2017 was a pivotal year for the Buffalo Niagara Medical Campus with the opening of the John R. Oishei Children’s Hospital and the new home of the UB Jacobs School of Medicine and Biomedical Sciences. With these now in place, our Campus has become an even more dynamic, collaborative, and exciting place for our anchor institutions, private companies, employees, students, visitors, and our neighbors.

More than fifteen years ago, when a handful of community leaders laid out a vision for Buffalo that built on its significant assets, there was hope that collaboration and a shared vision would enable the region to leverage the Medical Campus to drive economic growth and innovation. As two people who have been involved since the beginning, we are confident that we have exceeded that original vision and built upon our collective strengths to have an even greater impact than we could have imagined.

Our aspirations continue to grow. As we witness incredible changes due to technology in our world and particularly in medicine, we are building an environment that attracts, supports, and helps grow companies. It is no longer enough to keep up with technology. In order to compete and succeed, we have to anticipate future trends and provide the tools and environment where our institutions, private sector companies, and educational partners can flourish. Our goal is to be the place where tech and social entrepreneurs, mature and growing companies, students, investors, and neighbors innovate, invent, collaborate, and launch the next big idea.

The BNMC is the social, economic, and environmental engine of Western New York. By dreaming big, our collaborative efforts will continue to lift our community and our collective renaissance.

Join us - we’re just getting started.

Matthew K. Enstice
President & CEO

Angelo M. Fatta, Ph.D.
Board Chair
About the BNMC

The Buffalo Niagara Medical Campus (BNMC) is a multi-anchor social enterprise focused on driving urban innovation in partnership with our community. We seek to re-imagine our city’s future through the dynamic intersection of technology, health, discovery, and collaboration.

As the nonprofit organization charged with addressing shared issues among our member institutions, the BNMC plays a significant role in driving positive change that builds a vibrant, innovative environment. We focus on improving infrastructure, managing our transportation system, creating a culture of health and wellbeing, driving innovation, and working with our partners to continue to build an innovative district that reflects the best of our community.

KEY BNMC GOALS:

• WNY Community:
  Drive innovation, job growth, economic development

• Campus:
  Cultivate a safe, accessible, active, and inclusive district that fosters health and wellbeing, supported by smart, sustainable infrastructure

• Neighborhoods:
  Strengthen our community with economic opportunities benefiting youth, residents, businesses, and neighborhoods
How We Work

We use our MutualCity methodology to encourage further economic growth of our member institutions and partners, to ignite urban revitalization, and to build a strong, thriving community.

We do this through listening to gain understanding, making connections among key communities, involving key leadership for quick action, leveraging our resources, remaining flexible to adapt and implement new opportunities, and continually asking “What If?”

BNMC BY THE NUMBERS:

• $1.4b in public and private infrastructure investment in the past 10 years
• Growth from 4.5m sq. ft. to 9m sq. ft. of clinical, research, and development space
• Home to more than 16,000 employees and students
• A thriving ecosystem of 150+ life sciences, bioinformatics, technology, manufacturing, energy, social innovation companies and not-for-profit organizations
Secured nearly $1 million in funding from NYSERDA for two key projects: developing Phase II of our Campus Microgrid project and studying and developing smart transportation infrastructure to complement the City of Buffalo’s Main Street improvements.
Connecting to the Greater Community

Drive innovation, job growth, and economic development

• Continued to grow the Innovation Center as the epicenter of entrepreneurial activity in Buffalo with a growing list of tenants, educational programs designed to support companies, and a place to network and make connections. This year our dig membership doubled, classes and seminars were in demand, and the building is near capacity.

• Secured expansion space for growing companies and increased engagement with private sector companies, colleges, and universities.

• Developed energy initiatives to drive smart economics and resilient energy systems. Working with National Grid and NYS Public Service Commission in developing a transactional energy market to allow all owners of distributed energy resources (member institutions) to provide service back to the grid.

• Hosted the 2017 Topcoder Open (TCO), the prestigious programming, design, and data science competition that attracts some of the world’s most talented design and technology experts. Our ongoing partnership with Topcoder allows us to showcase Buffalo and to create and host ancillary events that connect students, business leaders, and the private sector with the growing technology sector.

• Began to develop new programs and capabilities to understand and capitalize on technology.
Connecting our Campus

Cultivate a safe, accessible, active, and inclusive district that fosters health and wellbeing, supported by smart, sustainable infrastructure

• Planned for and implemented parking and transportation initiatives to address the influx of 3,000 new employees, patients, visitors, and students with the opening of Oishei Children’s Hospital and the UB Jacobs School of Medicine. We managed the parking system to plan for growth, develop programs to encourage transit and alternative transportation modes, added a shuttle system to encourage off-Campus parking, and met with new employees about commuting options and incentives.

• Doubled the number of parking spaces with the opening of our new parking garage at Ellicott and Goodrich.

• Continued to cultivate a culture of wellbeing so that the Medical Campus becomes a beacon of health, rather than just a place to treat illness and injury. We again hosted our Summer of Wellness to promote fitness, wellness, and healthy eating. Our Farm-to-Work program tripled sales of fresh produce since 2016, and more than 2,000 customers bought produce through Community Supported Agriculture (CSA) and Farmer’s Markets on the BNMC.

• Hosted a BNMC Block Party for employees and our neighbors. More than 1,000 people enjoyed a summer evening that included music, dancing, a barbeque dinner, kids activities, and more.

• Continued to create an attractive, walkable environment by planting 2,500 new bulbs and flowers, hosting entertainment and encouraging gathering at Ellicott Park, and enhancing outdoor recycling around the BNMC.

We partnered with the NFTA to develop the Corporate Pass to encourage trial and lower the cost of transit for employees.
Connecting to our Neighborhoods

Strengthen our community with economic opportunities benefiting local youth, residents, businesses, and neighborhoods

• Continued to bring member institutions together to develop strategies for increased Campus hiring, job readiness, and to make deeper connections between job seekers, area workforce development agencies, and Campus institutions.

• Created opportunities for local MWBE businesses by connecting them with BNMC institutions. We did this through networking events and greater collaboration to share referrals and raise awareness of the benefits of, and the opportunities to, hire local. We also set collective goals to increase local and MWBE spend and impact.

• Partnered with National Grid to install solar energy systems on 78 Fruit Belt homes through the Neighborhood Solar Partnership program at no cost to the owner. Once complete, 450kW will be produced at peak, enough to power 500 homes. Neighbors also leveraged home repair allowances up to $2,000 to further invest in their homes.

• Graduated our first cohort of Green Team members into careers after they participated in work/training program in landscaping and facilities management on Campus. A second group of immigrants and refugees have been hired and are gaining skills to graduate into permanent jobs.

• Hosted 2,500 students on Campus for career exploration and academic advancement through our annual Student Open House, summer STEM and coding programs, student tours, and partnerships with area schools and nonprofits that serve children. Partnered with Say Yes Buffalo and the Buffalo Public Schools in the East Zone Innovation District.

One-third of new hires in our larger institutions are from the surrounding neighborhoods.
The Buffalo Niagara Medical Campus, Inc. (BNMC) is building on the assets of our world-class Medical Campus – known for its clinical care, research, and education – to support our mission of furthering economic growth, igniting urban revitalization, and building a strong, thriving community.

MEMBERS
Allentown Neighborhood
Buffalo Hearing & Speech Center
Buffalo Medical Group, PC
Fruit Belt Neighborhood
Hauptman-Woodward
Kaleida Health
Olmsted Center for Sight/Ross Eye Institute
Roswell Park Comprehensive Cancer Center
University at Buffalo
Unyts

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