

Bi-national Logistics



WNY Industry Sectors

As a global gateway, exports play an important role in the regional economy.

Buffalo-Niagara Falls MSA is Erie and Niagara County

Buffalo-Niagara Falls MSA



Where are we now?

Western New York is well-positioned to develop as a primary international hub for transportation, logistics and distribution. The region enjoys a prime geographic location, robust transportation network, a strong base of professional knowledge and skilled workforce. Strategic investments in this sector are likely to produce significant returns in jobs, firms and income.

The region perches on the U.S.-Canada border within one day's drive of three-fifths of the Canadian and two-fifths of the US population. It is part of an expanding bi-national market of nearly nine million people encompassing Toronto, Buffalo and Rochester. We possess strong links and multi-modal connections for truck, rail, ship and air transport and plentiful sites for assembly, storage, processing and distribution. The region hosts a cluster of professionals in customs brokerage, international trade law, insurance,

In part driven by our border location and status as one of the largest foreign trade gateways in North America, exports play an important part of the region's economy. Exports from the Buffalo-Niagara Falls MSA total \$7.2 billion annually (11.6% of our GMP) and account for nearly 48,000 jobs. Building on our export base can create further economic and employment opportunities for the region.

Export Jobs, 2008

47,962

RANKING
(Top 100 Exporting MSA's in U.S.)

#45

Exports Annually, 2008

\$7.2 billion

#40

Export Share of GMP, 2008

11.6%

#38

Source: Brookings Institution, 2010

banking and other key specializations as well as expertise in supply chain management at area universities.

With timely and concerted strategic action, WNY can capitalize on this important – but time-sensitive – opportunity to take a primary position in the global trade, transportation and logistics network. Action is needed now

on coordinated, cross-border planning for key investments in transportation and logistics infrastructure as well as improved operational relationships and effective promotion of WNY as an attractive locational option.

Where do we want to be and how will we get there?

Leverage our International Border Location

AGENDA

1. Create a bi-national logistics council.

Create a bi-national logistics council to coordinate planning for key investments; advocate for public policy action on taxation, regulation, and infrastructure; build operational relationships among key stakeholders; and mount a marketing and promotion strategy and program to reinforce the region as a primary hub in the global logistics network. The council could be led by an existing economic development entity and would encompass representatives from five WNY counties and southern Ontario including stakeholders from industry, government and academia.

1. Develop key transport and logistics facilities.

Develop key transport and logistics facilities to expand regional multi-modal capacity to move, store and process goods. Such projects would include master planning for the development of Niagara Falls International Airport and reuse of the Niagara Falls Army Reserve Center. The U.S. Department of Defense will be conveying the former Niagara Falls Army Reserve Center site to the Town of Niagara Local Redevelopment Authority for the purpose of economic development. An analysis has been conducted of the 22-acre site and accompanying buildings. The site, which is located adjacent to Niagara Falls International Airport, contains nearly 150,000 square feet of leasable space including a 65,000 square feet of airplane hangar. A reuse plan has been prepared for the site recommending a mix of light industrial uses for the property with an emphasis on aviation and aerospace activities, including air cargo operations. Reuse of the site will create new jobs and private investment.

PROJECT/PROGRAM

Niagara Falls International Airport Master Plan

The NFIA is a reliever airport in Niagara County, located on a 1,006-acre footprint. It provides general aviation, military and commercial charter flight service. The NFIA has three active runways and 13 supporting taxiways. The 10,825-foot main runway is the fourth longest in New York State. This capacity, in combination with 24-hour-a-day operations, competitive landing fees and no noise curfew, makes the NFIA ideal for international travel by the world's largest aircraft. The NFIA operates under a joint-use agreement with the United States Military. The Niagara Falls Air Reserve Station is located on airport property and is home to the Air Force Reserve Command's 914th Airlift Wing. The 107th Air National Guard, Army Reserve and Military Entrance Processing Station are all stationed there, encompassing the five branches of the United States Armed Forces.

The NFIA is at a critical point on its path to becoming an economic catalyst. In 2009, the NFTA opened a \$31.5 million state-of-the-art passenger terminal as part of the \$43.9 million NFIA Improvement Project, including \$12.4 million in apron and landside improvements. The new terminal's 69,430 square feet design and dual gates triples the size of the old terminal, and can simultaneously service domestic and international flights. Consequently, the NFIA's annual passenger count increased from just 1,000 to more than 200,000 since 2009, proving that both air carriers and passengers value modern aviation facilities.

According to the 2010 New York State Department of Transportation Economic Impacts Report, the NFIA has an annual economic impact of \$158 million and an employment impact of 2,000 jobs, based on 2009 data. The report also states that one airline passenger in Upstate New York generates \$840 in economic return, and 132 passengers equal one upstate job. As described above, NFIA activity has dramatically increased since 2009, and both the annual economic and employment impacts would be even higher if the study was conducted today. Already, visible development is underway around the NFIA, with several new hotels being built in close proximity to the airport.

2. Invest in regional facilities for light manufacturing and distribution.

Invest in regional facilities for light manufacturing and distribution to establish state-of-the-art manufacturing, warehousing, motor freight and distribution facilities that maximize product flow and storage. Such projects could include development of a proposed Ripley Gateway Center on 140 acres in Chautauqua County and development of a water-rail-truck facility on 1,000 acres of the former Bethlehem Steel site with potential to create up to 10,000 jobs.

3. Convene New York State/Ontario Leaders Summit

Convene a summit between New York State Governor Cuomo and Ontario Premier McGuinty with the goal of advancing cross-border trade and tourism to highlight the substantial positive impact that our cross-border commerce has on our economies and to shine a spotlight on the vital services and infrastructure WNY has in support of this commerce.

4. Finalize the Peace Bridge plaza.

Create greater physical and operational capacity at a renovated Peace Bridge plaza, at a key international crossing, ideally building on emerging agreements for pre-inspection of commercial carriers on the Canadian plaza, while recognizing the importance of the Olmsted Park and historic Neighborhood that are adjacent to the U.S. Customs Plaza. Enhanced coordination among the five Niagara river crossings will further facilitate commerce and tourism.