rates too high.
USA Fencing Association Grand Prix	2015	800	Lost due to the lack of local support to host event.
NYS Speech Language – Hearing Assoc.	2018	500	Capitol Hill Management lost the contract to supply services for this group. A new services group will be named and we will rebid.
Naval Support Activity	2017	365	Client wanted the Marriott Harbor Center only and the hotel did not have availability.
United States Synchronized Swim	2016	300	Venue availability
USS Saratoga Association	2017	250	Membership turned down move outside of Saratoga Springs
Church of God Militant Pillar and Ground of the Truth	2017	175	Lost to Rochester, Free parking in downtown.
Q4 Sales Initiatives and Programs			
S.P.O.R.T.S. Institute – 20 appointments with National Governing Bodies were conducted, immediate leads for USA Football, USA Badminton and National Collegiate Roller Hockey were shared with our hotel and facility partners.			
Rejuvenate Marketplace –Reverse tradeshow where suppliers go to appointments at meeting planners' booths for religious organizations. 51 appointments were conducted garnering three immediate lead opportunities with four additional potential leads needing further development.			
Ontario Motor Coach Assoc. – Ontario based motor coach operators' conference - 26 appointments were conducted generating two immediate leads for our hotel partners with five potential leads needing further development. VBN has a seat on the conference organizing committee and the supplier council.			
TEAMS – 46 event planners came to the booth to discuss potential bid and/or hosting opportunities. Ten immediate leads were garnered for USA Figure Skating, Lacrosse USA and College Club Sports, 18 potential leads need further development.			
United States Aquatics Convention – Attended to bid on a 2016 Swimming Championship, Senior Zone Championships, with STAR Swimming - Buffalo won the bid for 2016 & 2017. Also bid on the Speedo Championships; Buffalo was awarded this event for March 2017.			
US Sports Congress – 22 event planners met at the tradeshow booth and discussed opportunities for future events. Four immediate leads for National Collegiate Roller Hockey, USA Ultimate Sports and Athletic Baseball Tournaments were			

Comm. 4M-10

Page 4 of 24

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			
<p>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.</p> <p>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.</p>			

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

Comm. 16M-6

Page 13 of 28

Q1 Site Visits		Hotel Room Nights	Economic Impact										
USS Frank E. Evans DD 754		265	\$474,321.00										
BMW Motorcycle Owners of America		660	\$393,941.00										
International Broadcasters Idea Bank		360	\$199,643.00										
17 th Infantry Regiment Association – The Buffalos		264	\$198,764.00										
USS Leutze – DD481		60	\$65,705.00										
Q1 Lost Business													
Meeting/Event	Year(s)	Hotel Room Nights	Reason Lost										
Association of Gospel Rescue	2017	1,938	Lost to Dallas because they can accommodate in one hotel, in Buffalo we would have needed 3 hotels.										
NYS PHAA 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													
<p>Tradeshows attended:</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>Upcoming Tradeshows:</p> <table><tr><td>National Association of Sports Commission</td><td>April</td></tr><tr><td>Pow Wow</td><td>May</td></tr><tr><td>Direct Selling Association</td><td>May</td></tr><tr><td>Empire State Society of Association Executives</td><td>June</td></tr><tr><td>Collaborate Marketplace</td><td>June</td></tr></table>				National Association of Sports Commission	April	Pow Wow	May	Direct Selling Association	May	Empire State Society of Association Executives	June	Collaborate Marketplace	June
National Association of Sports Commission	April												
Pow Wow	May												
Direct Selling Association	May												
Empire State Society of Association Executives	June												
Collaborate Marketplace	June												

ERIE COUNTY LEGISLATURE



92 Franklin Street
Buffalo, New York 14202

January 15, 2021

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

Dear Committee Chair Johnson,

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


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

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

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

Sincerely,


Joseph C. Lorigo
Minority Leader


Christopher D. Greene
Erie County Legislator, 6th District


Frank J. Todaro
Erie County Legislator, 8th District


John J. Mills
Erie County Legislator, 11th District



COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

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

THOMAS R. HERSEY, JR.
COMMISSIONER

DANIEL CASTLE, AICP
DEPUTY COMMISSIONER

January 13, 2021

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

Dear Mr. Poloncarz:

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

Sincerely,

A handwritten signature in blue ink that reads "Karen Rybicki".

Karen Rybicki
Erie County Fair Housing Board, Chairperson

cc: Erie County Legislature

ERIE COUNTY FAIR HOUSING BOARD - 2020 ANNUAL REPORT

Board of Directors

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

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

Pamela Lanich
Board Secretary
Western New York Law Center

Sharon L. Ciminelli
Buffalo Niagara Association of Realtors

Karen King
Erie County Commissioner of Public Advocacy

Board Staff

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

Kristen Walder
Legal Counsel
Erie County Department of Law

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

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

Board members are listed above.

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

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

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

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

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

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

ERIE COUNTY FAIR HOUSING
BOARD OF DIRECTORS MEETING

MINUTES

Tuesday February 11, 2020 10am

Erie County Rath Building – Department of Environment & Planning

95 Franklin Street, Buffalo NY 14202

Board Attendees:

Karen Rybicki – ECDSS (Chair)

Cheryl Andolino – Belmont (Vice Chair)

Karen King—Public Advocacy

Other Attendees:

Paul D’Orlando—DEP

Kristen Walder—Erie County Attorney’s Office

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

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

2. Status of Discrimination Complaints

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

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

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

3. Discuss Annual Report

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

4. Revisit Board Terms and Appointments

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

Meeting adjourned: 11:10AM

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

Next Quarterly Meeting: May 12, 2020 at 10am

ERIE COUNTY FAIR HOUSING
BOARD OF DIRECTORS MEETING

MINUTES

Tuesday, May 12, 2020 10am

Erie County Rath Building – Department of Environment & Planning

95 Franklin Street, Buffalo NY 14202

Call-In Meeting Due to Covid-19

Board Attendees:

Karen Rybicki – ECDSS (Chair)

Pamela Lanich – WNY Law Center (Secretary)

Sharon Ciminelli – BNAR

Karen King – Public Advocacy

Other Attendees:

Paul D’Orlando – DEP

Kristen Walder – Erie County Attorney’s Office

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

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

Meeting adjourned: 10:19AM

Minutes submitted by Pamela Lanich on 5/12/2020

Next Quarterly Meeting: August 11, 2020 at 10am

ERIE COUNTY FAIR HOUSING
BOARD OF DIRECTORS MEETING

MINUTES

Tuesday, July 14, 2020 10am

Erie County Rath Building – Department of Environment & Planning

95 Franklin Street, Buffalo NY 14202

Call-In Meeting Due to Covid-19

Board Attendees:

Karen Rybicki – ECDSS (Chair)

Pamela Lanich – WNY Law Center (Secretary)

Karen King – Public Advocacy

Other Attendees:

Paul D’Orlando – DEP

Andrew Dearing - DEP

Dan Corbitt—HOME

Kristen Walder – Erie County Attorney’s Office

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

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

Meeting adjourned: 10:49AM

Minutes submitted by Pamela Lanich on 7/14/2020

Next Quarterly Meeting: August 11, 2020 at 10am

ERIE COUNTY FAIR HOUSING
BOARD OF DIRECTORS MEETING

MINUTES

Tuesday, August 11th, 2020 10am

Erie County Rath Building – Department of Environment & Planning

95 Franklin Street, Buffalo NY 14202

Call-In Meeting Due to Covid-19

Board Attendees:

Karen Rybicki – ECDSS (Chair)

Cheryl Andolino – Belmont (Vice Chair)

Pamela Lanich – WNY Law Center (Secretary)

Karen King – Public Advocacy

Other Attendees:

Paul D'Orlando – DEP

Andrew Dearing - DEP

Kristen Walder – Erie County Attorney's Office

Dan Corbitt – HOME

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

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

ii. Murray V. Empire

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

iii. Murray v. Free Will case 2020-3

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

iv. Boulware v. Der Yaseen case 2020-4

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

4. Case will probably move toward conciliation

v. Croom v. Peace Bridge case 2020-5

1. Notification letter sent out July 16th
2. HOME has not yet received a response
3. Update on state supreme court cases
4. Adjourn—motion to adjourn Karen Rybicki; 2nd Karen King; unanimous approval

Meeting adjourned 10:35AM.

Minutes submitted by Pamela Lanich 8/14/2020

Next meeting September 8th at 11:00AM

ERIE COUNTY FAIR HOUSING
BOARD OF DIRECTORS MEETING

MINUTES

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

Board Attendees:

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

Other Attendees:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

3. Other updates

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

b. State Supreme Court cases update

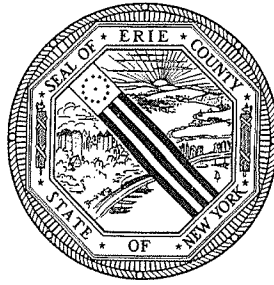
4. Motion to adjourn--Sharon Ciminelli; 2nd – Karen King; Unanimous approval

Meeting adjourned 11:08AM.

Minutes submitted by Pamela Lanich 11/10/2020

Next meeting February 11, 2021 at 10:00AM

SUSPENSION



ERIE COUNTY LEGISLATURE

HON. FRANK J. TODARO

LEGISLATOR
8TH DISTRICT

March 17, 2021

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

Dear Legislator Johnson,

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

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

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

Sincerely,

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

Frank Todaro
Erie County Legislature, 8th District

Comm. 6E-25
1 of 2

SUSPENSION

Musarra, Arthur

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

From: Lori White <lwhite@greenlightnetworks.com>

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

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

Subject: Request to address Erie County Legislature

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

Good Afternoon Legislator Todaro,

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

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

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

Thank you for your consideration,

Lori



Lori White

Government, Community &
Public Affairs
Greenlight Networks



716.313.2207



lwhite@greenlightnetworks.com



www.greenlightnetworks.com

Comm. 6E-25
2 of 2



COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

April 23, 2021

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

**RE: 2021 Transportation Projects Funding
Design Projects Bonding Funding Changed to Pay-As-You-Go**

Dear Honorable Members:

Please find attached a resolution requesting authorization to transfer four highways projects from bonded to pay-as-you-go funding. The total funding transfer for these projects is \$1,200,000, and is available due to additional available Highways State Aid funding.

Should your Honorable Body require further information, please contact Budget Director Robert Keating or Public Works Commissioner William E. Geary Jr. Thank you for your consideration on this matter.

Sincerely yours,

A handwritten signature in black ink, reading "Mark C. Poloncarz".

Mark C. Poloncarz, Esq.
Erie County Executive

MCP/rwk
Enclosure

MEMORANDUM

To: Honorable Members of the Erie County Legislature
From: Department of Public Works, Division of Highways and the Division of Budget and Management
Re: Highway Design Projects Funding Change
Date: April 23, 2021

SUMMARY

The attached resolution requests authorization to fund four highway projects with pay-as-you-go rather than bonded funds. The use of pay-as-you-go funding instead of bonded funds advances the schedule for release of the design projects.

FISCAL IMPLICATIONS

Positive, given the use of cash funds avoids multi-year debt service costs.
The specific projects are listed below:

Large Culvert, Small Bridge, & Pedestrian Bridge Inspection at	\$500,000
Capital Bridge Design at	\$350,000
Misc. Small Bridge & Culvert Design	\$175,000
Federal Aid Bridge Preservation	<u>\$175,000</u>
	\$1,200,000

These projects were previously approved within the 2021 Adopted Capital Budget. Funding is available through an increase in NYS CHIPS appropriations.

REASONS FOR RECOMMENDATION

Approval of this resolution advances the schedule for release of these projects. Because of the positive economic recovery from the COVID-19, Erie County can pivot from the original plan to bond the vast majority projects and instead use pay-as-you-go funding.

BACKGROUND INFORMATION

Funding of these projects with pay-as-you-go cash instead of bonded money allows these projects to advance at a faster rate. Projects of this size would typically be funded as pay-as-you-go projects instead of through bonding but were converted to bonded in the 2021 Adopted Budget due to funding constraints.

CONSEQUENCES OF NEGATIVE ACTION

Failure to approve this resolution would decelerate the schedule for these projects in addition to increasing debt services costs.

STEPS FOLLOWING APPROVAL

The Division of Budget and the Highway Division will implement this resolution.

RESOLUTION SUBMITTED BY:
DEPARTMENT OF PUBLIC WORKS, DIVISION OF HIGHWAYS
AND DIVISION OF BUDGET AND MANAGEMENT

RE: Highway Design Projects Funding Change

WHEREAS, the 2021 Adopted County Budget contains the Large Culvert, Small Bridge & Pedestrian Bridge Inspection Program, Capital Bridge Design, Miscellaneous Small Bridge & Culvert Design and Federal Aid Bridge Preservation Design projects; and

WHEREAS, the funding budgeted for these projects was bonded totaling \$1,200,000; and

WHEREAS, switching these projects to pay-as-you-go ("PAYGO") funding and eliminating the need to bond these projects will save the County money since it will eliminate debt service interest payments over multiple years; and

WHEREAS, the recently enacted New York State SFY 21-22 Budget approved funding levels for CHIPs, Extreme Winter Recovery (EWR) and PAVE-NY to Erie County by \$ 5.3 million above the amount approved in the 2021 Adopted Budget for Highways. \$ 1,200,000 of this excess funding may be utilized to support this PAYGO need.

NOW, THEREFORE, BE IT

RESOLVED, that the Erie County Legislature does hereby approve a budget increase of \$1,200,000 for both Accounts 407000 Consolidated Highway Aid and 570000 Interfund Transfers Subsidy in Fund 210, Funds Center 123 and be it further

RESOLVED, that the Division of Budget and Management in coordination with the Office of Comptroller create four projects as follows;

B.211XX, Large Culvert, Small Bridge & Pedestrian Bridge Inspection Program	\$ 500,000
B.211XX Capital Bridge Design	\$ 350,000
B.211XX Misc. Small Bridge & Culvert Design	\$ 175,000
B.211XX Federal Aid Bridge Preservation – Design	<u>\$ 175,000</u>
	\$1,200,000

and be it further

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



COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

April 23, 2021

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

**RE: One Year Extension of Term Contracts for On-Call General Civil &
Geotechnical Engineering Services
Bergmann Associates & Greenman-Pedersen, Inc.
Countywide**

Dear Honorable Members:

The Department of Public Works, Division of Highways is requesting authorization for the County Executive to execute a one-year extension of the term contracts with Bergmann Associates and Greenman-Pedersen Inc. for On-Call General Civil & Geotechnical Engineering services.

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

Sincerely yours,

A handwritten signature in black ink, reading "Mark C. Poloncarz".

Mark C. Poloncarz, Esq.
Erie County Executive

MCP/ec/dab
Enclosure

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

MEMORANDUM

To: Honorable Members of the Erie County Legislature
From: Department of Public Works, Division of Highways
Re: One Year Extension of Term Contracts for On-Call General Civil & Geotechnical Engineering Services
Bergmann Associates & Greenman-Pedersen, Inc.
Countywide
Date: April 23, 2021

SUMMARY

Your Honorable Body authorized two three-year term contracts with Bergmann Associates and Greenman-Pedersen Inc. for on-call general civil and geotechnical engineering services with the possibility of two one-year extensions subject to Legislative approval via COMM. 6E-5 (April 26, 2018). The initial 3-year term for both contracts expires on June 1, 2021. To continue to provide needed flexibility and facilitate timely response in addressing the ongoing needs of the County's infrastructure as well as to continue to respond more effectively to disasters and emergencies the accompanying resolution requests authority for the County Executive to execute 1-year extensions to each contract.

FISCAL IMPLICATIONS

As in the initial contract, each assignment, except for disasters, emergencies, and situations judged by the Commissioner of Public Works to be urgent enough to require immediate response, are to be negotiated with the assigned consultant and submitted by resolution for Legislative approval. For disaster, emergency, and urgent situations defined by the Commissioner of Public Works consultant billing initially would be on an hourly basis according to an approved rate schedule until a work scope and fee can be determined and submitted for Legislative approval. Appropriate funding sources will be listed in the resolutions submitted for approval. A not to exceed aggregate limit of \$500,000 for each contract is in place.

REASONS FOR RECOMMENDATION

The one-year extension is necessary to be able to advance needed work in a timely fashion, expedite project completion and make the most efficient use of our construction season.

BACKGROUND INFORMATION

Consultant selection and engagement is a time-consuming process that can take up to 6 months to complete, including the RFP process, Legislative approval, and contract execution. Using term contracts removes the consultant selection time from the equation and allows work to move ahead much faster. For disasters and emergencies term contracts permit a more rapid response.

CONSEQUENCES OF NEGATIVE ACTION

The term contract extensions will not be executed and the flexibility and efficiency they provide will not be available.

STEPS FOLLOWING APPROVAL

One-year extensions to the existing term contracts for the subject on-call engineering services will be executed with Bergmann Associates and Greenman-Pedersen, Inc.

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

RE: One Year Extension of Term Contracts for On-Call General Civil &
Geotechnical Engineering Services
Bergmann Associates & Greenman-Pedersen, Inc.
Countywide

WHEREAS, the County has existing 3-year term contracts with Bergmann Associates and Greenman Pedersen, Inc. for the provision of On-Call General Civil and Geotechnical Services which were authorized by the County Legislature via COMM 6E-5 (April 26, 2018); and

WHEREAS, the authorization for the contracts included provision for two one-year extensions of the 3-year initial term of the contract; and

WHEREAS, the current 3-year contract term expires June 1, 2021; and

WHEREAS, it is desired to extend each contract for a term of one year under the same terms and conditions as the initial contracts.

NOW, THEREFORE, BE IT

RESOLVED, that the County Executive be authorized to execute one-year extensions to the current term contracts with Bergmann Associates and Greenman-Pedersen, Inc; and be it further

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



COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

April 23, 2021

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

Re: Fourth Department Appellate Division Contract for Office Space

Dear Honorable Members:

Please find enclosed a resolution from the Department of Law seeking legislative authorization for a contract extension with Seneca Larkin 701, LLC to continue to provide office space to serve as local chambers for the County's resident Fourth Department Appellate Court Justices. The County is fully reimbursed by the New York State Office of Court Administration for this contract.

Should your Honorable Body require further information, I encourage you to contact the Department of Law. Thank you for your consideration on this matter.

Sincerely yours,

A handwritten signature in black ink, reading "Mark C. Poloncarz". The signature is fluid and cursive, with the first name "Mark" and last name "Poloncarz" clearly legible.

Mark C. Poloncarz, Esq.
Erie County Executive

MCP
Encl.

cc: Michael A. Siragusa, County Attorney
William Geary, Commissioner of Public Works

MEMORANDUM

To: Honorable Members of the Erie County Legislature
From: Department of Law
Re: Fourth Department Appellate Division Contract for Office Space
Date: April 23, 2021

SUMMARY

This resolution authorizes the County to enter into a contract extension with Seneca Larkin 701, LLC for office space to be used as local chambers by the County's resident Fourth Department Appellate Court Justices. The County will be fully reimbursed by the New York State Office of Court Administration for this contract. The original lease agreement requires that the County give notice of its intent to extend the lease for an additional five years by May 31, 2021.

FISCAL IMPLICATIONS

The County will be fully reimbursed by the New York State Office of Court Administration ("OCA").

REASONS FOR RECOMMENDATION

The County's resident Fourth Department Appellate Court Justices have leased office space from Seneca Larkin 701, LLC since February 1, 2017 and per that lease agreement the County and OCA would like to take advantage of the option to renew the lease for an additional five years. The Fourth Department Appellate Court Justices have requested this extension and to remain in their current offices for at least the next five years.

CONSEQUENCES OF NEGATIVE ACTION

The County's resident appellate court justices will be without local chambers.

STEPS FOLLOWING APPROVAL

Upon approval of this resolution, the County Executive will be authorized to enter into a contract extension with Seneca Larkin 701, LLC for the provision of office space for Erie County's resident Fourth Department Appellate Court Justices.

RESOLUTION SUBMITTED BY:
DEPARTMENT OF LAW

RE: Fourth Department Appellate Division Contract for Office Space

WHEREAS, Honorable Gerald J. Whelan, Presiding Justice of the 4th Department Appellate Division, along with the New York State Office of Court Administration (“OCA”), have requested to remain in their current office space that is used as local chambers for Erie County’s resident justices of the Fourth Department; and

WHEREAS, pursuant to New York State Finance Law §54-j(1-a)(a), the County is entitled to one hundred percent reimbursement from New York State for the cost associated with providing facilities for the transaction of business by an appellate division; and

WHEREAS, the County established a lease agreement in 2016 (authorized by Comm. 25E-10 (2016)) with Seneca Larkin 701, LLC for office space for the Fourth Department Appellate Justices at 701 Seneca Street, City of Buffalo, with the initial five-year term expiring on or about January 31, 2022; and

WHEREAS, the Fourth Department Appellate Justices would like to remain in this office space and have requested that the County exercise the option contained within the original lease agreement to extend the lease for an additional five-year term at a two percent increase in base rent; notice of which must be given to Seneca Larkin 701, LLC by May 31, 2021; and

WHEREAS, the County Executive is requesting authorization from the Legislature to enter into an agreement with Seneca Larkin 701, LLC as the landlord for housing the Fourth Department Appellate Justices at 701 Seneca Street, City of Buffalo for a five-year term beginning February 1, 2022 to January 31, 2027.

NOW, THEREFORE, BE IT

RESOLVED, that the Erie County Legislature does hereby authorize the County Executive to enter into a contract with Seneca Larkin 701, LLC as the landlord for the purposes of providing local chambers for the Fourth Department Appellate Justices at 701 Seneca Street, City of Buffalo for a five-year term from February 1, 2022 to January 31, 2027; and be it further

RESOLVED, that the County is hereby authorized to accept reimbursement from the New York State Office of Court Administration for the County’s provision of leased space at 701 Seneca Street, City of Buffalo for the term specified herein, or for as long as said agreement between the County and Seneca Larkin 701, LLC remains in effect; and be it further

RESOLVED, that the Director of Budget and Management is hereby authorized to make the necessary budgetary adjustments to adjust appropriations and revenues in future year budgets, to provide payment to Seneca Larkin 701, LLC and to receive reimbursement from New York State with said expense and revenue inuring in the Department of Public Works, Division of Buildings and Grounds; and be it further

RESOLVED, that the Clerk of the Legislature shall forward certified copies of this Resolution to the County Executive, the County Attorney, and the Director of the Division of Budget and Management.

**NIAGARA FRONTIER TRANSPORTATION AUTHORITY
NIAGARA FRONTIER TRANSIT METRO SYSTEM, INC.
REGULAR BOARD MEETING
DECEMBER 10, 2020 12:30 PM**

1. REGULAR BOARD MEETING – DECEMBER 10, 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 December 10, 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. The meeting will be recorded and later transcribed.

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

2. NFTA CORPORATE REPORT

- A. Audit, Governance and Finance Committee Report (Acting Chair)
- B. Consolidated Financials (John Cox)
- C. Corporate Resolutions (Kim Minkel)
 - 1. Adoption of Operating and Capital Budgets, Niagara Frontier Transportation Authority and Niagara Frontier Transit Metro System, Inc., Fiscal Year 2021/2022 NFTA, Metro
 - 2. Authorization for Agreement, ClearSky, Technical Support Services, NFTA
 - 3. Authorization for Settlement, Richard Schlueter v. Niagara Frontier Transit Metro System, Inc. and Cleveland J. Chiles, Metro
 - 4. Authorization for Settlement, Lagayette Washington v Niagara Frontier Transit Metro System, Inc. and Niagara Frontier Transportation Authority, Metro
 - 5. Authorization for Term Agreement, Grove Roofing Services, Roofing Repairs, NFTA and Metro
 - 6. Authorization for Lease Agreement, DIAL LLC, 485 Cayuga Road, NFTA
 - 7. Authorization for Lease Agreement, Recovery Management Solutions (RMS), 485 Cayuga Road, NFTA
 - 8. Authorization for Lease Agreement, Accounts Interchange Group LLC (AIG), 485 Cayuga Road, NFTA
 - 9. Authorization for Lease Agreement, JECA Energy Bar Company, 485 Cayuga Road, NFTA
 - 10. Authorization for Lease Agreement, Westmatic Corporation, 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, DiDonato Associates Engineering and Architecture, P.C., Runway Design Services, BNIA
 - 2. Authorization for Supplemental Agreement, JE Architects/Engineers PC, Design Support Services, BNIA
 - 3. Authorization for Change Order No. 17, Pike Company, Baggage Claim Expansion Project, BNIA
 - 4. Authorization for Amendment, ALD Development Corp, Common Use Airport Lounge, BNIA
 - 5. Authorization for Operating Agreement, OnCore Aviation LLC, Flight School, BNIA
 - 6. Authorization for License Agreement, Independent Taxi Association of Buffalo, Taxi Services, 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 Agreement, Erie Radiator and Core Sales, Inc., Diesel Particulate Trap Cleaning, Metro

5. GENERAL COUNSEL REPORT (David State)

6. OPERATIONAL HIGHLIGHTS

7. EXECUTIVE SESSION

8. ADJOURNMENT