

GAME DAY EVENT INFORMATION

Thank you for joining us for a day of Cross-Border business networking, relationship building and what will (hopefully) be a Buffalo Bills victory at their 2026-2027 Season Home Opener!

If you have any questions please call or text

Robbie-Ann McPherson, ECIDA Marketing and Communications Director, at 310-433-7443.

SCHEDULE

- 2:00 p.m.** Meet at the ECIDA offices for introductions & informational presentation
Ticket transfer verification
Ticketmaster account on your cell phone is required for entry
- ECIDA
95 Perry Street (entrance stairs off Mississippi Street)
Suite 403
Buffalo, NY 14203
- Please park in large open lot located at Perry St. & Mississippi St. If an attendant is present, please let the attendant know you are visiting the ECIDA.
- 3:00 p.m.** Depart in provided transportation for a drive-by tour of Renaissance Commerce Park
www.ecidany.com/rcp
- 4:00 p.m.** Leisurely group dinner at Curly's restaurant, Lackawanna
[Curly's Grille Menu](#)
- 6:00 p.m.** Depart in provided transportation to stadium
[Highmark Stadium](#) information
Note: We will be parking in Platinum Lot, entering at Gate B



8:15 p.m.

Kickoff!

Please note:

- *Alcohol will not be provided or served in the Suite, only soft drinks and coffee service. Individual alcohol beverages are available for purchase at several bar locations on the Suite level and may be brought into the suite.*
- *Popcorn, chicken wings and cookies will be available in the suite during the game.*
- *Lavatories are located outside the suite down the hall.*
- *Game seats are located just outside the enclosed suite, so please bring weather-appropriate outerwear if you prefer to sit outside.*
- *No large bags, drinks or food are allowed into the stadium – please see [Highmark Stadium](#) link for what is permitted.*

POST GAME: Return to ECIDA offices & individual cars

US / Canada Crossborder Networking Day 2026

— September 17th —

Event Hosts:

John Cappellino, President & CEO

Grant Lesswing, Director, Business Development

Robbie-Ann Mcpherson, Director, Marketing and Communications

[Erie County Industrial Development \(ECIDA\):](#)

A public benefit corporation created to promote private sector industrial / business investment, creating job opportunities and economic growth for people who live and work in Erie County. The State of New York sanctioned the ECIDA to offer tax incentives, or limited future tax discounts, to qualified businesses who make large capital investments within the borders of Erie County.

The ECIDA does not receive any direct funding for its operations from any local, state or federal tax sources. Instead, the cost of operating the IDA is paid primarily by those businesses that benefit from the economic development services they receive: the ECIDA collects fees from the businesses we enter into contracts with. The ECIDA does not use taxpayer funds for operating costs; we are self-funded, and we are not part of the Erie County government body.

The mission of the ECIDA is to provide the resources that encourage investment, innovation and international trade - creating a successful business climate that improves the quality of life for the residents of the region.

Event Guests:

Matthew Hubacher, Senior Vice President

Sarah Larson, VP Brand & Marketing Strategy

[Invest Buffalo Niagara:](#)

Invest Buffalo Niagara is the region's nonprofit, privately funded economic development organization representing the eight counties of Western New York.

Our mission is to attract new employers to the Buffalo Niagara region; to support business attraction, expansion, and entrepreneurship. To do so, Invest Buffalo Niagara collaborates with existing local businesses, colleges and universities, nonprofit organizations, and elected officials at the federal, state, and local levels to deliver a unified response to regional economic development opportunities.

The team of professional economic development consultants at Invest Buffalo Niagara provides free and confidential services to companies considering the Buffalo Niagara region, particularly for the first time.

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Linda Soltis, Trade Commissioner

[Consulate General of Canada in New York – Buffalo Presence:](#)

Provides expert trade advice to Canadian businesses of all sizes to help them expand and succeed on the world stage. We also offer funding and accelerator programs, trade missions, and support at trade events around the world.

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Peter Ahrens, COO

[Buffalo Niagara Manufacturing Alliance:](#)

The leading voice and connector for manufacturers across Western New York, uniting close to 200 manufacturers of all sizes and sectors to drive collaboration, innovation, and growth. Members span metal fabrication, aerospace, food processing, plastics, and beyond—from Lockport to the Southern Tier.

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Jordan Sherlock, Executive Director

[Niagara Industry Association:](#)

A Niagara, Ontario based, not-for-profit with a mission to be the voice and hand of industry in Niagara, attending to the collective challenges and goals of our members. Operations are membership-driven with a focus on supporting the interests and growth of manufacturing and related industries in Niagara.

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Jon Yormick, Trade Attorney

[Yormick Law:](#)

A business law firm recognized for representing and advising US and non-US companies on matters of international business and trade, ranging from international commercial agreements to international trade and supply chain compliance to investigations and enforcement proceedings.

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Damon Piatek, President

[Piatek Customs & Logistics:](#)

A full-service U.S. Customs broker offering clearance services throughout U.S. ports of entry. PCL also provides nationwide logistics support, including trucking, warehousing, supply chain consulting, and risk management services.

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Steven McGoey, Associate Editor

Canadian Manufacturing Trade Publication:

[Canadian Manufacturing](#) is Canada's leading source for daily, industry-focused manufacturing news. Through its website and daily eNewsletter, the outlet delivers timely news, in-depth reporting, and expert commentary across all manufacturing sectors, covering global developments that impact Canadian businesses.

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Gregg Wassmansdorf, Sr. Managing Director, Global Strategy (Based in Toronto)

[Newmark:](#)

A world leading commercial real estate advisor and service provider to large institutional investors and other owners, global corporations and other occupiers, and lenders. Newmark in Canada operates in key markets including Toronto, Vancouver, Calgary and Edmonton.

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Steve Vanaskie, Plant Manager

[Welded Tube:](#)

Steel pipe and tube producer. Headquartered in Concord, Ontario, Welded Tube owns and operates five manufacturing and finishing facilities including their 109,000 square foot facility situated on 45 acres at the Buffalo, NY Renaissance Commerce Park.

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Tim Clutterbuck, Executive (Chair of Canadian Steel Association)

[Valburna ASW:](#)

Leader in the production of Stainless Steels and Nickel Alloys with four facilities (two in Italy, one in Welland, On, and one in Fort Wayne, IN). In 2025 Valburna celebrated its 100 years of activity. Today, Valbruna's production is utilized in varied industrial sectors such as food and pharmaceutical, aerospace, automotive, chemical and petrochemical industries, construction, energy, mechanical, medical, naval and many others.

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Ken Marshanke, Director of Operations

Tony Lombardo, Terminal Manager

[BorderWorx Logistics:](#)

A trusted partner for businesses navigating the complexities of North American trade. BorderWorx has successfully managed over \$4 billion in goods across borders and processed more than 250,000 customs clearances. From warehousing to customs brokerage, we provide end-to-end logistics solutions tailored to your business needs across Canada and the United States.

The Buffalo-Canadian Relationship:

- [Buffalo Niagara](#) is in the center of an internationally significant community and regional marketplace. The region's strategic location on the Canadian border is within 500 miles (800 km) of 40% of the binational population accessible within a 10-hour drive. Our binational gateway for commerce facilitates over \$80 billion in annual trade between Canada and the United States. powerhouses.
- The region has seven international ports of entry and two of the largest [Foreign Trade Zones](#) (FTZs) in North America, offering cost and logistical advantages for companies engaged in global trade.
- In fact, more trade flows each year between Buffalo Niagara and Canada alone than the entirety of the United States and other leading economic juggernauts, such as France, Brazil and Australia.
- Buffalo Niagara has built itself up as the ideal candidate for Canadian businesses looking to expand and grow in the U.S.
- The Buffalo Niagara region is now the first major U.S. port of call when entering the Great Lakes, which are responsible for an additional \$278 billion in bilateral trade between the United States and Canada.
- Organizations like Invest Buffalo Niagara have helped over 120 Canadian companies establish a business location in the Buffalo Niagara region to take advantage of:
 - Lower costs of doing business

- Avoiding bridge delays
- Gaining a 'Made in the U.S.A.' label
- Accessing a larger market
- Examples of some Canadian companies that have recently expanded and found success in the Buffalo Niagara region include, but are certainly not limited to:
 - [Workspport](#)
 - [Sucro Sourcing](#)
 - [Max Advanced Brakes](#)
- [Renaissance Commerce Park](#) has been a landing place for numerous Canadian companies. This 240 acres park offers deepwater port access through the [U.S. Port of Buffalo](#), along with rail and highway transport options just minutes from the Canadian border.

Reasons to do Business in Buffalo Niagara:

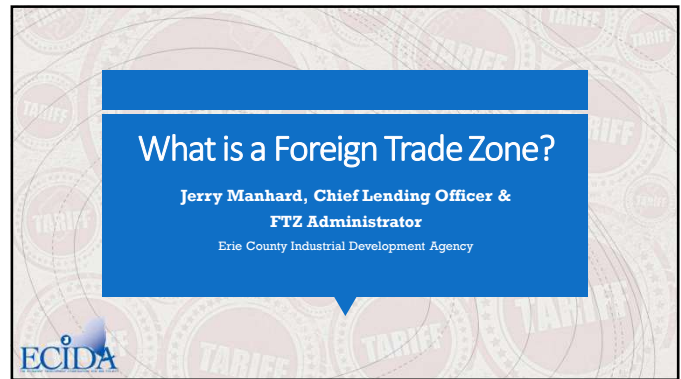
- Businesses in Buffalo Niagara take advantage of the region's low cost of doing business and living. Many enjoy low-cost green and reliable power sources with state-allocated hydropower. Manufacturing companies benefit from the region's 0% state corporate income tax., 0% inventory/real personal property tax, and 0% sales tax on production or R&D equipment.
- One of Buffalo's well-deserved nicknames is “The City of Good Neighbors.” Our people and specifically our workforce is unmatched, and being backfilled by a strong educational infrastructure with 19 colleges and universities. Our workplace attendance rates are high while our turnover rates are below the national average.
- The region also has a deep talent pool of nearly 70,000 advanced manufacturing workers, making Buffalo Niagara a prime location. Canadian manufacturers launching in the U.S. are already leveraging these benefits and we expect this to develop into a larger trend.
- Companies expanding in Buffalo can access renewable, low-cost hydropower from Niagara Falls and utility programs that offer reduced electricity and natural gas rates, a strategic advantage for energy-intensive industries.
 - Niagara Falls provides a reliable, renewable energy source for businesses in the region.
- The region’s economy spans advanced manufacturing, life sciences, logistics, food & beverage, and tech services, with a collaborative ecosystem recognized by national business publications — making it attractive to a broad range of industries.
- Buffalo Niagara is supported by strong transportation networks, including major interstates, freight rail, ports, and daily flights from the Buffalo Niagara International Airport, facilitating supply chain efficiency and market connectivity.
- Buffalo Niagara’s manufacturing heritage, strategic location on the Canadian border, robust infrastructure, growing innovation ecosystem, and federally designated Tech Hub are attracting [semi-conductor manufacturers and suppliers](#). Edwards Vacuum is investing \$319 million and creating 599 jobs at WNY STAMP, while Professional Plastics has invested \$7.5 million in a semiconductor cleanroom. Both chose the region for its hydropower advantage. New York is home to more than 150 semiconductor and supply chain companies, with over \$112 billion in planned semiconductor-related investment announced in the past two years. The state is also home to the CHIPS for America Extreme Ultraviolet Accelerator, a National Semiconductor Technology Center facility planned for NY CREATES’ Albany NanoTech Complex. This growth is creating opportunities beyond chipmakers. Manufacturers in machining, plastics, metal fabrication, aeronautics, and precision tools may already have the capabilities the semiconductor industry needs.

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Ahrens	Peter	COO	BNMA
Clutterbuck	Tim	Vice President	Valbruna ASW
Vanaskie	Steve	Plant Manager	Welded Tube
Cappellino	John	President and CEO	ECIDA
Soltis - PAID VALUE OF TICKET	Linda	Trade Commissioner	Canadian Consulate
Lesswing	Grant	Director, Business Development	ECIDA
Hubacher	Matt	Senior Vice President	IBN
Larson	Sarah	Vice President, Marketing & Brand Strategy	IBN
McGoey	Steven	Associate Editor	Canadian Manufacturing
Piatek	Damon	President	Piatek Customs*
Sherlock	Jordan	Executive Director	Niagara Industry Association*
Cook	Elaine	Director of Business Development	Barbican Architectural Products
Marshanke	Ken	Director of Operations	BorderWorx Logistics**
Lombardo	Tony	Terminal Manager	BorderWorx Logistics**
McPherson	Robbie- Ann	Director, Marketing and Communications	ECIDA
Wassmansdorf	Gregg	Site Selector/Toronto	9/16 - notified he is unable to attend



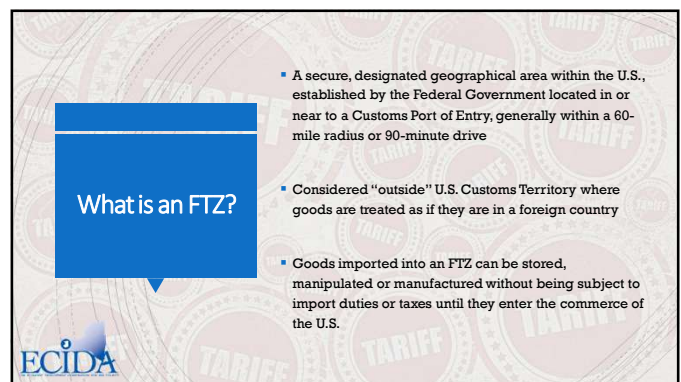
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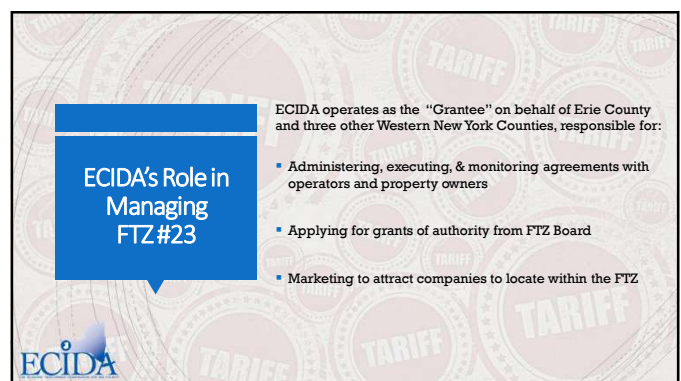
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Benefits of a Foreign Trade Zone

- Duty deferral, exemption/reduction or inverted tariff, quota avoidance
- Streamlined logistics, value-added activities: inspection, repairs, repacking, scrap
- Foreign and domestic goods can be stored together
- Quarterly Harbor maintenance fee, reduction in Merchandise Processing fee

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FTZ FEES

- ECIDA Application Fee - \$2,500
- ECIDA/Erie County Annual Fee - \$1,000
- Administrative and maintenance costs (legal, insurance, software, compliance, etc.)

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FTZ #23 Activity 2025

- Active users of the local FTZ sites: 5
- Workers employed at active sites: 171
- Total duties collected on merchandise: \$15.3 million
- Total value of merchandise received: \$114.6 million
- Total value of merchandise exported: \$23.3 million
- Most imported: textiles, chemicals, electronics

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Resources

- Foreign Trade Zone
 - www.trade.gov/ftz
- North American Foreign Trade Zone
 - www.naftz.org
- U.S. Customs and Border Protection
 - www.cbp.gov
- US Customs & Border Protection- Buffalo
 - 726 Exchange Street
 - Buffalo, NY 14210
 - 716-843-8300
 - (www.cbp.gov/contact/ports/buffalo)

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Existing FTZ #23 sites

FTZ Board approved + activated by U.S. Customs:

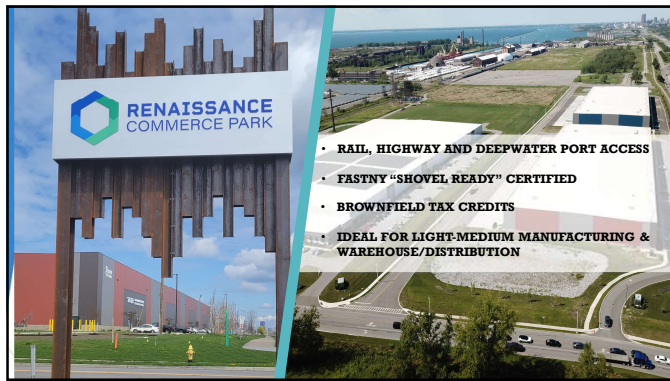
- Danason's - Grand Island
- Starline Inc. - Grand Island
- Speed Global Services - Tonawanda
- WNY Foreign Trade Zone Inc. - Lackawanna
- Cummins Engine - Jamestown
- W.S. Services, LLC - Lackawanna

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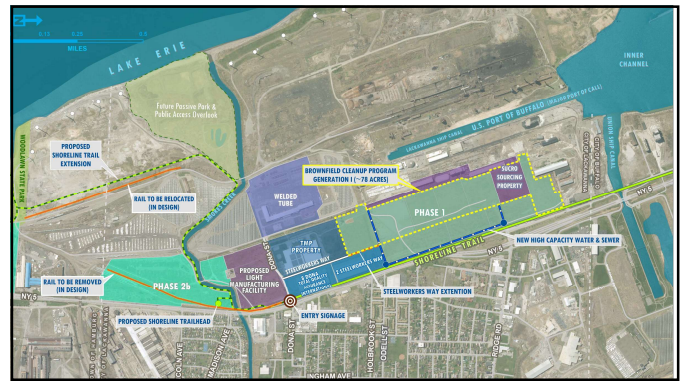
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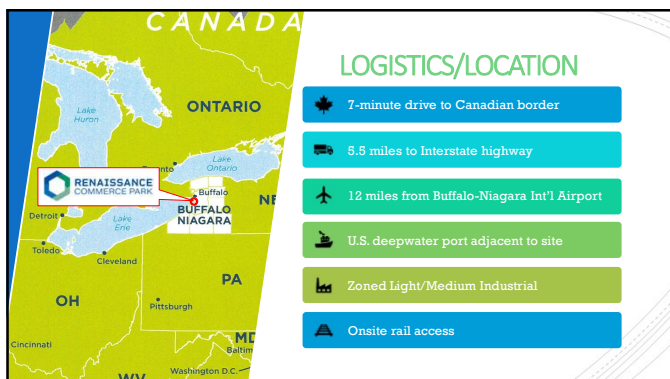
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