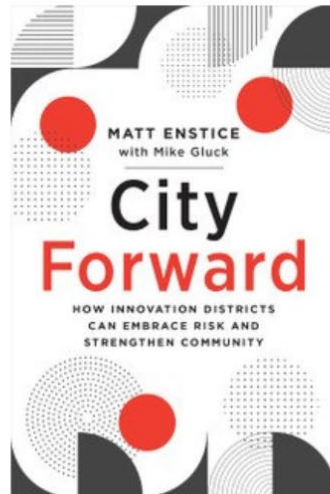
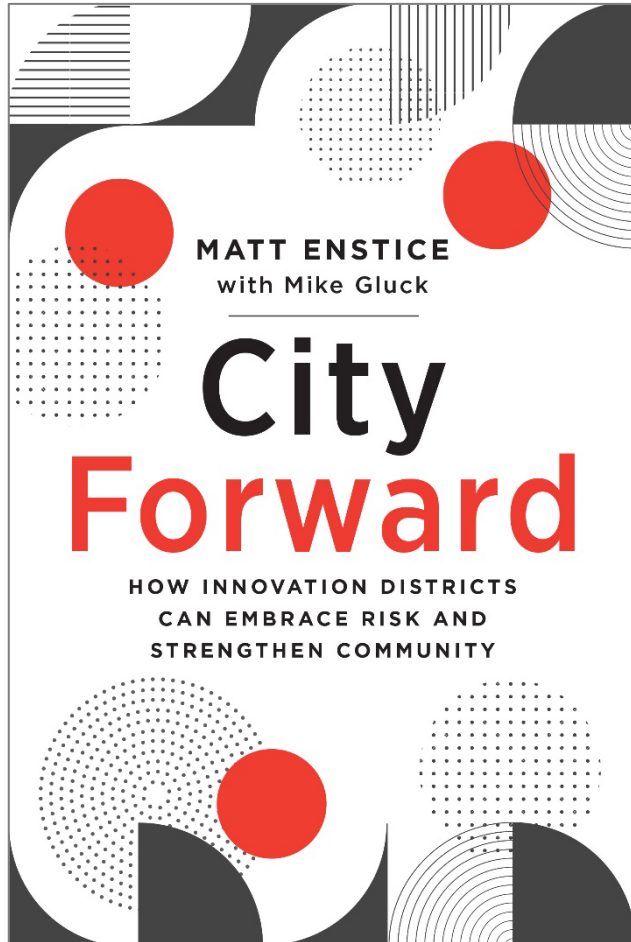




Introducing *City Forward: How Innovation Districts Can Embrace Risks and Strengthen Community*



With BNMC President and  
CEO, Matt Enstice



# City Forward

How Innovation Districts Can Embrace  
Risk and Strengthen Community

Matt Enstice with Mike Gluck

Use discount code WEBINAR to save 30%  
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# BNMC



**BNMC**  
DISTRICT



**BNMC**  
TRANSPORTATION



**BNMC**  
INNOVATION COMMUNITY



**BNMC**  
HEALTH & WELL-BEING



- 120+ Acre Urban Innovation District
- 9 million Square Feet
- \$1.4 billion in public and private investment in infrastructure
- Home to over 150 Public and Private Companies
- Last 10 years: 30% of all permits within one mile
- 16,000 Employees
- 1.5 million patients and visitors annually
- Supported more than 300 businesses
- EforAll and eforever, Where Anyone Can Start or Grow a Business





## Our Vision

We imagine a vibrant City of Buffalo that is a world leader in research, design, innovation, and entrepreneurship supporting a flourishing small business ecosystem. Our community thrives on collaboration in an environment that fosters sustainability, health, and well-being.





## Our Mission 2.0

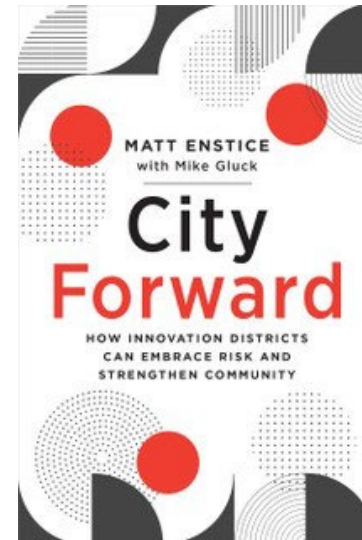
At BNMC we strive to create and innovation community for everyone seeking to start or grow a business in Western New York. In our community, businesses of all sizes and stages of development gather to forge connections, articulate ideas, and make dreams a reality. We convene and connect everyone, particularly those in marginalized and historically underserved communities so that together, we can make meaningful change in individual lives, in our communities, and in our City.







1. Good luck, It Will Never Happen
2. Ideas Must Be Good for Most of the People
3. Check Your Ego at the Door
4. Build a Table of Trust
5. Speak with One Voice
6. Talk about Us (Not "Them")
7. Steal Shamelessly
8. Listen to the Visionaries
9. Embrace the Activists
10. Build Better Bridges
11. Know When to Take a Back Seat
12. Plan, but Be Flexible (and Open to Serendipity)

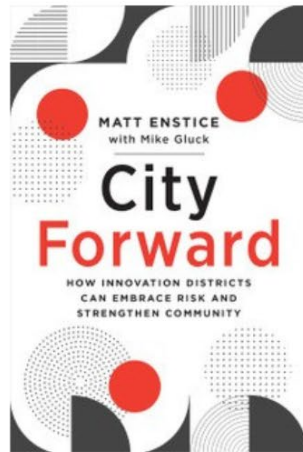




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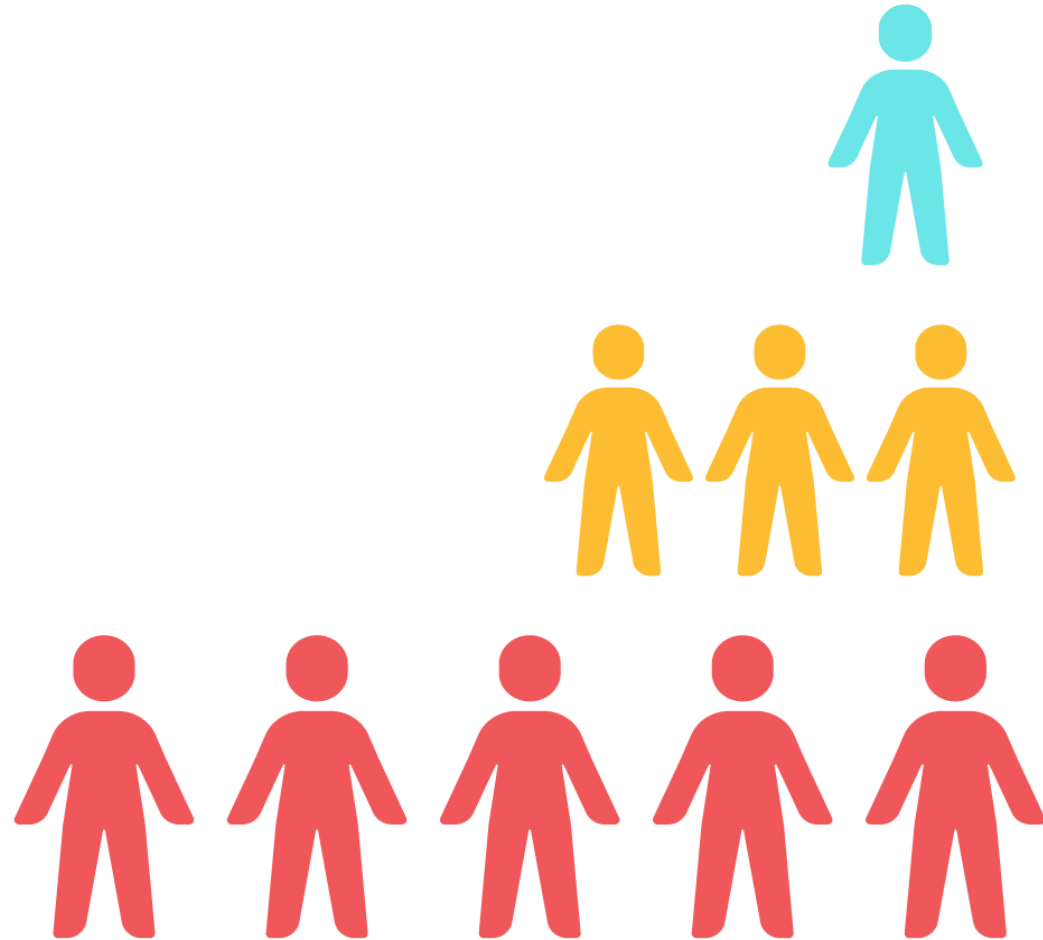


Our Stories



**BNMC**

Buffalo, NY



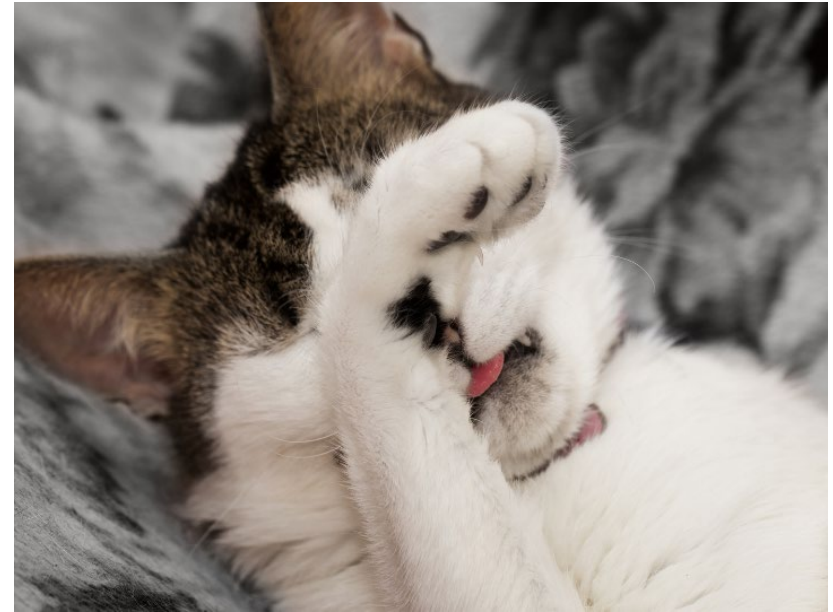


“Good Luck, It  
Will Never  
Happen.”





“What do the  
Neighborhoods  
Have to do With  
This?”





# Listen to All Voices





“You Have No  
Idea What  
You’re Talking  
About”



Jan Peters



Mr. & Mrs.  
Mackie







# Table of Trust

- Education Reform
- Community Redevelopment
- Personal Friendship



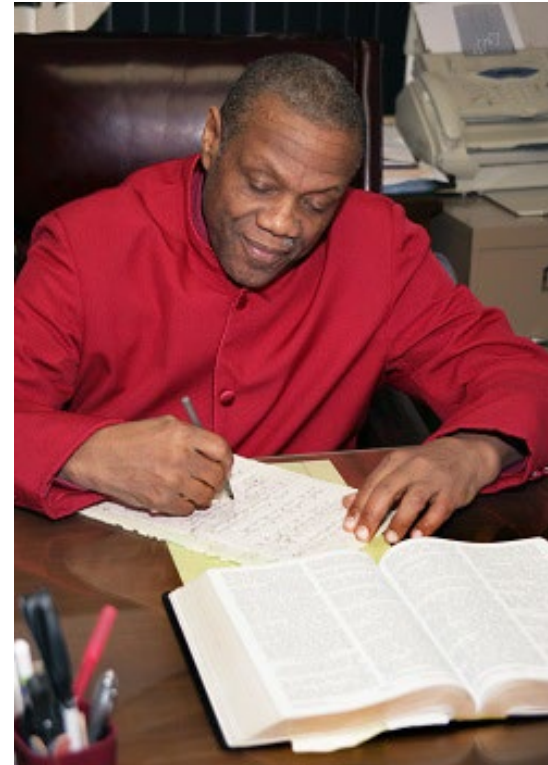
Pastor William Gillison



# Table of Trust



Robert Wood Johnson Foundation



Pastor Michael Chapman



“If You Want  
Our Money,  
You’ll Have to  
Work Together”



JOHN R. OISHEI  
FOUNDATION





# Leveraging for Infrastructure



*Recently corrected sign greeting visitors to the Fruit Belt neighborhood*

# nationalgrid

- Energy of the future plan
- Streetlights
- EV Charging
- Bioswell
- CarShare and Jumpbike



# BNMC







# Community Solutions



Roseanne Haggerty



- Policy
- Systems
- Environment

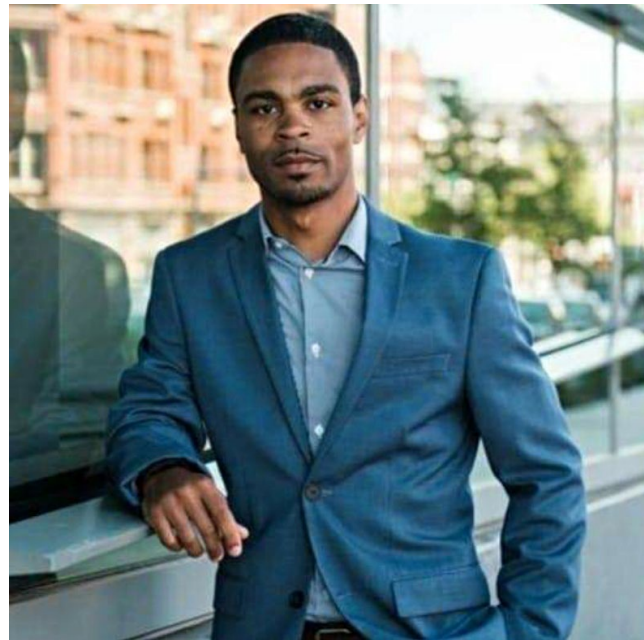


**BNMC**  
HEALTH & WELL-BEING





- Mentoring is a Two-Way Street
- Integrating Networks





**BNMCM**



**EforAll**  
BUFFALO



**eforever**

Giving Entrepreneurs the Power to Persist.™



# BNMC





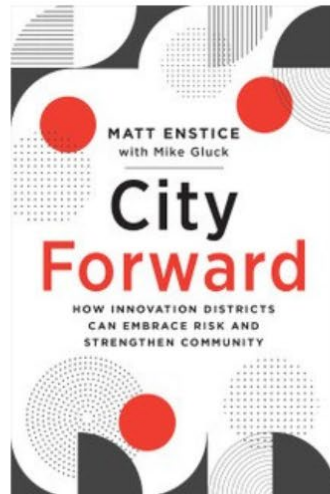
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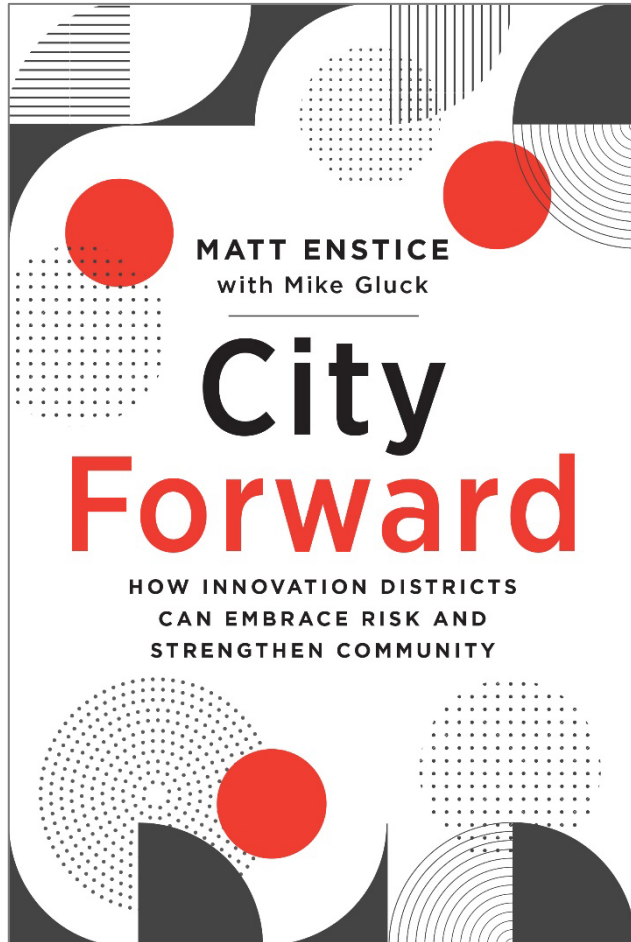
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