

TALL SHIPS® AND LIGHTHOUSE POINT



**ESTABLISHING A RECURRING FESTIVAL
TO ENHANCE BUFFALO'S WATERFRONT**



Buffalo Lighthouse Association, Inc.

PRESERVING BUFFALO'S MARITIME HERITAGE

P.O. Box 206
Buffalo, NY 14240
November 12, 2018

Project Manager and Commissioners
Niagara River Greenway Commission
P.O. Box 1132
Niagara Falls, NY 14303

Dear Ms. Dreyer and Commission Members:

With gratitude for the assistance already extended to this Association for its efforts to enhance the pathway and grounds of the landmark 1833 Buffalo Lighthouse, restore the South Buffalo Lighthouse and enhance the visitor experience for tourists and local residents alike, we respectfully ask that the commission consider this request for a finding of consistency as the first stage of an application for help in establishing a recurring signature waterfront event.

The Buffalo Lighthouse Association, which includes in its mission the interpretation of the rich maritime history of the Buffalo Harbor for public education and enjoyment, has stepped up In response to a long effort by Tall Ships America® to include Buffalo as an official Host Port for the triennial tall ship fleet visits to the Great Lakes as part of the Great Lakes Challenge® series of sail training cruises and races. Costs for this initial effort are high as we establish the foundation for marquee waterfront festivals here every three years, to include the 2025 celebrations of the Bicentennial of the Erie Canal. We ask your help in bringing the 2019 fleet of 10 to 11 tall ships to Buffalo for a festival from the Fourth of July to July 7, 2019.

We would ask the Commission to review this request at your January meeting, so that we may submit a funding request to the Buffalo and Erie County Standing Committee a few days later. If any additional information is desired, please do not hesitate to contact me at 997-8042 or bufkeeper@gmail.com. Thank you, in advance, for your time and consideration in this matter.

Yours truly,

Michael N. Vogel

Michael N. Vogel
President

PROJECT INFORMATION

Project Name: Tall Ships And Lighthouse Point; Establishing a Recurring Festival
Location: Buffalo: Canalside, Riverwalk, Lighthouse Point, Erie Basin
Site Address: Various, Buffalo Inner and Outer Harbors
State: Buffalo, NY Zip Code: 14203
Minor Civil Division(s): City of Buffalo
County: Erie
Project Proponent Property Interest (own, lease, easement or other): Lighthouse Point lease, MOU for Canalside, City permits for Riverwalk and Erie Basin Marina

AUTHORIZED OFFICIAL

Name: Michael N. Vogel Title: President
Business Address: P. O. Box 206
State: Buffalo, NY Zip Code: 14240
Telephone Number: 716-997-8042 Cell Number: 716-997-8042
Fax Number: 716-947-9431
E-Mail Address: bufkeeper@gmail.com

PROJECT POINT OF CONTACT

Name: Michael N. Vogel Title: President
Organization/Firm: Buffalo Lighthouse Association, Inc.
Business Address: P.O. Box 206
State: Buffalo, NY Zip Code: 14240
Telephone Number: 716-997-8042 Cell Number: 716-997-8042
Fax Number: 716-947-9431
E-Mail Address: bufkeeper@gmail.com

PROJECT NARRATIVE

1. **SUMMARY:** This application is a request for assistance in establishing a recurring signature Buffalo and Erie County waterfront event that will help serve to reconnect the urban area with its historically and recreationally important waterfront, further the waterfront renaissance and begin building toward the 2025 celebrations throughout the Niagara region of the bicentennial of the completion of the Erie Canal. Far from a simple request for festival funding, the application by the Buffalo Lighthouse Association Inc. seeks help with the expensive initial organization and setup of a marquee waterfront event that, if successful, will recur every three years. The initial effort, based on past performance in other Great Lakes ports hosting Tall Ships America® events, is expected to draw at least 125,000 visitors and have a regional economic impact of \$6 million to \$8 million. The 2019 Basil Port of Call: Buffalo festival will bring to Buffalo a fleet of 10-11 large sailing ships of the types that once crowded Buffalo Harbor in the Age of Sail. The festival will open with a Parade of Sail with cannon salutes and perhaps a flyover on the Fourth of July, and continue from July 5 through July 7 with public tours of the largest vessels (about 200 feet long with masts up to 130 feet high) and day sailing excursions on three “sailaway” vessels. Vessels will be docked at Canalside, along the Riverwalk between the Naval Park and the Miss Buffalo excursion boat dock, and near the observation tower at Erie Basin Marina. Those areas, and in particular Canalside and Lighthouse Point across the river, will host musical performances, exhibits, educational programming, vendors and refreshments. The event will be free, with tickets only for ship boarding/tours and sailaways. Security and traffic/parking planning are under way by a volunteer committee of the Lighthouse Association. This request seeks some event funding but mostly funding for permanent improvements to Lighthouse Point and equipment that will be assets not only for future festivals but for public lighthouse visitation every season. The improvements also would allow a permanent installation commemorating this November’s bicentennial of the 1818 Buffalo Lighthouse, the first American light lit on the Great Lakes. The request is for \$166,170 toward an event budget of \$1,130,000, which will rely heavily on sponsorships and tour ticket revenue. Approximately 13% of the budget already had been raised before ticket sales began subsequent to this narrative.



2. In accordance with Niagara Greenway Commission principles, goals and criteria:
 - a. **Excellence:** The Buffalo Lighthouse Association has a proven track record of lighthouse restoration including the 1833 lighthouse and one of the ancillary “bottle lights” that

marked the breakwater ends opposite both the Buffalo and South Buffalo Lighthouses, and the ongoing restoration of the South Buffalo Lighthouse. The organization has received multiple preservation, history and landmark awards, both locally and nationally. It also is transforming Lighthouse Point from former industrial military use to a shared military/community access historic site, and its work includes restoring the



cultural/historic lighthouse “bookends” on either end of Buffalo’s outer harbor for public visitation and appreciation. Although the tall ships festival represents some financial risk for the Association, it fits within the Association’s mission, which includes interpreting harbor history for the enjoyment and education of the public. The same standards of excellence would apply as the Association partners with the proven and experienced Tall Ships America® national sail training organization to host this world-class event.

- b. **Sustainability:** The goal of each festival will be to generate enough revenue to fund the start of the succeeding festival (the goal is \$50,000) and to develop a pool of sponsors at various levels who will receive right of first refusal on sponsorship in succeeding festivals. The strategy has proven effective in other ports ranging in size from Chicago and Toronto down to small ports like Bay City, MI. Tall ships festivals tend to grown in popularity and often in size, as the nature of the event becomes known in a region. Future Buffalo festivals are expected to be bigger, and the 2025 festival would be a key part of, and a planning starting point for, this region’s even larger Erie Canal Bicentennial celebration.

- c. Accessibility:** In keeping with Canalside’s principle of free public access, the Basil Port of Call: Buffalo festival will forego the important event ticket revenue stream and allow free public visits to the docking sites to view the ships and experience the performances, displays and vendor booths. The event will sell keepsake souvenir “Passports” that are in effect tickets allowing purchasers to visit as many of the large “attraction” vessels as possible during a festival day. There also will be public ticketed access to Lighthouse Point for concerts and activities, and the public can buy tickets to sailing adventures on the smaller (about 75-foot) sailaway schooners. Events are open to all ages and abilities.

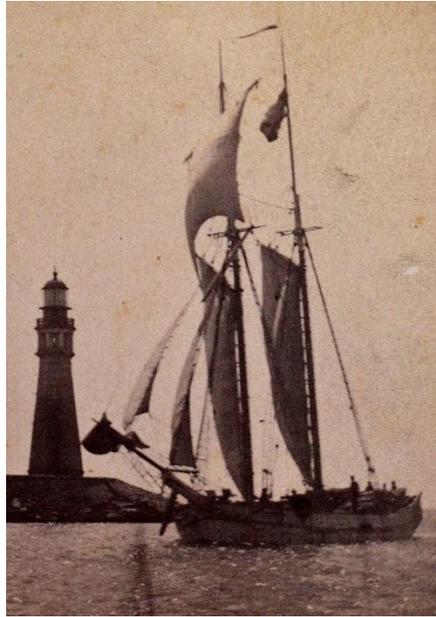
- d. Ecological Integrity:** There will be no anticipated ecological on the four event venues, all of which are on built environments. Educational programming at the festival, however, may include environmental topics.

- e. Public Well-Being:** First and foremost, the tall sailing ships that once graced the lakes and seas are beautiful creations that lift the spirits of those who see them and offer a deep emotional connection to the human spirit of adventure and humanity’s inherent bond with the sea. In more pragmatic terms, redevelopment of the Buffalo waterfront also is opening recreational and cultural resources for widespread public enjoyment. A tall ships festival can and will be a major recurring component of that public enjoyment, while emphasizing the cultural and historic heritage of the port. The tall ships visiting Buffalo Harbor for this event will be visible reminders of that past, draw many visitors from a four-hour driving radius and generate a significant local and regional economic impact (estimated conservatively at \$6 million to \$8 million) that will benefit the community, solidify tourism and hospitality jobs on the waterfront and aid regional marketing efforts by boosting the city’s image as a waterfront destination.

- f. Connectivity:** As a signature waterfront event, a series of triennial Port of Call: Buffalo festivals will connect the outer and inner harbors and their pathways, provide a significant connection between shore and water activities, tie Buffalo into the collection of Great Lakes ports in both the United States and Canada, and provide national connections as well – as examples, the Maryland Transportation Authority will be hosting a Port of Baltimore reception aboard the visiting clipper ship *Pride of Baltimore II* during the 2019 festival in Buffalo, and the rare visit of the iconic Nova Scotia Grand Banks fishing schooner *Bluenose II* – depicted on Canadian currency – is expected to draw many Canadian visitors to the waterfront. The event, because of the Lighthouse Association’s sponsorship, also ties together the historic lighthouse sites on the lake side of the Buffalo waterfront with the historic Canalside district on the urban side. The Parade of Sail will bring the ships along the entire length of the outer harbor shore.

g. Restoration: As an event of the Buffalo Lighthouse Association, this festival has the potential of aiding historic restoration and preservation efforts at the iconic 1833 Buffalo Lighthouse, the 1903 South Buffalo Light Station and other historic venues, and it is expected to boost efforts to include historic reconstruction efforts (for example, the building of a replica early canal boat in a period-type shed on the replicated Central Wharf) at Canalside. All contribute greatly to the revitalization of the urban center.

h. Authenticity: The event centers on and interprets the large sailing ships that once built Buffalo from a village to a city. For examples, the three-masted schooner Denis Sullivan, part of the 2019 fleet, is a typical Great Lakes topsail schooner, the most prevalent commercial sail type on the lakes, and the U.S. Brig Niagara is a reconstruction of Commodore Perry's War of 1812 Battle of Lake Erie flagship. For the Parade of Sail, cannon salutes from the ships will be acknowledged with cannon salutes from Civil War and possibly French and Indian War reenactment artillery units at Lighthouse Point. In addition, any site alterations that would affect the appearance or structural integrity of the Lighthouse Point property are subject to the review and approval of the Coast Guard and New York State Historic Preservation Officer (SHPO).



i. Celebration: The Association staged the largest waterfront party in harbor history to relight the tower during the opening of the bicentennial Friendship Festival in the 1980s, and previously has brought in up to four visiting ships at a time. This celebration from July 4-7, 2019, will eclipse those celebrations by an order or two of magnitude, and the goal is to establish this event of a recurring triennial basis, perhaps with smaller festivals such as Schooner Rendezvous events in intervening years, as a continuing public celebration of the waterfront's rich maritime heritage.



- j. Partnerships:** The overall event is a massive undertaking that brings together virtually all the boating organizations in this area, the owners and managers (city, state, federal and private) of the venues, and all of the law enforcement, customs and other public and private security agencies already developing the required Marine Event of National Significance security plan. The Association's primary partner for this festival is Tall Ships America®, the national sail training association with decades of experience staging festivals including the 1976 American bicentennial event in New York Harbor. That organization has been staging events in the Great Lakes since 1994, and long has wanted to recruit Buffalo as a host port. But the event also requires obvious and already established partnerships with the Coast Guard and every other local and federal security agency concerned with the border, the venue owners and managers (City of Buffalo and its Riverwalk and Erie Basin Marina managers, Canalside and its contractors, Erie Harbor Development Corp. and the Buffalo and Erie County Naval and Military Park), area boating groups (as of this writing the Buffalo Yacht Club, Coast Guard Auxiliary, United States Power Squadron, Buffalo Harbor Sailing Club and Antique and Classic Boat Society with groups such as the Sea Scouts, Sea Cadets and Maritime Charter School also expressing interest). A partnership has begun with the Buffalo and Erie County Public Libraries, which is working with Mystic Seaport in Connecticut to develop a maritime music program. Media partnerships have been forged with Entercom Radio, WGRZ-TV and Buffalo Rising. Partnerships will continue to be developed, and the many sponsors already in the fold will work with the committee on individual programming within the event.
- k. Community Based:** The Buffalo Lighthouse Association is a community-based non-profit organization under section 501(c)3 of the IRS code, and is a totally volunteer organization dedicated to the preservation of Buffalo's lighthouse-related and harbor-related maritime heritage and its interpretation for the general community. Recruitment also has begun with online registration for the hundreds of volunteers who will be needed for this event.

Most of the Greenway's goals are addressed in the preceding section on principles:

- a. Improve Access:** A transportation committee is at work developing venue access plans that seek to improve crowd flow. The event also will develop parking and transportation links between the outer and inner harbors, and shuttle systems that could be useful for future large-scale events in the relatively small urban waterfront environment. The committee is aware that Skyway reconstruction also will impact this first festival. The event will draw thousands of newcomers to the waterfront, but involves no permanent road, path or parking construction work of its own.

- b. Make Connections:** See Sections f and j above. The event is a major retelling of Buffalo's heritage story, but it also is a massive undertaking involving multiple planning and operations partnerships, connects the outer and inner harbors, and connects the city and region to its rich maritime heritage. An event exhibit center is planned at Lighthouse Point, and if funding allows a mural will be commissioned to commemorate the connection of Buffalo to the Age of Sail.
- c. Protect and Restore Environmental Systems:** No significant environmental contributions beyond educational programming and an appreciation of the marine environment, but the event will provide a major boost to regional economic health. The economic impact estimate is based on prior performance at other Great Lakes ports.
- d. Spark revitalization and renewal:** See above. An established Tall Ships® festival will provide a national waterfront brand for Buffalo, provide a substantial economic impact that will help solidify tourism and hospitality jobs in the waterfront area, and increase local pride and interest in the redeveloping waterfront.
- e. Promote long term sustainability:** In addition to the above, the significant boost provided to the waterfront will benefit the city and the region as a whole, by augmenting the current marketing initiatives that seek to attract a new generation of Buffalonians and companies to a region with enhanced amenities and activities.
- f. Extend the legacy of Frederick Law Olmsted:** The event does not involve any element of the Olmsted parks system, but it fits one of his visions of public gathering places – for example, Front Park – that provide citizens dramatic views of the lake and lake vessels.
- g. Celebrate history and heritage:** It would be difficult to identify an event that would provide a greater celebration of Buffalo's maritime history and heritage, unless it can be the Erie Canal Bicentennial toward which this festival is building. In addition, the Lighthouse Point activities within this festival will celebrate Buffalo's unique heritage as a pioneering American light station on the Great Lakes, by incorporating a commemoration of the bicentennial of the 1818 Buffalo Lighthouse.

In terms of Greenway criteria:

- a. Consistency with Niagara River Greenway Principles:** As outlined above, the project is remarkably consistent with the listed principles.
- b. Priority Status:** The project provides access not only to waterfront facilities already open to the public but to visiting ships emblematic of the historic waterfront. Integrates the urban inner and outer harbor trail, access and attraction systems, interprets cultural and historic resources and is a major element of the waterfront/urban center revitalization. In addition, the remaining timetable to the event itself is short,

- c. **Focus Area:** While the primary thematic impact will be on the Buffalo Harbor and along the Buffalo River.
- d. **Environmental Soundness:** No negative environmental impacts on the event sites are anticipated. Canalside, the steel-bulkheaded Riverwalk, the Erie Basin Marina and Lighthouse Point are all built environments, with Lighthouse Point and Erie Basin Marina largely 20th Century landfill developed for industrial/commercial usage. Transient wildlife at Lighthouse Point will not be impacted, and the minimal habitat areas at the sites will not be disturbed beyond safety pruning of trees and possible decaying tree removal.
- e. **Implementable:** The festival project already involves working partnerships with several agencies, as outlined above. Planning began in 2016, and has accelerated as the event date nears. Very detailed guidelines based on Tall Ships America[®] experience with festival planning, organization and operation are being followed, and ship appearance contracts will be completed between mid-November and mid-December. Letters of support from elected officials are attached, and municipal and law enforcement agencies already are deeply involved in the planning process. Public response to the initial press conference and to Facebook, website and social media has been phenomenal, and that is expected to continue with the December fleet announcement press conference. Cost estimates have gotten far more detailed as the planning process unfolds, and a detailed budget is in place.
- f. **Economic Viability:** According to Tall Ships America[®] review, the project is well on track financially. Although this is an initial event and costs are therefore higher, the projection calls for at least enough revenue to act as seed money for the next festival, allowing a building of resources over time.
- g. **Availability of Local Sponsor or Partner:** Port of Call: Buffalo is a committee that works under the aegis of the Buffalo Lighthouse Association, but the event also requires and has received operating partnerships with its venues as outlined above. In another sense, commercial sponsorships are essential to the festival and all but one planned major sponsorship slots have been filled as of this writing. Two more possibilities are in negotiation, along with several lower-tier sponsorships that have been finalized or are in negotiation as of this writing. Sponsors are given right of first refusal at their current levels for future festivals, ensuring financial continuity.
- h. **Ability to Match or Leverage Funds:** Greenway grant money will be leveraged in several ways. An award would be part of a grant package that already includes smaller amounts (typically \$5,000-\$20,000) from small and large local foundations and from state agencies such as the Canal Corporation, and that commitment also encourages additional corporate sponsor commitments (for example, early significant but relatively small contributions from the Buffalo Yacht Club Foundation and the Arrick Charitable Fund encouraged large sponsorships from the Basil automotive group and Wegmans). Also, Greenway funds would be applied as part of a required match for a Market New York state reimbursement grant that has been applied for and received maximum scores from the local review.
- i. **Consideration of Other Planning Efforts:** The critically important development of Canalside, the Riverwalk, Erie Basin Marina as well as Lighthouse Point on the outer harbor provide the framework and setting for festivals such as this, and this project represents a maximal

capitalization on the development efforts to date. It fits generally within the scope of Buffalo's Local Waterfront Revitalization Plan (lighthouse preservation is included in the LWRP, as are public cultural and recreational uses of the waterfront) and planning at both the state and local levels for redevelopment of the waterfront.

- j. **Clear Benefits:** A recurring world-class tall ships festival is a perfect complement to the Greenway vision of a world-class corridor. The initial festival will be a highly visible, very high profile statement regarding the rebirth of the Buffalo Harbor waterfront, is likely to encourage further development of other uses and public amenities within that zone including possible ECHDC development of deep-water berthing areas at the Michigan Street piers for future festival use, and is extremely likely to continue and grow. Thousands of visitors will be drawn to the event and to other waterfront amenities such as the harbor pedestrian and bike paths, with many visitors likely to see them for the first time. Festival elements also include youth education, public tours and related cultural heritage tourism, all of which can only benefit the Greenway system and its future.

3. The Project Budget:

Planning:	\$ 50,500
(includes Tall Ships America® franchise and security & general planning contracts)	
Construction:	\$ 49,800
Acquisition (ship appearance fees)	\$ 275,000
Administration:	\$ 36,000 (3%)
Operation (single event):	\$ 718,700
TOTAL PROJECT COST:	\$ 1,130,000

Approximately 13 percent of the budget has been raised to date (11/12/2018). Major revenue sources, including ticket sales and sponsorships for individual ships and events, will be marketed shortly but have not yet begun. At this point the budget does not include any funding that may be received through a Market NY reimbursement grant that has been applied for,

- 4. **To gain community and government support,** Association and committee leaders have met individually and/or discussed this project with elected representatives and their staffs at the federal and local levels. Letters are attached. Press conferences have been held, updates are posted frequently to the portofcallbuffalo.org website and to the related Facebook page, and a very active social media campaign has been launched and will accelerate as the event nears.

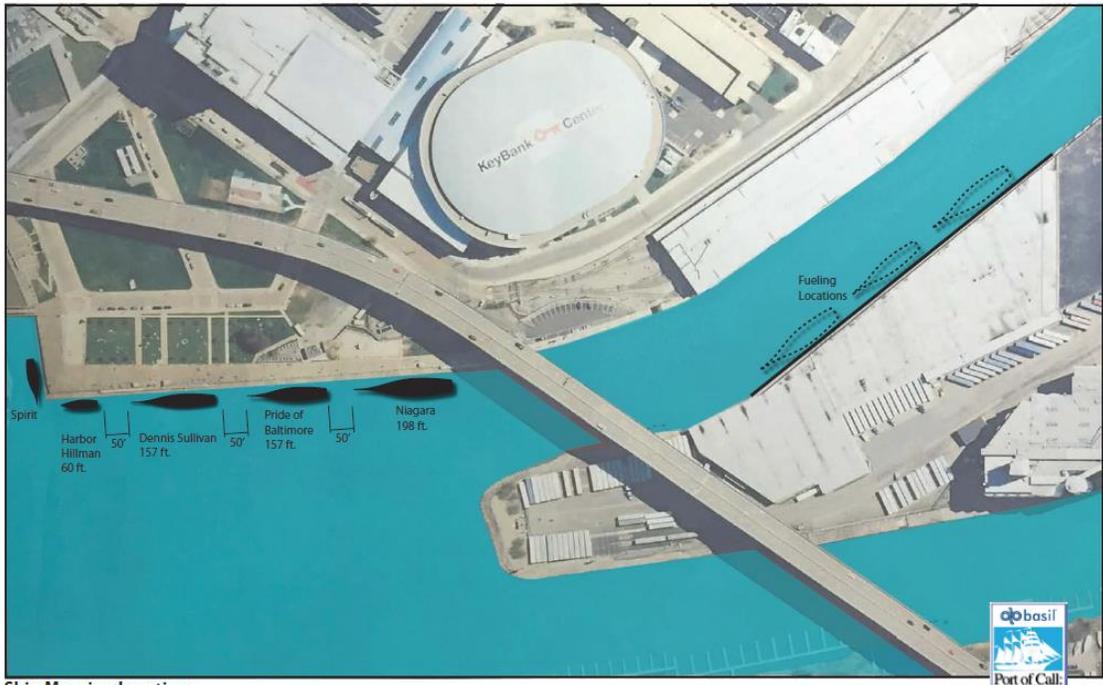
5. **As to the environmental setting and existing conditions:** The only actual build-out for this event, beyond rentals and temporary usages for things like tents, booths, equipment and trailers as negotiated with venue managers, would be relatively small structures at Lighthouse Point (an exhibit facility matching and adjacent to an existing storage building, a 20-foot bicentennial flagpole and a possible scale replica of the 1818 lighthouse) on land leased by the Buffalo Lighthouse Association from the Coast Guard. The site is largely manmade from landfill, and previous site enhancement projects have been approved and generously funded by the Greenway through its Buffalo and Erie County Standing Committee.

6. **Timeline and milestones:** Project planning began in 2016, and the event itself will be held from July 4-7, 2019 as Buffalo serves as the first American port on a multi-port binational Great Lakes Challenge® tour of the Great Lakes during the summer of 2019. Event wrap-up is expected very soon after completion of the event, so the timeline will end in mid-July. Milestones in the planning process are driven largely by the Marine Event of National Significance security requirements, which call for completed reports at specific numbers of days before the event, and by Tall Ships America® deadlines for port manuals and advance notices on a specific schedule to captains and representatives of visiting ships. In general and in addition to milestones already met, ship contracts must be completed in time for ticket sales before Christmas, performance groups must be booked by early 2019, city permits must be secured by early 2019, security plan development must start in late January and approval must be received from the Coast Guard well before the event.

APPENDIX A: MAPS and PHOTOS



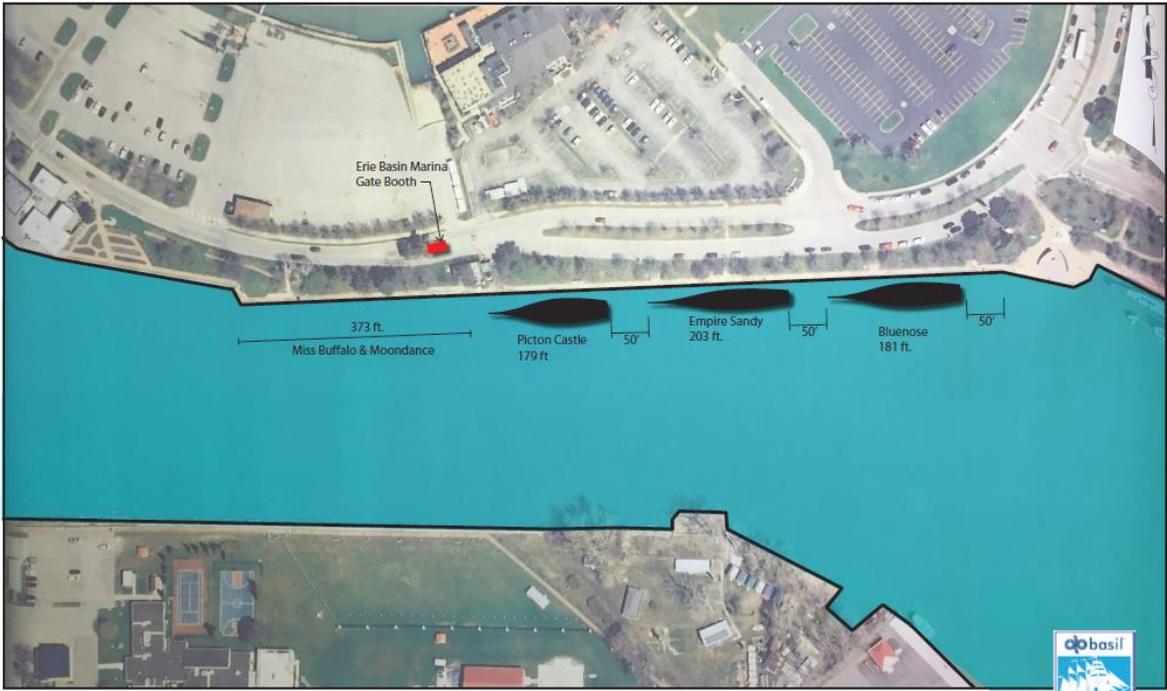
FESTIVAL SITES: Parade of Sail from the lake through South Entrance (breakwater gap at right), along the length of the Outer Harbor between breakwater and shore, then furling sails off Lighthouse Point (breakwater gap at left) and into the Inner Harbor Canalside/Riverwalk docks and venues or into Erie Basin Marina at middle left. Parade of Sail viewing along the entire Outer Harbor shore, and from boats. (NOTE: NYS DOT 1:24,000 quadrangle planimetric maps do not include the inner harbor venues).



Ship Mooring Locations



CANALSIDE MAIN FESTIVAL VENUE AND SHIP DOCKING PLAN



Ship Mooring Locations



RIVERWALK ANCILLARY FESTIVAL SITE AND SHIP DOCKING PLAN



Ship Mooring Locations

**ERIE BASIN MARINA ANCILLARY FESTIVAL SITE AND SHIP DOCKING PLAN
(Some indicated ships are being replaced by substitutes)**

LIGHTHOUSE POINT FESTIVAL SITE (VIEWSHEDS INDICATED)



VISITING FLEET 2019



PICTON CASTLE, RAROTONGA, COOK ISLANDS



BLUENOSE II, LUNENBURG, NOVA SCOTIA



U.S. BRIG NIAGARA, ERIE, PA



PRIDE OF BALTIMORE II, BALTIMORE, MD



EMPIRE SANDY, TORONTO, ONT.



DENIS SULLIVAN, MILWAUKEE, WI



BRIGANTINE ST. LAWRENCE II, KINGSTON, ONT.



Nao SANTA MARIA, HUELVA, SPAIN (invited)

SILAWAY VESSELS



APPLEDORE IV, BAY CITY, MI



APPLEDORE V, BAY CITY, MI



SPIRIT OF BUFFALO

APPENDIX B: IRS LETTER AND SUPPORT LETTERS

Internal Revenue Service
District Director

G.P.O. BOX 1680
BROOKLYN, NY 11202

Department of the Treasury

Date: JUL 19 1988

BUFFALO LIGHTHOUSE ASSOCIATION INC
C/O US COAST GUARD GROUP
C/O STASIA ZOLADZ VOGEL ESQ
6540 OLD LAKE SHORE ROAD
DERBY, NY 14047

Employer Identification Number:
16-1264463
Contact Person:
LAURA WASHINGTON
Contact Telephone Number:
(718) 780-6114
Our Letter Dated:
Aug 28 1986
Caveat Applies:
no

Dear Applicant

This modifies our letter of the above date in which we stated that you would be treated as an organization which is not a private foundation until the expiration of your advance ruling period.

Based on the information you submitted, we have determined that you are not a private foundation within the meaning of section 509(a) of the Internal Revenue Code because you are an organization of the type described in section 509(a)(1) and 170(b)(1)(A)(vi). Your exempt status under Code section 501(c)(3) is still in effect.

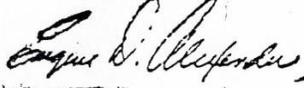
Grantors and contributors may rely on this determination until the Internal Revenue Service publishes notice to the contrary. However, if you lose your section 509(A)(1) status, a grantor or contributor may not rely on this determination if he or she was in part responsible for, or was aware of, the act or failure to act that resulted in your loss of such status, or acquired knowledge that the Internal Revenue Service had given notice that you would be removed from classification as a section 509(A)(1) organization.

If the heading of this letter indicates that a caveat applies, the caveat below or on the enclosure is an integral part of this letter.

Because this letter could help resolve any questions about your private foundation status, please keep it in your permanent records.

If you have any questions, please contact the person whose name and telephone number are shown above.

Sincerely yours,



Eugene D. Alexander
District Director



CITY OF BUFFALO

BYRON W. BROWN
MAYOR



July 23, 2018

WNY Regional Economic Development Council
95 Perry Street
Suite 500
Buffalo, NY 14201

To Whom It May Concern:

I am pleased to extend my support of Port of Call Buffalo's application for Market New York funding for the Tall Ships Challenge July 4th-7th, 2019 at Canalside. This will be the first time the Great Lakes Tall Ships Challenge has added Buffalo to their list of host ports, making Buffalo the first port in New York to host the Great Lakes Challenge.

Welcoming this event to our City's Waterfront will allow us to celebrate the historical significance of Buffalo as a port city, in addition to establishing our City as a host for future Great Lakes Tall Ships Challenges. This event occurs every three years, meaning that the event could potentially return to Buffalo in 2025, a year that signifies the Bicentennial of the completion of the Erie Canal.

Buffalo would be a perfect port for the visiting event as the ships will be docked at the western end of the Erie Canal, a site at which tall ships were historically packed with goods to deliver to the rest of the nation. Being a Host Port for this event would give residents the opportunity to admire these beautiful ships in one of our City's most notable historical sites.

Port of Call Buffalo expects to attract over 125,000 visitors to this event from all over Western New York, across the country and internationally. From this crowd, Port of Call Buffalo expects to generate \$8 million in local economic impact in tourism spending.

This is a perfect opportunity to ensure Buffalo's position as a Host Port for the Tall Ships Challenge, as well as to celebrate the history of New York State's second largest City.

Sincerely,


Byron W. Brown
Mayor

BRIAN HIGGINS
26TH DISTRICT, New York

COMMITTEE ON WAYS AND MEANS
Vice Ranking Member
SUBCOMMITTEE ON HEALTH
SUBCOMMITTEE ON TRADE

COMMITTEE ON THE BUDGET

CO-CHAIR, CANCER CAUCUS
CO-CHAIR, NORTHERN BORDER CAUCUS
CO-CHAIR, REVITALIZING OLDER CITIES
TASK FORCE

Congress of the United States
House of Representatives
Washington, DC 20515-3226

2458 RAYBURN HOUSE OFFICE BUILDING
WASHINGTON, DC 20515
(202) 225-3300
(202) 225-0347 (FAX)

726 EXCHANGE STREET
SUITE 601
BUFFALO, NY 14210
(716) 852-3501
(716) 852-3029 (FAX)
800 MAIN STREET
SUITE 3C
NIAGARA FALLS, NY 14301
(716) 282-1274
(716) 282-2478 (FAX)
higgins.house.gov

July 13, 2018

Mike Vogel
Chair - Port of Call Buffalo
President - Buffalo Lighthouse Association
PO Box 206
Buffalo, New York 14240

Dear Mr. Vogel,

I am pleased to add my strong endorsement for the application submitted to Market New York in support of the "Port of Call Buffalo" Festival set for July 4-7, 2019 at Canalside in the heart of the Queen City's waterfront.

Building on our legendary maritime history, it is expected that Port of Call Buffalo will be a major tourism draw generating between \$6-\$8 million in economic impact for the Western New York region. The event is expected to draw more than 125,000 visitors to the waterfront over one of the busiest weekends of the year.

It is to the credit of your volunteer committee members that you have initiated this opportunity to add Buffalo to the Tall Ships Challenge as this impressive flotilla will go from Toronto to Buffalo in 2019. Adding to the excitement of this showcase of ships, there will be a variety of performances, activities, vendors and concessions for all attendees to enjoy.

This undertaking is truly deserving of every consideration for funding through this program to assist in the underwriting of the necessary marketing, programming and event expenses required to grow the awareness, anticipation and attendance for this premier waterfront attraction. Thank you for your leadership in this exciting endeavor.

Sincerely,


BRIAN HIGGINS
Member of Congress



COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

July 20, 2018

Empire State Development
95 Perry Street, Suite 500
Buffalo, New York 14203

To Whom It May Concern:

I write to express my support for the Basil Port of Call Buffalo Committee's application for grant funding through the Market New York CFA ("Consolidated Funding Application") program.

Basil Port of Call Buffalo is a committee of the not-for-profit Buffalo Lighthouse Association, which restored the city's iconic 1833 lighthouse and currently is restoring the South Buffalo Light Station. The committee is partnering with Tall Ships America, the nation's sail training organization, to bring Buffalo its first such tall ships event known as "Port of Call: Buffalo" which will be held from July 4 to July 7, 2019.

Based on performances by other Great Lakes host ports in prior years, "Port of Call: Buffalo" estimates attendance of 125,000 and a local economic impact of \$6,000,000 to \$8,000,000. As Erie County and the entire Western New York region continues to grow and prosper, events of this nature are crucial as we strive to boost our economy and improve the lives of our fellow citizens.

Again, I support the committee's grant application and respectfully urge your support as well. Thank you for your continued work on behalf of Buffalo, Erie County and Western New York. If you have any questions or concerns, feel free to contact Thomas Hersey, my Commissioner of Environment & Planning, at (716)858-7674 or at Thomas.Hersey@erie.gov.

Sincerely yours,

Mark C. Poloncarz
Erie County Executive

MCP/pi



July 16, 2018

Western New York Regional Economic Development Council
95 Perry Street, Suite 500
Buffalo, NY 14201

Dear Western New York Regional Economic Development Council members:

I write in support of the Buffalo Lighthouse Association's request to the Western New York Regional Economic Development Council for Market New York tourism marketing funds.

We eagerly await the arrival of the *Tall Ships*!

The Buffalo & Erie County Public Library is looking forward to collaborating with the Port of Call Buffalo Committee on the *Tall Ships Festival* to be held at Canalside on July 4-7, 2019. The public has greater interest than ever before in Buffalo's culture, architecture and heritage. The visiting *Tall Ships* will be tremendously attractive to a wide demographic from across the region and beyond, and the related landside festival and its programming will offer music, heritage and hands-on activities free to all. Waterfront development has progressed to support such activities and large crowds. Having the *Tall Ships* here is a significant opportunity for Buffalo and Western New York to share the as-yet-untold stories of our city's rise to greatness through our waterfront and its industries. The Library welcomes and is excited to be a part of this participatory experience.

I ask you give the Port of Call Buffalo Committee's request your best consideration.
Thank you.

Sincerely,

A handwritten signature in blue ink, appearing to read "Mary Jean Jakubowski".

Mary Jean Jakubowski
Library Director

MJJ/ac



JOHN R. OISHEI FOUNDATION

July 18, 2018

Members of the WNY REDC
95 Perry Street
Suite 500
Buffalo, NY 14201

RE: CFA application by Port of Call: Buffalo

Dear Members of the WNY Regional Economic Development Council:

I am pleased to write to express the enthusiastic support of the Oishei Foundation for the application by Port of Call: Buffalo to the REDC for Market New York funds. The Foundation has already supported the visits of the Tall Ships through a grant to the Buffalo Lighthouse Association for the 2019 event.

This is an exciting opportunity to welcome to Canalside the Tall Ships Challenge race. Buffalo is a natural host for this event that highlights the important history of the Tall Ships that docked at the terminus of the Erie Canal to accept goods from the packet boats and carry them to the interior of our nation. Given the central importance of the Canal to the revitalization of the entire waterfront for Buffalo, we believe that support is more than warranted.

Welcoming those majestic ships back to our waterfront not only celebrates our history, but places Buffalo on the map for this exciting race. Four days of festivities will accompany the arrival of the ships, attracting visitors to the region and providing a completely unique experience for everyone.

We ask that you join the Foundation to ensure that Buffalo is a port of call on this triennial event that will celebrate the rich history of Buffalo and the Erie Canal on the building of our nation.

Sincerely,

Paul T Hogan
Executive Vice President

726 Exchange Street, Suite 510, Buffalo, NY 14210
TEL: 716 856 9490 FAX: 716 856 9493 www.oishei.org

July 12, 2018

Members of the WNY REDC
95 Perry Street
Suite 500
Buffalo, NY 14201

RE: CFA application by Port of Call: Buffalo

Dear Members of the WNY REDC:

Please accept this letter in support of the application being submitted by the Basil Port of Call Buffalo festival for grant funding through the Market New York CFA program.

The event, which will feature a spectacular fleet of historic tall ships from throughout the US and Canada anchoring in the Buffalo harbor, will be a wonderful tourism draw during the summer of 2019 and provide visitors with one more reason to explore our revitalized waterfront by viewing, boarding and exploring these magnificent vessels.

Now is the time to ensure that Buffalo will be a regular host port of this triennial event that will celebrate the rich history of Buffalo, the Erie Canal, and the building of our nation.

Thank you for your consideration and if you have any questions, please feel free to contact me directly.

Sincerely,

A handwritten signature in black ink that reads "Patrick J. Kaler". The signature is written in a cursive, flowing style.

Patrick J. Kaler

President and CEO