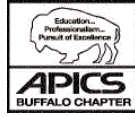


The (BNPA) Buffalo Niagara Professional Alliance is pleased to announce it's first event of 2008...



“How the Political Climate Affects Business and How Business Can Effect Change”

The Alliance Team has worked hard to bring you an extraordinary evening with leading political, business, and academic members of our Western New York community. This promises to be one of our most exciting and informative meetings yet and we encourage you to register early to ensure you won't miss out on this outstanding evening.

WNY has a very dynamic business and political environment that can be a challenge for many organizations to navigate successfully. Come learn about the relationship between business and politics from several of WNY's leading experts at this exciting program.

-Jeff Ball, APICS Alliance Coordinator

Meet our panel of experts:

- ♦ **Chris Collins**, Erie County Executive.
- ♦ **Carl Paladino**, CEO, Ellicott Development.
- ♦ **Kevin Hardwick**, Professor, Dept. of Political Science, Canisius College.
- ♦ **George Palumbo**, Professor, Dept. of Economics, Canisius College.



About the BNPA (Buffalo Niagara Professional Alliance)

Increased globalization and competition have forced companies to rethink organizational structures, supply chain management, inventory and logistics policies, and IT support systems. Rarely does this knowledge and expertise exist within one individual or department, yet in order for companies to be successful, all of these aspects must be managed effectively and efficiently.

The Buffalo Niagara Professional Alliance (BNPA) was formed to bring members of existing professional associations together to increase understanding of common problems facing businesses in the WNY area. We encourage you to take advantage of this opportunity to meet with members of businesses and organizations from WNY and build your own personal network of business professionals and area leaders.



At this time the BNPA includes the following organizations:

- APICS-Buffalo, The Association for Operations Management
- NAPM - The National Association of Purchasing Management-Buffalo
- BNHRA - The Buffalo Niagara Human Resource Association
- ITN - InfoTech Niagara - The Association for IT Professionals

Next PDM:

Wed., February 6, 2008

Salvatore's Italian Gardens
6461 Transit Road @ Genesee
Depew, NY 14043

5:15-6:00 p.m.... Registration, Cash Bar & Networking
6:00-7:00 p.m.....Dinner
7:00-8:15 p.m.....Program

\$25.00 Members
\$35.00 Non-Members
\$15.00 Full-Time Students

Dinner Menu:

Please select entree with reservation.

- 1) Chicken Francaise
- 2) Stuffed Flounder
- 3) Penne ala Roma (pasta with olive oil, wild mushrooms, garlic, onion, tomatoes, artichokes, basil and spices)

Invite your associates!

Reserve Early...

Reservations requested* by
Tuesday, January 29th

Fax: 646-1599

Phone: 648-0972

Online: www.apics-buffalo.com

E-mail: ppmbs@roadrunner.com

Include your entree choice.

* If you find that you can attend after the "deadline," please give us a call. Likewise, if you make a reservation and cannot attend, please cancel.

Please make a reservation for me:

Name _____

Title _____

Company _____

My Entree Choice:

- Chicken Francaise
- Stuffed Flounder
- Penne ala Roma



Meet our BNPA February 6, 2008 Meeting Panelists...

Chris Collins, Erie County Executive

Every day for the last twenty-five years, Chris Collins has taken bold steps to invest in companies and make them grow, provide jobs for working families across our community, and put Erie County at the forefront of a new and dynamic global economy - the same skill he will need to turn around Erie County.

Collins is the Chief Executive and sole investor of Cobblestone Enterprises LLC, a merchant bank that is focused on investing in local manufacturing companies. Since 1998, Cobblestone has invested in over 20 acquisitions that currently operate as ten separate platform companies. These companies currently have over 600 employees, including 500 in Western New York, with annual sales in excess of \$80 million.

The Cobblestone portfolio includes high-end custom cabinetry and door manufacturer Bloch Industries LLC; electrical repair shop and industrial distributor Volland Electric Equipment Corporation; biotechnology companies ZeptoMetrix Corporation and Buckler Biodefense Corporation; drug development company Virionyx Corporation, Ltd.; oxygen generating machinery and animal cage washing manufacturer Audubon Machinery Corporation; sterile water supplier Wurlitzer Water Works LLC; commercial dinnerware manufacturer Niagara Ceramics Corporation; industrial lift and transfer system manufacturer Easom Automation Systems, Inc.; and, micro-wind systems and solar energy equipment integrator Starboard Sun Corporation.

Before creating Cobblestone, Collins founded Nuttall Gear Corporation in 1983, purchasing assets of the Westinghouse Gear Division. At Nuttall Gear, Collins emphasized a Total Quality Management program which resulted in the company being recognized as one of the Top 100 Private Companies in WNY from 1987 to 1994 and one of the Future 50 companies in WNY in 1995.

Learn more about Mr. Collins at www.erie.gov/exec.

Carl P. Paladino, Ellicott Development Co.

As CEO of Ellicott Development Company, which he founded in 1973, and a life-long advocate of the City of Buffalo, Carl is best known for championing strategic ideas and plans to bring new life to the city and region.

To his credit, Carl has consistently invested in WNY, beginning his career with his largest single real estate purchase to this day, the acquisition of the Ellicott Square. Now, Ellicott Development Co. manages over 1.5 million square feet of office space, making Carl the largest private landlord in downtown Buffalo today. Carl is a risk-taker, unafraid to pioneer strategic retail developments in the most economically depressed areas of Buffalo, Syracuse, and Albany.

Along the way, Carl has waged many battles with local governments to change the way the system promotes, attracts, and sustains economic development in our area. In doing so, he has taken more than his fair share of criticism. His leadership and vision for the revitalization of downtown Buffalo is just now beginning to take hold in the minds of both public and private sector leaders as they witness the interest and activity generated by Carl's upscale housing initiatives in the downtown core. With these new projects and many others, he challenges the downtown business community to embrace market-rate strategies for

sustainable economic development and to willingly abandon the old engines of patronage and subsidy.

Kevin R. Hardwick, PhD, Canisius College

Kevin R. Hardwick joined the Department of Political Science at Canisius College in the fall of 1989. His involvement in politics and the policy process dates back to his senior year in high school when he was elected to a seat on the Susquehanna Valley Board of Education in the Binghamton, NY area. After serving his three-year term on the school board, Hardwick was elected councilman in the Town of Binghamton, a post he held for eight years. In 1986, he was appointed administrative assistant to the New York State Senate Majority Leader Warren M. Anderson. He served in this capacity until Sen. Anderson's retirement in December 1988.

Hardwick received his PhD from SUNY@ Binghamton. His research interests include state legislative politics and the politics of municipal service distribution. In addition to teaching introductory American government courses, he also teaches courses in public policy, public administration, state and local government, the presidency and urban politics. He also serves as the director of the Urban Studies program.

Hardwick is frequently sought out for his expert opinion on political matters. He also hosts a weekly radio show *Hardline with Kevin Hardwick* on WBEN Radio.

George Palumbo, PhD, Canisius College

Dr. Palumbo strives to help students link the study of economics to "the world they know." His skill in explaining complex ideas simply and clearly is one reason his students hold him in high regard.

Dr. Palumbo is often called upon by the news media to help the public understand the economic impact of current events. The same goal is advanced through his work in producing [The Western New York Economic News](#), an online publication that provides quarterly updates on issues related to the local, state, and national economies. The newsletter is a collaborative effort with Dr. Mark Zaporowski, Canisius College professor of economics and finance.

The diversity of Dr. Palumbo's scholarly interests is reflected in his current work on a forthcoming book about the history of the African-American community of Syracuse, NY. He has examined such topics as economic growth and decline in metropolitan areas, has analyzed the economic impact of the various activities in WNY, and the privatization of local public service. He has conducted research for the U.S. Dept. of Agriculture, the City of Buffalo, and the National Policy Institute, among other agencies and organizations.

Dr. Palumbo serves on the State of the Region Task Force, assisting in the identification of regional economic indicators. He also has been involved in a study of minority business activity in Buffalo for the Empire State Development Corporation. His service to the college has included membership on the Faculty Senate and the Student Affairs Advisory Committee. Currently, Dr. Palumbo is analyzing the fiscal disparities between cities and their suburbs for the U.S. Dept. of Housing and Urban Development.