



Built for Buffalo New Highmark Stadium Construction Update

**Community Benefits Oversight Committee
Downtown Central Library, Buffalo, NY | April 22, 2024**

A group of Buffalo Bills players in blue and white uniforms are huddled together in a locker room, celebrating. They are wearing white helmets with blue and red stripes. The scene is dimly lit, with a focus on the players' faces and hands. The text "Project Introduction & Update" is overlaid in white on the center of the image.

Project Introduction & Update



FOSTERING A CULTURE

BELONGING

A CULTURE OF BILLS FANS, WHERE THEY CAN BE TOGETHER AS A COMMUNITY.

PRIDE

A CULTURE THAT LIVES AND BREATHES FOR THE BILLS.

GENEROSITY

A CULTURE THAT FINDS A PLACE IN THEIR HEARTS TO BE GENEROUS.

HONOR

A CULTURE THAT KNOWS HOW TO HONOR THOSE THAT HAVE GRACED THE UNIFORM AND FOR THOSE WHO CHEER THE LOUDEST.

RESPECT

A CULTURE THAT CAN RESPECT THE HALLOWED GROUNDS BUILT FOR THEM.



BUILDING THE FUTURE

FOOTBALL

THE PLACE WHERE EVERY FOOTBALL FAN WANTS TO BE, AND THE PLACE EVERY VISITING TEAM HATES TO PLAY.

FUNCTIONAL

THE PLACE WHERE NO ONE NOTICES THE THINGS THAT MAKE IT FUNCTION WELL.

COMFORT

THE PLACE WHERE IT FEELS WARM AND SAFE; SAFE ENOUGH FOR FAMILIES!

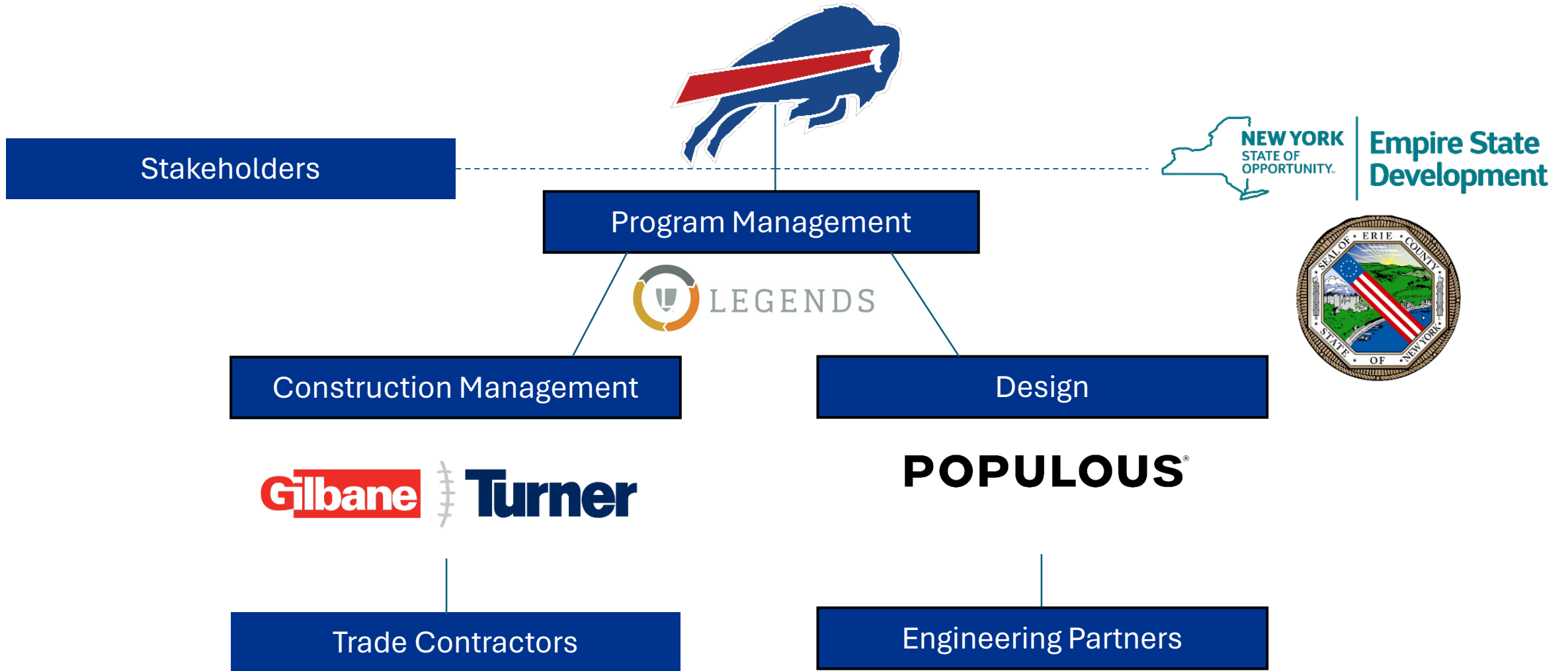
THOUGHTFUL

THE PLACE EVERY OTHER NFL FRANCHISE WILL SAY "WOW, THEY THOUGHT OF EVERYTHING."

EXPERIENCE

THE PLACE WHERE FANS EXPERIENCE THE LOUDEST, VIBRANT, TOUGHEST, GROUND SHAKING BILLS FOOTBALL.

Project Stakeholders



Project Overview

- New 1.35 million gross square foot open-air stadium
- 18,750 square foot ancillary building
- ~60,000 seat capacity, with additional capacity for certain events
- Premium areas will include suites, ledge seats, clubs, and other premium seating products
- The stadium will include state-of-the-art sports specialty equipment and other amenities
- Decommissioning of Highmark Stadium will occur after new stadium construction



What's Happening on Site?

- Foundations
- Utilities
- Structural Steel Superstructure



Workforce Update

Category	Goal	Through 3/31/24
Minority Work Hours	15%	19.32%
Women Work Hours	5%	5.99%
Apprentice Work Hours	10%	13.52%



Business Participation Update

- Total MWBE/SDVOB Contracts or OCSD-4 Commitments: 216
- Individual MWBE/SDVOB's with Contract or OCSD-4 Commitment: 116
- Individual Regional MWBE/SDVOB's with Contract or OCSD-4 Commitment: 57

*Results Through 3/31/24

Category	Goal	Through Proposal Release #1-2
Minority-owned Business Enterprise	15%	17.4%
Women-owned Business Enterprise	15%	8.4%
Service-Disabled Veteran-Owned Business	6%	3.1%



A group of Buffalo Bills players in their blue and white uniforms are gathered in a locker room, huddled together with their hands raised in a celebratory gesture. The scene is dimly lit, with the players' helmets and jerseys clearly visible. The text "Moving Forward: Process and Team Updates" is overlaid in white on the center of the image.

Moving Forward: Process and Team Updates

Meet the Economic Inclusion Team

- Economic Inclusion Manager, Cherelle Syph




- Community Engagement Coordinator, Developments by JEM



- Compliance Consultant, Modern Times Inc. with AA Report Writing & Consulting (AARWC)



A group of Buffalo Bills football players are huddled together in a locker room. They are wearing their blue and white uniforms with red and blue accents. The players are wearing white helmets with the Bills logo. They are all smiling and looking towards the center of the huddle. The background shows a locker room with lockers and a sign that says "THE BUFFALO BILLS".

Project Outreach

Maximizing Diverse & Local Opportunities

Our Commitment to Diverse and Local Businesses

- Diverse and local business and local workforce participation will be a key criterion that will be reviewed by Gilbane|Turner during proposal reviews. Our team will seek to maximize opportunities for positive community impact

A Safe and Inclusive Jobsite

- Gilbane|Turner understands that team chemistry, morale, and the health of all our 'players' is critical. We are committed to establishing and maintaining a workplace culture that is inclusive, respectful and safe. We know that a positive jobsite environment built on teamwork and inclusion promotes safety and productivity. Everyone on our project will be expected to actively care for each other and ensure that each and every team member feels both physically and emotionally safe

Contractor Information Sessions

Early outreach sessions provided an overview of the project, procurement process information, and mechanisms for attendees to register their interest in participating

Buffalo, NY

December 6, 2022

Albany, NY

November 30, 2022

Syracuse, NY

November 29, 2022

Buffalo, NY (Two Sessions)

November 14, 2022



Meet the Primes Sessions

These sessions are an opportunity to network with Prime/Tier-1 firms actively seeking partnerships on proposal packages. Minority-, women-, service-disabled veteran-owned firms are encouraged to attend, network, and engage with trade partners pursuing this project

Orchard Park, NY

March 13, 2024	August 1, 2023
February 15, 2024	April 19, 2023
December 7, 2023	March 28, 2023
November 1, 2023	January 31, 2023
August 2, 2023	January 24, 2023



Opportunity and Awareness Huddles

Meet our project team and prime contractors to hear about upcoming opportunities at these community-based sessions intended for local subcontractors, vendors, suppliers, and professional service providers

West Seneca, NY

December 7, 2023

West Buffalo, NY

November 14, 2023

Kenmore, NY

September 21, 2023

Lackawanna, NY

August 29, 2023

North Tonawanda, NY

August 16, 2023

East Buffalo, NY

August 8, 2023



Capacity Building Program

- The G|T team merged the Gilbane Rising Contractor Program and the Turner School of Construction Management to launch a joint Capacity Building Program for small businesses
- Program designed to prepare small, local, or diverse contractors interested in gaining first-hand insight about working with Gilbane and Turner
- Workshop series kickoff to illuminate the prequalification process, define requirements, and enhance the overall quality of proposals, thus creating a more competitive and diverse bidding environment
- G|T shared best practice tools and resources with a focus on prequalification and responding to RFPs

SUNY ECC, South Campus

March 12, 2024, 5:30pm - 7:00pm



A group of Buffalo Bills players in their blue and white uniforms are huddled together in a locker room, celebrating. They are wearing white helmets with the Bills logo and are holding each other's hands. The scene is dimly lit, with a focus on the players' faces and hands. The text "Community Engagement" is overlaid in white on the center of the image.

Community Engagement

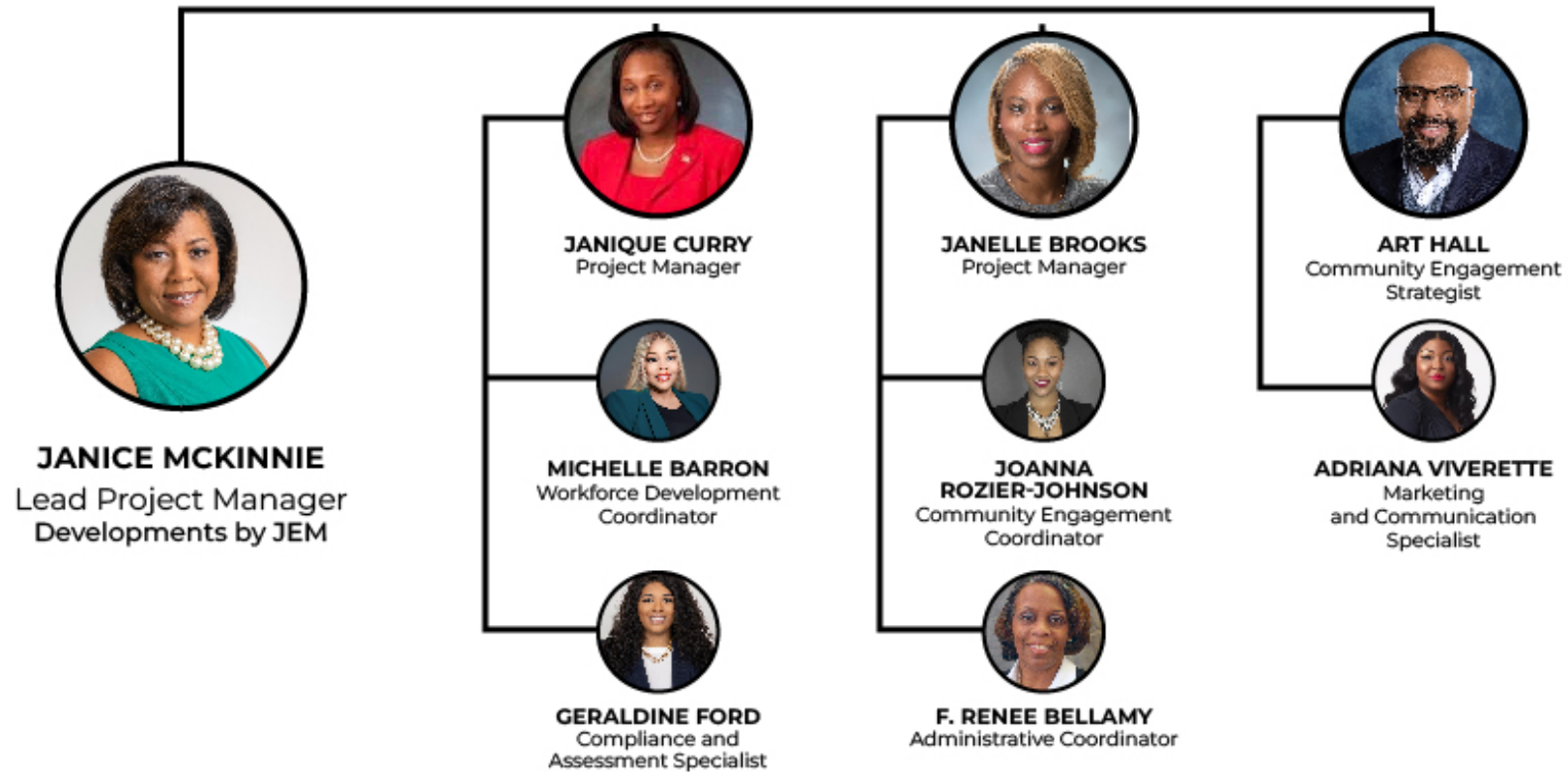
Developments by JEM

- Established in 2014, DB JEM has participated in numerous projects in the Western New York region, creating engagement experiences that provide roadmaps for communities to follow, improving quality of life through housing, economic, and workforce development initiatives
- Our team is comprised of 9 minority-operated businesses (4 NYS MWBE certified)
- The collaboration of our collective expertise and experiences is what makes us an asset for the community engagement and workforce development initiatives related to the New Highmark Stadium project



Developments by JEM

DEVELOPMENTS BY JEM COMMUNITY ENGAGEMENT COORDINATOR, NEW BILLS STADIUM



Developments by JEM

- Kickoff and onboard with the Bills and Gilbane| Turner team including compliance consultant Modern Times Inc. and AA Report Writing & Consulting
- Participated in six (6) community and career events since March 2024
- Connected with 30 contractors regarding project opportunities
- Field calls from project website, provide referrals to prime contractors, and make connections among MWBE /SDVOB's with ESD, internal operations, etc.



Engagement Events

Capacity Building Workshop

Orchard Park, NY

Be Your Own Hero Career Fair

Orchard Park, NY

NYS ESD WNY MWBE Roundtable

Buffalo, NY

WIC Week Women and Girls
in Construction Career Exploration Day

Buffalo, NY



Looking Forward

SBA 2024 Small Business Matchmaker

May 1, Salvatore's Italian Gardens



Buffalo Purchasing Initiative's Construction Matchmaker

May 3, EOC Gateway Building



G|T Opportunity Huddles (tentative)

- **South Buffalo**
- **East Side**
- **Cheektowaga**



Where to Get Information

www.buffalobillsnewstadium.com

Contractor/Vendor Interest Form

**All subcontractors, vendors, suppliers, and professional services with interest in pursuing this project should complete the interest form.*

Share your company information in order to receive updates and information on participating with the project.

Visit the Project Website

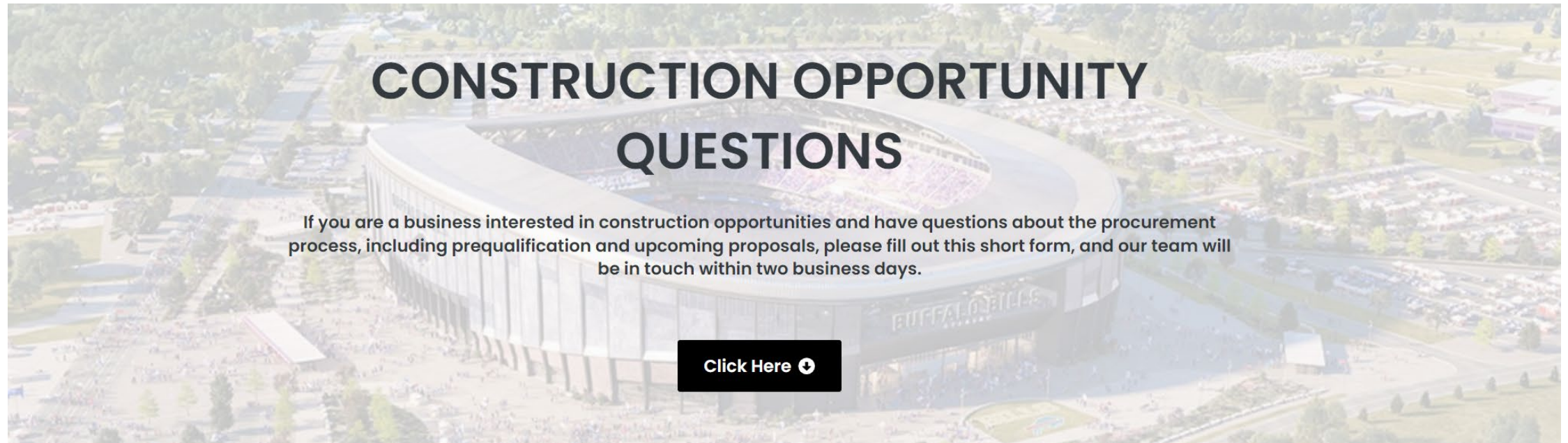


Advertisement for Upcoming Opportunities

- New York State Contract Reporter
- *The Buffalo News*
- *Challenger Community News*
- *Buffalo Criterion*
- *Niagara Gazette*
- *Panorama Hispano*

Communication Updates

- Website Updates
 - FAQ's, Interactive Guide, Advocacy Partners, Stakeholder Resources
- Contact and receive response within 72 hours



Interactive Procurement Guide

[CLICK HERE](#) to view detailed steps of the procurement process for the Buffalo Bills New Stadium Project

This interactive guide provides a breakdown of the steps needed to be positioned for specific opportunities on the Buffalo Bills New Stadium project. The diagram below is a visual overview of the overall process. To enter the interactive guide and view specific steps, please close out of this window.



Stakeholder Resources



Erie County, New York

The mission of the EEO Office is to help build an inclusive workforce in an environment that fosters dignity and respect for the individual through best customer practices and focus on the taxpayer, and cultivates business and economic development opportunities for minority and women owned businesses.

[Economic Development](#)[Business Resources](#)

WNY Be In Business

Visit the WNY Be in Business to learn more about available resources and services, including education and training.

[WNY Be In Business Website](#)



Empire State Development (ESD)

The mission of Empire State Development (“ESD”) is to promote a vigorous and growing state economy, encourage business investment and job creation, and support diverse, prosperous local economies across New York State through the efficient use of loans, grants, tax credits, real estate development, marketing and other forms of assistance.

MWBE Certification

NYS Certified Firm Directory

Operational Support

Growth Support



NYS OGS Service-Disabled Veteran-Owned Business Development

The Service-Disabled Veteran-Owned Business Act, signed into law on May 12, 2014, allows eligible Veteran business owners to get certified as a New York State Service-Disabled Veteran-Owned Business (SDVOB). The goal of the Act is to encourage and support eligible SDVOBs to play a greater role in the state’s economy by increasing their participation in New York State’s contracting opportunities. The New York State Office of General Services Division of Service-Disabled Veterans’ Business Development is responsible for certifying eligible SDVOBs and assisting and promoting their participation in the state’s procurement activities.

SDV Business Development

SDVOB Certification

NY SDVOB Directory

